APPENDIX-I

EVOLUTION OF INDIAN TEXTILES

PRE INDEPENDENCE PERIOD

_Indus Valley Civilization_ - The availability of spindles and spindle whorls found through excavations indicate that spinning of cotton and wool was very common in those days. Dyeing vessels availed from the ruins of these cities.

_Vedic Period_ - Spinning and weaving were the advanced occupations. Weavers were busy in weaving cotton and woolen fabrics and there were others who did the work of dyeing and embroidering.

_Mauryan Period_ - Herodotus (445 B.C) mentioned in his writing that “They process a kind of wild plant, which instead of fruit produces a wool of finer, better quality than that of sheep and with this the Indians made cloths.”

_Greek Influence_ - One of the goddesses of Greek shown wearing a close fitting long sleeved bodice or tunic for the upper part of the body and trousers. In 711 A.D the Mohammedans invaded India and they were intrigued by the Indian painted and printed cotton fabrics.

_Indian Brocades_ - Brocade is the king of weave and is also called embroidery made on a loom. Indian brocades made with gold and silver thread interwoven with silk threads or cotton silk blended yarns, but they were earlier made entirely from fine gold or silver threads.

_Shawls of India_ - World famous finest quality are made of pashm or pashmina, the wool of the Asian mountain goat. Designs are produced in a peculiar way.

_Indian Embroidery_ - During the Indus valley civilization (3rd millennium B.C) the embroidery was practiced in ancient India. The embroideries are so fine and delicate in its appearance and are often mistaken to be woven.

_Indian Dyed And Printed Fabrics_ - Earlier cottons were printed in India with landscapes printed fabrics and animal figures. Only Indian buyers were able to produce really brilliant and fast colours. South Indian sarees are in silk and in soft cotton and generally are in dark shades.

18th Century - Yarn was hand spun and the cloth was hand woven and this super skill of the weavers has been handed over from generation to
generation. In 1851 the power looms were introduced with the establishment of the 1st textile mill in Bombay. From that period onwards the handloom industry started facing competition from the indigenous textile mills.

19th Century-By 1879 there were 56 mills with 1.43 million spindles and 13000 looms in the country. In 1928 the Royal Commission on agriculture felt the need for the development of village industries on co-operative lines, essential for their survival. 1941, the government of India appointed a Fact Finding Committee. Recommendation of the committee is the formation of an All India Handloom Board. This board was constituted in 1945 and functioned till 1947.

POST INDEPENDENCE PERIOD

1948 - The government set up a Handloom standing committee and handloom development fund of Rs. 10 lakhs was also placed at the disposal of the committee.

1950 - The government of India launched a programme for rehabilitating the industry to enable it to become an important role in the national economic growth.

1952 - The All India Handloom Board set up.

1953 - Excise duty was imposed on the mill sector and power loom sector, for strengthening the competition of handloom sector.

1960 - The Union minister of Commerce and his other cabinet colleagues framed certain measures for the development of handloom sector.

1974 - Sivaraman Committee appointed to study the problems of handloom sector.

1975 - The previous reservation order was updated and was reintroduced in favour of handloom industry.

1976 - Two schemes i.e., Intensive Development of Handlooms and export Oriented Projects were launched by the government based on the suggestions of High Powered Committee on Handlooms.

1978 - Textile Policy was introduced to reformulate the controlled cloth scheme.
1981 - The Textile Policy stressed that special efforts would be made to ensure availability of adequate yarn to enable the handloom sector to achieve the production target allotted to it.

1985 - Introduced a new Textile Policy. It permits all sectors to grow according to their inherent strength.
APPENDIX-II

INTEGRATED HANDLOOM DEVELOPMENT SCHEME [IHDS]

It is an attempt to facilitate the sustainable development of handloom weavers located in and outside the identified handloom clusters into a cohesive, self managing, and competitive socio-economic unity. IHDS is a centrally sponsored scheme. This scheme is to be implemented during the 11th plan, by merging the important components of (with or without modifications) the 4 schemes like DDHPY, IHTP(Integrated Handloom Training Project), IHCDS (Integrated Handloom Cluster Development Scheme), and Work shed-Cum-Housing scheme implemented during the 10th plan.

