CHAPTER-3

ORGANISATIONAL PROFILE

-----------------------------------------------------------
-----------------------------------------------------------
-----------------------------------------------------------
-----------------------------------------------------------
In view of the objective of the study, it was considered necessary to undertake a survey of small-scale manufacturing units covering following sectors:

*Engineering, Chemical, Manufacturing, Casting/Fabrication, Maintenance/Packaging and Agri Products*

The industries in Engineering, Chemical, Manufacturing, Casting/Fabrication, Maintenance/Packaging and Agri Products were contacted during the field survey. A broad outline of these industrial sectors and the list of industries, which were considered for detailed study, are presented in the following sections. This list includes incomplete details of non-responding units which numbers to six.

### 3.1 ENGINEERING UNITS

The engineering industry has been titled the ‘engines of growth’. The tremendous impact and influence it has on industrialization and consequently the economy can be clearly seen from the economic scenario the world over. These units have contributed to productive capital, value added products, exports of engineering goods. The engineering units have a history of more than 46 years advancing through technical collaborations, joint ventures and indigenous research and development.

Today, these units have a capacity of manufacturing heavy equipments. These units largely depend on the sugar factories requirements, urban and rural demand. The total units in this sector were scrutinized based on the available data and the following industries were selected for further detailed study & visits:

1. Ahmednagar Steels Pvt. Ltd.
2. Sachin Pattern & Engineering Works
3. Shriram Udyog
4. Super-Tech Heavy Equipments
5. Varun Industries
6. Sahayadri Engineering Works
7. Ashok Projects
8. Mauli Industries
9. Kaushik Enterprises
10. Rajput Engineering Works
11. Mahesh Engineering Works
12. Valancy Compounds Services (P.) Ltd.

Let us see the detailed profile of these small scale units

**Ahmednagar Steels Pvt. Ltd.**

a) Owners name: *Mr. Vijay Bhagat*
b) Address: *A-24, MIDC, Ahmednagar*
c) Phone nos.: (0241) 2777280, 2778994
d) Year of establishment: 1989
e) Initial investment: 40 lakhs (approx)
f) Number of employees: 33
g) Number of working shifts: *Ist shift*
h) Annual Turnover: 90 lakhs (approx)
i) Raw material: *Plate channel beam*
j) Products: *Sugar & chemical machinery & material handling equipments*
k) Business objectives: *Increase return on investment*
l) Participation by management level: *Director*

**Sachin patterns & Engineering works**

a) Owners name: *Mr. Sodnar*
b) Address: *B-68, MIDC, Ahmednagar*
c) Phone nos.: (0241) 2777274
d) Year of establishment: 1992
e) Initial investment: 35 lakhs (approx)
f) Number of employees: 18  
g) Number of working shifts: Ist & IInd shift  
h) Annual Turnover: 45 lakhs (approx)  
i) Raw material: Steel casting  
j) Products: Sugar machinery gears  
k) Business objectives: Maximise profit  
l) Participation by management level: Director  

Shriram Udyog  

a) Owners name: Mr. Sunil Kanwade  
b) Address: G-103, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2416874, 2778516  
d) Year of establishment: 1994  
e) Initial investment: 9 lakhs(approx)  
f) Number of employees: 15  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 39 lakhs(approx)  
i) Raw material: C. R. Sheets  
j) Products: Press parts for L&T, Hydraulic power pack  
k) Business objectives: Increase return on investment  
l) Participation by management level: Director  

Super-Tech Heavy Equipments  

a) Owners name: Mr. Mahesh Gopalkrishnan  
b) Address: F-39, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777710, 3294705  
d) Year of establishment: 2003  
e) Initial investment: 31 lakhs (approx)  
f) Number of employees: 28
Varun Industries

a) Owners name: Mr. Vijay Bhagat  
b) Address: A-26, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2778994, 2777523  
d) Year of establishment: 2000  
e) Initial investment: 34 lakhs (approx)  
f) Number of employees: 15  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 55 lakhs (approx)  
i) Raw material: M.S. plate, Rods, Sheets, angles etc.  
j) Products: Sugar machinery & parts  
k) Business objectives: Maximise profit  
l) Participation by management level: Director

