QUESTIONNAIRE TO THE FOOD PROCESSING UNITS IN PUNJAB

District: 
Town/Village: 
Block: 
Rural/Urban: 

A. Background and Organisation:

1. Name of the company:

2. Address of factory:

3. Whether registered: Yes / No
   If yes, with whom : DGTD/DCSSI/DI/DIC/SISI/NSIC/PAIC

4. Address of registered office:

5. Type of ownership: Public Ltd./Pvt.Ltd./Co-Op/Partnership/Proprietary
   If partnership, names and previous occupations of all partners :

6. Category of the unit: Large/Medium/Small/Ancillary

7. Whether registered under the Factories Act also : Yes / No

8. Year of establishment :

9. Products/By-products manufactured by the firm:

10. Nature of operation : Seasonal / Perennial

11. Number of persons employed Total staff:
    Workers:
    Full-Time:
    Part-Time:
    Hired workers:
    Permanent:
    Casual/Contract:
    Paid family workers:
    Unpaid family workers:

Skilled: Permanent / Casual
Unskilled:
Clerical/Supervisory:
Managerial/Executive:
Self-Employed/working
Owner/Partner:
12. Background of workers: (one by one)

Name | Place of Residence | Previous Occupation | Qualification/Experience earlier now own father's

13. Capital Invested:

Initial Now

Fixed (Plant & Machinery):
(Land & Building):
Working Capital
per Day/Month/Year:

14. No. of shifts in a day normally worked

15. Duration of the shift (hours):

16. No. of days worked during last year:

18. Production Structure and Markets:

1. Capacity, Production and Sales:

<table>
<thead>
<tr>
<th>Year</th>
<th>Product</th>
<th>Capacity</th>
<th>Production</th>
<th>Sales</th>
<th>Stock</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q</td>
<td>V</td>
<td>Q</td>
<td>V</td>
<td>Q</td>
<td>V</td>
</tr>
</tbody>
</table>

2. Level of Capacity Utilisation (C U) (%):

3. Factors responsible for low C. U.:

- Nature of Production/
- Supply Conditions/
- Demand Conditions/
- Organisation/
- Govt. Policy/Labour Problems/Other factors

4. Main sources of energy:

Manual/Electricity/Coal /Oil/Gas/Firewood

5. Various processes carried out by the factory:

Cleaning/Processing/Grading /Storage/Canning/Drying/ Packaging/ Manufacturing

6. What is the source of your technical knowhow?

7. Value of imported machinery and components, if any and proportion to the total:
8. Proportion of imported raw materials in the total, if any:

9. Source of purchase of raw materials: Govt./ Co-op. Soc./ Wholesale Market/ Producer/ Processor/ Retail Market

10. How long can your product/s be stored without serious loss of value?

11. To whom do you sell your output? Large manufacturer/ Govt. /Wholesale mkt./Retail mkt.

12. Where do you sell your output? Local mkt./District mkt./ State level /Country/Abroad


14. Is the demand steady during the year? Yes / No

15. Proportion of exports, if any, in total sales; and, destination of exports:

C: Subcontracting

1. Level of Subcontracting in (%): Subcontracting Out (%):

2. How many large firms do you work for?

3. Distribution of your output among various buyers (%):

4. How do you get the order from the major clients?

5. Frequency of orders from major clients:

6. Frequency of supply to the client:

7. Gap between supply of order and the receipt of payment:
6. Do you get any assistance from the major buyer?  Yes / No
   If yes, whether it is
      a) Supply of inputs
      b) Working capital
      c) Technical knowhow
      d) Sharing of rejection costs
      e) Any other

9. What is your opinion about the major buyer in terms of:
   a) No. of rejections
   b) Supply of inputs
   c) Financial assistance

D. Entrepreneurship

1. Whose idea was it to start the enterprise?
   a) Owner/Respondent
   b) Father of the owner
   c) Relative/Friend
   d) Govt. agency
   e) Bank
   f) Large manufacturer
   g) Any other

2. What was the original occupation of the owner?

3. What was the occupation of the owner's father?

4. What is the owner's
   a) religion
   b) caste
   c) sub - caste

5. How was the initial capital raised?
   a) Own funds (Agricultural/ Non-agril.)
   b) Inherited capital
   c) Government
   d) Bank
   e) Relative/Friends
   f) Open market
   g) Any other

6. If agricultural funds, whether:
   a) Past savings/
   b) Sale of land/
   c) Loans from relatives

7. Why did you choose this particular type of industry?
   a) Relatively more profitable
   b) Pre-existing skill
   c) Because of parent unit
   d) Agriculture-related industry
   e) Easy to start/ Less investment
   f) Any other reason
E. Links with Agriculture, Trade and Industry

1. Do you have any direct links with the farming sector?
   a) Purchase of raw materials
   b) Supply of finished product
   c) Use of labour
   d) Source of funds

2. Are you or any other member of your family/group engaged in foodgrains/agricultural trade? Yes / No
   If yes, specify

3. Any other firm/industry owned by the owner/group? If yes, specify

4. Do you also own any
   a) Cold store
   b) Wholesale distribution centre
   c) Retail shop

5. Where does your labour come from?
   a) Surrounding villages
   b) Within the same town
   c) Nearby industrial town
   d) Outside the state

6. Are you/your industry promoting other industries/activities in the area? Yes / No
   If yes, specify

F. Location of the Industry

1. Does this place enjoy any special facilities like
   a) Industrially backward area
   b) Industrial estate
   c) Rural industry project area

2. Have you chosen this place because of
   a) its proximity to the market
   b) its proximity to the raw materials
   c) availability of infrastructure
   d) cheap labour
   e) family background
   f) govt. incentives
   g) low land cost
   h) industrial climate
   i) any other reason

3. Have you received any kind of assistance from the govt.? Yes / No
   a) marketing
   b) technical
   c) input supply
   d) tax relief (sales/ excise)
4. Do you have any problems regarding
   a) raw material supply   b) power
   c) skilled labour       d) funds
   e) technical facilities f) marketing
   g) labour availability h) labour strikes

5. Have you obtained any assistance from the newly set up SIDBI?

G. Opinions

1. What are the factors hindering the farmers from investing in food processing industry?

2. Do you think agriculture is still profitable in Punjab given the prevailing cropping pattern?
   a) only to large farmers  b) to all farmers
   c) to none

3. What is your opinion about Pepsico's
   a) entry in Punjab       b) contract with the farmers
   c) location of the plants
   d) impact on the small scale food processors/ yourself