COMPONENTS OF THE SCHEME

There are four components of the scheme as follows:-

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Components of the IHDS</th>
<th>Subcomponents of the IHDS eligible for financial assistance</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Clusters having handlooms in the range of 300-500 per cluster.</td>
<td>i) Baseline survey, diagnostic study and formation of SHGs.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ii) Formation of consortium.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>iii) Corpus fund for setting up of yarn depots</td>
</tr>
<tr>
<td></td>
<td></td>
<td>iv) Design development and product diversification</td>
</tr>
<tr>
<td></td>
<td></td>
<td>v) CFC/ Dye House</td>
</tr>
<tr>
<td></td>
<td></td>
<td>vi) Publicity and Marketing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>vii) Project management Cost</td>
</tr>
<tr>
<td></td>
<td></td>
<td>viii) Basic inputs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>ix) Skill Upgradation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>x) Construction of work shed.</td>
</tr>
<tr>
<td>B</td>
<td>Group Approach to be implemented in the project mode outside the cluster in contiguous geographical areas.</td>
<td>a) Basic inputs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>b) Construction of work shed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>c) Skill up-gradation</td>
</tr>
<tr>
<td>C</td>
<td>Assistance for handloom organizations</td>
<td>1. Marketing incentive.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2. Strengthening of handloom organization</td>
</tr>
<tr>
<td>D</td>
<td>Others</td>
<td>1. Innovative ideas</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2. Publicity, Monitoring, Supervision, Training and Evaluation of the scheme.</td>
</tr>
</tbody>
</table>
APPENDIX—III

SCHEMES IMPLEMENTED IN HANDLOOM SECTOR BY GOVERNEMENT OF KERALA

For the development of handloom sector the government of Kerala implemented the schemes such as:

- **DDHPY**
- **SGSY** is an initiative launched by the government of India to provide sustainable income to poor people living in rural areas of the country. The scheme was launched on April 1, 1999.
- **Handloom Export Scheme**
- **Special projects for factory type societies**
- **Textile Centre Infrastructure Development Scheme at Kannur and Thiruvananthapuram**
- **Integrated handloom training project**
- **Strengthening of Hantex and Hanveev under DDHPY**
- **Share participation of Apex and Primary Societies**
- **Margin Money to Power loom and Handloom units**
- **Welfare scheme like Contributory Thrift Fund, Health Package and House-cum-Work shed scheme**
- **Quality Raw material Distribution Scheme under CENVAT**
- **Promotion of exquisite handloom products as Work of Art**

DEEN DAYAL HATHKARGHA PROTSAHAN YOJANA

The scheme is characterized by its weaver centric nature and focus on sustainable development of weavers in co-operative and private sector. In the state the scheme is being implemented with the cluster development approach modeled on lines of UNDP programme.
Target Co-operative sector

- Number of Handloom cluster: 12
- Number of cluster consortium: 41
- Number of Primary handloom: 358
- Co-operative societies covered (Average 9 societies per cluster consortium)

- Number of weavers benefited: 10,00
- Target in respect of wages/month: Rs. 2500/- for the beneficiaries per month

Investment and Source of finance

- Total block cost: Rs. 40.78 Crores
- Government of India: Rs. 17.25 Crores
- State Government: Rs. 10.53 Crores
- Bank Finance: Rs. 11.49 Crores
- Beneficiaries contribution: Rs. 1.51 Crores

ACTORS IN A CLUSTER

There are various actors in a cluster. Each has a distinct role in the cluster development programme. The major Service providers and their role are given below:

- NID, NIFT, NCTD: Product development
- WSC, IHTT, IIIIT: Skill upgradation, training and Technical input
- Textile Committee: Quality Control Systems
- Hantex/Hanveev: Marketing Support
- IIM, Kozhikode: Common Brand Development & Marketing Strategy
- HEPC, HHEC, ACASH: Export Market Development
- NBCFDC/NSFDC/DCB: Financial inputs by way of and credit

NABARD assistance
16th and 17th century: Chirakkal Royal families (rulers of Kannur) brought weavers from distant places and got them settled.

1833: A turning point in Handloom history, with the arrival of Christian missionaries and their religious conversion activities.