Sahyadri Engineering Works

a) Owners name: Mr. P.V. Purkar  
b) Address: L-254, MIDC, Ahmednagar  
c) Phone nos.: (0241) 6510576  
d) Year of establishment: 1997  
e) Initial investment: 31 lakhs (approx)  
f) Number of employees: 22  
g) Number of working shifts: Ist shift
h) Annual Turnover: 24 lakhs (approx)
i) Raw material: Casting steel
j) Products: Machining Precision works
k) Business objectives: Maximise profit
l) Participation by management level: Director

Ashok projects

a) Owners name: Mr. Vijay Bhagat
b) Address: B-51, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777036
d) Year of establishment: 2001
e) Initial investment: 43 lakhs (approx)
f) Number of employees: 13
g) Number of working shifts: Ist shift
h) Annual Turnover: 22 lakhs (approx)
i) Raw material: M.S. plates, gear box, S.S. plates, angles, channels
j) Products: Sugar & Chemical machinery, material handling equipments
k) Business objectives: Maximise profit
l) Participation by management level: Director

Mauli Industries

a) Owners name: Mr. Santosh Shinde
b) Address: G-60/1, MIDC, Ahmednagar
c) Phone nos.: 9272340250
d) Year of establishment: 1997
e) Initial investment: 39 lakhs (approx)
f) Number of employees: 15
g) Number of working shifts: Ist & IInd shift
h) Annual Turnover: 74 lakhs (approx)
i) Raw material: *Steel & M.S. plates*

j) Products: *Heavy machines*

k) Business objectives: *Maximise profit*

l) Participation by management level: *Senior Manager*

**Kaushik Enterprises**

a) Owners name: *Mr. Rajesh Shinde*
b) Address: *B-98, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2777705*
d) Year of establishment: *2001*
e) Initial investment: *42 lakhs (approx)*
f) Number of employees: *48*
g) Number of working shifts: *Ist & IInd shift*
h) Annual Turnover: *85 lakhs (approx)*
i) Raw material: *M.S. steel, angles*
j) Products: *Sugar machinery*
k) Business objectives: *Maximise profit*
l) Participation by management level: *General Manager*

**Rajput Engineering Works**

a) Owners name: *Mr. Rajput A.A.*
b) Address: *A-51, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2777935*
d) Year of establishment: *1999*
e) Initial investment: *8 lakhs (approx)*
f) Number of employees: *14*
g) Number of working shifts: *Ist shift*
h) Annual Turnover: *28 lakhs (approx)*
i) Raw material: *Steel, Crane parts*
j) Products: Material handling equipments & crane services  
k) Business objectives: Maximise profit  
l) Participation by management level: Director  

**Mahesh Engineering Works**  
a) Owners name: Mr. Sandeep Sali  
b) Address: G-69, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2778191, 5602614  
d) Year of establishment: 2003  
e) Initial investment: 36 lakhs (approx)  
f) Number of employees: 07  
g) Number of working shifts: 1st shift  
h) Annual Turnover: 21 lakhs (approx)  
i) Raw material: HSS carbide  
j) Products: Cutting tools  
k) Business objectives: Maximise profit  
l) Participation by management level: Director  

**3.2 MANUFACTURING UNITS (OTHERS)**  

Ahmednagar occupies an important place in both production as well as exports of engineering goods from the country. Manufacturing units in Ahmednagar is highly diversified and produces a large range of parts of industrial machinery to industrial castings and forging.  

The Ahmednagar MIDC has a fairly large number of firms in the organized sector possessing world class manufacturing capabilities and cost structures. The major items of production and exports in Ahmednagar are heavy machinery, machinery for sugar factories, chemical plants, tiles construction machinery, accessories, fabricated steel, steel forging, steel castings, stainless steel product, auto parts,
cutting tools, machine tools and mechanical pumps. Total exports of engineering industry in Ahmednagar have been estimated at US$ 3 million during 2007-08. This accounts for over 16 per cent of total export of engineering products in the same year. In overall terms, the export outlook for engineering products is bright.

The total units in this sector were scrutinized based on the available data and the following units were selected for further detailed study & visits:

1. Kirti Galicha Tiles
2. S.B. Precision Springs
3. M/S Swami Tiles
4. Thacker Rubber & Allied Industries Pvt. Ltd.
5. Aayush Kitchen Trolleys
6. D.P. con Engineering
7. Shree Rajlaxmi Industries
8. Sai Links (India) Pvt. Ltd.
9. Sai Plastics

Let us see the detailed profile of these small scale units.

