APPENDIX - C

INTERVIEW SCHEDULE

I. PERSONAL DATA

1.1 Name and Address (Optional)

1.2 Age

1.3 Educational Qualification

1.4 Previous Experience

   1.4.1 Same Industry
   1.4.2 Other Industry
   1.4.3 Employment
   1.4.4 Unemployment
   1.4.5 Any other (specify)

1.5 Do you have any practical training connected with the industry?

   Yes / No

   If Yes, give the nature of training

   1.5.1 Management course
   1.5.2 Apprenticeship training
   1.5.3 Entrepreneurship training
   1.5.4 Private on the job training
   1.5.5 Any other (specify)

1.6 Income from your business per annum (Rs)

1.7 Income from Secondary Sources per annum

   1.7.1 Spouse (Rs.)
   1.7.2 Agriculture (Rs.)
   1.7.3 Allied Agricultural Activities (Rs.)
   1.7.4 Trading activities (Rs.)
   1.7.5 Any other (specify) (Rs.)
1.8 State the most proximate reason for stepping into the field of industry.
1.8.1 Self employment
1.8.2 To earn more
1.8.3 To make use of industrial skills
1.8.4 To produce certain goods
1.8.5 To become an entrepreneur

1.9 Family system
1.9.1 Nucleus family
1.9.2 Joint family

1.10 Generation of Entrepreneurship
1.10.1 First
1.10.2 Second
1.10.3 Third

1.11 Size of the family / Number of members in your family
1.11.1 Adult
1.11.2 Children

1.12 Occupational background of the family
1.12.1 Agriculture
1.12.2 Industry
1.12.3 Trade
1.12.4 Government Service
1.12.5 Any other (specify)

1.13 Land holdings of the family (acres)
1.13.1 Wet land area
1.13.2 Dry land area

1.14 Do you get proper guidance from Government institutions
Yes / No
If "Yes" give the kind of help received
1.14.1 Site
1.14.2 Power
1.14.3 Finance
1.14.4 Raw material
1.14.5 Technology
1.14.6 Permission

1.15 Did you get help and support from your friends and relatives?
Yes / No
If Yes mention the support received
1.15.1 Financial support
1.15.2 Business ideas
1.15.3 Supply of material on credit
1.15.4 Marketing support

II. INFORMATION ABOUT THE INDUSTRIAL UNIT
2.1 Name and address of unit

2.2 Year of commencement of the unit
2.3 Form of organisation (Tick the (✓) relevant column)
   At commencement At present
   2.3.1 Sole proprietorship
   2.3.2 Partnership
   2.3.3 Joint family firm
   2.3.4 Private company
   2.3.5 Joint stock company

2.4 Mode of acquisition
   2.4.1 Newly started
   2.4.2 Purchased
   2.4.3 Inherited
   2.4.4 Leasehold

2.5 Did you get any incentive from the Government?
Yes / No
If yes mention the incentives received
   2.5.1 Transport subsidy
2.5.2 Financial subsidy
2.5.3 Backward are a subsidy
2.5.4 Power subsidy
2.5.5 Sales Tax subsidy
2.5.6 Capital Investment subsidy

2.6 Amount of subsidy received so far Rs.

2.7 Are you satisfied with the infrastructural facilities available in Kanniyakumari District?
Yes / No
If yes, what are those facilities?

2.8 Do you repay your industrial loan promptly?
Yes / No

2.9 Are you able to utilise your capacity fully?
Yes / No
:: no, state the reasons for non-utilisation

2.10 Specify the nature of other infrastructural facilities you own
2.10.1 2.10.3 2.10.5
2.10.2 2.10.4

2.11 Are you a member of the chamber of commerce and industry?
Yes / No
:: If Yes, how long have you been its member?
Year month day

2.12 Do you have any inter-relationship with other industrial units?
Yes / No
:: If yes state the mode of creating relationship
2.12.1
2.12.2
2.12.3
2.12.4
2.12.5
III. **FINANCE**

3.1 Owned funds and Borrowed funds for the past five years.
   (Amount in Rs.)

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<td>Borrowed funds</td>
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3.2 Capital employed for the past five years (Amount in Rs.)

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<td>Capital employed</td>
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3.3 Fixed Assets for the past five years (Amount in Rs.)