1834: Basal Mission (Germany) came to Calicut and their activities were extended to Mangalore.

1844: The first organized weaving factory was established at Mangalore, in order to occupy the unemployed converted Hindus.

1851: Mr. Heller from Germany came to Mangalore and introduced ‘Fly wheel fitted shuttle’.

1852: Basal Mission’s first weaving factory was established at Kannur.

20th century: Sree Narayana movement under Sree Narayana Guru led to take the present face of Kerala handloom industry especially in Kannur.

1940: Multitude of private handloom factories established in Kannur.

1950-60: The private entrepreneurs from Kannur started export to European countries in small way.

1960: Several handloom enterprises mushroomed.


1980: Demand for Crepe declined.

2002: Proposal for introducing cluster approach

2003: Government provided financial help for introducing cluster program production started only at the end of 2003.
APPENDIX-V

INSTITUTIONAL SUPPORT TO HANDLOOM SECTOR

1. **WEAVERS SERVICE CENTRE** ------- Under the Ministry of Textiles, Government of India; supporting institutions exclusively for the protection and services and training to handloom regarding the maintenance and servicing of the looms and testing of the fabrics.

2. **POWERLOOM SERVICE CENTRE** ------ A facilitating centre for the power loom weavers; services and training to handloom regarding the maintenance and servicing of the looms and testing of the fabrics. Schemes of the PSC include those for the Technology Up-gradation and funding.

3. **IHTT** -------Indian Handloom Textile Technology, Thottada, Kannur - Provides a variety of training courses on textile technology, including designing.

4. **NIFT** -------National Institute Of Fashion Technology-- Engaged with the systematic training on the technology and new trends related to the field. Provide value added services to the related industry.

5. **NID**—National Institute of Design-worked extensively with weavers in this area to come up with some very simple but eye catching design combinations.

6. **HANVEEV (Kerala State Handloom Development Corporation)** -- A corporation entitled with the implementation of handloom development schemes. The export oriented ready to wear unit, Kerala Garments limited is a subsidiary of HANVEEV.

7. **HANTEX**-------An apex body for the handloom co-operatives established in 1961. 371 societies has got membership in it and 230 show rooms are functioning under it. This is functioning under the control of state government. The highest sale of this body is of 31 crores. The aim of this body is to procure and market the products of primary handloom societies and provide them with necessary raw material, designs and better technology.

8. **Textile Committee**-------A statutory body under Ministry of Textiles, Government of India with headquarter at Mumbai, formed as a regulatory body is now a facilitator for promoting quality
consciousness and quality assurance in the sector, equipped with extensive textile testing laboratory facility at Kannur.

8. **HEPC** -------Handloom Export Promotion Council-- Provides support for exports

9. **KINFRA** ------- For providing plots with all kinds of infrastructure in sector specific Industrial Parks with all common facilities including an affluent treatment plant centre and round the clock security; works as a single window for obtaining all the statutory clearances.

10. **Kerala SIDCO** -------For supporting the tiny and small units

11. **KSIDC** ------- For the support and financing of large and medium enterprises in the state. It also provides infrastructure facilities.

12. **NHDC** -------National Handloom Development Corporation-- For the procurement and supply of yarn, dyes and other chemicals; providing extensive and intensive training programmes related to the handloom industry

13. **Design Studio** ------- Provide value added service by forecasting colour combinations; engaged with the development of new design for the textile units.

14. **DIC** ------- District Industrial Center, Kannur also provides adequate institutional support.
# APPENDIX-VI