**Kirti Galicha Tiles & Marble Company**

a) Owners name: *Mr. S.T. Pawar*
b) Address: *G-121, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2778485*
d) Year of establishment: *1989*
e) Initial investment: *24 lakhs (approx)*
f) Number of employees: *12*
g) Number of working shifts: *1st shift*
h) Annual Turnover: *28 lakhs (approx)*
i) Raw material: *White & gray cement, mosaic chips & dol powder*
j) Products: *Flooring tiles, pavers & wall ceramic tiles*
k) Business objectives: Maximise profit

l) Participation by management level: Director

S.B. Precision Springs

a) Owners name: Mr. Abhishek B. Shinde
b) Address: F-23, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777804
d) Year of establishment: 1995
e) Initial investment: 41 lakhs (approx)
f) Number of employees: 09
g) Number of working shifts: 1st shift
h) Annual Turnover: 80 lakhs (approx)
i) Raw material: Spring Steel
j) Products: Precision springs
k) Business objectives: Maximise profit

l) Participation by management level: Director

M/S Swami Tiles

a) Owners name: Mr. Deepak Kshatriya
b) Address: D-83, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777424
d) Year of establishment: 1996
e) Initial investment: 9 lakhs (approx)
f) Number of employees: 15
g) Number of working shifts: 1st shift
h) Annual Turnover: 24 lakhs
i) Raw material: Cement & khadi
j) Products: Tiles

k) Business objectives: Maximise profit
Participation by management level: Director

**Thacker Rubber & Allied Industries Pvt. Ltd.**

a) Owners name: *Mr. Iqbal H. Jindani*
b) Address: *C-34, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2778925*
d) Year of establishment: *1999*
e) Initial investment: *36 lakhs (approx)*
f) Number of employees: *29*
g) Number of working shifts: *1st shift*
h) Annual Turnover: *67 lakhs (approx)*
i) Raw material: *Raw rubber & chemicals*
j) Products: *Automobile rubber matting*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*

**Aayush Kitchen Trolleys**

a) Owners name: *Mr. Sanjay Kokate*
b) Address: *L-215/2, MIDC, Ahmednagar*
c) Phone nos.: *9422226299*
d) Year of establishment: *2003*
e) Initial investment: *8 lakhs (approx)*
f) Number of employees: *12*
g) Number of working shifts: *1st & IInd shift*
h) Annual Turnover: *22 lakhs (approx)*
i) Raw material: *Steel rods, M.S. steel*
j) Products: *Kitchen trolleys*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*
D.P. con Engineering

a) Owners name: Mr. Pratap Yashwant Dhamane
b) Address: 195/3, Saiban, MIDC, Ahmednagar
c) Phone nos.: 9822741476
d) Year of establishment: 2004
e) Initial investment: 26 lakhs (approx)
f) Number of employees: 14
g) Number of working shifts: Ist shift
h) Annual Turnover: 45 lakhs (approx)
i) Raw material: M.S. mould & plates
j) Products: Gear box
k) Business objectives: Maximise profit
l) Participation by management level: Director

Shree Rajlaxmi Industries

a) Owners name: Mr. Rajaram Rai
b) Address: L-215/2, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778232
d) Year of establishment: 2003
e) Initial investment: 04 lakhs (approx)
f) Number of employees: 08
g) Number of working shifts: Ist shift
h) Annual Turnover: 09 lakhs (approx)
i) Raw material: M.S. Aluminum, anodizing powder
j) Products: M.S. flat furniture, Windows, doors
k) Business objectives: Maximise profit
l) Participation by management level: Senior Manager
3.3 CHEMICAL UNITS

Ahmednagar MIDC enjoys a competitive advantage in certain chemical units viz. Agro Chemicals, Emulsifier, Pesticides, Pharmaceuticals, Dyes, Plastic Processing specially chemicals and paints. In Ahmednagar MIDC chemical units will continue to remain a crucial segment catering to vital needs of agriculture, household consumption, industrial uses and other strategic and defense requirements. This means that chemicals are inevitable in many respects, but at the same time chemicals are hazardous also in many respects.