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<td>3.3.1</td>
<td>Land</td>
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<td>Loose tools</td>
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<td>Vehicles</td>
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<td>Furniture</td>
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<td>3.3.8</td>
<td>Motor</td>
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3.3.9 Any other (specify)

Total

3.4 Share capital for the past five years (Amount in Rs.)

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<td>Preference shares</td>
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<td>3.4.3</td>
<td>Any other (specify)</td>
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3.5 Current assets acquired in the past five years (Amount in Rs.)

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<td>3.5.2</td>
<td>Cash at bank</td>
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<td>3.5.3</td>
<td>Stock (Inventory)</td>
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<td>3.5.5</td>
<td>Bills receivable</td>
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<td>3.5.6</td>
<td>Any other (Specify)</td>
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### 3.6 Current Liabilities for the past five years (Amount in Rs.)

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<td>Short term loan</td>
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<td>3.6.4</td>
<td>Bank overdraft</td>
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### 3.7 Short term and Long term loans availed of from commercial banks and Financial Corporations in the past five years (Amount in Rs.)

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### IV. PRODUCTION AND PRODUCT LINE

4.1 Product line for the past five years

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4.2 Production for the past five years (Units)

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4.3 Consumption of raw materials for the past five years (Amount in Rs.)

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4.4 Nature and type of technology used
   4.4.1 Indigenous technology
   4.4.2 Imported technology
   4.4.3 Own technology
   4.4.4 Technology developed by others (specify)
V. LABOUR

5.1 Employment generation for the past five years

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<td>5.1.1</td>
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<td>5.1.2</td>
<td>Female</td>
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Total

5.2 Nature and type of workers employed (Give the latest position)

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<th>At commencement</th>
<th>At present</th>
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<td>5.2.1 Skilled</td>
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<td>5.2.2 Semi skilled</td>
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<td>5.2.3 Unskilled</td>
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Total

5.3 Labour turnover for the past five years

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Total
VI. SALES AND GAINS

6.1 Sales for the past five years (Amount in Rs.)

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6.2 Gross Profit and Net Profit for the past five years (Amount in Rs.)

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6.3 Selling and distribution expenses for the past five years (Amount in Rs.)

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<td>Sales discount</td>
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<td>Show room expenses</td>
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VII. PERCEPTION OF ENTREPRENEURS REGARDING INDUSTRIAL BACKWARDNESS IN KANNIYAKUMARI DISTRICT

7.1 LAND

7.1.1 Do you feel that the land cost affects the starting of industrial Unit in Kanniyakumari district?
Yes / No

7.1.2 Do you think that the high rental value affects the growth of Industrial Units?
Yes / No

7.1.3 Do you think that the non availability of land is a handicap for starting industrial unit?
Yes / No

7.1.4 'The Topography of the district affects the industrial development' - Do you agree?
Yes / No

7.1.5 Do you think that sub-division and fragmentation of holdings affects industrial development?
Yes / No

7.1.6 'Fertility of the land retards the growth of industry' - Do you agree?
Yes / No

7.2 POWER

7.2.1 Do you think that one has to wait for power connection for one's industry?
Yes / No

7.2.2 Do you think that high tension power lines are not sufficiently available in this district?
Yes / No

7.2.3 Does the Tamilnadu Electricity Board delay in sanctioning industrial Tariff lines?
Yes / No
7.2.4 Doesn't the Government encourage industries for extending power lines?
   Yes / No

7.2.5 Do you agree that consumer gets interrupted power supply?
   Yes / No

7.2.6 Do you experience power cut?
   Yes / No

7.2.7 Doesn't the Tamilnadu Electricity Board install high power transformers to supply adequate power?
   Yes / No

7.3 FINANCE

7.3.1 Didn't you put seed capital out of your past savings?
   Yes / No

7.3.2 Did you borrow seed money from friends and relatives?
   Yes / No

7.3.3 Do you agree that the financial institutions don't supply seed capital adequately in Kanniyakumari district?
   Yes / No

7.3.4 Do you agree that the bank has not extended liberal financial assistance for meeting the working capital requirements?
   Yes / No

7.3.5 Do the banks follow too many formalities for sanctioning working capital loans?
   Yes / No

7.3.6 Do you agree that the public sector banks do not encourage industrial growth in Kanniyakumari District?
   Yes / No
7.3.7 Do you agree that the private sector banks do not encourage industrial growth in Kanniyakumari District?
   Yes / No

7.3.8 The development banks like TIIC, SIPCOT, render inadequate financial help for the growth of industries in Kanniyakumari district - Do you agree?
   Yes / No.

