PROSPECTS AND PROBLEMS OF SELECT SMALL SCALE EXPORT INDUSTRIES IN TAMIL NADU

QUESTIONNAIRE TO THE LEATHER GARMENT INDUSTRY

The Informations furnished by the respondents will be treated as confidential and used for academic purpose only. Please tick (✓) against the relevant item wherever needed.

I. a) Name and address of the firm :

b) Year of Commencement of the Business :

c) Nature of the Organisation :

d) Change in product line, Initially: At Present:

e) Total Investment in plant and machinery :

f) Is yours 100% EOU? : Yes/No.

g) Is there Foreign Collaboration/Investment : Yes/No.

II. Export

a) Do you export directly if yes, : Yes/No.

Mention the country/countries to which goods are exported :

b) Please State your export for the last five years :

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
<th>Quantity</th>
<th>% of domestic trade</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
c) In case you do not export directly, mention the mode of exporting

| Merchant/ Exporters | Supplying to the large scale/ type industries | Any other |

III. Finance

Are you facing financial problem if yes, mention the nature of credit required mostly

a) Pre shipment credit
b) Post shipment credit

Do you avail export credit from bankers Yes/No.

Does the bank extend adequate credit Yes/No.

Kindly Furnish

<table>
<thead>
<tr>
<th>Source of Finance</th>
<th>Private</th>
<th>Bank</th>
<th>Both</th>
</tr>
</thead>
</table>

Capital Employed Rs. in lakhs

Amount of Borrowed funds from bankers Rs.

State any three reasons for availing private finance and rank them according to your choice

Tick    Rank

1. Bank finance inadequate
2. Not timely released to meet the orders
3. Procedural delays
4. Any other reason (Mention)
IV. Modernisation

Will lack of modernisation retard your export progress? Yes/No.

Amount invested in plant and machinery Rs.

<table>
<thead>
<tr>
<th>Machines used</th>
<th>Imported</th>
<th>Indigenous</th>
<th>Total</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Manpower Employed</th>
<th>Skilled manpower</th>
<th>Unskilled</th>
<th>Total manpower</th>
</tr>
</thead>
</table>

State any four reasons for lack of modernisation and rank them according to your choice.

<table>
<thead>
<tr>
<th>Tick</th>
<th>Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. Using indigenous machines
2. Lack of trained manpower
3. Lack of import finance
4. Import Restrictions

Uniform Quality Leather

Maintenance of uniform quality leather pose a problem? Yes/No.

<table>
<thead>
<tr>
<th>Quality of Leathers used</th>
<th>Very good</th>
<th>Good</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are you doing the business of</td>
<td>Leather</td>
<td>Finished Leather</td>
<td>Both</td>
</tr>
<tr>
<td></td>
<td>Garment</td>
<td>Leather Only</td>
<td>Only</td>
</tr>
<tr>
<td></td>
<td>Only</td>
<td>Only</td>
<td></td>
</tr>
</tbody>
</table>
State any three reasons for non-maintenance of uniform quality

Tick  Rank

1. Not having own, finished leather unit

2. Not highly resourceful to have the sophisticated technology

3. Shortage of leather

Cargo Transport

Does the Cargo Transport pose a problem Yes/No.

If so, mention the value of good withheld in the least five years.

<table>
<thead>
<tr>
<th>Year</th>
<th>1987-88</th>
<th>88-89</th>
<th>89-90</th>
<th>90-91</th>
<th>91-92</th>
</tr>
</thead>
</table>

State any three reasons, which affects cargo transport and rank them according to your choice.

Tick  Rank

1. Lack of space in the cargo service

2. Lack of frequency in the cargo service

3. Too high freight charges

Skilled Manpower Mobility

Weather Skilled manpower mobility is a problem Yes/No.

<table>
<thead>
<tr>
<th>Total No. of skilled manpower employed</th>
<th>No. of years worked in the unit</th>
<th>Total Experience</th>
</tr>
</thead>
</table>
State any three reasons for skilled manpower mobility and rank them according to your choice

1. Prefer Higher Salary
2. Vast Scope to get immediate job
3. Lack of skilled manpower
APPENDIX - II

PROSPECTS AND PROBLEMS OF SELECT SMALL SCALE EXPORT INDUSTRIES IN TAMIL NADU

QUESTIONNAIRE TO THE TEXTILE GARMENT INDUSTRY

The Informations furnished by the respondents will be treated as confidential and used for academic purpose only. Please tick ( / ) against the relevant item wherever needed.

