## List of the Items Covered by Export Promotion Council for Handicrafts under the Woodware Category along with their H.S. Code

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>H.S. Code</th>
<th>Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>441900.01</td>
<td>Household utensils of Wood</td>
</tr>
<tr>
<td>II</td>
<td>441900.02</td>
<td>Standard lamps, tables &amp; lighting fittings of wood</td>
</tr>
<tr>
<td>III</td>
<td>441900.09</td>
<td>Other domestic, decorative articles</td>
</tr>
<tr>
<td>IV</td>
<td>441900.11</td>
<td>Parts of domestic, decorative articles</td>
</tr>
<tr>
<td>V</td>
<td>442010.00</td>
<td>Statues and other ornaments of wood</td>
</tr>
<tr>
<td>VI</td>
<td>442090.01</td>
<td>Wood Marquette &amp; inlaid wood</td>
</tr>
<tr>
<td>VII</td>
<td>970190.01</td>
<td>Domestic articles of wood (hand decorated)</td>
</tr>
<tr>
<td>VIII</td>
<td>999140.01</td>
<td>Art wares of rose wood (including carvings)</td>
</tr>
<tr>
<td>IX</td>
<td>999140.02</td>
<td>Artwares of sandal wood (including carvings)</td>
</tr>
<tr>
<td>X</td>
<td>999140.03</td>
<td>Art wares of sheesham wood (including carving)</td>
</tr>
<tr>
<td></td>
<td>Code</td>
<td>Description</td>
</tr>
<tr>
<td>---</td>
<td>----------------</td>
<td>-------------------------------------------------------</td>
</tr>
<tr>
<td>XI</td>
<td>999140.04</td>
<td>Art wares of walnut wood (including carvings)</td>
</tr>
<tr>
<td>XII</td>
<td>999140.05</td>
<td>Lacquered wood wares</td>
</tr>
<tr>
<td>XIII</td>
<td>999140.06</td>
<td>Inlaid with ivory metal etc.</td>
</tr>
<tr>
<td>XIV</td>
<td>999140.09</td>
<td>Others in wood art ware</td>
</tr>
<tr>
<td>XV</td>
<td>999140.04</td>
<td>Carving sets as artware (other than previous)</td>
</tr>
<tr>
<td>XVI</td>
<td>999190.17</td>
<td>Normal wares</td>
</tr>
<tr>
<td>XVII</td>
<td>660200.00</td>
<td>Walking sticks etc.</td>
</tr>
</tbody>
</table>
INTERVIEW SCHEDULE
SURVEY OF HANDICRAFTS ESTABLISHMENTS

OBJECTIVE OF THE SURVEY

i. LOCATION

1. Name of craft

2. Name of place :

3. District :

4. Sr. number in the sample list

5. Date :
II. GENERAL INFORMATION OF THE ESTABLISHMENT

1. Name and address of the establishment

2. Name and address of the proprietor of partner:

3. Religion
   Cast
   Sub-caste

4. When started

5. Is the establishment
   (i) Self started ( )
   (ii) Inherited ( )
   (iii) Purchased ( )

6. When did the establishment come under your charge?

7. Whether registered? 1. Yes ( ) 2. No. ( )

8. If yes, under what Act or Regulation?
   (i) Factory Act ( )
   (ii) Shops and Establishment Act ( )
   (iii) Any other...... ( )

9. Type of ownership of the establishment:
   (i) Self-owned ( )
   (ii) Partnership ( )
   (iii) Co-operative ( )
   (iv) Private Limited ( )
   (v) Public Limited ( )
   (vi) Any other............( )
III. GENERAL INFORMATION ABOUT THE WORKING OF THE ESTABLISHMENT

Power used:

(i) Entirely manual ( ) (ii) Animal............... ( )

(iii) Oil.................... ( ) (iv) Gas ( )

(v) Steam ( ) (vi) Electricity ( )

Place of work:

(i) Place of residence (owned/rented) ( )

(ii) Self-owned, other place ( )

(iii) Other rented place ( )

(iv) Any other............. ( )

Description of place of work:

Whether outside labour is employed in the establishment? Yes/No
5. Condition of work load during the last year:

Name of months

(i) Good ..........................................

