Appendix

A Study on the Role of District Industries Centre in the Development of Small Scale Industries in Tirunelveli District

Interview Schedule

1) Name of the Respondent: Entrepreneur

2) Age (in years):
   - Below 25 years ( )
   - 25 – 40 years ( )
   - Above 40 ( )

3) Community:
   - OC ( )
   - BC ( )

   a) Caste:
      - MBC ( )
      - SC ( )

   b) Religion:
      - Hindu ( )
      - Christian ( )
      - Muslim ( )

4) Sex:
   - Male ( )
   - Female ( )

5) Marital Status:
   - Married ( )
   - Unmarried ( )
   - Widow ( )
   - Widower ( )

6) Educational level:
   - Illiterate ( )
   - Elementary ( )
   - Secondary ( )
   - Higher secondary ( )
   - Graduate ( )
   - Post-Graduate ( )
   - Diploma ( )
   - Engg-Graduate ( )
   - Holder ( )

7) Nationality:

8) Place of Birth:

9) If migrated, causes (s) of migration:

10) Name and Address of the unit:
11) Type of Industry:

1. Food and Food Products
2. Paper and Paper products
3. Leather and Leather products
4. Bakery units
5. Miscellaneous and others

12) Date of Registration with DIC:

Provisional ( )
Permanent ( )

13) By-Products:

What were the factors which encouraged you to start the unit? Please give more than three reasons in the order of preference.

i) Education in the same / related line

ii) Previous employment in the industry (as worker, manager, partner)

iii) Family’s business

iv) Inherited technical skill

v) Availability of sufficient resources

vi) Availability of government assistance
vii) Success and encouragement of friends and relatives

viii) Existence of prosperous competitive units

ix) Any other (please specify)

14) a) Do you have previous experience in running an industry?

Yes ( )  No ( )

15) b) If yes, places
    i) Whether it is in the same industry ( )
    ii) In a different industry ( )
    iii) Years of experience ( )

c) If No, what made you to become an entrepreneur?
    i) Parent’s Business ( )
    ii) Unemployment ( )
    ii) Any other reasons, (please specify) ( )

16) Why did you choose the particular area for running your industry?

i) Availability of raw material ( )
ii) Market potential ( )
iii) Availability of cheap labour ( )
iv) Existence/Non existence of similar industries ( )
v) Place of parent’s occupation ( )
vi) Education and training ( )
vii) Chances for profit making ( )
viii) Any other reasons (specify) ( )

17) a) Location of the industry :

i) Rural ( )  ii) Urban ( )  iii) Semi-urban ( )
b) Status of Location

i) Developed area ( )

ii) Backward area ( )

iii) SIDCO- Industrial, Estate ( )

iv) SIPCOT- Industrial Complex ( )

v) Co-operative industrial estate ( )

18) Reasons for selecting the present location (Rank the relevant items)

i) Residence in the neighbourhood.

ii) New opportunities in respect of

   a) Marketing          b) Production

iii) Official pressure/ political pressure

iv) Availability of raw materials

v) Availability of labour

   a) Skilled ( )

   b) Semi skilled ( )

   c) Unskilled ( )

vi) Availability of power and fuel

   i) Availability of transport facilities.

   ii) Availability of technical facilities

   iii) Climatic conditions
19) Details of raw material utilization from 2007-2012

<table>
<thead>
<tr>
<th>Sources</th>
<th>2007-08</th>
<th>2008-09</th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indigenous</td>
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<td>Imported</td>
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</tbody>
</table>

20) Details of Employment Generation from 2007-2012

(No. of persons)

<table>
<thead>
<tr>
<th>Employment Generated</th>
<th>2007-08</th>
<th>2008-09</th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
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<td>Female</td>
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</table>

21) Details of Fixed assets created from 2007-2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>2007-08</th>
<th>2008-09</th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Land and plant</td>
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<tr>
<td>ii) Machinery</td>
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<tr>
<td>iii) Building</td>
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<tr>
<td>iv) Furniture / Tools</td>
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<tr>
<td>v) Others</td>
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</tbody>
</table>

22) Details of value of sales particulars from 2007-2012

<table>
<thead>
<tr>
<th>Sales</th>
<th>2007-08</th>
<th>2008-09</th>
<th>2009-10</th>
<th>2010-11</th>
<th>2011-12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Market</td>
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<tr>
<td>Export</td>
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</tr>
</tbody>
</table>
23) Please give a brief history of your unit?

24) Fixed and Working Capital

<table>
<thead>
<tr>
<th>1. Fixed Capital</th>
<th>Value Before DIC’s Assistance (₹)</th>
<th>Value After DIC’s Assistance(₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Land</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) Buildings</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) Machinery &amp; Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d) Furniture</td>
<td></td>
<td></td>
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<tr>
<td>e) Others (specify)</td>
<td></td>
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</tr>
</tbody>
</table>

2. Working Capital (Excess of Current Assets over Current Liabilities)

Current Assets
- a) Cash
- b) Stock
- c) Debtors

Less Current Liabilities
- a) Creditors
- b) Bank Overdraft
- c) Outstanding Expenses
- d) Others (specify)

25) Materials:
   a) Have you received scarce raw-material quota?

   Yes [ ]  No [ ]
b) If yes, state types of raw material received:

<table>
<thead>
<tr>
<th>Match Wax</th>
<th>Paraffin Wax</th>
<th>Molasses</th>
<th>Spirit</th>
<th>Furnace Oil</th>
<th>Kerosene</th>
<th>Coal &amp; Coke</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantity Per Annum</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Value ₹</td>
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<td></td>
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</tr>
</tbody>
</table>

c) Where do you get raw materials from?