I. a) Name and address of the firm :

b) Year of Commencement of the Business :

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d) Change in product line, Initially: At Present:

e) Total Investment in plant and machinery :

f) Is yours 100% EOU? : Yes/No.

g) Is there Foreign Collaboration/Investment : Yes/No.

II. Export

a) Do you export directly : Yes/No.
if yes,

Mention the country/countries to which goods are exported :

b) Please State your export for the last five years :

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
<th>Quantity</th>
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</tr>
</thead>
</table>


c) In case you do not export directly, mention the mode of exporting

- Merchant/ Exporters
- Supplying to the large scale/ industries
- Any other type

III. Finance

Are you facing financial problem if yes, mention the nature of credit required mostly

- a) Pre shipment credit
- b) Post shipment credit

Do you avail export credit from bankers

Yes/No.

Does the bank extend adequate credit

Yes/No.

Kindly Furnish

<table>
<thead>
<tr>
<th>Source of Finance</th>
<th>Private</th>
<th>Bank</th>
<th>Both</th>
</tr>
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Capital Employed Rs. in lakhs

Amount of Borrowed funds from bankers Rs.

State any three reasons for availing private finance and rank them according to your choice

- Bank finance inadequate
- Not timely released to meet the orders
- Procedural delays
- Any other reason (Mention)
IV. Modernisation

Will lack of modernisation retard your export progress Yes/No.

Amount invested in plant and machinery Rs.

<table>
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<th>Manpower Employed</th>
<th>Skilled manpower</th>
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State any four reasons for lack of modernisation and rank them according to your choice.

Tick   Rank
1. Using indigenous machines
2. Lack of trained manpower
3. Lack of import finance
4. Import Restrictions

Cargo Transport

Does the Cargo Transport pose a problem Yes/No.

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State any three reasons, which affects cargo transport and rank them according to your choice.

Tick   Rank

1. Lack of space in the cargo service
2. Lack of frequency in the cargo service
3. Too high freight charges

**Skilled Manpower Mobility**

Weather Skilled manpower mobility is a problem Yes/No.

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State any three reasons for skilled manpower mobility and rank them according to your choice

Tick   Rank

1. Prefer Higher Salary
2. Vast Scope to get immediate job
3. Lack of skilled manpower
APPENDIX - III

PROSPECTS AND PROBLEMS OF SELECT SMALL SCALE EXPORT INDUSTRIES IN TAMIL NADU

QUESTIONNAIRE TO THE SOFTWARE EXPORT INDUSTRY

The Informations furnished by the respondents will be treated as confidential and used for academic purpose only. Please tick ( / ) against the relevant item wherever needed.

I. a) Name and address of the firm : 

b) Year of Commencement of the Business : 

c) Nature of the Organisation : 

d) Change in product line, : Initially: 

At Present: 

e) Total Investment in plant and machinery : 

f) Is yours 100% EOU? : Yes/No. 

g) Is there Foreign Collaboration/Investment : Yes/No. 

II. Export 

a) Do you export directly : Yes/No. 

if yes, 

Mention the country/countries to which goods are exported : 

b) Please State your export for the last five years : 

<table>
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<tr>
<th>Year</th>
<th>Value</th>
<th>Quantity</th>
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</table>
c) In case you do not export directly, mention the mode of exporting

| Merchant/ Exporters | Supplying to the large scale/ industries | Any other type |

III. Marketing

Does Marketing pose any problem to you Yes/No.

Kindly Furnish

a. Have you appointed foreign agent Yes/No.
b. Have you opened any foreign branch Yes/No.
c. Do you utilise both the abovementioned promotional measures Yes/No.
d. Not using any of the abovementioned promotional measures Yes/No.
e. Do you undertake job work
   if so state the reasons therefor

   State any three reasons affecting your marketing activities and rank them according to your choice

   Tick Rank

1. Unable to open foreign branch to canvas the business
2. Unable to appoint foreign agents
3. Like job work doing

Sophisticated Technology

Does the Sophisticated Technology pose any problem to you Yes/No.

Yearwise Purchase of Computers

<table>
<thead>
<tr>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>88</td>
</tr>
<tr>
<td>No. of indigenous Computers owned</td>
</tr>
<tr>
<td>-----------------------------------</td>
</tr>
</tbody>
</table>

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**Skilled Manpower Mobility**

Weather Skilled manpower mobility is a problem  Yes/No.

<table>
<thead>
<tr>
<th>Total No. of skilled manpower employed</th>
<th>No. of years worked in the unit</th>
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State any three reasons for skilled manpower mobility and rank them according to your choice

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1. Prefer Higher Salary
2. Vast Scope to get immediate job
3. Lack of skilled manpower