## DIFFERENCES BETWEEN A CO-OPERATIVE SOCIETY AND A COMPANY

<table>
<thead>
<tr>
<th>Item</th>
<th>Cooperative society</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Management</strong></td>
<td>Chair person elected from the BD. The MD/Chief executive is appointed by BD.</td>
<td>The person with highest volume of shares MD/chairman.</td>
</tr>
<tr>
<td><strong>Control</strong></td>
<td>Central registrar of cooperatives</td>
<td>Company registrar of state of location of registered office.</td>
</tr>
<tr>
<td><strong>Object</strong></td>
<td>Interest of members &amp; community</td>
<td>Interest of Management/ share holders</td>
</tr>
<tr>
<td><strong>Types of Shares</strong></td>
<td>Equity shares</td>
<td>Equity &amp; preference shares</td>
</tr>
<tr>
<td><strong>Share Capital</strong></td>
<td>Shares are not issued to public by advertisement and can be issued any time. Shares can be withdrawn by member/ society as prescribed by rules in their bye laws.</td>
<td>Shares are issued to general public or by invitation. In a company shares cannot be withdrawn by a share holder.</td>
</tr>
<tr>
<td><strong>Voting power</strong></td>
<td>Members have right of only one vote, regardless of shares held.</td>
<td>Voting rights depend directly on the holding of shares.</td>
</tr>
<tr>
<td><strong>Profit distribution</strong></td>
<td>Minimum 25% of net profits transferred to the general reserve, maximum dividend not beyond 25%.</td>
<td>No limitations</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>Exempt from some taxes in some states e.g.: - stamp duty.</td>
<td>No exemptions.</td>
</tr>
<tr>
<td><strong>Labor consciousness</strong></td>
<td>Provision for workers participation in the management( a representative)</td>
<td>No compulsion</td>
</tr>
</tbody>
</table>
APPENDIX-VII

INSTITUTIONS RELATED TO KANNUR HANDLOOM CLUSTER

1. NHDC, KANNUR
2. NABARD, KANNUR
3. SIDBI, KOCHIN
4. POLLUTION CONTROL BOARD, PAYYANNUR
5. DIC, KANNUR
6. IHTT, KANNUR
7. GOVERNMENT POLY, KANNUR
8. WSC, KANNUR
9. HHEC OF INDIA
10. SERIFED, KANNUR
11. KSHDC (HANVEEV), KANNUR
12. HANTEX, KANNUR
13. KERALA HANDLOOM ASSOCIATION, KANNUR
14. KERALA HANDLOOM EXPORT ORGANISATION, KANNUR
15. CANNANORE DISTRICT WEAVERS COOPERATIVE SOCIETY, KANNUR
16. NORTH MALABAR CHAMBER OF COMMERCE
17. SYNNDICATE BANK.
APPENDIX-VIII

QUESTIONNAIRE

1. General Information

1.1 Name and address of the unit:

1.2 Month and Year in which the unit was started:
   Month_________________ Year_________________

1.3 Month and Year in which production started:

1.4 The present status of the society:
   Working ( ) Dormant ( )

1.5 If the unit is dormant, year when it became so?
   a) Within 1 year of commencement ( )
   b) Between 1-3 years of commencement ( )
   c) Between 3-5 years of commencement ( )
   d) After 5 years of commencement ( )

2. Labour Force

2.1 Number of workers employed

<table>
<thead>
<tr>
<th>Workers</th>
<th>Skilled</th>
<th>Unskilled</th>
</tr>
</thead>
<tbody>
<tr>
<td>Within the district</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other districts</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Outside the state</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

2.2 Reason for employing from outside district/ state.

2.3 Do you have any difficulty in finding Skilled / Unskilled workers within the district?

2.4 Has the unit faced any labour problems during the last 3 years?
   Yes ( ) No ( )
If yes, rank the following in their order of significance:

a)Absenteeism ( )
b)Labour turnover ( )
c)Labour unrest ( )
d)Others (specify) ---------------------------------------------

3. Wage structure

3.1 Kindly state the system of wage payment followed and the present rate?

Piece rate-------------------------- -------Rs. Per unit

Time rate-------------------------- -------Rs. Per unit

3.2 Present wage rate

<table>
<thead>
<tr>
<th>Workers wage rate per month</th>
<th>Skilled</th>
<th>UnSkilled</th>
</tr>
</thead>
<tbody>
<tr>
<td>Permanent</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Temporary</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Casual</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

3.3 What are the additional benefits provided to workers other than wages?

a) Bonus ( )
b) Holiday wages ( )
c) Concessional supply of products ( )
d) PF/ Gratuity ( )
e) Medical benefits ( )
f) Others (specify) ---------------------------------------------

4. Inputs

4.1 State the quantity and value of different types of raw materials used

4.2. Quantity and value of types of raw materials purchased from:

Within the district
Other district
Outside the state
Imports
4.3 Quantity and value of other operative purchases made?

