# STUDY OF SMALL SCALE INDUSTRIES IN KANYAKUMARI DISTRICT

## 1. GENERAL INFORMATION

<table>
<thead>
<tr>
<th>1.1 Name (optional)</th>
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<tbody>
<tr>
<td>1.2 Address</td>
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</tbody>
</table>
| 1.3 Sex                   | Male □   Female □  
| 1.4 Social Status         | OC □      B.C □  
|                            | MBC □     SC/ST □  
| 1.5 Religion              | Hindu □   Christian □  
|                            | Muslims □ Others □  
| 1.6 Marital Status        | Married □ Unmarried □ Others □  
| 1.7 Age (Tick)            | 20-30 □ 30-40 □ above 40 years □  
| 1.8 Level of Education    | School level □ Graduation Level □  
| (Tick)                    | Post graduation level □  
| 1.9 Have you had previous experience in similar SSI unit, before you started your own SSI unit? | Yes □ No □  
| 1.10 Occupational Background | Agriculture □ Industry Trade □  
|                           | Govt. service □ Any other (Specify) □  

## 2. ABOUT SSI UNITS

| 2.1 Name of the unit       |  
| 2.2 Address of the Unit    |  
| 2.3 Date of commencement   | of the unit  
| 2.4 No. of years of functioning (Age) |  

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2.5 Whether Registered with DIC:  
  Yes ☐ No ☐  
  If ‘Yes’ the date of Registration:

2.6 Factors that motivated to start SSI:  
  Self employment ☐ Previous Experience ☐  
  Encouragement from friends ☐  
  Provide employment ☐ Earn profit ☐  
  Provide goods and services to the society ☐  
  Any other (Specify) ☐

2.7 Form or Organisation:  
  Sole trader ☐ Firm Joint stock Company ☐  
  Private Ltd ☐ Co-operative Society ☐  
  Any other (Specify) ☐

2.8 Type of Business Activity:  
  Manufacturing ☐ Repairing ☐  
  Job work ☐ Processing ☐  
  Assembling ☐ Any other (Specify) ☐

2.9 Nature of Units:  
  Capital intensive ☐ Labour intensive ☐  
  Any other (Specify) ☐

2.10 What were the reasons for which you choose the particular unit:  
  Availability of Raw materials ☐  
  Cheap labour ☐ Cheap Capital ☐  
  Existence of basic industry ☐  
  Manufacturing facilities ☐  
  Govt. Assitances ☐  
  Any other (Specify) ☐

2.11 What were the difficulties faced by you during inception:  
  Processing ☐ License ☐  
  Arranging machine ☐  
  Suitable site ☐ Power supply ☐  
  Water supply ☐ Any other (Specify) ☐

2.12 Mode of acquisition:  
  Newly started ☐ Purchased ☐  
  Rented ☐ Leased ☐  
  Any other (Specify) ☐

2.13 Generation of Entrepreneurship:  
  First Generation ☐ Second Generation ☐  
  Any other (Specify) ☐
2.14 Have you undergone any training connected with the Industry
If ‘Yes’ Give the Nature of training:
- Management course
- Apprenticeship training
- On the job training
- Any other (specify)

2.15 Do you get proper guidance Assistance from Govt. Institutions?

2.16 If ‘Yes’ state the nature of guidance/Assistance Received:
- Site
- Power
- Finance
- Raw materials
- Technology
- Marketing
- Any other (Specify)

2.17 Do you get any incentive from Govt?

2.18 If ‘Yes’ state the incentives Received:
- Financial Subsidy
- Transport subsidy
- Power subsidy
- Sale tax subsidy
- Backward Area subsidy
- Any other (Specify)

2.19 State the amount of subsidy received:

2.20 Are you a member of any trade Association?

2.21 If ‘Yes’, Membership in:

2.22 Level of capacity very often utilised in your SSI unit (Tick):
- Below 50%
- 50%-75%
- Above 75%
3. FINANCIAL PARTICULARS

3.1. Give the following data for the year 2005-06 Rs.(in lakhs)

a) Direct materials consumed/cost of purchase of finished goods :

b) Direct labour charges :

c) Direct expenses :

d) Factory overheads :

e) Administration overheads :

f) Opening stock of finished goods (cost price) :

g) Closing stock of finished goods (cost price) :

h) Selling and distribution overheads :

i) Sales :

j) Interest on borrowed funds any :

k) Non-operating income :

l) Non-operating expenditure :

m) Income tax paid (if any) :

