APPENDIX


QUESTIONNAIRE

Respondent’s Profile:
(1) Name of the respondent:
(2) Address
   (A) Works: Postal address:
        Telephone: Mobile:
        E-Mail:
        Website:
   (B) Residence: Postal address:
        Telephone:
(3) Education:
   (A) Conventional
       (1) Upto 10th S.S.C.
       (2) Upto 12th H.S.C.
       (3) Upto Graduation
       (4) Upto post Graduation
   (B) Technical:
        Specify:
(4) Age:
(5) Sex: M F
(6) Religion:
(7) Native Place:

Enterprise Detail
1. Name & address of the enterprise:

Tel: Fax: Email:
Website:

2. Year of Establishment:

3. Form of the Business Organization:
   (A) Sole proprietor (C) Pvt. Ltd. Co
   (B) Partnership (D) Public Ltd. Co.

4. What is the standard of the factory? Nature of units
   (A) Registered (B) Unregistered
5. Nature of premises:
   (A) Owned
   (B) Rented
   (C) Private line purchase

6. Nature of Ownership Acquisition
   (A) Established the new unit
   (B) Purchased an old unit
   (C) Taken over due to division
   (D) Inherited
   (E) Other (Please specify)

7. What type of parts is made?
   (1) Auto parts
   (2) Electronic parts
   (3) Hardware parts
   (4) Fittings (standard)
   (5) Electrical parts
   (6) Customer Specified (Drawing)
   (7) Other parts (specify)

8. Speciality in: __________________________________________________________

9. Please give information regarding the following:

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Item</th>
<th>Initial period</th>
<th>Five year back</th>
<th>Present</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Industry’s Land (sq. feet)</td>
<td></td>
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</tr>
<tr>
<td>(ii)</td>
<td>Construction (sq. feet)</td>
<td></td>
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</tr>
<tr>
<td>(iii)</td>
<td>Land &amp; Building (Rs. in lacs)</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Plant &amp; machinery (Rs. in lacs)</td>
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<td>(v)</td>
<td>Other assets (Rs. in lacs)</td>
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<tr>
<td>(vi)</td>
<td>Working Capital (Rs. in lacs)</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>(vii)</td>
<td>Turnover (Rs. in lacs)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(viii)</td>
<td>Profitability (in percentage)</td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>
ENTREPRENEUR’S PROFILE

1. Name of the chief promoter:

2. Give the information:

<table>
<thead>
<tr>
<th>Age</th>
<th>Chief promoter</th>
<th>Promoter-2</th>
<th>Promoter-3</th>
<th>Promoter-4</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Sex</th>
<th>Chief promoter</th>
<th>Promoter-2</th>
<th>Promoter-3</th>
<th>Promoter-4</th>
</tr>
</thead>
<tbody>
<tr>
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<thead>
<tr>
<th>Education</th>
<th>Chief promoter</th>
<th>Promoter-2</th>
<th>Promoter-3</th>
<th>Promoter-4</th>
</tr>
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<tbody>
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<thead>
<tr>
<th>Experience</th>
<th>Chief promoter</th>
<th>Promoter-2</th>
<th>Promoter-3</th>
<th>Promoter-4</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

3. Religious background of the owners:
   (a) Hindu
   (b) Muslims
   (c) Jain
   (d) Sikh
   (e) Other (specify)

4. Caste composition of the owners:
   (a) Patel
   (b) Brahmins
   (c) Mahajan
   (d) Vora
   (e) Bhanusali
   (f) Marvadi
   (g) Other (specify)

5. Father’s occupation:
   (a) Brass factory owner
   (b) Other (specify)

6. Traditional caste occupation
   (a) Farming
   (b) Religious workshop
   (c) Business/trading
   (d) Blacksmithing
   (e) Carpentry
   (f) Missionary
   (g) Agricultural labour
   (h) Others (specify)

7. Source of Technical Training/Business training
   (a) Technical consultant
   (b) Technical institute
   (c) Self
   (d) Any Other (Specify)

8. Situation before starting the unit:
   (a) Unemployed
   (b) Family business
   (c) Agriculture
   (d) Service
   (e) Study
   (f) Any other (Please specify)

