Appendix-A

(QUESTIONNAIRE USED IN FIELD SURVEY)

Serial No. _______ Nature of Industry ____________________

1. Name of the Unit ________________________________

2. Mailing Address _____________________________________

3. Year of establishment and year of initial production __________________________

4. Organisational pattern: Proprietary/Partnership/Private company/Public company/Co-operative

5. Principal products _____________________________________________________

6. Subsidiary Products _____________________________________________________

7. By-products, if any _____________________________________________________

8. Is it an Ancillary Unit? ________________________________________________

9. Whether your Unit is registered as SSI with the Appropriate Authority? ________

10. If so, Registration No. and date _________________________________________

11. Whether the Unit is a member of any Association? If so, the name and address of the Association _________________________________________________

12. Annual Production during last five years:-

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<tr>
<th>Year</th>
<th>Unit</th>
<th>Money Value (in Rs.)</th>
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13. Installed capacity

<table>
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<tr>
<th>Year</th>
<th>Unit</th>
<th>Money value (in Rs.)</th>
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14. Average yearly sales during last five years:

15. Descriptions of Plant and Machinery installed:

16. Amount of capital invested in Plant and Machinery (original purchase price)

17. Descriptions of raw materials used

18. Annual consumption of raw materials (in Rs.)

19. Raw materials: Locally available/brought from outside District/outside State/imported from abroad.

20. Special problems faced in the sphere of production:
   Power/Machinery/Management/Labour/Raw materials/Transport.

21. Any temporary closure of the Unit at any time and reason thereof

22. How you sell finished products: Wholesale/Retail/Contractual

23. Who are your buyers: Government/Large industries/Small industries/Individual customers
24. Do you supply to the Government Departments: Under the Preferential Stores Purchased Scheme? ________________________

25. General mode of payment: Down/Delayed

26. Market of the products: Within District/within State/outside State/Foreign market

27. Have you conducted any Market Research/Survey?

28. Media of publicity used and the extent of benefit derived

29. Special problem faced by you in marketing of your products

30. Number of working days per annum:

31. Number of Manager/Supervisors, their qualifications and yearly salary payable to them:

32. Number of workers employed:

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<th>Skilled</th>
<th>Unskilled</th>
<th>Total</th>
<th>Yearly wage-bill</th>
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33. Whether trained Managerial personnel are there? If trained, where from?

34. Extent of Labour participation in management:

35. (a) Capital invested in Fixed Assets other than Plant and Machinery ____________________________

(b) Working capital invested Rs. ____________

(c) Working capital required Rs. ____________

36. (a) Sources of Capital: Own/Borrowed

(b) If borrowed, the name of lender: Private Moneylender/ Friends and relatives/State Govt./Central Govt./Nationalised Banks/other agencies.
37. Your net-profit for last five years (before tax):

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<tr>
<th>Year</th>
<th>Profit (Rs.)</th>
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38. Is there any Plan for expansion/modernisation of your Unit?

39. Have you been benefited by any Central Govt. Scheme like:
   (a) Transport subsidy @ 50%, (b) Capital subsidy @ 10% 15%,
   (c) Deduction on Income-tax @ 20% from profits,
   (d) Differential Bank interest scheme,
   (e) Machinery on Hire purchase by NSIC.

40. Have you been benefited by any State Govt. Scheme like:
   (a) Power subsidy @ 9 paise per unit,
   (b) Subsidy towards cost of preparation of Project Report,
   (c) Rent subsidy in I.F./G.C.,
   (d) In-plant Training in and outside the State with stipend,
   (e) Machinery on Hire purchase by ASIDC,
   (f) Study tour,
   (g) other benefits

41. Your remarks and suggestions on:
   (a) The special problem faced by you:

   (b) Performance of State Directorate of industries:

   (c) Functioning of the agencies like NSIC, ASIDC, SISI, RIP etc.

   (d) Functioning of the Financial Institutions like Nationalised Banks, IDBI, IFC etc.

   (e) Governmental policy regarding Small-scale industries:
42. Your opinion regarding the future prospect of Small-scale Unit in your District:

43. Particulars of the entrepreneur:

1. Name of the Promoters:
2. Age at the time of starting the unit:
3. Educational background:
   3.1. General - below Collegiate level:
   3.2. " - Collegiate level:
   3.3. Tech. qualifications:
   3.4. Specialised training received:
4. Previous occupation/experience:
   4.1. Industrial - worked in a unit:
   4.2. Industrial - owned a unit:
   4.3. Business:
   4.4. Agriculture:
   4.5. Service:
5. Nativity:
   5.1. Local:
   5.2. Outside local but within a radius of 100 Kms.:
   5.3. Beyond 100 Kms., but within the State:
   5.4. Outside the State but within the country:
6. Factors that prompted the present location of the Unit:
   6.1. Availability of factory sheds/developed plots in the estate: (Industrial Estate)
   6.2. Attraction of incentives:
   6.3. New opportunities for marketing:
   6.4. Nearness to Raw materials:
   6.5. Transport facility:
   6.6. Residence in the neighbourhood:
   6.7. Any other (Please specify):
7. Who motivated you to start the Unit?
   7.1. Self:
   7.2. Friends and relatives:
   7.3. Entrepreneurship Motivation Training Centre:
   7.4. Any other Govt. Departments:

Signature of
Proprietor/Manager/Partner/Director