(ii) Normal ..........................................

(iii) Slack ..........................................

(iv) Not worked ..........................................

6. Number of days not worked during last year

(other than the above)............................

7. Reasons for not working:

(i) Festivals.......................( )

(ii) No demand.................... ( )

(iii) No money to purchase raw materials .......................( )

(iv) Non-availability of raw materials...... ( )

(v) Sickness ( )

(vi) Any other...............( )

8. Average number of working hours per day of the establishment.........
## IV. CAPITAL

### 1. Fixed Capital

<table>
<thead>
<tr>
<th>No.</th>
<th>Value at Installation</th>
<th>Replacement Value (gross of depreciation)</th>
<th>Average Life</th>
<th>Value of assets last year</th>
<th>If rented, annual rent</th>
<th>Repair Charges Of last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- (i) Machinery
- (ii) Building@
- (iii) Tools and equipment
- (iv) Furniture and fixtures
- (v) Any other
- (vi) Total

@ If working in place of residence, give the value of rent apportioned to that part where work is carried on. (Do not give it for the whole house).

### 2. Working capital (on the day of visit)

A. Value of materials given to others for getting work done on wages or contract - Rs.........

B. Value of materials of half finished and finished goods with the artisan who has brought the materials from others for working on wages or contract - Rs..................
C. Working capital invested by the proprietor in the establishment on the day of visit.

<table>
<thead>
<tr>
<th>Raw materials</th>
<th>Fuel lubricants etc</th>
<th>Value of half finished goods</th>
<th>Value of finished goods</th>
<th>Cash on hand / or in the bank</th>
<th>Total</th>
<th>Outstanding current credits</th>
<th>Out standing current liabilities</th>
<th>Total (7-8)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
</tr>
</tbody>
</table>

3. Total working capital invested in this establishment:

\[4.2 (C) \colon \text{Col. 6+Col.9} \text{Rs}.................................\]

4. Total capital : \[4.1 \text{ (vi) 2}] + [4.3] \text{Rs}..........................\

5. Money invested by the proprietors in this establishment Rs

<table>
<thead>
<tr>
<th>Position at the beginning of last year</th>
<th>During last year</th>
<th>Present position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>
### 6. Indebtedness of the establishment (in the beginning of the last year)

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Rate of Interest</th>
<th>Purpose</th>
<th>Conditions if any</th>
<th>Loan returned during the last year</th>
<th>Net loan at the end of the year@</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i) Government</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>(ii) Co-operative</td>
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<tr>
<td>(iii) Bank or Insurance Co</td>
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<tr>
<td>(iv) Merchants</td>
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<tr>
<td>(v) Private moneylenders</td>
<td></td>
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<tr>
<td>(vi) Friends &amp; relatives</td>
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<tr>
<td>(vii) Total</td>
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</tr>
</tbody>
</table>
V. **RAW MATERIALS**

1. Details of raw materials actually used in your establishment during last year. (Excluding the portion that have given to others).

<table>
<thead>
<tr>
<th>Name of Important raw material</th>
<th>Unit</th>
<th>Self-purchased and used Quantity</th>
<th>Value</th>
<th>Given by others, to work on wages or contract Quantity</th>
<th>Value</th>
<th>Total Quantity</th>
<th>Value</th>
<th>How much more your require</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
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<td>Total</td>
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<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

2. Value of other raw materials used during last year in Rs.............................

3. Total value of raw materials (5.1 Column 8 + 5.2) in Rs.................................

4. Fuel and lubricants etc., used during the last year;
   names..........................................................Value in rupees..........................

