## APPENDIX A

**PRICE ADVANTAGE IN A COOPERATIVE SUPER MARKET – A COMPARATIVE STUDY OF PONNI WITH CHAMUNDI**

### SCHEDULE FOR PONNI SUPER MARKET

<p>| | | |</p>
<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Name of the Super Market</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Date of Registration</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Date of commencement of Business</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Give details regarding number of members</td>
<td></td>
</tr>
<tr>
<td></td>
<td>a At Commencement</td>
<td></td>
</tr>
<tr>
<td></td>
<td>b At Present</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Give details regarding number of members for 5 years from 1976-77 to 1980-81</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Furnish details of capital for 5 years from 1976-77 to 1980-81</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Authorised</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Issued</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Paid up</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Types of share classification. Give names</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Shares subscribed for 5 years from 1976-77 to 1980-81</td>
<td></td>
</tr>
</tbody>
</table>
9 Total number of employees:
   a Office:
   b Salesman:
   c Sales Woman:

10 Give details regarding purchase:

11 Give details regarding sales from 1976-77 to 1985-86:

12 Administrative expenses for 5 years from 1976-77 to 1980-81:

13 Profit for five years from 1976-77 to 1980-81:
   Profit:
   Gross Profit:
   Net Profit:

14 Details regarding patronage dividend allowed:

15 Give details regarding purchase dividend:

16 Rate of discount allowed on damaged goods:

17 Details regarding percentage of profit margin added to the price sectionwise:

18 Nature of expenses added to the price to fix selling price:
19 Total number of Departments at present:

20 Number of Departments leased to outsiders:

21 Rental basis for outsiders:

22 Details regarding appropriations of Net Profit:

23 Give details regarding source of purchase:

24 Nature of transport to bring the merchandise from the source of purchase to the selling point:
   a Rail:
   b Lorry:
   c Both:

25 Give details regarding price policy:

26 Number of Depo sales counters functioning at present:

27 Do you operate mobile Super Market. If yes give details:

28 Do you offer self service system? If yes, when was it introduced? What was the sales since introduction:
29 What is the system of inventory Management
   a LIFO
   b FIFO
   c Double compartmental system

30 What is the frequency of stock taking

31 How shortages are treated
APPENDIX B

PRICE ADVANTAGE IN A COOPERATIVE SUPER MARKET - A COMPARATIVE STUDY OF PONNI WITH CHAMUNDI

SCHEDULE FOR CHAMUNDI SUPER MARKET

1 Date of Commencement       :

2 Capital at beginning       :

3 Capital for five years from 1981-82 to 1985-86  :

4 How many Partners at commencement and at present   :

5 Capital contributed by each  :

6 What are the section at commencement and at present :

7 Total purchase for five years from 1981-82 to 1985-86  :

8 Total sales for five years from 1981-82 to 1985-86  :

9 Profit for five years from 1981-82 to 1985-86  :

Gross Profit  :

Net Profit   :

10 Pricing Policy or Method  :
11 What expenses are added to the price

12 Total No of Sales Personnel for 5 years from 1981-82 to 1985-86

   Men ____________________________
   Women ____________________________

13 Office Staff ______________________

14 Selling area in Sq.ft. ______________________

15 Do you allow credit, If so to whom, If not why? ______________________

16 Repayment Period of credit allowed ______________________

17 Sales promotional techniques ______________________

18 How many shops leased out to outsiders at present ______________________

19 What is the Commission for such lease ______________________

20 What vehicles are owned by you ______________________

21 Do you give door delivery and accept telephone orders ______________________

22 System of inventory management LIFO or FIFO ______________________
23 If any processing unit, give details:

24 Do you follow Double compartmental system of inventory Management:

25 How shortages are treated:

26 If any discount is allowed give details:

27 Profit margin added to price sectionwise:

28 Why don't you introduce self service system:

29 Do you have any mobile unit of Super Market:

30 The Bank to which stock has been hypothecated:

31 What is the rate of interest for such hypothecation:

32 Whether such interest is added to price:

33 Media of advertisement:

34 Accounting year:

35 Details regarding administrative cost for years from 1981-82 to 1
36. Source of purchase

Grocery : 

Cosmetics : 

Confectionery : 

Oil : 