9. Who inspired you to start the unit?
   (a) Family
   (b) Friends & relatives
   (c) Have complete technical course
   (d) Because of insistence of other partner
   (e) Governmental incentives
   (f) Any other

10. Where did you reside before start the unit?
    (a) Local
    (b) District
    (c) Other city
    (d) Other state

11. Did you face any difficulty while starting the unit? Yes/No
    If yes: 1. Land related
            2. Financial
            3. Marketing
            4. Machinery/Technical
            5. Labour
            6. Others (Specify)
Labours / Employment structure

1. What type of workers is working in your unit?
   (A) On the basis of locality
      (1) Local _____%
      (2) Migrants _____%
   (B) On the basis of gender?
      (1) Male _____%
      (2) Female _____%
   (C) On the basis of skill
      (1) Skilled _______%
      (2) Semi-skilled _______%
      (3) Unskilled _______%
   (D) On the basis of agreement
      (1) Employed by the unit ______%
      (2) Employed by the contractor______%
   (E) On the nature of employment
      (1) Permanent ______%
      (2) Temporary______%
      (3) Casual ______%
   (F) Number of staff: Total
      (1) Worker _______      ________      _________
      (2) Managerial _______      ________      _________
      (3) Technical _______      ________      _________

2. Rate of Labour turnover in the last 5 years:
   (a) Increased
   (b) Remained the same
   (c) Decreased

3. What is the source of skill formation for your workers?
   (a) Training institution
   (b) On the job in this firm
   (c) On the job in previous employment

4. Do you have any difficulty to find out skilled staff?
   Yes_____Specify:____________________________________
   No_____

5. Availability of right type of labour
   (a) More then sufficient (d) Insufficient
   (b) Sufficient (e) Very less
   (c) Manageable

6. Do you follow labour legislation?      Yes/No

7. Do you think labour laws are hindrance to the progress of the industry?
   (a) Agree   (b) Disagree   (c) Can’t say

8. Is there labour union in the industry?   Yes/No
9. What are the basic problems faced by your unit in terms of Labour?
   (a) Inefficient labour ( )
   (b) Lack of skilled labour force ( )
   (c) High labour turns over ( )
   (d) Absenteeism ( )
   (e) Industrial bargaining ( )
   (f) Under-performance ( )
   (g) Wastage of time ( )
   (h) Lack of punctuality ( )
   (I) Wastage of row material ( )
   (j) Careless behavior ( )
   (k) Proper labour for proper work ( )

10. Apart from question no. 10 what are other major problems of your unit in terms of labour?
    (a) ( )
    (b) ( )

11. Do other factories attract your Labours by offering high wages? Yes/No

12. Cost of labour to total cost _______%

RAW MATERIALS

1. Availability of raw materials
   (a) Very conveniently (d) Interrupted
   (b) Conveniently (e) Worst
   (c) Manageable

2. Quality of raw materials available
   (a) Fine
   (b) Average
   (c) Poor

3. Prices paid for the raw materials
   (a) Very high (d) Moderately less
   (b) Moderately high (e) Very less
   (c) Competitive

4. Do you have an inventory control system? Yes/No

5. Do you have wastage (of any kind) problem in term of raw materials? Yes/No
   If yes, what percentage of raw material counts for wastage _______%?
   Wastage reasons:
   (1) Lack of workers knowledge
   (2) Change in standard of quality
   (3) Often break-down of tools/machinery
   (4) Any other (please specify)

6. What are the major problems, in terms of raw materials faced by your unit?
   (b) Inadequate supply (f) High price
   (c) Delay (g) Import hurdles
   (d) Wastage (h) High logistic cost/ High price
   (e) Pilferage (i) Poor quality
   (f) Storage and maintenance (j) Change in standards of quality
   (k) Any other (specify)
7. From where do you get raw material?
   (1) Local market
   (2) Regional Market
   (3) National Market
   (4) International market

8. Reasons for importing raw materials
   (a) Unavailability in the local market
   (b) Superior quality
   (c) Cheaper price
   (d) Any other (specify)