4.4 Expenditure on Capital (machinery, looms etc)

4.5 Value of machinery/looms purchased from:
- Within the district
- Other district
- Outside the state
- Imports

4.6 Value of fixed assets

4.7 What percentage of inputs do you buy from the following?

<table>
<thead>
<tr>
<th>Type of input</th>
<th>Location</th>
<th>Availability</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Local</td>
<td>National</td>
</tr>
<tr>
<td>Raw materials</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>b)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Components:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>c)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>d)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>e)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4.8 State reasons for purchase of raw materials from outside the district/outside the state.

........................................................................................................................................
........................................................................................................................................

4.9 State the position regarding the availability of raw materials:
- a) Easy and cheap (  )
- b) Easy but costly (  )
- c) Difficult but cheap (  )
- d) Difficult and costly (  )
5 **Output**

5.1 Type of products produced at present

..................................................................................................................
..................................................................................................................

5.2 Please provide details of the different types of products in terms of quantity and value?

..................................................................................................................
..................................................................................................................

5.3 Quantity and value of products sold to other handloom units (primary products)

..................................................................................................................
..................................................................................................................

5.4 Quantity and value of products sold to firms other than handloom units (Intermediary products)

..................................................................................................................
..................................................................................................................

5.5 Quantity and value of products sold to final consumers/dealers for sale (Final products)

..................................................................................................................
..................................................................................................................

6 **Sales**

6.1 Specify to whom you sell your products as a percentage of total sales

<table>
<thead>
<tr>
<th></th>
<th>% of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Direct to the consumers</td>
<td></td>
</tr>
<tr>
<td>b) Direct to the retailer</td>
<td></td>
</tr>
<tr>
<td>c) Direct to the wholesaler</td>
<td></td>
</tr>
<tr>
<td>d) Through an independent sales representative</td>
<td></td>
</tr>
<tr>
<td>e) To an export agent</td>
<td></td>
</tr>
<tr>
<td>f) Through a consortium with other manufactures</td>
<td></td>
</tr>
<tr>
<td>g) Other (specify)</td>
<td></td>
</tr>
</tbody>
</table>
6.2 Do you produce goods only as per the order received?
........................................................................................................................................
........................................................................................................................................

6.3 State your marketing strategies?
........................................................................................................................................
........................................................................................................................................

7. Exports

7.1 Countries to which goods are exported:
........................................................................................................................................
........................................................................................................................................

7.2 Whether the society is participating in exhibition trade fair conducted at:
   a) District level
   b) State level
   c) All India

7.3 What are the marketing problems faced by the society. Rank the following in the order of severity?
   a) Low demand for the product
   b) Competition from better organized similar units
   c) Introduction of substitute
   d) Products at competitive rate
   e) Seasonal or slow moving nature of the product
   f) Long credit period
   g) Non-cooperation and exploitation by middlemen
   h) Other (specify)__________________________
8 Finance

8.1 Financing pattern at the time of establishment:

<table>
<thead>
<tr>
<th>Sources</th>
<th>Amount(Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Own finance</td>
<td></td>
</tr>
<tr>
<td>b) Government subsidy</td>
<td></td>
</tr>
<tr>
<td>c) Banks</td>
<td></td>
</tr>
<tr>
<td>d) Other Financial institutions</td>
<td></td>
</tr>
<tr>
<td>e) Money lenders</td>
<td></td>
</tr>
<tr>
<td>f) Others (specify)</td>
<td></td>
</tr>
</tbody>
</table>

8.2 Installed production capacity:

Daily ___________ Annual _____________________

(in quantity/Units)

8.3 Is there underutilized capacity?

Yes    No

If yes, rank the reason in the order of severity

a) Shortage of working capital
b) Shortage of labour
c) Shortage of raw material
d) Low demand for the product
e) Shortage of fuel and power
f) Others (specify) ---------------

