QUESTIONNAIRE FOR INDUSTRIAL UNITS

(1) Please respond to the queries because it is for academic purpose.

(2) The data will be kept confidential and will not be used for any other purpose.

GENERAL INFORMATION

1. Name of the establishment :

2. Location :

3. Type of establishment
   Proprietors/Partnership/
   Joint Stock Company/
   Corporation/Co-operative/
   Any other :

4. Year of establishment :

PRODUCTION

5. Year of commencement of production :
6. Interval between establishment and production:

7. If any delay, the reasons:
   (a)
   (b)
   (c)

8. Annual production (In Rs.)

<table>
<thead>
<tr>
<th>Item</th>
<th>Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>(3)</td>
<td></td>
</tr>
<tr>
<td>(4)</td>
<td></td>
</tr>
<tr>
<td>(5)</td>
<td></td>
</tr>
</tbody>
</table>

9. Was there any interruption in production process?

   |      | Yes/No |
   | 1983-84 |       |
   | 1984-85 |       |
   | 1985-86 |       |
   | 1986-87 |       |
   | 1987-88 |       |

10. If plants are fully utilised? Yes/No
11. If No, the reasons

(a) non-availability of raw material
(b) non-availability of skilled labour
(c) non-availability of finance
(d) lack of demand
(e) Any other reasons, specify

ASSETS AND LIABILITIES

12. Current Assets

|------------|---------|---------|---------|---------|---------|

13. Current Liabilities

|------------|---------|---------|---------|---------|---------|

INVESTMENT

14. Total amount invested

<table>
<thead>
<tr>
<th></th>
<th>Fixed capital</th>
<th>Working capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>1983-84</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1984-85</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1985-86</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Total amount invested

<table>
<thead>
<tr>
<th></th>
<th>Fixed capital</th>
<th>Working capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>1986-87</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1987-88</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

15. Gross Profit

|----------|---------|---------|---------|---------|---------|

16. Net Sales

|----------|---------|---------|---------|---------|---------|

17. If working capital found inadequate, what is the reason?

(a) excess inventory investment
(b) excess investment in receivables
(c) shortage of cost
(d) Any other reasons, specify

18. If the working capital is found excess, the cause would be

(a) less inventory investment
(b) under investment in receivables
(c) excess cash
(d) Any other, specify

**INVENTORY**

19. Year | Raw material | Stock | Finished | Consumable
|---------|-------------|-------|----------|-------------
| in goods stores | process |

<table>
<thead>
<tr>
<th>Year</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1983-84</td>
<td></td>
</tr>
<tr>
<td>1984-85</td>
<td></td>
</tr>
<tr>
<td>1985-86</td>
<td></td>
</tr>
<tr>
<td>1986-87</td>
<td></td>
</tr>
<tr>
<td>1987-88</td>
<td></td>
</tr>
</tbody>
</table>

20. Where is the inventory stored? : 

21. Has there ever been out of stock situation? Yes/No

If Yes, specify

<table>
<thead>
<tr>
<th>Year</th>
<th>Item</th>
<th>Reasons</th>
</tr>
</thead>
<tbody>
<tr>
<td>1983-84</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1984-85</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1985-86</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1986-87</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1987-88</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

22. Is report of inventory prepared? : Yes/No
If Yes,
What is the time interval? :

23. How is the minimum level of inventory determined?
   (a) consumption during lead period
   (b) consumption during lead period and safety stock
   (c) price changes
   (d) Any other, specify

24. How is the maximum level of inventory determined?
   (a) availability of raw material
   (b) storage space available
   (c) inventory carrying cost
   (d) opportunity cost of funds employed
   (e) price fluctuations
   (f) future production plans
   (g) Any other, specify

25. How is the level of safety stock determined?
   (a) variation in lead period
   (b) changes in consumption level
   (c) Any other, specify

26. Do you maintain safety stock throughout the year?
   Yes/No
27. After how long period is the level of inventory reviewed?

28. Is there the optimum level of inventory?
   Yes/No

29. What is the system of reordering?
   (a) fixed order quantity
   (b) fixed order system
   (c) EOQ system
   (d) single order and part deliveries system
   (e) Any other, specify

30. What techniques is followed to review the inventory position
   ABC classification?
   Yes/No
   If Yes,
   (a) What is the period of stock reports of items - A.
   (b) What is the period of stock reports of items - B.
   (c) What is the period of stock reports of items - C.

31. The inventory control system is under which department?
   (a) production department
   (b) planing department
   (c) store department
   (d) purchase department
   (e) Any other, specify
32. Any other information you like to give.

RELATIONSHIP WITH BANK

33. Where do you keep your account?

(1)
(2)
(3)

34. Do you get good customer service?  :  Yes/No

If Yes, what facilities are used.

If No. the reasons.

34. Is there a gap between sanction and release of Loan?  

Yes/No

36. If Yes, Why?
37. Do you want to change the Bank? : Yes/No
   If Yes, Why?

38. Any other problem with the Bank? : Yes/No
   If Yes, specify

39. Have the recent changes in Bank Credit policy affected you? : Yes/No
   If Yes, in what way?

Name of the enumerator

Date:                                             Signature