7.3.9 Do you agree that the District Industries Centres do not help you to get adequate finance?
   Yes / No

7.4 LABOUR

7.4.1 Do you agree that adequate skilled workers are not available in Kanniyakumari district?
   Yes / No

7.4.2 Do you agree that industrial training institutions are not adequate to generate skilled manpower in the district?
   Yes / No

7.4.3 Do you experience frequent labour turnover?
   Yes / No

7.4.4 Do you experience frequent labour absentees?
   Yes / No

7.4.5 Do you think that the labour force in Kanniyakumari district is highly undisciplined?
   Yes / No

7.4.6 Do you agree that the labour is highly union biased?
   Yes / No

7.4.7 Does the worker not identify with the organisation goal of the industry?
   Yes / No
7.4.8 Does worker migrate from Kanniyakumari district to other places?  
Yes / No

7.4.9 Do the workers immigrate from other districts?  
Yes / No

7.4.10 Is the labour cost of this district higher than that in the other districts and states?  
Yes / No

7.5 MARKET

7.5.1 Do you think that the people of Kanniyakumari district do not possess adequate purchasing power?  
Yes / No

7.5.2 Do they not buy value added products?  
Yes / No

7.5.3 Do you depend on local market?  
Yes / No

7.5.4 Do you experience heavy marketing cost?  
Yes / No

7.5.5 Do you not get high profit margin?  
Yes / No

7.5.6 Do you think that people do not have adequate marketing agencies in Kanniyakumari district?  
Yes / No

7.5.7 Do you think that the government does not buy materials from you?  
Yes / No

7.5.8 Do you agree that the government does not promote marketing of your products?  
Yes / No

7.5.9  Do you think that we do not have potential market information about various commodities abroad?  
Yes / No

7.6  GOVERNMENT INSTITUTIONS

7.6.1  Do you agree that the services of District Industrial Centre are not satisfactory?  
Yes / No

7.6.2  Do you think that the people are not satisfied with the Government policies?  
Yes / No

7.6.3  Do you agree that the Government officials are not helpful to the people in starting industries?  
Yes / No

7.6.4  Do you agree that the services of T.I.I.C. to the people are not satisfactory?  
Yes / No

7.6.5  Do you agree that the Entrepreneurial Development Programmes give no satisfaction to the people?  
Yes / No

7.7  GENERAL

7.7.1  Do you agree that the family members are not supporting in industrial activities?  
Yes / No

7.7.2  Do you agree that friends and relatives do not give support to start industry?  
Yes / No

7.7.3  Do you agree that people are not interested in sharing their business ideas with others?  
Yes / No
7.7.4 Do you agree that the business persons do not enjoy good status in the society?
   