<table>
<thead>
<tr>
<th>Sources</th>
<th>Before DIC’s Assistance</th>
<th>After DIC’s Assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Local</td>
<td></td>
<td></td>
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<tr>
<td>b) Outside the district</td>
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<tr>
<td>c) Outside the state</td>
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<tr>
<td>d) Through import</td>
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<tr>
<td>e) Government Quota</td>
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<tr>
<td>f) Others (Specify)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

d) Who is your raw – material supplier?

i) Retailer

ii) Wholesaler

iii) Producer

iv) Government agency

v) Others (specify)

e) Have you ever applied for the government quota of raw–material?

If yes, have you received adequate quantities of raw materials?

Yes

No
If No, mention the reason for not applying:

- New quota card is not given
- Rigid government formalities
- Not a controlled item

f) Yearly consumption of raw materials

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Average value of Raw Materials (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before DIC’s Assistance</td>
<td></td>
</tr>
<tr>
<td>After DIC’s Assistance</td>
<td></td>
</tr>
</tbody>
</table>

26) Employment and labour cost:

a) Average Number of workers and mandays

<table>
<thead>
<tr>
<th></th>
<th>Average Number of Workers Employed</th>
<th>Average Number of Mandays Generated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Before DIC’s Assistance</td>
<td>After DIC’s Assistance</td>
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<td></td>
<td>Before DIC’s Assistance</td>
<td>Before DIC’s Assistance</td>
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<td>Male</td>
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<td></td>
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<tr>
<td>Female</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Children</td>
<td></td>
<td></td>
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<tr>
<td>Total (Nos)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

b) Labour Cost
27) Capacity Utilization:

<table>
<thead>
<tr>
<th>Year</th>
<th>Upto 50 %</th>
<th>50 – 75 %</th>
<th>Above 75 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before DIC’s Assistance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>After DIC’s Assistance</td>
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</tbody>
</table>

If there is under utilization of capacity (less than 50 per cent) mention the reasons:

i) Shortage of Raw materials

ii) Shortage of labour

iii) Shortage of finance

iv) Lack of marketing facilities

v) Other reasons (specify)

28) Type of power used:

i) Whether your unit is using low or high Tension power?

L.T. Power   H.T. Power
ii) If it is L.T. Power, Have you claimed LTPT Subsidy?

   Yes □     No □

iii) What other sources of power are used in your unit?

   i) Furnace Oil □
   ii) Coal □
   iii) LPG □
   iv) Generator □
   v) Fire-wood □

iv) How much do you spend on power per year?

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Average Amount Spent on Power per Annum (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before DIC’s Assistance</td>
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<td>After DIC’s Assistance</td>
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</table>

29) Others Cost (specify the Nature)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Average Amount Spent per Annum (₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before DIC’s Assistance</td>
<td></td>
</tr>
<tr>
<td>After DIC’s Assistance</td>
<td></td>
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</tbody>
</table>

30) Average Annual Production Per Annum

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Particulars</th>
<th>Value of Main Products ₹</th>
<th>Value of By – Products ₹</th>
<th>Total Value ₹</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Before DIC’s Assistance</td>
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<tr>
<td>2.</td>
<td>After DIC’s Assistance</td>
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</tbody>
</table>
31) Marketing and Sales

a) How do you sell your products?

   i) Direct
   ii) Through Dealers
   iii) Through Agents
   iv) Through Government Agency

b) Yearly Average Sales

<table>
<thead>
<tr>
<th></th>
<th>Before DIC’s Assistance</th>
<th>After DIC’s Assistance</th>
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<tbody>
<tr>
<td>i) Local</td>
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<td>ii) Outside</td>
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<td>Direct the</td>
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<td>iii) Outside</td>
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<tr>
<td>the State</td>
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<tr>
<td>iv) Exports</td>
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<tr>
<td>Total</td>
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</tbody>
</table>

32) Average Annual Profit/Loss Per annum

<table>
<thead>
<tr>
<th>Sl.No.</th>
<th>Particulars</th>
<th>Profit / Loss ₹</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Before DIC’s Assistance</td>
<td></td>
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<tr>
<td>2.</td>
<td>After DIC’s Assistance</td>
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</tbody>
</table>
33) Problems faced by the Beneficiaries

a) Problems encountered by you in marketing your product (State in order of preference)

i) Competition from large entrepreneurs

ii) Competition from small entrepreneurs

iii) Slackness in demand

iv) Transport

v) Others

b) Problems relating to finance (state in order of preference)

i) Shortage of working capital

ii) Shortage of finance for fixed assets

iii) Hostile attitude of finance agencies

iv) Inadequate assistance from commercial banks

v) Inadequate assistance from financial institutions

vi) Delay in the sanction of loans

c) Problems relating to raw materials (State in order of Preference)

iv) High prices

v) Scarcity

vi) Transport

vii) Low quality

viii) Others (Quotas)

ix) Imported raw – materials
d) Problems relating to labour (State in order of preference)

i) Absenteeism
ii) Turnover
iii) High wage rate
iv) Indiscipline
v) Frequent work stoppage
vi) Training cost
vii) Unionization
viii) Others

e) Problems relating to power supply (State in order of preference)

i) Scarcity-short supply
ii) Irregular supply
iii) High cost
iv) Others

f) Problems relating to technical and managerial guidance (State in order of preference)

i) Non – availability of skilled workmen
ii) Ineffective consultancy service provided by government agencies
iii) Non – availability of professional managers
iv) Access to new technology