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Scholar

Guide

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Dear tanner,

Good morning, the purpose of my visit to is to gather information for the conduct of the work entitled “Tanning industry in Tamilnadu” in partial fulfillment of the requirements for the award of the Degree of Doctor of Philosophy in commerce. Kindly provide the necessary information. The information supplied by you will be kept confidential.

Profile of the Organisation:

1. Name the organisation
2. Location : Trichy Dindigul Erode Chennai Vellore
3. Year of establishment : 1947 1947-1970 1971-1990 > 1991
4. Type of organisation : Proprietary Partnership Body corporate
5. Nature of ownership and control : Owned Leased Hired (M/C)
Rental Soaking commission
6. Size of the organisation : Large Medium Small Tiny
7. Area of operation : Local State Regional
National Global
8. Educational qualification of Owner/s : Schooling Degree / Diploma PG Degree
Technical Qualification
9. Experience (in years) of the Owner/s : 0-15 16 – 30 31-45 46 ≥
10. Membership in Association/s : District Tanners' Manson State Level Association
Regional Level Association National Level
11. Category of Production : Own Tanning Job Tanning
Prime Raw Materials (No) : Skin
Goat Sheep Goat & Sheep
: Hide
Calf Buff-calf Light Kip Medium
Heavy Extra Heavy Buffalo
13. Method of Production : Pit Tanning Drum Tanning Both
14. Utilised Capacity (%) : Skin Hide
15. Tannage : EI Fullchrome Crust /Semichrome

Colour

16. Character of end product : Semi - finished Colour finished
All the above

Procurement Hides / Skins:

17. Major Anatomy of Purchases : Hide collectors Shandies

Green leather commission agents

Auction sales EI Merchants

18. Geographical Location of Purchases : within the district Within the state

From other state Import from other countries

19. Frequency of Purchases : Weekly Fortnightly Monthly

20. Mode of Purchase : Roadway Railway Waterway

Airway

21. Criteria for Purchases of Hides / Skins:

rank priorities of units Length Weight Marks All the above

22. Which origin of purchases you consider it to be the best source of purchase? Rank 4 items

INLAND

Samayapuram Thiruchengodu Vijayavada

Modochoor(Erode) Manmaad Kanpur (UP)

Kattack Nellur(AP) Kerala

FOREIGN-4 Ranking

Australia England

U.S Canada

23. Conducive duration for processing : Jan to March April to June

July to Sept

Oct. to Dec

24. Conducive season for processing : Autumn Winter
Spring summer

25. Purchases(Rs)

: **Skin**

GOAT SHEEP GOAT & SHEEP

: **HIDE**

CALF BUFF-CALF LIGHT

MEDIUM KIP HEAVY

EXTRA HEAVY/BUFFALOES

26. RETURN

(a) **SKIN**

GOAT SHEEP GOAT & SHEEP

(b) **HIDE**

CALF BUFF-CALF LIGHT

MEDIUM KIP HEAVY

EXTRA HEAVY/BUFFALOES

: **Discount**

(a) **SKIN**

GOAT SHEEP

GOAT & SHEEP

(b) **HIDE**

CALF BUFF-CALF LIGHT

MEDIUM KIP HEAVY

EXTRA HEAVY/BUFFALOES

27. Capacity utilisation

(a) SKIN

GOAT SHEEP GOAT & SHEEP

(b) HIDE

CALF BUFF-CALF LIGHT

MEDIUM KIP HEAVY

EXTRA HEAVY/BUFFALOES

28. Machinery (Worth in Rs.) Operation : Paddles Unhairing Scudding

Fleshing

Sammying Putting Out Tanning
Drum/s

Setting Stacking Buffing

Diesel Engines Toggling (Hydraulic)

Shaving machine Colour Spray

Roller Coater Splitting machine

Measuring machine (Feetage) weights & scales

29. LABOUR-FACTORY : PERMANENT LABOUR TEMPORARY LABOUR
CONSOLIDATED LABOUR

30. LABOUR-SERVICE : PERMANENT LABOUR TEMPORARY LABOUR
CONSOLIDATED LABOUR

31. ADMINISTRATIVE OVER HEAD : PERMANENT PERSONNEL
TEMPORARY PERSONNEL
CONSOLIDATED PERSONNEL

32. Specify the following - (In Rs.): (i)ASSETS

Land Buildings ETP / CETP / ROP
Machinery Furniture and fittings
Electrical installation Tools
Accruals & Accretions

33. Current Assets

: RAW
Closing stock WIP
FINISHED Sundry debtors
Cash-at-bank Cash-in-hand

34. INVESTMENT (Rs)

: Telephone Deposit Statutory Deposit
Electricity Deposi Cars&Vans
Computers Phone
Prepaid expenses

35. Fictitious assets(Rs)

Intangible

: Good will Preliminary expense
Patent Copyright

36. Miscellaneous Accessories(Rs):

Heaters\Driers lathes / vices / press
plumbing device (Hand) Drilless
Fleshing beams, Knives
Gloves Boots

37. Liabilities (Rs):

Capital (Paid-up) Reserves
Appropriation/Advance paid Drawings
Sitting Fees Directors' Remuneration
Loans -Secured Unsecured
Provisions/Contingencies

38. Current Liabilities (Rs):

Sundry creditor Outstanding

Marketing:

39. Distribution Channel : Direct sale Sale through commission agents
Export Others if any specify
40. Demand forecasting Market survey report by Government Agencies
Trade fair and exhibition Personal experience
E – Marketing Marketing consultancy
41. Promotion of sales through Advertisement Sales representatives
Foreign buyers E – Marketing
Council for leather exports other
42. Pricing criteria? Full cost from margin Competition based
Demand Based
43. Mode of price fixation Cost Plus Competitive prices
Capacity of buyers Global Marketing
45. Market information is collected through:
Buyers Agents Business magazines
Marketing consultancy
46. Brand Name : Own Tanners' Brand Job Tanners' brand
Suppliers' brand Middlemen's brand

Major Problems :

47. Price fluctuation-Hide/Skin : Very High High Neutral
Low Very Low
48. Delay in delivery-Hide/Skin : Very High High Normal
Low Very Low
49. Price speculation : Very High High Average
Low Very Low

50. Inadequacy of Marketing Information : Very High High Moderate
Low Very Low
51. Insufficient Bank credit (Short term) : Very High High Neutral
Low Very Low
52. Insufficient Bank credit (Long term): Very High High Normal
Low Very Low
53. Delay in payment by customers : Very High High Average
Low Very Low
54. Quality – Rejection by buyers : Very High High Moderate
Low Very Low
55. Non – Availability of Standard Assistant Technique :
Very High High Neutral
Low Very Low
56. Insufficient support by Government : Very High High Normal
Low Very Low
57. Instability of policies regarding Tanning Industry :
Very High High Average
Low Very Low
58. CETP Construction-financial assistance (50%) :
Very High High Moderate
Low Very Low
59. Frequency of powercut (Satisfaction) : Very High High Neutral
Low Very Low

60. Non – availability of quality raw Skins / Hides :

Very High High Normal
Low Very Low

61. Problems of assembling raw Hides / Skins :

Very High High Average
Low Very Low

61. High Transportation cost :

Very High High Moderate
Low Very Low

62. Production knowhow-Modernisation

: Very High High Neutral
Low Very Low

63. Obsolescence – machinery

: Very High High Normal
Low Very Low

64. Non – availability of Skilled Labour

: Very High High Average
Low Very Low

65. Non – availability of Unskilled Labour

: Very High High Moderate
Low Very Low

66. Labour Absenteeism

: Very High High Neutral
Low Very Low

67. Labour Alcoholism

: Very High High Normal
Low Very Low

67. Labour Attrition

: Very High High Average
Low Very Low

68. Enter the number of workers required for the following process (Permanent Labour)

(i) Permanent-Factory

Raw cutting	:-----
Liming	:-----
Unhairing	:-----
Scudding	:-----
Fleshing	:-----
Sammying I	:-----
Sammying II	:-----
Putting out	:-----
Drum Tanning	:-----
Myrobing	:-----
Oiling and Hooking	:-----
Setting out	:-----
Drying	:-----
Staking	:-----
Buffing	:-----
Trimming	:-----
Weighing & Bundling	:-----

(ii) Permanent-Service

Lathe machinist	:-----
Welder	:-----
Plumber	:-----
Helpers	:-----

(iii) Permanent-Administrative

Manager	:-----
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Lathe machinist :-----
Welder :-----
Plumber :-----
Helpers :-----

(iii) **Temporary -Administrative**

Manager :-----
Accountant :-----
Store Keeper :-----
Maistry :-----
Office Assistant :-----
Watchmen :-----
Gardener/Sweeper :-----

70. Enjoyment of Industrial Legislation : Very High High Moderate
Low Very Low

71. Labour – Management cordiality : Very High High Neutral
Low Very Low

72. Involvement of Trade Unionism : Very High High Normal
Low Very Low

73. Labour Strength of Entity(Cadre wise):

Skilled :-----
Semi – skilled :-----
Technical :-----
Unskilled/Service :-----
Supervisory :-----
Managerial/Administrative :-----

Clerical/Stores :-----, Assistant/s :-----

74. Bonus Paid

(i) In Rupees :-----

(ii) In Percentage :-----

75. Credit collection period(Days)Payment

Green Skin/Chemicals/Stores :-----

76. Debit Collection Period(Days)Receipt

Finished Leather/ Tanning Charge :-----

77. Construction of ETP / CETP / ROP : Very High High Neutral
Low Very Low

78. Maintenance of ETP/ CETP /ROP : Very High High Average
Low Very Low

Addenda . . .

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1. Family size : 1 - 3 4 - 6 ≥ 7
2. Family-Type : Tiny Nuclear Medium
Large Joint
3. Ageing : ≤ 20 21-30 31-40
41-50 51 \geq
4. Nativity : City Town Village
Border
5. Citizenship : Indian Foreigner
6. Gender : Male Female
7. Marital status : Married Single
8. Literacy Level : Illiterate Schooling Academy
Technology Diploma
9. Role played : Unskilled Semi skilled Skilled
Supervisory Administrative
10. Earnings(inRs) (p.m.): Below 2000 2000- 4000
4000 -6000 6000- 8000
8000-10000 10000-1200
Above 12000
11. Cleanliness : Very High High Modcrate
Low Very Low
12. Disposal of wastes : Very High High Moderate
Low Very Low
13. Ventilation & Temperature : Very High High Moderate
Low Very Low