9. You are Direct/Indirect purchaser of scrap?
   (a) Yes
   (b) No

10. Where is the m/g. done?
    (a) Outside
    (b) Inhouse

11. Do you take insurance for Raw materials?
    (a) Yes
    (b) No

12. How do you get raw materials?
    (a) By case ______%
    (b) By credit ______%

13. How many time (days) is getting of credit?
    (a) One week
    (b) Two week
    (c) Month
    (d) Two Month & over

14. Does any Governmental Agency help in supplying raw material? Yes/No
    If yes, Name of Agency:
    1. Central government __________________
    2. State government __________________
    3. Voluntary institution __________________

15. Cost of raw material to total cost ________%

**TECHNOLOGICAL/QUALITY**

1. What kind of production set up is installed in your units?
   (a) Fully Automatic
   (b) Semi Automatic
   (c) Manual

2. What machineries are used?
   (a) Local made
   (b) Imported
   (c) Both
3. Machinery Acquisition
   (a) New Machines
   (b) Second-hand

4. Reason for adopting new machinery
   (a) Flexibility
   (b) Quality
   (c) Productivity
   (d) Higher speed of machine
   (e) To Reduce Lead time
   (f) Energy saving
   (g) No response

5. Improvement in machinery last five year
   (a) Substantial
   (b) A little
   (c) Not at all

6. What is the tolerance work of the factory? ________________

7. Which measuring instrument do you use?
   (a) HIP
   (b) MITUTOYO
   (c) FORBES
   (d) ACOOUTO
   (e) BAKER
   (f) Others (specify)

8. What is the period for checking of the instrument?
   (a) 1 year
   (b) 3 year
   (c) 5 year
   (d) More than 5 year

9. Which tools do you use?
   (a) SANDWIK
   (d) WIDIA
   (b) BIPICO
   (e) TOTEM
   (c) IT
   (f) AMBA
   (g) Any other (please specify)

10. From where do you procure the tools?
    (a) Jamnagar
    (b) Rajkot
    (c) Ahmedabad
    (d) At other place (please specify)
11. Quality control methods?
   (a) Final inspection
   (b) Process supervision / Inspection
   (c) Separate quality control section
   (d) None

9. Which is the instruments use for the quality of the items?

<table>
<thead>
<tr>
<th>ITEMS</th>
<th>Yes/No</th>
<th>Which instrument used</th>
</tr>
</thead>
<tbody>
<tr>
<td>Measuring of the brass chemistry</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Measuring of Hardness</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Measuring of Components Finishing</td>
<td></td>
<td></td>
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<tr>
<td>Measuring of Dimension, Thread,</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**PRODUCTION**

1. What type of brass you are using for manufacturing of your products?
   (a) Free cutting brass
   (b) Yellow brass
   (c) Forging brass
   (d) Other types (specify)

2. Production activities are carried out for______
   (a) Job-work
   (b) Self market
   (c) Both

3. What is the base of the production of the items?
   (a) As per drawing
   (b) As per sample
   (c) As per information/Telephonic
   (d) Any other (please specify)

4. Between what ranges of the diameter the parts are made?
   (a) 1mm to 3mm
   (b) 3mm to 12mm
   (c) 12mm to 30mm
   (d) Over (Specify)

5. Do you have any production planning? Yes/No
   If yes, what kind of planning
   (a) Weekly
   (b) Fortnightly
   (c) Monthly
   (d) Quarterly
   (e) Any other (specify)

6. How much time is taken between order and supply? ________:

7. Do you have a process control plant? Yes/No

8. Are you usually in a position to fulfill your orders in time? Yes/No

9. Do you face the following problems in production process?
   (Give rank) Yes No
   1) Labour Problems ++-------
2) Irregular Power supply
3) Non-availability of raw materials
4) Machine Failure
5) Financial Problems
6) Non-availability of order
7) Communal and political Unrest
8) Any other reasons

(Please specify)

10. What is the average rejection of (during) production?
   (a) 1-2%
   (b) 2-5%
   (c) 5-10%
   (d) 10-20%
   (e) Above 20%

