RESEARCH PROJECT

EXPORT PROSPECTS AND PROBLEMS OF INDIAN DIAMOND INDUSTRY

QUESTIONNAIRE

A. GENERAL INFORMATION

i) Name and address of the Export Enterprise

ii) Year of Establishment

iii) Name of Chief Executive with Telephone No.

iv) Nature of the Enterprise: (Please tick)
   (a) Proprietary
   (b) Partnership
   (c) Private Limited Company

v) Ranking of the Company, if any, in the total trade

vi) Registration with Export Promotion Agencies (please tick)
   (a) Gem & Jewellery EPC
   (b) HHEC
   (c) Any other (please specify)
   (d) Whether recognised as Export House
   (e) Whether DTC sight-holder

vii) Number of offices and sale outlets (please specify):
   (a) India
   (b) Abroad

B. TURNOVER

i) Annual turnover during the last five years
   (a) Exports
   (b) Local sales
ii) Types of diamonds exported/sold in local market and their percentage share
   a) Single cut
   b) Double (full) cut
   c) Fancies

iii) Main markets with approximate share
   a) Wholesalers
   b) Importers
   c) Import Agents
   d) Jewellery manufacturers

iv) End users and their share in imports
   a) Wholesalers
   b) Importers
   c) Import Agents
   d) Jewellery manufacturers

C. PRODUCTION/PROCESSING
   i) Whether the unit owns its processing facilities
      Yes/No
   ii) If yes, the place where the factory/Workshop is located
   iii) Extent of reliance on
      a) own workshop(s)
      b) other factories
   iv) Sources of raw material supplies and their extent in percentages
      a) DTC
      b) Direct purchases from open market in Antwerp
      c) Other places (please specify)
      d) HDCL Bombay
      e) MMTC
      f) NMDC
   v) Types of raw material procured and pieces per carat
      a) Makeables
      b) Sawables
vi) If owning workshops or factories, please indicate:

vii) Wages paid for the different jobs done by artisans:

viii) Level of education and technical training of artisans

ix) Types of machinery and inputs used

x) Research & Development undertaken in tools and techniques of processing
xi) If depending on other workshops/factories, state:
   a) whether the unit faces any problem in getting the job done in time
   b) whether the same goods come back after processing or are replaced by the artisans; if so, the extent of replacement.
   c) whether the quality of cutting/polishing is maintained.

D. PRODUCTION CONSTRAINTS

i) Raw material availability in adequate quantities and qualities

ii) Supply of trained man-power and artisans

iii) Availability of finance

iv) Equipment, tools and quality abrasives

v) Change of cut and polished goods

vi) Diversification to include processing of bigger diamonds and in fancy shapes

vii) Power supply

viii) Any other bottleneck (please specify in detail)
E. PROBLEMS OF EXPORT MARKETING

i) Export Finance

ii) Procedural Formalities

iii) Adequacy and extent of replenishment scheme

iv) Insurance cover

v) Availability of commercial intelligence

vi) International competition, nature and extent.

vii) Adoption of improved and modern marketing strategies

viii) Any other specific problem, suggesting remedial measures

F. INSTITUTIONAL SUPPORT

i) Experience and comments on the adequacy of services provided by various organisations:
   - GJEPC
   - HDCL
   - MMTC
   - NMDC
   - IDI
   - Gem Testing Laboratories
   - HHEC
   - Office of the Development Commissioner (Handicrafts)

ii) Suggestions, if any, about strengthening or reorganising the existing institutional set up
iii) Services provided by the Indian Missions abroad

iv) Role of Banks, ECGC, etc.

v) Availability of export promotion services and their effectiveness:
   - Market surveys
   - Dissemination of market information
   - Trade Delegations, both incoming and out-going
   - Market orientation teams
   - Trade fairs & exhibitions
   - Information about competing sources of supplies

G. EXPANSION PLANS

i) Targets fixed, if any, for the next few years

ii) Diversification contemplated, if any:
   - Product-wise
   - Market-wise

iii) Bottlenecks in the realisation of expansion plans, with suggestions, if any.

iv) Export incentives and their desirability and adequacy

v) Improvements desired in the Governmental policy.