APPENDIX-V

Whom to Approach for What

1. **For selection of industry**
   - Small industries service institutes: They guide entrepreneurs in the selection of industries, areas, suitable raw materials and machinery.
   - Indian investment center, and technical calibration: They advise on foreign capital formation.
   - Parliament street, New Delhi 1.
   - Ministry of Industrial Dev't, Govt. of India, New Delhi: They approve the cases of foreign collaboration.

2. **For registration**
   - Director of Industries: S.S.I. Registration number.
   - Small Industries service institutes: They register you to enable you to participate in the central government Stores purchase, programme.

3. **For Factory Accommodation**
   - Directors of industries (State Government): They provide built up factory space in industrial estates or developed factory sites, power, water etc. (Although the building designs have to be approved by the Municipalities/corporations, while power and water connections are sanctioned by state Governments/Undertakings).

4. **For machinery**
   - Small Industries service institutes: They advice about the machinery and equipment needed for the manufacture of different products.
   - National small industries Corporation, New Delhi: They supply indigenous as well as imported machinery on hire purchase basis.
   - State Small Industries Corporations: They provide indigenous machinery on deferred credit basis.
   - Chief Controller of Imports And Exports, New Delhi: They issue import licences for machinery of foreign origin on the recommendation of the Directors of industries.

5. **For Raw Materials:**
   - Development Commissioner, Small Scale Industries Organisation, New Delhi: They arrange indigenous raw materials and distribute through State Governments. They also arrange imports of raw materials through the Minerals and Metals Trading Corporation and State Trading Corporation of India.
   - Directors of Industries: They allot quotas of scarce raw materials.
   - State Small Industries Corporations: They supply raw materials.
Chief Controller of Imports 
And Exports and its port 
Offices 
They issue licences for imported raw 
materials.

6. For Finance:

State Financial 
Corporation 
They provide long-term credit for purchase 
of fixed assets.

State Directors of Industries
They provide loans under State Aid to 
Industries Act/Rules for block capital.

State Bank of India and its 
Subsidiaries
They sanction medium-term and instalment 
credit loans for purchase of machinery and 
Construction of factory buildings. They also 
provide Working capital for purchase of raw 
materials and Meeting day to day 
requirements.

Commercial Banks
They sanction loans for meeting working 
Capital needs.

State Industrial and investment 
Corporation of Andhra Pradesh
They enable you to multiply your own 
resources.

National Small Industries 
Corporation
They give machines on Hire-Purchase 
terms.

Industrial Credit and Investment 
Corporation of India
They give foreign currency loans.

Small Industries Service 
Institutes
They furnish technical reports to the State 
Bank of India on the Applicant units.

7. For Technical Know-How:

Small Industries Service Institutes
They prepare improved designs and drawings 
for the products.

They assist in making tools, dies, jigs And 
fixtures.

They help in the optimum utilization of men, 
Material and machinery through technological 
And management consulting.

They train managers and supervisors in 
Industrial management.

They train workers to upgrade their skills. 
They demonstrate modern technical 
Processes.

National Small Industries 
Corporation, New Delhi
They give advanced training in their 
Proto-type Production-curri-Training 
Centres in the operation of modern 
Machines.

Council of Scientific and 
Industrial Research, 
New Delhi(or its National 
Laboratories)
They develop new technological process 
and disseminate the same to industry.

National Research 
Development Corporation
They sell patents developed by the 
National Laboratories.
<table>
<thead>
<tr>
<th><strong>Small Industry Extension Training Institute, Hyderabad</strong></th>
<th>They give full-time management training to the managers/proprietors of small industry sector.</th>
</tr>
</thead>
<tbody>
<tr>
<td>8. <strong>For Standardisation</strong></td>
<td></td>
</tr>
<tr>
<td>Small Industries Service Institutes</td>
<td>They provide technical guidance in the production of goods according to Prescribed standards.</td>
</tr>
<tr>
<td>Indian Standards Institution</td>
<td>They prescribe specifications for the products and give ISI marks.</td>
</tr>
<tr>
<td>Directors of Industries</td>
<td>They prescribe standards and give ‘Q’ Mark to the small industry’s products.</td>
</tr>
<tr>
<td>9. <strong>For Marketing</strong></td>
<td></td>
</tr>
<tr>
<td>Internal</td>
<td></td>
</tr>
<tr>
<td>Small Industries Service Institutes</td>
<td>They conduct distribution aid surveys, for the benefit of small industrialists (through actually not too many now).</td>
</tr>
<tr>
<td></td>
<td>They enlist the units for participation Under Central Government Stores Purchase Programme.</td>
</tr>
<tr>
<td></td>
<td>They issue competency certificates to the units receiving Government Orders.</td>
</tr>
<tr>
<td></td>
<td>They promote ancillary relationship With the large and medium-scale Units in the Public as well as Private Sectors.</td>
</tr>
<tr>
<td>National Small Industries Corporation, New Delhi</td>
<td>They secure contracts from the Director General of Supplies and Disposals, Railways, and Defence for supply of manufactured goods on behalf of small scale units.</td>
</tr>
<tr>
<td>State Small Industries</td>
<td>They secure orders from the State Governments and other semi- Government organisations for the Supply of stores.</td>
</tr>
<tr>
<td>Export</td>
<td></td>
</tr>
<tr>
<td>Small Industries Service Institutes</td>
<td>They enlist the small units for participation under Export Aid to Small Industry Scheme of the State Trading Corporation of India.</td>
</tr>
<tr>
<td></td>
<td>They render technical counselling for satisfactory execution of export Orders.</td>
</tr>
<tr>
<td></td>
<td>They disseminate information about the items leaving export markets.</td>
</tr>
<tr>
<td></td>
<td>They maintain close liaison with Specialised agencies like Export Promotion Councils to have Up-to-date knowledge about the Products having export markets.</td>
</tr>
<tr>
<td>Chief Controller of imports And Exports, New Delhi</td>
<td>They issue licences for export of products to foreign countries.</td>
</tr>
<tr>
<td>Directorate of Export Promotion, Udyog Bhavan New Delhi</td>
<td>They collect and supply information on foreign markets.</td>
</tr>
</tbody>
</table>
They carry out market studies for particular products.

Export Promotion Councils

They publish trade directories, brochures, and bulletins.

State Trading Corporation Of India, New Delhi

They organise exhibitions and showrooms.

They settle commercial disputes.

The Indian Institute of Foreign Trade, New Delhi

They frame special export promotion schemes.

10. For Inventions

The Inventions Promotion Board, 39, Ring Road, Lajpat Nagar IV, New Delhi-14

They register units for participation under Export Aid to Small Industry Scheme.

They help the small-scale units in the preparation of sales leaflets, price lists, etc.

They secure export orders for small industries.

11. For Miscellaneous Problems

The Federation of Associations Of Small Industries of India, Rohtak Road, New Delhi

They impart very valuable training in export marketing.

They promote workable inventions of practical utility, through financial assistance and other incentives.

They represent the problems faced by the small industries to the Government.