11. Average utilize of the plan capacity (Five year back) _____% (At present) ________%

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Reasons for low capacity</th>
<th>Initial year</th>
<th>Five year back</th>
<th>At present</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Lack of demand</td>
<td></td>
<td></td>
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<tr>
<td>(ii)</td>
<td>Shortage of raw material</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>(iii)</td>
<td>Shortage of Working Capital</td>
<td></td>
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<tr>
<td>(iv)</td>
<td>Machines' Frequent breakdown</td>
<td></td>
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<tr>
<td>(v)</td>
<td>Ltd. Capacity of other machines</td>
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<tr>
<td>(vi)</td>
<td>Large no. of suppliers manufacturing similar products</td>
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<tr>
<td>(vii)</td>
<td>Increased import</td>
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<tr>
<td>(viii)</td>
<td>Labour problems</td>
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<tr>
<td>(ix)</td>
<td>Shortage of power supply</td>
<td></td>
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<tr>
<td>(x)</td>
<td>Shortage of skilled laborers</td>
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<tr>
<td>(xi)</td>
<td>Seasonality of demand</td>
<td></td>
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<tr>
<td>(xii)</td>
<td>Others (please specify)</td>
<td></td>
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</tbody>
</table>

12. In the last five years, have there been any changes in your product (line)
   If ‘yes’, please indicate the nature of change.
   (a) Change in quality of products
   (b) Diversification
   (c) Added new product in the existing product line
   (d) Change in product design
   (e) Notional change in terms of packaging, appearance, etc.
   (f) Any other (please specify)

13. Please indicate the nature of change
   (i) Changes in process of manufacturing (please specify)
   (ii) Adoption of new machines/equipment

14. Has this change resulted in?
   (a) Higher market price
   (b) Increased sales

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(c) Less customer complaint  
(d) Decrease in rejection rate  
(e) Higher profit margin  
(f) Better competitive edge  
(g) Any other (please specify)  

15. Where from did you get the ‘incentive’ to change?  
(a) Demand from buyers/ customers  
(b) Demand from retailers/ wholesalers  
(c) Required to sustain competition  
(d) Needed to enter export market  
(e) Learnt from other firms locally  
(f) Learnt from other firms nationally/ cluster  
(g) Technical expert / consultant  
(h) Exhibition / Fair  
(i) Specialized publication  
(j) Any other (please specify)  

16. Do you believe that the followings will improve the efficiency level of your unit?  
(Give your ratings)  
(a) Liberalizing labour laws  
(b) Reducing electricity rates  
(c) Rationalizing Import procedures  
(d) Subsidy forms the Govt.  
(e) Reducing excise Duty  
(f) Sufficient supply of electricity  
(g) Any other (specify)  

**Inter-firm competition:**  
1. In the last five years has the competition in your business:  
(a) Increased  
(b) Remained same  
(c) Decreased  

2. Where are your main competitors located and who are they?  

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Location</th>
<th>Size of firms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Small</td>
</tr>
<tr>
<td>(i)</td>
<td>Local</td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Within the state</td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>National /out the state</td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Abroad</td>
<td></td>
</tr>
</tbody>
</table>

3. What steps have you taken to face the increasing competition?  
(a) Diversification / new designs  
(b) Improvement in quality  
(c) Cost reduction/Reduced price  
(d) Sale on credit  
(e) Advertisement / publicity  
(f) Better customer services and punctual delivery  
(g) Increased in the number of agents  
(h) Higher commission to agents/ dealers
4. Do you face some or any of the following problems from your competitors?
   (a) copying of your designs
   (b) imitating of your trade mark
   (c) misinformation about your products
   (d) seeking information through your workers
   (e) creating hindrance in services
   (f) stealing of orders
   (g) using unethical practices
   (h) others (please specify)

**General factors / business environment:**

1. During the last five years what changes have taken place in your business operations?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Parameters</th>
<th>Direction of change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Eased</td>
</tr>
<tr>
<td>(i)</td>
<td>Raw material supply</td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Competition</td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>Market demand</td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Quantity of orders</td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>Number of customers</td>
<td></td>
</tr>
<tr>
<td>(vi)</td>
<td>Number of suppliers</td>
<td></td>
</tr>
<tr>
<td>(vii)</td>
<td>Duties / tariffs</td>
<td></td>
</tr>
<tr>
<td>(viii)</td>
<td>Labour supply</td>
<td></td>
</tr>
<tr>
<td>(ix)</td>
<td>Labour skills</td>
<td></td>
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<td>(x)</td>
<td>Sales</td>
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<td>(xi)</td>
<td>Product range</td>
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<td>(xii)</td>
<td>Product quality</td>
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<td>(xiii)</td>
<td>Profitability</td>
<td></td>
</tr>
<tr>
<td>(xiv)</td>
<td>Govt. support</td>
<td></td>
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<tr>
<td>(xv)</td>
<td>Any other (plz.specify)</td>
<td></td>
</tr>
</tbody>
</table>

