

APPENDIX

Questionnaire

QUESTIONNAIRE

1) MARKETING AND DEMAND FORECASTING:

- 1) When did you start this Foundry ?
- 2) What type of an organisation is this ?
- 3) What sort of Metals do you melt ?
- 4) Do you manufacture the product or undertake a job work or do both?
- 5) Do you manufacture or undertake job work for more than one items?
- 6) Why did you decide to manufacture these particular castings ?
- 7) Which are your Industrial customer?
- 8) What is the geographical area of selling ?
- 9) Why did you decide these particular areas and how did you decide?.
- 10) How do you deliver the product?
- 11) Have you appointed any dealers or agents ?
- 12) Are there any distinct characteristics of your product ?
- 13) What is the approximate price range of this castings ?
- 14) Are there any seasonal changes in the demand ?.
- 15) How do you measure the extent of these changes.?
- 16) Are there any other producers manufacturing the same castings ?
- 17) Is there a competition ?
- 18) Do you spend for advertisements ?
- 19) Have you any plans to develop a new product ?
- 20) Have you tried to diversify your business? why ?

2) PRODUCTION : CAPACITY UTILISATION :

- 21) What sort of furnace have you installed ?
- 22) Have you installed more than one furnaces ?
- 23) What is the annual installed capacity of the furnace ?
- 24) What is the capacity of your crucible ?
- 25) Do you take heat every day and how many times in a day ?
- 26) Do you get the essential raw materials easily ?
- 27) Are there any break- downs ?
- 28) Is there any problem of under utilisation of capacity ?
- 29) What are the reasons for this problems ?
- 30) What measures have you adopted to overcome this problem?

PRODUCTION- QUALITY CONTROL:

- 31) Do you observe for the maintenance of quality of castings ?
- 32) Do you check the incoming raw materials ?
- 33) How do you check the quality of these raw materials ?
- 34) What sort of precautions do you take if you receive a sub-standard lot of any raw material ?
- 35) Have you prepared the due charts which explain the expected quality of the raw material ?
- 36) How do you implement the programme of quality control in the In-process operation stage ?.
- 37) Do you have sufficient laboratory equipment for examining the quality of raw material?
- 38) Do you undertake inspection of each and every manufactured casting ?
- 39) What is the percentage of rejection at foundry's end?
- 40) What are the reasons for this rejection ?
- 41) What corrective measures do you adopt for them ?
- 42) Do you undertake preventive maintenance ?

FINANCIAL MANAGEMENT:

- 43) Who looks after financial aspects of your firm ?
- 44) Do you have to borrow from any external sources ?
- 45) What are the nature of these borrowings ?
- 46) What are the sources of borrowing ?
- 47) What is your experience about these lenders ?
- 48) Do you prepare an annual budget ?
- 49) How do you prepare it ?
- 50) Do you compare it with the standard budget ?
- 51) What measures do you take if the prepared budget does not tally with the standard budget ?
- 52) Have you prepared a standard Cost Formula ?and how ?
- 53) Do you tally this formula with the actual cost.?
- 54) Are there any differences in between these two formulas?
- 55) (what precautions do you take to minimise these differences ?
- 56) Have you any plan for inventory control ?
- 57) Can give me the details of these plans.?

LOW COST MODERNISATION :

- 58) What is your opinion about modernisation ?
- 59) Have you got any plans for modernisation ?
- 60) What are these plans ?
- 61) Do you foresee any difficulties in implementing these plans?
- 62) What are these difficulties?
- 63) Can you procure loans for modernisation from the banks or other financial institutions ?
- 64) What is your experience in this regards ?
- 65) Why do you want to modernisation your foundry ?
- 66) What role do you think the Government should adopt in this respect?.

LABOUR :

- 67) How many workers have you employed ?
- 68) What is the classification of these workers ?
- 69) Have you appointed supervisor ?
- 70) Have you employed a Manager ?
- 71) How did you employ these workers ?
- 72) Had you conducted interview before employing them ?
- 73) Can you give me the nature of these interviews ?
- 74) Do you train your workers and How ?
- 75) How do you appraise their work ?
- 76) What are the wage rates which you pay ?
- 77) Do you have any problem of absenteeism ?
- 78) Do you have any problem of labour turnover ?
- 79) Had you suffered from worker's strike ?
- 80) Do you pay them Bonus ? what is the standard rate of bonus ?
- 81) Do you send the workers for any refreshers courses ?
- 82) Are the workers members of any Trade Union and which one ?