The total units in this sector were scrutinized based on the available data and the following industries were selected for further detailed study & visits:
1. Sunil Industrial Corporation
2. Estelle Chemicals Pvt. Ltd.
3. Krishna Chemicals
4. M/S Mahesh Marketing
5. Dulux Polymers

Let us see the detailed profile of these small scale units.

Sunil Industrial Corporation

a) Owners name: Mr. Sunil Namdeorao Kale
b) Address: C-9, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777370
d) Year of establishment: 1995
e) Initial investment: 18 lakhs (approx)
f) Number of employees: 05
g) Number of working shifts: 1st shift
h) Annual Turnover: 10 lakhs (approx)
i) Raw material: Varnish, turpentine, cashew nut oil
j) Products: Red oxide, paint
k) Business objectives: Maximise profit
l) Participation by management level: Director

**Estelle chemicals Pvt. Ltd.**

a) Owners name: Mr. Sudhir Bhagat
b) Address: G-20/5, MIDC, Ahmednagar
c) Phone nos.: (0241) 2779199
d) Year of establishment: 2003
e) Initial investment: 45 lakhs (approx)
f) Number of employees: 18
g) Number of working shifts: Ist, IInd & IIIrd shift
h) Annual Turnover: 90 lakhs (approx)
i) Raw material: ST acid, Glycerin, sorbitol
j) Products: GMS flakes powder, SMS flakes
k) Business objectives: Maximise profit
l) Participation by management level: Director

**Krishna chemicals**

a) Owners name: Mr. Narang S.K.
b) Address: A-29, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777358
d) Year of establishment: 1990
e) Initial investment: 22 lakhs (approx)
f) Number of employees: 18
g) Number of working shifts: Ist shift
h) Annual Turnover: 22 lakhs (approx)
i) Raw material: Non edible oil, soap stone, powder silicate
j) Products: Washing powder & soaps
k) Business objectives: Increase turnover (sales)
l) Participation by management level: Director

M/S Mahesh Marketing

a) Owners name: Mr. Paresh Vijay Bihani
b) Address: L-233, MIDC, Ahmednagar
c) Phone nos.: 9422086964
d) Year of establishment: 2005
e) Initial investment: 05 lakhs (approx)
f) Number of employees: 15
g) Number of working shifts: 1st shift
h) Annual Turnover: 35 lakhs (approx)
i) Raw material: Acid, chemicals
j) Products: Chemicals
k) Business objectives: Maximise profit
l) Participation by management level: General Manager

3.4 CASTING/FABRICATION UNITS

The Casting/Fabrication units are an important segment of the Ahmednagar MIDC. The Casting/Fabrication units, which leap-frogged during the period 1990-95 has slowed its pace in the past half decade as, the entrepreneurs have realized that the consumer is yet to familiarize himself with the products available in the market. The products manufactured are supplied throughout India. Products like motor bodies, sewing machine parts, Steel rods, Aluminium casted, Seamless parting, M.S. Ingots & CI Casting are in high demand. Casting/Fabrication units contribute about 42% of Ahmednagar MIDC manufacturing output.

The total units in this sector were scrutinized based on the available data and the following industries were selected for further detailed study & visits:

1. Super-Tech Engineers
2. Chetak Industries  
3. Apra Casting  
4. Supreme Industries  
5. Star Casting (Pvt.) Ltd.  
6. Sheetal Foundry  
7. Forcas Impex Pvt. Ltd.  
8. Utkarsha Industries  
10. Saee Engineering & Fabricators  
11. Guru Engineering Works  
12. Manakos Engineers & Fabricators  

Let us see the detailed profile of these small scale units.  

