APPENDIX

DEVELOPMENT OF SMALL SCALE INDUSTRIES IN COMPOSITE THANJAVUR DISTRICT WITH SPECIAL REFERENCE TO FISCAL INCENTIVES

INTERVIEW SCHEDULE

I. GENERAL

1. Name of the Unit : ______________________

2. Address
   Factory : ______________________
   ______________________
   ______________________
   Office (if separate) : ______________________
   ______________________
   ______________________

3. Name of the Proprietor/ Principal Owner : ______________________

4. Type of Legal Organisation : Individual Proprietorship
   Partnership- Joint family
   Partnership Other
   Private Limited Company
   Public Limited Company
   Co operative Society
   Any Other(specify).
5. Nature of Industrial activity (in order of importance as judged by value of production): (Tick appropriate)

i) Manufacturing : [ ]

ii) Repairing / Servicing : [ ]

iii) Job work : [ ]

iv) Assembly : [ ]

6. Description of Industrial activity :

i) Names of Principal products :

ii) Names of by products :

iii) Other activities :

7. Number of shifts, normally worked: (Accounting year, please specify months)

8. Other General Information : Yes No

8 - 1. Whether registered with the Director of Industries : [ ]

8 - 2. Whether registered with the Inspector of Factories : [ ]

8 - 3. Whether located in Industrial Estate : [ ]

8 - 4. Whether registered under Govt. Stores Purchase Programme : [ ]
5. Whether having machines of hire purchase from NSIC / SSIDC:

6. Whether products confirm to ISI / QM Standards:
   a. Whether an ancillary unit.
   b. Whether substantial part of production is supplied to:
      i) Public Sector
      ii) Private Sector

II. FINANCE

1. a) Furnish the following particulars:

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount Received</th>
<th>Rate of fixed capital interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Own</td>
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<td>ii) TIDCO</td>
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<td>iii) SIPCOT</td>
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<td>iv) All India Financial Institutions</td>
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<td>v) All India Financial Institutions</td>
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</tbody>
</table>

2. b) What is your opinion about the repayment period?
   i) Sufficient
   ii) Should be increased

3. c) The time lag between loan application and sanction?
   i) High
   ii) Low

4. d) Procedural formalities: i) Easy
   ii) Too much

5. e) Do you experience difficulties in getting short term or long term finance for your unit:
   i) Yes
   ii) No

6. What is your opinion about the repayment period?
   i) Sufficient
   ii) Should be increased

7. The time lag between loan application and sanction?
   i) High
   ii) Low

8. Procedural formalities: i) Easy
   ii) Too much

9. Do you experience difficulties in getting short term or long term finance for your unit:
   i) Yes
   ii) No
III. EMPLOYMENT AND ENTREPRENEURIAL ASPECTS

1. Average Employment and Emoluments: 1994 - 95

<table>
<thead>
<tr>
<th>Category</th>
<th>Average No. of persons employed</th>
<th>Prevailing rate per day / per month of wages</th>
<th>Mode of payment Time / Pieces</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Unskilled</td>
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<td>2. Semi-skilled</td>
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<td>3. Skilled</td>
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<tr>
<td>4. Supervisory &amp; Managerial</td>
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<td>5. Members of the family</td>
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<tr>
<td>6. Owners</td>
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<tr>
<td>Total</td>
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</table>

IV. PRODUCTION AND RELATED PROBLEMS

1 - 1. Installed capacity of the Unit (Rs.) (on the basis of shifts normally worked): 

1 - 2. Actual Production (Rs.): 

1 - 3. Capacity Utilisation: 

1 - 4. If the Unit was not working to full capacity in the last year, what were the obstacles in raising production to full capacity (in order of importance)? I, II, III, IV, V, VI. 

Lack of demand 

Lack of power
Lack of finance
Supply of labour/
strikes etc.
Supply of raw
materials
Other reasons
(Please specify)

2 - 1 - 1. Do you experience difficulties in getting raw materials?

[Yes] [No]

2 - 1 - 2. If yes, please describe the nature of these difficulties, and how they affect the
working of units:

3 - 2 - 1. Where are your main suppliers of raw material located? Please indicate the
percentage shares of each:

i) Same town : __________________________

ii) Same District : _______________________

iii) Same State : _______________________

iv) Outside the State : __________________

v) Abroad : ____________________________

4 - 1 - 1. Who are the principal immediate purchasers of your products? (Please indicate
the percentage shares of each):

i) Large-scale producers ____________________
ii) Small-scale producers

iii) Traders

iv) Direct consumers

v) Government

vi) Foreigners

5 - 1 - 1. Do you experience difficulties in selling your products?

Yes  No

V. INCENTIVES

1. Land / Shed:

1 - 1 - 1. Is the Unit located on the land or shed provided by the Government Agency?

Yes / No

Land  Shed

1 - 1 - 2. Was any alternative shed available which could substitute for the present shed?