5. Where from do you get your raw materials/ (Give details of only those materials which are purchased either on cash payment or on credit).
6. Method of purchasing raw materials:
   (i) Wholesale ( ); (ii) Retail ( )

7. From whom do you purchase raw materials?
   (0) Directly from the producer ( )
   (ii) From the merchant ( )
   (iii) From a person who purchases finished products on contract ( )
   (iv) Co-operative society ( )
   (v) Government ( )
   (vi) Any other agency ( )

8. What are your difficulties in obtaining raw materials?..............................

9. What are your suggestions in overcoming these difficulties?
## WI Employment

1. **Average number of full time workers in the establishment during last year:**

<table>
<thead>
<tr>
<th></th>
<th>Salaried</th>
<th>Wage-earners</th>
<th>Family workers</th>
<th>Total</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

   (i) Supervisory and managerial work

   (ii) Workers

   (iii) Total

Total number of hours of work per day

(M = Male; F = Female; C = Children)

1. **Average number of part-time workers in the establishment during last year:**

<table>
<thead>
<tr>
<th></th>
<th>Salaried</th>
<th>Wage-earners</th>
<th>Family workers</th>
<th>Total</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td>M. F. C.</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

   (i) Supervisory and managerial work

   (ii) Workers

   (iii) Total

Total number of hours of work per day
3. Average number of daily workers

<table>
<thead>
<tr>
<th></th>
<th>Salaried M. F. C.</th>
<th>Wage-earners M. F. C.</th>
<th>Family workers M. F. C.</th>
<th>Total M. F. C.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td></td>
</tr>
</tbody>
</table>

(i) Number of Workers

(ii) Hours of Workers

4. Net earnings of this establishment.

<table>
<thead>
<tr>
<th></th>
<th>Bywages 2</th>
<th>By contract 3</th>
<th>Independently 4</th>
<th>Total 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(i) During the last month

(ii) During the last year
VII. PRODUCTION

1. Production of important articles during the last year,

<table>
<thead>
<tr>
<th>Names of important articles prepared during the last year</th>
<th>Unit</th>
<th>Qty</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>5</td>
<td>6</td>
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<td>7</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2. Value of production of other articles during the last year in Rs.

3. Value of total production during 1999-00 in Rs......................; in 1998-99 in Rs..................; in 1997-98 in Rs..........................

4. Maximum productivity capacity (for one shift only) in Rs..........................

5. If worked less than the maximum productivity capacity during the last year, give reasons for the same:

   (0) No demand........................................ ( )
   (i) Insufficient working capital ( )
   (ii) Non-availability of raw materials ( )
   (iii) Non-availability of workers ( )
   (iv) Non-availability of good workers ( )
   (v) Any other.................................( )

How production generally takes place?

   (i) After receiving the orders ( )
   (ii) In anticipation of demand ( )
7. Do you sufficient demand for your products? (keeping in view the productive capacity of your establishment)
   (1) Yes ( ); (2) No ( )

8. If no, what are your difficulties in getting sufficient demand for your products?

9. Suggests remedies to overcome the above difficulties

10. Is there any competition in selling your products?
   (1) Yes ( ); (2) No ( )

11. If yes, (i) Locally...........................................( )
   (ii) From handicrafts articles coming from other parts of our country.............( )
   (iii) From the machine made goods of our country.................................( )
   (iv) From foreign goods.................................( )
   (v) Any other......................( )

12. Give reasons for the competition of other goods with yours.

<table>
<thead>
<tr>
<th>They are better in quality</th>
<th>They are cheaper ()</th>
<th>There is chances in the taste of the people ()</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i) They look more beautiful ()</td>
<td>(i) They get raw materials at Cheaper rates</td>
<td></td>
</tr>
<tr>
<td>(ii) They are more durable ()</td>
<td>(ii) They produce with the help of machines ()</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(iii) They get workers at lower wage rate ()</td>
<td></td>
</tr>
</tbody>
</table>
1. To whom do you sell your products?

