

Appendix - 2**QUESTIONNAIRE FOR INDUSTRIAL UNITS**

- (1) Please respond to the queries because it is for academic purpose.
- (2) The data will be kept confidential and will not be used for any other purpose.

GENERAL INFORMATION

1. Name of the establishment :
2. Location :
3. Type of establishment
Proprietors/Partnership/
Joint Stock Company/
Corporation/Co-operative/
Any other :
4. Year of establishment :

PRODUCTION

5. Year of commencement of production :

6. Interval between establishment and production :

7. If any delay, the reasons :

(a)

(b)

(c)

8. Annual production (In Rs.)

<u>Item</u>	<u>Years</u>				
	1983-84	1984-85	1985-86	1986-87	1987-88
(1)					
(2)					
(3)					
(4)					
(5)					

9. Was there any interruption in production process ?

1983-84 Yes/No

1984-85 Yes/No

1985-86 Yes/No

1986-87 Yes/No

1987-88 Yes/No

10. If plants are fully utilised ? Yes/No

11. If No, the reasons

- (a) non-availability of raw material
- (b) non-availability of skilled labour
- (c) non-availability of finance
- (d) lack of demand
- (e) Any other reasons, specify

ASSETS AND LIABILITIES

12. Current Assets

1983-84	1984-85	1985-86	1986-87	1987-88
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13. Current Liabilities

1983-84	1984-85	1985-86	1986-87	1987-88
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INVESTMENT

14. Total amount invested

	<u>Fixed capital</u>	<u>Working capital</u>
1983-84		
1984-85		
1985-86		

Total amount invested

Fixed capital

Working capital

1986-87

1987-88

15. Gross Profit

1983-84 1984-85 1985-86 1986-87 1987-88

16. Net Sales

1983-84 1984-85 1985-86 1986-87 1987-88

17. If working capital found inadequate, what is the reason ?

- (a) excess inventory investment
- (b) excess investment in receivables
- (c) shortage of cost
- (d) Any other reasons, specify

18. If the working capital is found excess, the cause would be

- (a) less inventory investment
- (b) under investment in receivables

(c) excess cash

(d) Any other, specify

INVENTORY

19.	Year	Raw material	Stock in proc- ess	Finished goods	Consumable stores
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1983-84

1984-85

1985-86

1986-87

1987-88

20. Where is the inventory stored ? :

21. Has there ever been out of stock situation ? Yes/No

If Yes, specify

<u>Year</u>	<u>Item</u>	<u>Reasons</u>
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1983-84

1984-85

1985-86

1986-87

1987-88

22. Is report of inventory prepared ? : Yes/No

If Yes,

What is the time interval ? :

23. How is the minimum level of inventory determined ?
- (a) consumption during lead period
 - (b) consumption during lead period and safety stock
 - (c) price changes
 - (d) Any other, specify
24. How is the maximum level of inventory determined ?
- (a) availability of raw material
 - (b) storage space available
 - (c) inventory carrying cost
 - (d) opportunity cost of funds employed
 - (e) price fluctuations
 - (f) future production plans
 - (g) Any other, specify
25. How is the level of safety stock determined ?
- (a) variation in lead period
 - (b) changes in consumption level
 - (c) Any other, specify
26. Do you maintain safety stock throughout the year ?
- Yes/No

27. After how long period is the level of inventory reviewed ?
28. Is there the optimum level of inventory ?
Yes/No
29. What is the system of reordering ?
- (a) fixed order quantity
 - (b) fixed order system
 - (c) EOQ system
 - (d) single order and part deliveries system
 - (e) Any other, specify
30. What techniques is followed to review the inventory position
- ABC classification ? Yes/No
- If Yes,
- (a) What is the period of stock reports of items - A.
 - (b) What is the period of stock reports of items - B.
 - (c) What is the period of stock reports of items - C.
31. The inventory control system is under which department ?
- (a) production department
 - (b) planing department
 - (c) store department
 - (d) purchase department
 - (e) Any other, specify

32. Any other information you like to give.

RELATIONSHIP WITH BANK

33. Where do you keep your account ?

(1)

(2)

(3)

34. Do you get good customer service ? : Yes/No

If Yes, what facilities are used.

If No. the reasons.

34. Is there a gap between sanction and release of Loan ?

Yes/No

36. If Yes, Why ?

37. Do you want to change the Bank ? : Yes/No

If Yes, Why ?

38. Any other problem with the Bank ? : Yes/No

If Yes, specify

39. Have the recent changes in Bank Credit policy affected
you ? : Yes/No

If Yes, in what way ?

Name of the enumerator

Date :

Signature