Yes  No

1 - 1 - 3. If yes, why did you choose this shed? Give reasons:

________________________________________________________________________

________________________________________________________________________

2. Finance (Long - Term):

2 - 1. Is the unit getting long-term finance from the State Finance Corporation/other Government Agency?

Yes  No

2 - 2. What is the average rate of Interest of these funds?
2 - 3. Would you have started this unit without this finance?

- Yes
- No

2 - 4. If yes, from where would you have raised finance and what should have been the rate of interest?

<table>
<thead>
<tr>
<th>Friends / relatives</th>
<th>Rate of interest %</th>
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<tbody>
<tr>
<td></td>
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<tr>
<td>Indigenous banks</td>
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<td>Commercial banks</td>
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<tr>
<td>Others (Please specify)</td>
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</tbody>
</table>

3. Finance (Short-term)

3 - 1. Is the unit getting short-term finance from the commercial Banks (Government and others)?

- Yes
- No

3 - 2. What is the average rate of interest on these funds?

4. Machinery:

4 - 1. Have you got indigenous / imported machinery from the Government on hire purchase basis?

   i) Indigenous  
   ii) Imported  
   iii) Both

   - Yes
   - No

5. Raw - materials:

5 - 1. Do you get assistance in getting indigenous raw-materials from the Government?

- Yes
- No
5 - 2. Do you get assistance in getting imported raw-materials from the Government?

Yes  No

5 - 3. If yes (in either case), how does this assistance help your unit?

Mark Tik

i) Adequate quantity

ii) Easy availability

iii) At the right time

iv) At reasonable prices

v) At concessional price

5 - 4. Would you have started this unit without Government assistance in procurement of raw-materials?

Yes  No

6. Marketing Assistance:

6 - 2. Do you receive any assistance from Government for marketing your products?

Yes  No

If yes; what is the nature of this assistance?

i) Only information:

ii) Exhibition at various places:

iii) Purchases under exclusive purchases from the small-scale sector

If yes, please indicate the percentage of purchase by Government:

iv) Purchases under price-preference (15%) by the Government? If yes, please indicate the percentage of your total sales under this programme:
6-3. Are you enjoying the concession in respect of security deposit and earnest money under the Central Stores purchases organisation Scheme? [Yes / No]

6-4. 1. Do you avail of the quality marketing scheme of the State Government - ISI Scheme? [Yes / No]

6-5-1. Do you export any of your products? [Yes / No]

6-6-2. If yes, what is the percentage of exports to the total output?

6-6-3. Do you get any help of the Government in exports? [Yes / No]

6-6-4. If yes, what is the nature of this help?
   i) Procurement of imported/scarc raw-materials: ...........................................
   ii) Procurement of import licence for machinery: ...........................................
   iii) Dissimination of information regarding markets: ...........................................
   iv) Any other (please specify): ...........................................

7. Technical Assistance:

7-1. Do you get any technical assistance from Small Industries Service Institute? [Yes / No]

7-2. What is the quality of assistance from your point of view? Good / Bad / Indifferent

8. Other Incentives:
Have taken advantage of the following incentives?
Item
1. Sales tax loan: Yes/No
2. Electricity tariff: Yes/No
3. Assistance in technical training of personnel: Yes/No
4. Central/State Subsidy to Capital: Yes/No
5. Seed Capital by Corporation: Yes/No
6. Concessional rate of Interest (Soft Loan): Yes/No

9. Any other incentives availed of (Please name the incentive and describe on the above lines how it affects units):

V. PROBLEMS

<table>
<thead>
<tr>
<th>Type of Problem</th>
<th>Response</th>
<th>Reasons</th>
<th>Consequences</th>
<th>Measures taken</th>
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<tbody>
<tr>
<td>a) Economic Problem</td>
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<td>Shortage of raw materials</td>
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<td>Poor transportation</td>
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<td>Non-availability</td>
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<td>Power cut</td>
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<td>Labour unrest</td>
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<td>Poor marketing</td>
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<td>Type of Problem</td>
<td>Response</td>
<td>Reasons</td>
<td>Consequences</td>
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<td>7) Scarcity of water</td>
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<td>8) Lack of working capital</td>
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<td>9) Poor communication</td>
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<td>10) Higher taxation</td>
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<td>11) Old technology</td>
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<td>12) Others, specify</td>
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<td>b) Social Problem</td>
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<td>1) Poor public Co-operation</td>
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<td>2) Lack of Housing</td>
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<td>3) Lack of School</td>
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<td>4) Health Problem</td>
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<td>5) Trouble from Govt. officials.</td>
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<td>6) Others, specify.</td>
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<tr>
<td>c) Any Political Problem.</td>
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</table>

13. What are the direct / indirect benefits given to the people of this area by your unit?

14. Do you want to stress any important problem / suggestion

15. Investigator’s remarks.

[Signature]

[Date]

5/3