

APPENDIX NO.1

QUESTIONNAIRE NO.1

PART NO.1

GENERAL PROFILE

- 1.1 Name of the unit
- 1.2 Name of the owner
- 1.3 Nature of units
Individual/Partnership/Co-operative
- 1.4 Year of Establishment
- 1.5 Nature of Production
Groundnut oil /Soyabean oil/Cotton seeds/others
- 1.6 Nature of Business
Actual oil production/others
Trading sale of oil/ Sale of cake/Dealership

TOTAL PRODUCTION

- 2.1 TYPES OF EMPLOYEES (Whether producing oil or Dealership)

Casual workers
Official Staff
Engineers
Chemists
General Managers
Salesman

- 2.2 COST STRUCTURE Total cost Percentage

Raw material cost
Processing Costs/Power
Wages and employees
Benefits
Interest on Capital
Packing Cost
Advertisement
Others

Total Expenses

- 2.3 QUALITY OF PRODUCTION/SALES

Production Sales

1991-92
1992-93
1993-94

2.4 COST STRUCTURE IN DETAILS

	Production		Sales
I) Fixed Investment			
II) Capacity per-day			
Production/Sales			
III) Working Capital			
IV) Employment			
V) Capacity Utilisation			
VI) Total Sales			

	1991-92	1992-93	1993-94
2.5 SALE OF OIL			
Sale of Cake			
Total			
Net Profit			

Value in Rs

	1991-92	1992-93	1993-94
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Production in Store
 Sale in store
 Stock of material store
 Stock of packing store
 Cost of sales

**PART- III
 TRADE AND MARKETING**

SR. NO	PARTICULARS	REPACKERS REFINERS MILLERS	TRADERS (main)	COMMISSION (main)	WHOLE SALE SALE	RETAILERS
3.1	Nature and size of the market					
	Local/Rural Area					
	Inter-state and Intra-state					
3.2	How many Dealers					
3.3	Daily sales in K.G.					
3.4	Trade channels					
3.5	Where do they buy from					
3.6	Who do they sell to					
3.7	Credit days in number					
3.8	Daily Turnover					
3.9	Method of purchases used					
3.10	Rates of commissions					
3.11	Expenses of the business					
3.12	Total sales in month					

4.1 CSOT AND MARGINS

- 1 a) Cost price of millers per K.G.
- b) Filters Cost
- 2 a) Cost of tin
- b) Lable cost
- c) Handling charges

- d) Other
 - e) Octroi
 - f) Sales Tax
 - 3 a) Saling price of the miller
 - b) Cost price of the commission agent
 - c) Transport cost of commission agent
 - 4 a) Cost price of the wholesaler
 - b) His commission
 - c) His expenses transport etc.
 - d) Handling charges
 - e) Saling expenses
 - 5 a) Retailers cost price
 - b) Retailers Margine
 - c) Consumers final purchase price
- 4.2 Brandwise sales in Sangli

PART 4 OTHER INFORMATION

- 4.1 Source of Supply of Groundnut
- 4.2 Source of supply of Groundnut oil
- 4.3 Reason for non production of groundnut oil
- 4.4 Name of oil under production why? Reason
- 4.5 Groundnut unit Sales unit with
 with their capacity their capacity

1991
1992
1993
1994
1995