2. What are the major factors influencing your business prospects?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Factors</th>
<th>Encouraging</th>
<th>Discouraging</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Demand</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Location</td>
<td></td>
<td></td>
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<tr>
<td>(iii)</td>
<td>Availability of finance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Competition</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>Availability of raw materials</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Other inputs</td>
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<td></td>
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<tr>
<td>(vi)</td>
<td>Govt. policy</td>
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<tr>
<td>(vii)</td>
<td>Your own experience</td>
<td></td>
<td></td>
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<tr>
<td>(viii)</td>
<td>Skilled labour</td>
<td></td>
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<tr>
<td>(ix)</td>
<td>Any other (please specify)</td>
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</tbody>
</table>
Sub-contracting:

1. Do you put out part of the job to any other enterprise? YES/NO
   If ‘yes’:
   What proportion of your output constitutes sub-contracted quantity?

<table>
<thead>
<tr>
<th>percentage</th>
<th>Initially</th>
<th>Five year back</th>
<th>At present</th>
</tr>
</thead>
</table>

2. Why do you put-out some of the production to other enterprises?
   (a) Irregular demand YES/NO
   (b) Savings on premises and machinery YES/NO
   (c) Better efficiency of sub-contractor YES/NO
   (d) Lower wages of sub-contractor YES/NO
   (e) To avoid social security payment YES/NO
   (f) To avoid labour problems YES/NO
   (g) For meeting the order in time YES/NO
   (h) Others (please specify) YES/NO

Being a sub-contractor:

1. In the last five years, have you worked as sub-contractor for other firms? Yes/No
   If ‘YES’, what percentage of your production has been in the form of subcontracting?

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Initially</th>
<th>Five year back</th>
<th>At present</th>
</tr>
</thead>
</table>

2. Why do you sub-contract? Please indicate
   (a) Irregular demand YES/NO
   (b) Unutilized capacity YES/NO
   (c) Specialization and flexibility YES/NO
   (d) Optimum utilization of labour force YES/NO
   (e) To pay off overdues of the sub-contractor YES/NO
   (f) To maintain long-term relationship with them YES/NO
   (g) To help them because of special pressure YES/NO
   (h) Others (please specify) YES/NO

MARKETING PROBLEMS & INFORMATION

1. Marketing of the product is done by______
   (a) Unit itself
   (b) Other agency
   (c) Both
2. Where do you sell your products?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Place</th>
<th>Percentage Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Five year back</td>
</tr>
<tr>
<td>(i)</td>
<td>Within town</td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Within district</td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>Within state</td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Within India</td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>Exports</td>
<td></td>
</tr>
<tr>
<td>(vi)</td>
<td>Total sales (Rs. in lacs)</td>
<td></td>
</tr>
</tbody>
</table>

3. Specify to whom do you sell your products as a percentage of total sales?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Channel of Sales</th>
<th>% of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Direct to the consumers</td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Direct to the retailer</td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>Direct to the wholesaler</td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Through sales representative</td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>To an export agent</td>
<td></td>
</tr>
<tr>
<td>(vi)</td>
<td>Direct export</td>
<td></td>
</tr>
<tr>
<td>(vii)</td>
<td>Through consortium with other manufacturers</td>
<td></td>
</tr>
<tr>
<td>(viii)</td>
<td>Others (please specify)</td>
<td></td>
</tr>
</tbody>
</table>

4. Marketing efforts of your unit includes____
   (a) Sales Agents
   (b) Sales Promotion
   (c) Quality Improvement of the product
   (d) Price Consideration
   (e) Tie with multinational company
   (f) Logistic Arrangement
   (g) Any other (specify)