9 Production Process

9.1 Specify the different production stages involved in the production process

a) ---------------------------------------

b) ---------------------------------------

c) ---------------------------------------
9.2 Is the production process mechanized? If so what extent(%) 
........................................................................................................................................................................
........................................................................................................................................................................
9.3 Is the unit using the latest production technology? 
Yes (   )   No (      )
9.4 If no, please give reason for the same_______________________ 
9.5 Do the society have any specific production problem in the production front? 
Yes (   )   No (      )
10 Subcontracting
10.1 Do you involve in subcontracting for carrying out your production? 
Yes (   )   No (      )
10.2 What are the reasons for subcontracting? 
   a) Irregular demand (   )
   b) Greater efficiency of subcontracting (   )
   c) Savings on premises and machinery (   )
   d) Lower wages of subcontractors (   )
   e) Others (specify) -----------------------------
10.4 Do you provide any of the following to your subcontractors? (Type of interaction between parent firms and subcontractors?)

<table>
<thead>
<tr>
<th>Type of assistance</th>
<th>Frequently</th>
<th>Occasionally</th>
<th>never</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) advance payment</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) organization of production</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) lending machines or equipments</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>d) repair/maintenance of machines</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>e) training of workers</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>f) transport of parts or products</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>g) other (specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
10.5 What do you do if your subcontractor breaks your agreement (for eg. Late deliver poor quality)

<table>
<thead>
<tr>
<th>Action</th>
<th>Frequently</th>
<th>Occasionally</th>
<th>Never</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) request that job re-done</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>b) deduct some of their payment</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c) change subcontractor</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>d) offer supervision to avoid further problems</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>e) other (specify)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

10.6 In the last 5 years have you worked as a subcontractor for other enterprises?

Yes (   )  No (   )

(If yes, several of questions of section 7 of this questionnaire need to be repeated in an inverse form)

11 Inter firm cooperation (Horizontal linkages)

11.1 Do you have any formal arrangements with other societies?

Yes (   )  No (   )

If yes, specify ________________________________

11.2 Do the society co-operate with other local traders in your handloom industry in the following ways?

a) Lending machinery

b) Product development

c) Marketing

d) Training of workers

e) Purchase of inputs

f) Other (specify)
11.3 What is the frequency of visiting other production sites?
   a) Never       b) occasionally   c) often

11.4 Do other secretaries or managers of other society or else come and look around your factory or workshop?
   a) Never       b) occasionally   c) often

11.5 How do your informal relationships usually come about?
   a) Family ties  Yes No
   b) Neighbours or spatial proximity  Yes No
   c) Friends or former colleagues from course or work  Yes No
   d) Other (specify) -------------------------------------------------------------

12 **Associations**

12.1 Whether the society had any membership in any business associations?
    Yes (   ) No (   )
    If yes, what is the purpose of such membership?
    a) For advice in legal matters (   )
    b) Information on other societies (   )
    c) Courses and seminars (   )
    d) Bargaining with trade unions (   )
    e) Information bulletins (   )
    f) Lobbying with the government (   )
    g) Others (specify) -------------------------------------------------------------

12.2 What are the topics of conversation when the managers of these societies meet together?
    a) Social activities (   )
    b) Civil and political affairs (   )
    c) Managerial activities (   )
    d) Others (specify) -------------------------------------------------------------
12.3 What are the matters discussed about:
   a) Marketing ( )
   b) Purchase of inputs ( )
   c) Lending machines ( )
   d) For getting the service of weaving matters ( )
   e) Others (specify)

13 Services to the society

13.1 What are the different types of services needed for the society?
   a) Repair of machinery ( )
   b) Accounting ( )
   c) Costing of products ( )
   d) Selection of personnel ( )

13.2 How these services were obtained to the society?
   a) Using own workers ( )
   b) Others in local area ( )
   c) Others outside the area ( )

13.3 What are the different types of services provided by the supplier societies?
   a) Solve problems related to products ( )
   b) Provides suggestions for product improvements ( )
   c) Suggest required characteristics of the products ( )

14 Government Policy

14.1 What government policies would contribute most to raising efficiency and innovation in your firm? (Indicate the 3 most important)
   a) More and better technical training
   b) Improvement in basic education
   c) Support for hiring specialized consultants
d) Credit lines for small enterprises

e) Tax incentives for small enterprises

f) Greater macro-economic stability

g) other (specify) ---------------------------------------------

15 Views on Clustering

15.1 Could you obtain the same results as you now get if you were not located in the local area/cluster?

Yes (  )  No (  )