3.2. State the data relating to the Balance sheet as on 31-3-06

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Rs.(in lakhs)</th>
<th>Particulars</th>
<th>Rs.(in lakhs)</th>
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</thead>
<tbody>
<tr>
<td>Capital</td>
<td></td>
<td>Fixed Assets</td>
<td></td>
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<tr>
<td>Reserves</td>
<td></td>
<td>Current assets</td>
<td></td>
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<tr>
<td>Long term Borrowed funds(with rate of interest)</td>
<td></td>
<td>Closing stock</td>
<td></td>
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<tr>
<td>Current and Liabilities:</td>
<td></td>
<td>Debtors and Bills Receivable</td>
<td></td>
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<tr>
<td>Creditors and Bills Payable</td>
<td></td>
<td>Cash and Bank</td>
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<tr>
<td>Out standing expenses</td>
<td></td>
<td>Other items</td>
<td></td>
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<tr>
<td>Provisions</td>
<td></td>
<td>Unwritten loss</td>
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<tr>
<td>Short term Bank loans</td>
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<tr>
<td>Other items</td>
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4. PROBLEMS OF SSI UNITS

Rate your opinion about the following statements which are related to four category of problems of SSI units (Make tick mark in the appropriate box)

<table>
<thead>
<tr>
<th>Statement</th>
<th>Strongly agreed</th>
<th>Agreed</th>
<th>No opinion</th>
<th>Disagreed</th>
<th>Strongly disagreed</th>
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<tbody>
<tr>
<td>A. FINANCIAL PROBLEMS</td>
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<tr>
<td>1. Bank credit is insufficient.</td>
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<td>2. Working capital is insufficient.</td>
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<td>3. SSI unit is not able to provide sufficient security as demanded by the bank.</td>
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<tr>
<td>4. SSI unit is unable to pay the dues to the bank.</td>
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<td>5. Loans were availed from indigenous money lenders at a very higher rate of interest.</td>
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<td>B. MARKETING PROBLEMS</td>
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<tr>
<td>1. Quality of product is not competitive</td>
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<tr>
<td>2. Price is not competitive</td>
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<td>3. Sales are very low due to very low demand and poor sales promotional measures.</td>
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<tr>
<td>4. SSI units incur more bad debts.</td>
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<td>5. Amount on goods sold to larger concerns received very late.</td>
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### C. RAW MATERIAL PROBLEMS

1. The supply of raw materials, imported components, equipments by state small industries corporation is not satisfactory.
2. SSI unit has to pay higher price for raw materials.
3. An SSI unit faces irregularity in supply of raw materials of required quantity.
4. SSI unit is unable to procure credit from suppliers of raw materials.
5. SSI unit is unable to pay the dues to the suppliers of raw materials due to poor working capital position.

### D. OTHER PROBLEMS

1. SSI units face labour problems
2. SSI unit faces the problem of disputes among the owners.
3. SSI unit uses traditional technology for production.
4. Managerial ability of SSI unit is not upto the mark.
5. The work force lack the level of technical skill required.
2. What are the major problems?

What are the major problems faced by your SSI unit (Tick)

- Financial problems
- Marketing problems
- Raw materials problems
- Any of the combination of the above three
- Any other problems.

GOVERNMENT INSTITUTIONS

1. Do you agree that the services of District Industrial centre are not satisfactory?
   - Yes/No

2. Do you think that the people are not satisfied with the Government policies?
   - Yes/No

3. Do you agree that the Government officials are not helpful to the people in starting industries?
   - Yes/No

4. Do you agree that the services of T.I.I.C to the people are not satisfactory?
   - Yes/No

5. Do you agree that the Entrepreneurial Development Programmes give no satisfaction to the people?
   - Yes/No

GENERAL

1) Do you agree that the family members are not supporting in industrial activities?
   - Yes/No

2) Do you agree that friends and relatives do not give support to start industry?
   - Yes/No

3) Do you agree that people are not interested in sharing their business ideas with others?
   - Yes/No

4) Do you agree the business persons do not enjoy good status in the society?
5) Do you agree that educational system doesn’t motivate a man to be an entrepreneur?
   Yes/No

6) Do you agree that industrial investment is risky compared to other categories of investments?
   Yes/No

SUGGESTIONS FOR DEVELOPMENT

1. Give your suggestions for Industrial growth in Kanyakumari District.
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MAP OF KANYAKUMARI DISTRICT

TIRUNELVELI DISTRICT

KERALA STATE

Thiruvattar
Kalkulam Taluk
Thovalai
Thovalai Taluk

Melpuram
Vilavancode Taluk

Thuckalay
Padmanabhapuram

Munchirai
Kiliyoor

Kurunthancode

Rajakamangalam
Arabian Sea

Agasteeswaram
Agasteeswaram Taluk

Rajakamangalam