(i) Person who has advanced money ( )

(ii) Person who has advanced raw materials ( )

(iii) Co-operative society which has advanced money ( )

(iv) Co-operative society which has advanced raw materials ( )

(v) Local dealer ( )

(vi) Directly to the local customers ( )

(vii) Dealers in other place (name of place, and districts)................................. ( )

(viii) Directly to the customers in other place (name of place and districts).................. ( )

(ix) Government or government Institutions ( )

(x) Directly to foreign countries (Name)................. ( )

(xi) Any other............................... ( )

2. Where do you mostly sell your products?

(i) In the local market................................. ( )

(ii) In the markets round about your place................................. ( )

(iii) In the distant markets of the country................................. ( )

(iv) In the foreign markets................................. ( )

3. In selling your products whether

(i) You go to other ( )

(ii) Others come to you ( )
4. How do you get new contacts for selling you products?

5. Do you get complaints regarding packing of a product? Yes / No
   If yes what are those complaints?

6. If you are product are being exported, what type of pricing do you quote?
   1) ex-work 2) FOB 3) C & F 4) CIF

7. What is your channel for export?
   1) Agent in India 2) Exported in India 3) Agent abroad 4) Importer

8. Do you get any information on exporting your products from Government or Private Agencies in India or abroad?
   Agencies in India Yes / No
   Agencies abroad Yes / No

9. What are the difficulties in marketing / exporting your products?

10. Have you remedies to suggest? State those here.
IX. DESIGNS

1. The designs that you use are:
   (i) Completely traditional ( )
   (ii) Mostly traditional ( )
   (iii) Completely modern ( )
   (iv) Mostly modern

2. How many new designs have you used during last years?

3. Details of the new designs used during last year:

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Source of Obtaining it</th>
<th>Numbers</th>
<th>On what Conditions</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4. Do you get the modern designs easily?
   (1) Yes ( ); (2) No ( )

5. If no, what efforts are made to obtain modern designs or to improve the existing designs?.................

6. Suggest remedies..............................................................
X. COST STRUCTURE

1. For family establishment:

<table>
<thead>
<tr>
<th>Name of the product</th>
<th>How many days one works on it</th>
<th>On how many articles one prepares in one day</th>
<th>Cost of important raw materials</th>
<th>Cost of other raw materials, fuel, electricity, lubricants etc</th>
<th>Other costs @</th>
<th>Selling price</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
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<td>7</td>
<td>8</td>
</tr>
</tbody>
</table>

@ Costs incurred other than family establishments:

<table>
<thead>
<tr>
<th>Name of the product</th>
<th>Unit</th>
<th>Cost of important raw materials</th>
<th>Cost of other raw materials, fuel, electricity, lubricants etc</th>
<th>Wages paid</th>
<th>Other costs @</th>
<th>Selling price</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
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<td>7</td>
<td>8</td>
</tr>
</tbody>
</table>
XS. RELATIONSHIP WITH SOCIETIES & ASSOCIATIONS

1. Has any member of this establishment been a member of any society/association useful to this craft?
   
   (1) Yes ( ); (2) No ( )

2. If yes, give the name of association (other than co-operative society)

3. If you are a member of any co-operative society, which and what type of co-operative society?

4. What help you secures from these associations etc., during the last year?

5. Extent of help

6. Give reasons, if you are not a member of any associations or society?
XS1. TRAINING

1. Have you trained any person other than the member of your family in this craft during the last year?
   (1) Yes ( ); (2) No ( )
   If yes,
   
<table>
<thead>
<tr>
<th>How many persons</th>
<th>What type of training</th>
<th>On what conditions</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