15.2 What are the advantages of being located in this area/cluster?

________________________________________________________________________

________________________________________________________________________

15.3 What are the disadvantages of being located in this area/cluster?

________________________________________________________________________

________________________________________________________________________
<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Full Form</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATC</td>
<td>Agreement on Textiles and Clothing</td>
</tr>
<tr>
<td>BD</td>
<td>Board of Directors</td>
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<tr>
<td>BDS</td>
<td>Business Development Services</td>
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<tr>
<td>BPO</td>
<td>Business Process Outsourcing</td>
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<tr>
<td>CAGR</td>
<td>Compound Annual Growth Rate</td>
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<tr>
<td>CCI</td>
<td>Cotton Corporation of India</td>
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<tr>
<td>CDA</td>
<td>Cluster Development Agent</td>
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<tr>
<td>CDP</td>
<td>Cluster Development Programme</td>
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<tr>
<td>CII</td>
<td>Confederation of Indian Industries</td>
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<tr>
<td>CFC</td>
<td>Common Facility Centre</td>
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<tr>
<td>DDHPY</td>
<td>Deen Dayal Hathkargha Protsahan Yojana</td>
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<tr>
<td>DICs</td>
<td>District Industrial Centers</td>
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<tr>
<td>EDI</td>
<td>Entrepreneurial Development Institute</td>
</tr>
<tr>
<td>ESI</td>
<td>Employees State Insurance</td>
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<tr>
<td>FDI</td>
<td>Foreign Direct Investment</td>
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<tr>
<td>GATT</td>
<td>General Agreement on Trade and Tariff</td>
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<tr>
<td>GDP</td>
<td>Gross Domestic Product</td>
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<tr>
<td>HEPC</td>
<td>Handloom Export Promotion Council</td>
</tr>
<tr>
<td>ICT</td>
<td>Information and Communication Technology</td>
</tr>
<tr>
<td>IHDS</td>
<td>Integrated Handloom Development Scheme</td>
</tr>
<tr>
<td>IHTT</td>
<td>Institute of Handloom and Textile Technology</td>
</tr>
<tr>
<td>IIM</td>
<td>Indian Institute of Management</td>
</tr>
<tr>
<td>I-O data</td>
<td>Input Output data</td>
</tr>
<tr>
<td>IT</td>
<td>Information Technology</td>
</tr>
<tr>
<td>K – Bip</td>
<td>Kerala Bureau of Industrial Promotion</td>
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</tbody>
</table>
K-BIP - Kerala Bureau of Industrial Promotion
KIED - Kerala Institute of Entrepreneurship Development
KINFRA - Kerala Industrial Infrastructure Development Corporation
KSIDC - Kerala State Industries Development Corporation Ltd.
LG - Lucky Gold star
LQ - Location Quotient
MD - Managing Director
MFA - Multi Fiber Agreement (Arrangement)
MMLS - Margin Money Loan Scheme
MM - Million Meters
MSME - Micro, Small and Medium Enterprises
MSP - Minimum Support Price
NAICS - North American Industry Classification systems
NGO - Non Governmental Organisation
NHDC - National Handloom Development Corporation Ltd.
NID - National Institute of Design
NIFT - National Institute of Fashion Technology
NMCP - Netherlands Management Co-operation Programme
NTC - National Textile Corporation
OGL - Open General License List
PPPs - Public and Private Service Providers
QMS - Quality Management Systems
RCA index - Revealed Comparative index
SES - Senior Expertent Services
SIDCO - Small Industries Development Corporation
SISI - Small Industries Service Institute
SIC - Standard Industrial Classification system
<table>
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<td>SMEs</td>
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<td>SSI</td>
<td>Small Scale Industries</td>
</tr>
<tr>
<td>UNIDO</td>
<td>United Nations Industrial Development Organization</td>
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<tr>
<td>WSC</td>
<td>Weavers Service Centre</td>
</tr>
<tr>
<td>WTO</td>
<td>World Trade Organisation</td>
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