   Yes / No

7.7.5 Do you agree that educational system doesn't motivate a man to be an entrepreneur?
   
   Yes / No

7.7.6 Do you agree that industrial investment is risky compared to other categories of investments?
   
   Yes / No

VIII. SUGGESTIONS FOR DEVELOPMENT

8.1 Give your suggestions for industrial growth in Kanniyakumari district.

   8.1.1
   8.1.2
   8.1.3
   8.1.4
   8.1.5
   8.1.6
   8.1.7
   8.1.8
   8.1.9
   8.1.10
APPENDIX - D

LIST OF RESPONDENTS OF THE STUDY

1. Kanniyakumari Timber Depot, M.S. Road, Nagercoil.
2. M. Sebastin & Co., Hindu College Road, Nagercoil.
3. Trivandrum Timber & Sawmill, Azhagiamandabam, Mulakumoodu.
8. St. Mary's Industries & Sawmill, Keela Ramanputhur.
9. Kasthuri Timbers, Pallivilai Road, Vettornimadam.
19. Manickam Rice Mill, Hindu College Road, Chettikulam.
22. S.M. Rubber Products, Maravankudyiruppu.
23. Sakthi Rubber Products, Keezharamanputhoor, Nagercoil.
27. Thirumal Chellam Rubber Industries, Ramapuram west, Manikattipottal.
28. V.K. Rubber Industries, Thattanvilai, Periyavilai.
29. N.S.R. Rubber Products, Kulasekaram.
30. Sreeja Rubber Industries, Manali, Thuckalay.
31. Ajenda Fishnets, Court Road, Nagercoil.
32. Star Fishnets, Paruthivilai, A.N. Kudi.
33. V.M.T. Net Industry, Kunnathoor, Kappukad.
34. Lekshmana Fishnets, Melatharavilai, A.N. Kudi.
35. Vijay Marine Products, Cave Street, Nagercoil.
36. Annam Fishnets, Ramapuram west, Manikatti Pottal.
37. Fathima Fishnets, Manavalakurichi.
38. M.P.M. Marine Nets, Paruthivilai, A.N. Kudi.
40. Mercury Fishnets, Ramapuram west, Manikattipottal.
41. Chellam Coir Works, Melaputhoor, Puthoor.
42. Raja Coir Unit, Ganapathipuram.
43. Krishnan Coir Works, Thekkurichi, Rajakkamangalam.
44. Thangam Coir Works, Manakudi Salai, Puthoor.
45. N. Thanganadar Coir Works, Ganapathipuram.
46. Thangappan Coir Wroks, Vellamodivilai, Eathamozhi.
47. Thanu Coir Units, Chakkiancode, Neyyoor.
49. Stephen Coir Works, Mondaikadu.
50. Velavan Coir Units, Kootumangalam, Manavalakurichi.
51. Sree Andal Oil Mills, Asambu Road, Vadasery.
52. Gowri Oil Industry, Chukkuparaitherivilai, Agasteswaram.
53. Priya Oil Mills, Paulkulam, Variyoor.
54. Devasena Oil Mill, Meenakshipuram, Nagercoil.
55. St. Antony Oil Mills, Meenakshipuram, Nagercoil.
56. Shaji Leather Works, Kuzhithurai.
58. K.S. Muthu Leather Works, Cape Road, Nagercoil.
60. Charles Leather Works, Colalchel.
B. M. Pickles, Azhagiapandiapuram, Boothapandi.

P. D. R. Pickles, Christunagar, Vetturimadam.

Udayam Pickles, Chettikulam, Nagercoil.

B. J. Pickles, Christunagar, Vetturimadam.


Indo Kanya Cashews, Azhagiapandiapuram.

Deva Cashew Processing Company, Mancode.

Pavithra Cashew Company, Sundavilai.

S. V. M. Cashew Industries, Aundivilai, Swamythooopu.

Andro Cashew Industries, Kuzhithurai.

A. Bovasrajan Soda Factory, Kattathurai.

Arul Drinks, Pkoor, Karungal.

Priya Drinks, Erachakulam.

M/s. Sri A. K. Drinks, Asambu Road, Vadaseri.


Nagalekshmi Lime Industry, Kanjanpuram.

Nagammal Lime Industry, Kanjanpuram.

Nazeer Lime Industry, Sarkunaveedhi, Nagercoil.


Chellam Brick Works, Chenbagaramanputhooor.

Paul Brick Works, Chenbagaramanputhooor.

Swamy Brick Works, Nedumankadu, Aralvoimozhi.

Krishna Bricks, Arokianagar, Aralvoimozhi.

A. P. N. Tile Works, Chettikulam, Nagercoil.

Shunmuga Nadar Brass Metal Industry, Vattavilai.

Kala Brass Metal Industry, Meenakshipuram.

Selvam Brass Metal Industry, Meenakshipuram.

Krishna Brass Metal Industry, Vattavilai.

Mangalam Brass Metal Industry, Vattavilai.

Auxalia Condiments, Marthandam.
93. Baby Flour Industries, Ganapathynagar, Nagercoil.
94. Thampi Flour Industries, Manavalakurichi.
95. St. Xavier Flour Mills, Thuckalay.
96. Paulpandian Salt Factory, Thamaraikulam.
98. Chellathurai Salt Factory, Thamaraikulam.
100. Isaac Salt Factory, Chotapanikantherivilai, Swamythoppu.