QUESTIONNAIRE

“A Study of Feasibility Prospects and Problems of Food Processing Industry in Western Maharashtra”

Notes:

(1) The contents of this form will be treated as Strictly Confidential.

(2) The information given will be used only for academic purposes and will be tabulated in such a manner that it would not be possible to identify therein the facts pertaining to any particular individual.

(3) Please tick mark appropriate option number.

(4) Please answer each statement.

Questions:

A. GENERAL INFORMATION

1. Name and address of the unit. - ________________________________

2. Year of establishment : ________ Ph. No. - ____________________

3. Location of the unit - 1. Rural 2. urban

4. Age of the Owner?
   1. 20 - 30
   2. 31 - 40
   3. 41 - 50
   4. 51 – 60
   5. Above 61

5. Qualification of the Owner?
   1. S.S.C
   2. H.S.C
   3. Diploma
   4. Degree
   5. Masters
   6. Any
   other_______

6. Gender of the owner: 1. Male 2. Female

7. Is this an ancestral business?
   1. Yes 2. No

8. Do you have taken any special training for the business?
   1. Yes 2. No
9. Who manage the administration of unit?
   1. Owner  2. Employee  3. Both

10. Form of the organization-?
    1. Sole trading concern  2. Partnership firm
    5. Co-operative concern

11. Do you have any ISO standard certificate for your organization?
    1. Yes  2. No

12. Occupation status of premises?
    1. Owned  2. Rented/ Lease

13. Factors considered while selecting site?
    1. Near to market/ customers  2. Easy for transport
    3. Availability of workers  4. Affordability of land
    5. Availability of raw material

14. Are there separate sections for each activity?
    1. Yes  2. No

B. PRODUCTION:

1. How many type of finished products do you have?

2. Which product do you produced?

3. What source do you adopt in procurement of raw materials?
   1. Open market  2. Regular suppliers (Farmer/Producer etc.)
   3. Supplier’s organization  4. Other
4. Do you have any problem in the procurement of raw material?
   1. Yes  
   2. No  
   If yes then problems in procurement of raw material?
   1. Fluctuating prices  
   2. Quality (Poor / Moderate)  
   3. Shortage in quantity  
   4. Inconsistent suppliers  
   5. Non availability at required time.  
   6. Unfair trade practices.  
   7. High transport costs.  
   8. Unavailability of credit.

5. Do you think there is need for product development periodically?
   1. Yes  
   2. No  

6. What are the factors deciding your product design?
   1. Plant and Machinery.  
   2. Expectations of consumers.  
   3. Depend upon quality of raw material  
   4. Cost to Price Ratio  
   5. Quality policy  
   6. Size of demand  
   7. Design of competitor’s product.

7. Do you have any FSSAI certification for your products?
   1. Yes  
   2. No  

8. What type of Processing Technique do you Use?
   1. Manual Processing  
   2. Semi Automatic  
   3. Automatic  

9. Do you have developed innovation for production?
   1. Yes  
   2. No  

10. Do you have any problem of power supply?
    1. Yes  
    2. No  

11. Sources of power/energy used by the processing unit?
    1. Petrol  
    2. Diesel  
    3. Coal  
    4. Electricity  
    5. Kerosene  
    6. Firewood  
    7. Solar  

12. What are your difficulties in production?
    1. Maintain quality  
    2. Scheduling  
    3. Over production  
    4. Absenteeism  
    5. Break down of machinery  
    6. Any other:_______
13. Do you receive any technical assistance from outside agency?
   1. Yes  
   2. No

14. How many months does your plant function in a year?
   1. 1-3  
   2. 4-6  
   3. 7-11  
   4. 12

15. Technology or machines used by organisation is latest/updated?
   1. Yes  
   2. No

16. Quality and condition of machines and equipments in your organization?
   1. Good  
   2. Satisfactory  
   3. Unsatisfactory.

17. Failure in working of machinery (in a year)?
   1. Never  
   2. Once in a year  
   3. 2-3 times  
   4. More than 4 times

18. Whether there is a system to repair the machinery?
   1. By own maintenance department  
   2. From outside agency  
   3. Both

19. In last few years trend of your production quantity?
   1. Increasing  
   2. Decreasing  
   3. Constant

20. How much percentage of wastage in total production?
   1. 0  
   2. 1-2  
   3. 3-5  
   4. More than 5

21. Do you have any plan for the waste utilization?
   1. Yes  
   2. No

22. If in case of wastage of production which are causes?
   1. Transport Damage  
   2. Expiry Date  
   3. Both

23. Where do you store your finished products?
   1. Own warehouse  
   2. Rented warehouse  
   3. Government warehouse

**C. FINANCE**

1. Do you prepare any financial plan?
   1. Yes  
   2. No
2. What is the amount of capital invested (Current)?
   1. Less than 5,00,000.
   2. 5,00,001 to 10,00,000.
   3. 10,00,001 to 15,00,000.
   4. 15,00,001 to 25,00,000.
   5. Above 25,00,000.

3. What are the sources of raising capital?
   1. Own funds
   2. Share capital
   3. Bank loan/ Credit society loans
   4. Special financial institutions
   5. Private source (Relatives, friends)

4. Do you get adequate capital to fulfil organizational needs?
   1. Yes
   2. No

5. What is the nature of working capital requirement?
   1. Regular
   2. Seasonal.

6. What are the sources of raising working capital?
   1. Own funds.
   2. Short term loan from bank/ Co-operative society
   4. Private sources

7. What procedure is adopted for smooth working of cash flow?
   1. Cash sale
   2. Credit purchase.
   3. Overdraft facility (Current A/C Bank).
   4. Short term loan.
   5. Use of credit money. e.g. D.D., Cheque.
   6. Deposit float (Post dated check).
   7. Collection float (fast collection by from debtors (customer))

8. What are the problems in raising the capital?
   1. High rate of interest.
   2. Lengthy process for bank loan.
   3. Unavailability of long term loan.
   4. Unavailability at required time.
   5. Rigid terms and conditions.
   6. Insufficient mortgaging assets.