**Super-Tech Engineers**  

a) Owners name: Mr. Mahesh Gopalkrishnan  
b) Address: A-44, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777705, 3291009  
d) Year of establishment: 1999  
e) Initial investment: 34 lakhs (approx)  
f) Number of employees: 56  
g) Number of working shifts: Ist & IInd shift  
h) Annual Turnover: 70 lakhs (approx)  
i) Raw material: All kinds of steel  
j) Products: Fabrication, Machining & special projects  
k) Business objectives: Maximise profit  
l) Participation by management level: Director
Chetak Industries

a) Owners name: Mr. Ajay Muthiyan  
b) Address: D-103, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777477  
d) Year of establishment: 1998  
e) Initial investment: 21 lakhs (approx)  
f) Number of employees: 14  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 74 lakhs (approx)  
i) Raw material: Aluminum LM-4, snap chokes, C.I. casting  
j) Products: Aluminium casting foundry equipments  
k) Business objectives: Maximise profit  
l) Participation by management level: Director

Apra Casting

a) Owners name: Mr. Ajay Nawale  
b) Address: F-28, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2779853  
d) Year of establishment: 2002  
e) Initial investment: 23 lakhs (approx)  
f) Number of employees: 12  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 60 lakhs (approx)  
i) Raw material: C.I. scrap & pig iron  
j) Products: Ferrous & non ferrous casting  
k) Business objectives: Maximise profit  
l) Participation by management level: Director
Supreme Industries

a) Owners name: Mr. Sunil Namdeorao Kale
b) Address: L-194, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778362
d) Year of establishment: 1998
e) Initial investment: 24 lakhs (approx)
f) Number of employees: 35
g) Number of working shifts: Ist shift
h) Annual Turnover: 90 lakhs (approx)
i) Raw material: Pig iron, C.I. casting
j) Products: Sewing machine stands
k) Business objectives: Maximise profit
l) Participation by management level: Director

Star Casting Pvt. Ltd.

a) Owners name: Mr. Kiran Kathade
b) Address: F-46, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778489
d) Year of establishment: 2002
e) Initial investment: 43 lakhs (approx)
f) Number of employees: 31
g) Number of working shifts: Ist shift
h) Annual Turnover: 67 lakhs (approx)
i) Raw material: C.I. scrap, pig iron, coke, silica sand, bentonik
j) Products: C.I. casting
k) Business objectives: Maximise profit
l) Participation by management level: Director
Sheetal Foundry

a) Owners name: Mr. Rajesh Jaggi  
b) Address: C-22, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777268  
d) Year of establishment: 2004  
e) Initial investment: 53 lakhs (approx)  
f) Number of employees: 55  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 65 lakhs (approx)  
i) Raw material: C.I. casting & pig iron  
j) Products: sewing machine stand  
k) Business objectives: Maximise profit  
l) Participation by management level: Director

Forcas Impex Pvt. Ltd.

a) Owners name: Mr. Jagtap  
b) Address: G-18, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777349  
d) Year of establishment: 1999  
e) Initial investment: 39 lakhs (approx)  
f) Number of employees: 45  
g) Number of working shifts: Ist shift  
h) Annual Turnover: 67 lakhs (approx)  
i) Raw material: Stainless steelcasting  
j) Products: Valve components  
k) Business objectives: Increase turnover (sales)  
l) Participation by management level: Director
Utkarsha Industries

a) Owners name: Mr. Balasaheb Pokale
b) Address: G-66, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778666
d) Year of establishment: 1998
e) Initial investment: 14 lakhs (approx)
f) Number of employees: 13
g) Number of working shifts: Ist & IInd shift
h) Annual Turnover: 09 lakhs & above
i) Raw material: M.S. casting, steel
j) Products: Fabricated products
k) Business objectives: Maximise profit
l) Participation by management level: Director

Shreenivas Fab Innovative Pvt. Ltd.

a) Owners name: Mr. Milind kulkarni
b) Address: F-15, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778445
d) Year of establishment: 2002
e) Initial investment: 41 lakhs (approx)
f) Number of employees: 26
g) Number of working shifts: Ist & IInd shift
h) Annual Turnover: 53 lakhs (approx)
i) Raw material: S.S. sheets, angles
j) Products: Control panels
k) Business objectives: Maximise profit
l) Participation by management level: General Manager
Saee Engineering & Fabricators

a) Owners name: *Mr. Barhate Jalindar D.*
b) Address: G-74, MIDC, Ahmednagar
c) Phone nos.: 9225325911
d) Year of establishment: 2003
e) Initial investment: 7 lakhs (approx)
f) Number of employees: 12
g) Number of working shifts: *Ist shift*
h) Annual Turnover: 25 lakhs
i) Raw material: *M.S. Steel*
j) Products: *Fabricated products*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*