5. Does the Government provide any support in marketing of your Products?  Yes/No
   If yes, what kind of support is available?
   __________________________________________________________
   If no, what kind of support from the Govt. you would appreciate?
   __________________________________________________________

6. Do you feel that middlemen are taking away most of the profits and manufacturing units (like you) are not able to have minimum due profits?
   (a) Strongly agree  (d) Disagree
   (b) Agree          (e) Strongly
   (c) Can’t say

7. How do you find pricing of the product manufactured by your unit?
   (a) Above the market
   (b) As per the market
   (c) Below the market

8. Do you feel that cut-throat competition is prevailing in the market and as a result you are forced to reduce the prices of your products quite often?
   (a) Yes  (b) No  (c) Can’t say
9. What % of the income are spent on promotional activities_____% 

10. How do you carry out promotional activities? 
   (a) From permanent staff 
   (b) Hired professional 
   (c) Agencies 
   (d) Others (specify) 

11. What is your sales graph during the last five years_____? 
   (a) Increasing 
   (b) Decreasing 
   (c) Fluctuating 
   (d) Stagnant 

12. Do you export your product? Yes/No 
   If yes, answer the following questions 
   (1) Export to which countries? 
       (a) Middle East 
       (b) Europe 
       (c) American (North Latin) 
       (d) African 
       (e) Others (specify) 
   (2) What are the payment terms in export transaction? 
       (a) L.C (letter of credit) 
       (b) D/A (Documents against Acceptance) 
       (c) D/P (Documents against Payment) 
       (d) Other 
   (3) Problems in the wake of export 
       (a) Lack of Knowledge 
       (b) Lack of support facility 
       (c) Limited capacity/Finance 
       (d) Procedure cumbersome 
       (e) No Government support 
       (f) Competition 
       (g) Others (specify) 

13. Do you use brand name? Yes/No 
   If No, Give reasons 
   1. 
   2. 
   3. 

14. Major problem for the unit 
   (Give your ranking) Attention 
   (a) Government Rules and Regulations 
   (b) Competition 
   (c) Social Activists and protests 
   (d) Technological Change 
   (e) Lack of Finance 
   (f) Lack of Orders 
   (g) Labour Problems 
   (h) Any other (specify)
15. Business policy:
   (a) Advance payment
   (b) Cash
   (c) Credit

16. What are your future plans?
   (A) Expand the same
   (B) Diversify the same industry
   (C) Diversify in other industry

FINANCE RELATED

1. Particulars of capital

<table>
<thead>
<tr>
<th>Type of capita</th>
<th>Initial capital Rs.</th>
<th>Present total Capital Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>(a) Owned</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(b) Borrowed</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2. What are the sources from which you borrow capital?

<table>
<thead>
<tr>
<th>Rank</th>
<th>Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>1).</td>
<td>Friends &amp; Relatives</td>
</tr>
<tr>
<td>2).</td>
<td>Banks.</td>
</tr>
<tr>
<td>3).</td>
<td>Private lenders</td>
</tr>
<tr>
<td>4).</td>
<td>Government addition</td>
</tr>
<tr>
<td>5).</td>
<td>Financial Institutions</td>
</tr>
<tr>
<td>6).</td>
<td>Others (specify)</td>
</tr>
</tbody>
</table>

3. Have you availed of any Government concession or subsidy?  Yes/No
   If ‘Yes’, How?

4. Is there any change in your working capital requirement during the last five year?
   (Please indicate the nature of change)
   (a) Increased
   (b) Decreased
   (c) No change

5. Do you get working capital to run your business?  YES/NO

6. What have been your areas of investment during the last five years?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Forms of investment</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>Capacity expansion</td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>Machines &amp; equipment</td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>Product development</td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Diversification</td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>Sales promotion</td>
<td></td>
</tr>
<tr>
<td>(vi)</td>
<td>Showroom</td>
<td></td>
</tr>
<tr>
<td>(vii)</td>
<td>Skill formation</td>
<td></td>
</tr>
<tr>
<td>(viii)</td>
<td>Health &amp; safety measures</td>
<td></td>
</tr>
<tr>
<td>(ix)</td>
<td>Labour welfare</td>
<td></td>
</tr>
<tr>
<td>(x)</td>
<td>Others (please specify)</td>
<td></td>
</tr>
</tbody>
</table>