9. Do you use computers for accounting?
   1. Yes
   2. No

10. What methods do you adopt for payment?
   1. Cash
   2. Cheque
   3. Draft (D.D)
   4. Net Banking

11. Do you get credit facility from supplier?
    1. Yes
    2. No.

    If yes, please mention period of credit.
1. 1-15 days.  2. 16-30 days.  
3. 31-45 days.  4. More than 45 days. 
12. What is the trend of financial turnover of your business in last few years? 
   1. Increasing  2. Decreasing  3. Constant 
13. How do you sell your products? 
14. How do you finalize price of your goods? 
   1. On the basis of competition  
   2. On the basis of cost of input/production  
   3. On the basis of demand & markets conditions  
   4. On the basis of negotiated agreement 

D. MARKETING 
1. Do you conduct market research for demand estimation? 
   1. Yes  2. No 
2. Which method do you use for demand estimation? 
   1. Consumer survey  2. Staff opinion method  
3. How is your demand estimation regarding production? 
4. Nature of sales? 
5. What is the area of your market? 
   1. Local  2. Taluka.  
   3. District  4. Region/State  
   If International, in which countries._________
6. What is the trend of product selling in last few years? (last 3 to 5 years before April 2017) 
   1. Increasing  2. Decreasing  3. Constant 
   If increasing then in what percentages? 
   1. 1-10  2. 11-15  3. 16-20  4. Above 20
7. Do you think trend of product selling what would be in future?
   1. Increasing  
   2. Decreasing  
   3. Constant

8. Could you realize / achieved the targeted sales?
   1. Yes  
   2. No.

9. Do you think that your product needs advertisement and publicity?
   1. Yes  
   2. No.
   If yes, what media have you use?
   1. Radio.  
   2. T. V. / Cable.  
   4. Hand bills.  
   5. Banner.  
   6. Internet  
   7. Other_______

10. What is the nature of competition existing in your business?
    1. Price competition.  
    2. Quality.  
    3. Competition in terms of advertisement.  
    4. Credit sales.  
    5. Customers facilities.

11. Does your product have any brand name?
    1. Yes  
    2. No.
    If yes, mention your products brand name._______________________

E. HUMAN RESOURCE

1. What are the sources of recruitment you have adopted?
   1. Advertisement  
   2. Employment exchange  
   3. Reference (Employee/Friends/Relatives)  
   4. Training Institute / college  
   5. Labour unions.

2. What is the method you have adopted for selection of candidate?
   1. Written test.  
   2. Group discussion.  
   3. Interview.  
   4. Demo/Practical

3. What is the total number of workers in your organization?

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4. Do you give training to your employees?
   1. Yes
   2. No.

   If yes what type of training do you give to your employees?
   1. Technical/Production
   2. Policies and programs awareness.
   3. Sales promotion.
   4. Other

5. Do you feel that arrangement of training program increase knowledge and skill and productivity?
   1. Yes
   2. No

6. What are the basis for setting wage and salary rates?
   1. Ability to pay.
   3. Prevailing market rate
   4. Job requirements.
   5. Supply and demand of labour.

7. What are the methods for wage payments of labour?
   1. Time basis.
   2. Piece basis.
   3. Time basis with incentive system.
   4. Piece basis with incentive system.

8. Are you satisfied about employee’s discipline?
   1. Yes
   2. No.

9. Do you consider the suggestions of employees in decision making?
   1. Yes
   2. No.

10. How many shifts are operated?
    1. One
    2. Two
    3. Three.

11. What are the problems faced regarding labours?
    1. Shortage of skilled workers.
    2. High wage rate.
    3. Frequent demand for advance.
    4. Absenteeism.
    5. Friction with labour unions.
    6. Absence of external training.

F. OTHERS

1. Do you aware about the govt. incentives to food processing industry?
   1. Yes
   2. No.

   If yes have you taken the benefit?
   1. Yes
   2. No.

2. Do you have applied for government aid?
1. Yes 2. No
If yes, did you experience any problem in getting government aid?
1. Yes 2. No
3. Do you get any subsidy from the government?
1. Yes 2. No.
4. Are you happy with the policy of the govt. towards the food processing industry?
1. Yes 2. No.
5. Do you feel that the licensing procedure for food processing units is very flexible and easy?
1. Yes 2. No
6. Do you get Institutional loan at concessional rate of interest?
1. Yes 2. No
7. Do you get any special concession in the repayment of loan?
1. Yes 2. No
8. Do you feel indirect / GST tax rate is high?
1. Yes 2. No

9. What opportunities do you foresee for the food processing industry?
Please, mention few
__________________________
____________________________________
_______________________________________________________

10. What problems and threats are faced by the food processing industry?
Please, mention few
_______________________________________________________________
_______________________________________________________________
11. What is your suggestion to overcome these problems?

Please, mention few

_____________________________________________________________________
_____________________________________________________________________
_____________________________________________________________________
_____________________________________________________________________

Note:
_____________________________________________________________________
_____________________________________________________________________
_____________________________________________________________________
_____________________________________________________________________

Thank you for cooperation

Name of the Researcher: __________________________________________

Name and signature of the respondent: _________________________________

Place of survey ______________________________ Date _________________