## APPENDIX-I

### QUESTIONNAIRE FOR SURVEY OF SELECTED SAMPLE INDUSTRIAL UNITS

1. **Name of the Unit**:  
2. **Address of the Unit**:  
   **Office**:  
   **Factory**:  

3. **Nature of the Unit**:  
   (Please tick (✓) any one applicable)  
   (a) Manufacturing:  
   (b) Servicing:  
   (c) Ancillary:  

4. **Type of the Unit**:  
   (Please tick (✓) any one applicable)  
   (a) Agriculture & Forestry:  
   (b) Chemicals & Allied:  
   (c) Fishing:  
   (d) Electricals and Electronics:  
   (e) Glass & Ceramics:  
   (f) Rubber & Plastics:  
   (g) Paper & Paper Products:  
   (h) Others:  
      (Please specify):  

---
5. **Type of Organisation**: (Please tick (√) any one applicable)
   
   (a) Sole Trading : _____
   
   (b) Partnership firm : _____
   
   (c) Public Ltd. Co. : _____
   
   (d) Private Ltd. Co. : _____
   
   (e) Others : _____
   
   (Please specify)

6. **Nature of Product**: (Please check the appropriate box & name the product)
   
   (a) Main Product : __________________________
   
   (b) Secondary Product : __________________________
   
   (c) By-Product : __________________________

7. **Period of Formation and Production**
   
   (a) Date of Establishment: __________________________
   
   (b) Date of Production : __________________________

8. **Power Used**: (Please tick (√) any one applicable)
   
   (a) Manual : _____
   
   (b) Electricity : _____
   
   (c) Gas : _____
   
   (d) Oil : _____
   
   (e) Others : _____
   
   (Please specify)
9. Who are your major customers now? (Please tick (√) any one applicable)
   (a) Govt. Department: _____
   (b) Private: _____
   (c) Others: _____
   (Please specify)

10. Who are your major suppliers now? (Please tick (√) any one applicable & name)
    (a) Govt. Undertaking: _____
    (b) Private: _____
    (c) Others: _____

11. Area of supply to you:
    | Area       | Purchase proportion |
    |------------|---------------------|
    | Cuttack    | 100%                |
    | Rest of Orissa | 75%   |
    | Bombay     | 50%                 |
    | Calcutta   | 25%                 |
    | Delhi      |                     |
    | Rest of India |       |
    | Imports    |                     |

12. What is the total no. of employees at present at your organization?
    | Type   |          |
    |--------|---------|
    | Skilled|         |
    | Unskilled|       |
    | Total  |         |
13. Is there any worker's Union in your organization?  
If yes please name with political affiliation.

Yes ___    No ___

14. Product or Service line :
   a) (Please tick (✓) any one applicable)
      i) Existing product line
      ii) Existing Product with minor modification
      iii) Existing Product with major modification
      iv) Completely New Product Line

   b) What has led you to choose the product ?

   c) In case of new product line, where from did you get the idea ?

15. Capital Investment :
   a) Land, Building, Shed & Structure
      i) Below - : Rs.10 lakhs
      ii) Rs.10 - : Rs.20 lakhs
      iii) Above - : Rs.20 lakhs

   b) Plant & Machinery
      i) Below - : Rs.10 lakhs
      ii) Rs.10 - : Rs.20 lakhs
      iii) Above : Rs.20 lakhs
c) Working Capital:
   i) Below - Rs.10 lakhs
   ii) Rs.10 - Rs.20 lakhs
   iii) Above Rs.20 lakhs

16. Source of Funds:

<table>
<thead>
<tr>
<th>Source</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Banks</td>
<td></td>
</tr>
<tr>
<td>b) IDBI</td>
<td></td>
</tr>
<tr>
<td>c) IFCI</td>
<td></td>
</tr>
<tr>
<td>d) ICICI</td>
<td></td>
</tr>
<tr>
<td>e) OSFC</td>
<td></td>
</tr>
<tr>
<td>f) IPICOL</td>
<td></td>
</tr>
<tr>
<td>g) OSIC</td>
<td></td>
</tr>
<tr>
<td>h) Others</td>
<td></td>
</tr>
</tbody>
</table>

Please specify:

17. Locational Factors:

a) Originally located or shifted
   i) Located
   ii) Shifted

b) If started at the present location, what factors induced you to start?
   i) Cheap land
   ii) Local Place
   iii) Good Climate
   iv) Govt. incentives
   v) Availability of infrastructure
   vi) Financial Assistance
   vii) Proximity to market
viii) Raw material availability: ____
ix) Cheap labour: ____
x) Incentive from OSFC: ____
xi) Others: ____
(Please specify) ______________________

18. Performance Indicators since inception:
(Please tick (✓) any one applicable)
a) Percentage of General Capacity utilization:
i) 0 - 25%: ____
ii) 25 - 50%: ____
iii) 50 - 75%: ____
iv) 75 - 100%: ____
<table>
<thead>
<tr>
<th>b) Profit/Loss</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Maximum Profit</td>
<td>___</td>
</tr>
<tr>
<td>ii) Minimum Profit</td>
<td>___</td>
</tr>
<tr>
<td>iii) Break-even</td>
<td></td>
</tr>
<tr>
<td>iv) Minimum Loss</td>
<td></td>
</tr>
<tr>
<td>v) Maximum Loss</td>
<td></td>
</tr>
</tbody>
</table>