

CHAPTER - II

PROFILE OF THE SELECTED
SMALL SCALE INDUSTRIES

- 2.1 M/S KISAN AGRO INDUSTRIES
- 2.2 M/S POPULAR INDUSTRIES
- 2.3 M/S POWER STEEL WORKS
- 2.4 M/S SHVAN AND FARMER
AGRO INDUSTRIES
- 2.5 USES OF AGRICULTURAL
IMPLIMENTS



CHAPTER - II

PROFILE OF THE SELECTED

SMALL SCALE INDUSTRIES

In this chapter the efforts has been made for collecting the data regarding profile of the selected small scale agro based industries situated at Udyamnagar, Kolhapur.

2.1 M/S KISAN AGRO INDUSTRIES :

M/s Kisan Agro Industries is a small scale agro based unit located at 1325/52E, Shivaji Udyamnagar, Kolhapur. It was established in the year 1978-79 with the initial capital investment of Rs. 50,000/- and Rs. 25,000/- in fixed capital and working capital respectively. The overall sources for fixed capital were Maharashtra State Finance Corporation (MSFC) and Western Maharashtra Development Corporation (WMDC). The sources for working capital were own contribution by the partners and loans taken from the State Bank of India (SBI) respectively.

This is an absolutely partnership firm engaged in the production of Tractor drawn Agricultural impliments. The same unit is started by the experienced and skilled persons like Mr. Patil B.D., Mr. Killedar S.B., and Mr. Bongale R. B. with the intention of fulfilling the

need and necessity of the farmers residing and around the Kolhapur as well as in different places of Maharashtra.

Generally the farmers residing an around the Kolhapur and to other places prefer to purchase Trailer with the trade Mark of "KISAN". The company has produces different agricultural impliments, such as Two Furrow Plough, Two Furrow Surry Ridger, Three Furrow Plough, Spring Cultivator, Terassor Blade, Four Wheel Trailor, Two Wheel Trailor, Two Wheel Semi Trailor, Two Wheel Tipping Trailor, etc. These products manufactured by the General Purpose Lathe, Shaping Machine, Drilling Machine, Tool Grinder, Flexible Grinder, Welding Machine, Transformers, and Cutter Sets etc.

The working pattern of this industries is as follows

The raw materials is purchased from the local as well as Bombay Market and transported to the industries. Same raw material is stored in the company's store room and supplied to the production department as per the requirements. Each and every product passes through the different process such as cutting, grinding, welding, shaping and finishing etc. The management is allocating the work to the employees on the basis of their skills and efficiency. The final product is sold en cash only. The company purchases raw materials as per the requirement generally for the period of one month. The management of

this undertaking is providing credit facilities to customers to keep the goodwill and reputation of the firm.

The following Table shows the Sales performance of the company for the last five years from 1985-1989.

Years	Sales (in Rs.)
1985	7,25,000
1986	9,72,000
1987	20,00,000
1988	24,00,000
1989	31,00,000

There are 25 workers employed in the company for manufacturing the agricultural impliments. Some of them are involved in the production operation and remaining for other works. The management is providing proper remuneration to the employees as per the nature of job. This unit is run on two shift basis. The company is appointed one Manager, One full time Accountant for maintaining books of accounts properly. The quality of the product is maintained presently by using "JIG FIGURES" only. Other sophasticated instruments are not available in the company for maintaining the quality of product. The management is not using any quantitative technique for optimal utilisation of available resources to get maximum profit.

2.2 M/S POPULAR INDUSTRIES :

M/s Popular Industries is a small scale agro based manufacturing unit located at 1325/20 Shivaji Udyamnagar, Kolhapur. It was established in the year 1978 with the initial capital investment of Rs. 48,657/- and Rs. 35,000/- in the form of fixed capital and working capital respectively. The above capital has been raised by the owner and loans taken from the Co-operative Bank.