Guru Engineering Works

a) Owners name: *Mr. Raskar A.L.*
b) Address: *G-47/2, MIDC, Ahmednagar*
c) Phone nos.: (0241) 2779107
d) Year of establishment: 2003
e) Initial investment: 7 lakhs (approx)
f) Number of employees: 09
g) Number of working shifts: *Ist shift*
h) Annual Turnover: 31 lakhs (approx)
i) Raw material: *Steel, angles*
j) Products: *Fabricated products, machining, job work*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*
Manakos Engineers & Fabricators

a) Owners name: Mr. Ashok M. Kore  
b) Address: A-57, MIDC, Ahmednagar  
c) Phone nos.: (0241) 2777905  
d) Year of establishment: 2001  
e) Initial investment: 09 lakhs (approx)  
f) Number of employees: 17  
g) Number of working shifts: Ist & IInd shift  
h) Annual Turnover: 25 lakhs (approx)  
i) Raw material: M.S. material  
j) Products: Fabricated items  
k) Business objectives: Maximise profit  
l) Participation by management level: General Manager

3.5 MAINTENANCE/PACKAGING UNITS

Maintenance and packaging units helps smooth running of all the companies and safe delivery of products into the hands of customers. In Packaging units products like corrugated boxes, sheets, rools, wooden boxes, thermocol, Plastic bags and plastic packing parts are manufactured whereas in Maintenance units job works are done on unit basis.

The total units in this sector were scrutinized based on the available data and the following industries were selected for further detailed study & visits:

1. Abhiruchi Enterprises  
2. Cargo Pack Industries  
3. Shree Balaji Powder Coating & Anodizing  
4. Durga Polytherm Pvt. Ltd.  
5. S.S. Suppliers
6. Trimurty Foundry
7. Anand Packaging

Let us see the detailed profile of these small scale units.

**Abhiruchi Enterprises**

a) Owners name: *Mr. Gandhe Dilip*
b) Address: *G-65, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 6515746*
d) Year of establishment: *2000*
e) Initial investment: 22 lakhs (approx)*
f) Number of employees: *15*
g) Number of working shifts: *Ist shift*
h) Annual Turnover: 26 lakhs (approx)*
i) Raw material: *Offset machine, ink, paper*
j) Products: *Offset printing, corrugated boxes, cartons & multicolor printing*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*

**Cargo Pack Industries**

a) Owners name: *Mr. Sachin Bora*
b) Address: *D-62, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2777502*
d) Year of establishment: *1991*
e) Initial investment: 45 lakhs (approx)*
f) Number of employees: *17*
g) Number of working shifts: *Ist shift*
h) Annual Turnover: 89 lakhs (approx)*
i) Raw material: *Craft paper, adhesive, stitching wire*
j) Products: *Corrugated boxes, sheets, rolls*
k) Business objectives: *Maximise profit*

l) Participation by management level: *Senior Manager*

**Shree Balaji Powder Coating & Anodizing**

a) Owners name: *Mr. Avinash Ranjankar*

b) Address: *G-101, MIDC, Ahmednagar*

c) Phone nos.: *(0241) 23207114*

d) Year of establishment: *2004*

e) Initial investment: *05 lakhs (approx)*

f) Number of employees: *15*

g) Number of working shifts: *1st shift*

h) Annual Turnover: *18 lakhs (approx)*

i) Raw material: *Anodising powder*

j) Products: *Anodised products & furniture*

k) Business objectives: *Maximise profit*

l) Participation by management level: *Director*

**Durga Polytherm Pvt. Ltd.**

a) Owners name: *Mr. Sandeep More*

b) Address: *A-16, MIDC, Ahmednagar*

c) Phone nos.: *(0241) 2777399*

d) Year of establishment: *2001*

e) Initial investment: *32 lakhs (approx)*

f) Number of employees: *46*

g) Number of working shifts: *1st & 2nd shift*

h) Annual Turnover: *76 lakhs (approx)*

i) Raw material: *Styromal*

j) Products: *EPS thermocol, block & buffers*

k) Business objectives: *Maximise customer satisfaction*
Participation by management level: Director