7. What are your comments about present system of financial assistance?
   (a) Security
   (b) Delay in sanction
   (c) Insufficient finance
   (d) High rate of interest
   (e) Procedures are cumbersome
   (f) Too much time
   (g) Unsympathetic attitude of the banks
   (h) High corruption
   (i) Other problems (please specify)

### Government policy

1. What is the overall impact of liberalization policy of the government on your performance? (Please tick)
   (i) Positive
   (ii) Negative
   (iii) No impact

3. Which policies of the government are most favorable to your performance and growth? (Please indicate)
   i)  
   ii)  
   iii)  
   iv)  

4. Which of the government policies adversely affect your performance?
   i)  
   ii)  
   iii)  

5. In which areas, in your view, the government should contribute for the progress of your industry?
   i)  
   ii)  
   iii)  

6. Which specific facilities services you think need to be provided here for better efficiency of your firm?
   (i) More and better technical training
   (ii) Improvement in basic education
   (iii) Consultancy and support services
   (iv) Credit line for small enterprises
   (v) Greater macro-economic stability
   (vi) Improved electric supply
   (vii) Better telecom services
(viii) Better road and transportation
(ix) Technology Development centers
(x) International marketing information
(xi) Information on foreign collaboration
(xii) Information on technology collaboration
(xiii) trade-fairs
(xiv) Business tour support
(xv) Others (please specify)

7. Unfavorable government policy
(i) Custom Policy
(ii) Inspector Raj
(iii) Excise Policy
(iv) Sales Tax policy
(v) Labour law
(vi) Export related
(vii) All Government Policy

8. What rules and regulation do you suggest for the growth of the industry?
________________________________________________________________________
________________________________________________________________________

Industry association & business development services:

1. Are you a member of any industrial association?  Yes/No
    If ‘yes’, please mention the names
    i) 
    ii) 
    iii) 

2. What benefits do you get by being a member of the industry association(s)?
   i) Make a group for fitting with any difficulties
   ii) For raw material
   iii) Government related works
   iv) Any other (specify)

3. Do you think that the role of industry association needs to be changed in view of the changing business environment around the world?  Yes/No
    If yes, what kind of changes do you perceive?
    i) help in requirement of skilled staff
    ii) Technical support
    iii) Advisers in different section
    iv) Other(Specify)

4. Do you use the association (s) for?
   i) Advice in legal matters  Often/Occasionally/Never
   ii) Information on product(s)  Often/Occasionally/Never
   iii) Technology development  Often/Occasionally/Never
   iv) Training programmed  Often/Occasionally/Never
v) Sort out business disputes Often/Occasionally/Never
vi) Creating common facilities Often/Occasionally/Never
vii) Tackling bureaucracy Often/Occasionally/Never
viii) Others (please specify) Often/Occasionally/Never

5. What role the industry association played/ you would like them to play in terms of the following?

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Agency</th>
<th>Excellent</th>
<th>Good</th>
<th>Poor</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td>District industrial centre</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td>SISI/PTDC</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td>Tech. Consultancy Org.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td>Export promotion council</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(v)</td>
<td>NSIC</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(vi)</td>
<td>Exim Bank</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(vii)</td>
<td>Industrial development corp.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(viii)</td>
<td>Training Centers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(ix)</td>
<td>Any other (please specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6. What kind of problems do you face from the support organizations? (Please be specific)

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Organization</th>
<th>Problems</th>
</tr>
</thead>
<tbody>
<tr>
<td>(i)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(ii)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iii)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(iv)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Infrastructural**

1. You have satisfaction about electrical power supply? **Yes/No**
2. Do you get sufficient water? **Yes/No**
3. Do you get help from GIDC for getting for shed? **Yes/No**
4. Difficulties in getting shed. **Yes/No**
   Specify: __________________________
5. Do you get the necessary facilities with the shed? **Yes/No**
6. What type of transport services you are using?
   (1) Local    (2) courier    (3) Railway    (4) By ship
7. Are you satisfied with available transport services? **Yes/No**

**Your suggestion:**

Signature of Respondent