2. Are there any training facilities in this craft?
   (1) Yes ( ); (2) No ( )

3. If yes, what facility?..............................

4. Has any one (including yourself) availed himself of such facility?
   (1) Yes ( ); (2) No ( )
   If yes,
   
<table>
<thead>
<tr>
<th>Who received the training</th>
<th>What type of training</th>
<th>Where</th>
<th>Period</th>
<th>What year if stipend received</th>
<th>Other facilities</th>
<th>If fees paid how much?</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>5</td>
<td>6</td>
<td>7</td>
</tr>
</tbody>
</table>

5. What is your opinion about this training?
XIII. IMPROVEMENTS IN THE CRAFT

1. What effort are made during the last year to improve this craft?

2. What have you thought about improving in the craft in future?.................................

3. Household Income

(In Rupees)

<table>
<thead>
<tr>
<th></th>
<th>Last month</th>
<th>Last year</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i) Earned income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(ii) Other income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iii) Any amount received from persons working elsewhere</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iv) Total income</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
XIV HOUSEHOLD INFORMATION OF THE HEAD OF
ESTABLISHMENT

1. Particulars of all members in the household (including the head of the
   establishment)

   (i) Name
   (ii) Relationship
   (iii) Sex
       1. Male
       2. Female
   (iv) Age
   (v) Marital status
   (vi) General education
   (vii) Technical training
   (viii) Whether working?
       If yes, full time of part time
   (ix) Principal occupation
   (x) Income from it last month'
   (xi) Last year
   (xii) Subsidiary occupation
   (xiii) Income from last month'
   (xiv) Last year
9. Aid received from Government or other Agencies

<table>
<thead>
<tr>
<th>Source</th>
<th>Before last year</th>
<th>For what purpose</th>
<th>During last year</th>
<th>Purpose</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Nature In of help Rs.</td>
<td></td>
<td>Nature In of help Rs.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
</tbody>
</table>

10. Do you experience any difficulty in receiving loans?

(1) Yes ( ) (2) No ( )

11. If yes, give the following particulars in respect of last year:

(i) Amount you were in need of..............................................

(ii) For what purpose..............................................

(iii) Agencies approached..............................................

(iv) Reasons for not receiving the loan..............................

(v) How did you overcome the difficulties?..........................

(vi) What are your difficulties in obtaining loans?.............
APPENDIX - 111

MORTALITY RATES HIGH IN KERALA SSI UNITS

(Indian Express 19/03/2003) by Rajesh Abraham

The latest census of small-scale industries (SSI) in the country has shown that the mortality rate of SSI units in Kerala is among the highest in the country, even while if figures in the top five states having the highest number of working units.

The census, conducted by the Government of India for the fiscal 2001, found that Tamil Nadu (16.2%) and Uttar Pradesh (13.4%) have the highest number of closed SSI units. Kerala with 8.4 percent has the third highest closed SSI units.

The states of Kerala, Karnataka, Chattisgarh, Maharashtra and Tamil Nadu had the maximum share of sick units in the registered SSI sector. In terms of the number of working units, Kerala has the fourth highest number of 10.5 percent. The other four top states are Uttar Pradesh (12%), Tamil Nadu (11.7%), Gujarat (11.3%) and Karnataka (9.1%). Kerala has a total of 2,24,524 registered SSI units of which 1,51,504 (10.53%) are working units, while 7,30,20 (8.4%>) units are closed due to sickness.
In employment distribution the manufacture of wearing apparel (including tailoring) absorbs a total of 17.60 percent of employment. Repair of personal and household goods business occupies another 10.64 percent of employment.

About 11.08 percent of the units were women enterprises and 51.45 percent were managed by the entrepreneurs from socially backward classes. The per unit employment was 4.6 about 11.08 percent of the units were women enterprises and 51.45 percent of the units were managed by entrepreneurs from the socially backward classes. While the proportion of working units remained the same by and large, the domination of SSIs among the working units has gone down considerably from 96 percent to 66 percent in the country. The per unit employment has gone down from 6.29 to 4.6 while the per unit fixed investment has gone up from Rs. 1.60 lakh to Rs. 7.11 lakh. “This could be due to technological upgradation,” the report said.