S.S.Suppliers

a) Owners name: Mr. Sudhir Chopda
b) Address: D-61, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777250
d) Year of establishment: 1983
e) Initial investment: 22 lakhs (approx)
f) Number of employees: 15
g) Number of working shifts: 1st shift
h) Annual Turnover: 80 lakhs (approx)
i) Raw material: Wood, nails
j) Products: Wooden pacing & boxes
k) Business objectives: Maximise profit
l) Participation by management level: Director

Trimurty Foundry

a) Owners name: Mr. Kantilal Mutha
b) Address: A-48, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777829
d) Year of establishment: 1995
e) Initial investment: 7 lakhs (approx)
f) Number of employees: 17
g) Number of working shifts: 1st shift
h) Annual Turnover: 26 lakhs
i) Raw material: All types of steel
j) Products: Powder coating, oven bake painting, steel furniture
k) Business objectives: Maximise profit
l) Participation by management level: Director
3.6 **AGRI PRODUCT UNITS**

There are few Agri Product based units contributing to the total production. Though the contribution is meager but is very important for fulfilling the need of customers. Soya protein, Poultry products, Milk Processing and Agricultural implements, etc. are few products of these units.

The total units in this sector were scrutinized based on the available data and the following industries were selected for further detailed study & visits:

1. Chaitanya Poultry Feeds & Hatcheries
2. J.K. Engineering & Industries
3. Shubham Agro Implement
4. Mahesh Fabrication
5. Indo Farm Agro Industries

Let us see the detailed profile of these small scale units.

**Chaitanya Poultry Feeds & Hatcheries**

a) Owners name: *Mr. Santosh A. Kanade*
b) Address: *G-105, MIDC, Ahmednagar*
c) Phone nos.: *(0241) 2779177*
d) Year of establishment: 2003
e) Initial investment: *30 lakhs (approx)*
f) Number of employees: 32
g) Number of working shifts: *1st shift*
h) Annual Turnover: *54 lakhs (approx)*
i) Raw material: *Eggs, soya & maka*
j) Products: *Feed & cheeks*
k) Business objectives: *Maximise profit*
l) Participation by management level: *Director*
J.K. Engineering & Industries

a) Owners name: Mr. Ahuja R.K.
b) Address: G-23, MIDC, Ahmednagar
c) Phone nos.: (0241) 2777336
d) Year of establishment: 2001
e) Initial investment: 46 lakhs (approx)
f) Number of employees: 14
g) Number of working shifts: Isth shift
h) Annual Turnover: 79 lakhs (approx)
i) Raw material: M.S. angles, channels, flat & sheets
j) Products: Tractor trolleys, agriculture implements
k) Business objectives: Maximise profit
l) Participation by management level: General Manager

Shubham Agro Implement

a) Owners name: Mr. Ajay Kambale
b) Address: F-18, MIDC, Ahmednagar
c) Phone nos.: (0241) 2778947
d) Year of establishment: 2002
e) Initial investment: 52 lakhs (approx)
f) Number of employees: 34
g) Number of working shifts: Isth & IInd shift
h) Annual Turnover: 78 lakhs (approx)
i) Raw material: Steel angles & channel
j) Products: Fabricated products
k) Business objectives: Increase turnover (sales)
l) Participation by management level: Director
Mahesh Fabrication

a) Owners name: Mr. Sopan Kharmale
b) Address: G-64, MIDC, Ahmednagar
c) Phone nos.: (0241) 2779164
d) Year of establishment: 2004
e) Initial investment: 45 lakhs (approx)
f) Number of employees: 14
g) Number of working shifts: Ist shift
h) Annual Turnover: 80 lakhs (approx)
i) Raw material: M.S. casting
j) Products: Agriculture equipments
k) Business objectives: Maximise profit
l) Participation by management level: Director

Despite of all possible and pertinent efforts made by the researcher following small scale manufacturing units didn’t participate in discussion and personal interview secessions. Also these firms remain non respondent in filling the questionnaire. The list of such firm is as follows

1. Valency Compunds Services Pvt. Ltd.
2. Sai Links (India) Pvt. Ltd.
3. Sai Plastics
4. Dulux Polymers
5. Anand Packaging
6. Indo Farm Agro Industries

Thus the effective size of the sample is 44 out of 50.

****