This is a Proprietary concern engaged in the production of agricultural impliments. It has started by the skilled and experienced person Mr. Jadhav Rajendra, with the intention to make available the agricultural impliments to the farmers residing an around the Kolhapur and to other places in Mahara-shtra and Karnataka. Recently management introduced new Two Furrow Plough Model. The industries market their product with the Trade Mark of "POPULAR". The following agricultural impliments are produced by the company. Such as Reversible Plough, Two Furrow Plough, Three Furrow Plough, DISC Harrow, Spring Cultivator, Two wheel Trailor, Four Wheel Trailor (with body), Four Wheel Trailor (without body) and Two Wheel Semi Trailor. The following machines are generally used for manufacturing the above products. General purpose lathe, Oxygen Regulator, Welding cable, Transformer Machine, Drilling Machine, Grinder Machine, Bench Voice and Multiholder etc.

The following working pattern is adopted by the company. The raw materials is purchased from the local as well as Bombay Market and transported to the factory. Same materials is stored in the factory's store room and supplied to the production department as per their requirements. The final product is sold on cash only. The management of the undertaking is provided credit facilities to the customers to keep the goodwill and reputation of the firm. The management is allocating the work to the workers on the basis of their skills and efficiency.

The following figures shows the Sales performance of the company.

Years	Sales (in Rs.)
1985	3,31,000
1986	3,81,000
1987	4,66,000
1988	11,94,000
1989	15,14,000

There are 15 workers are working in the company for manufacturing of agricultural impliments. Some of them involved in the production operation and remaining for other works. The unit is run on two shifts basis. Management is providing the proper remuneration to the workers as per the nature of job.

Management also appointed one Manager for taking day to day decisions and one full time Accountant for maintaining books of accounts. The quality of the product is maintained by using "JIG FIGURES". Other sophisticated instruments are not available in the company for manufacturing the agricultural implements and control the quality of products. Management also is not using any quantitative technique for optimal utilisation of available resources such as machine, man power, money and time etc. which gives the maximum profit.

2.3 M/S POWER STEEL WORKS :

M/s Power Steel Works is a Small Scale agro based manufacturing industries located at 1325/111, Shivaji Udyamnagar Kolhapur. It was established in the year 1979 with the initial capital investment of Rs. 75,000/- and Rs. 25,000/- in the form of fixed capital and working capital respectively. The capital has been raised by taking loans from Maharashtra State Finance Corporation (MSFC), State Bank of India (SBI) and his own contribution.

It is a Proprietary firm engaged in the production of agricultural implements. The unit has been started by Mr. Pawar with the intention to provide employment opportunity to the trained and non-trained workers. The product is demanded in Maharashtra as well as Karnataka State. The company is producing and selling their products with the Trade Mark of "POWER".

The following different implements has been produced by the company. Two Furrow Plough, Reversible Plough, Three Furrow Plough, DISC Harrow, Spring Cultivator, Two Furrow Surry Ridger, Tiller Spring Loaded, Surry side cutting ridger etc.

The following machines are generally used for the manufacturing the above products.

General Purpose Lathe, Shaping Machine, Drilling Machine, Tool Grinder, Flexible Grinder, Bench Voice, Multiholder and Transformer Machine.

The following working pattern is adopted by the company.

The raw materials is purchased from the local and Bombay market and transported to the company. Same raw material is stored in the company's store room and supplied to the production planning department as per their requirement. The management is produced goods as per the order received by the customers. Management also granting concession to the customers for payment. The final product is tested by the company before the marketing.

The following Table shows the sales performance of the company for the last five years from 1985-1989.

Years	Sales (in Rs.)
1985	2,50,000
1986	4,75,000
1987	7,50,000
1988	9,80,000
1989	12,00,000

10 Workers are working in the company for manufacturing the different agricultural impliments. The management is assigned the work to the workers on the basis of their skills and efficiency. Some workers are involved in the production operations and others for allied works.

Company is appointed one Manager for taking the decisions and one full time Accountant for maintaining the books of accounts. The management of this unit is maintained the quality of products by using "JIG FIGURES". Other sophisticated instruments are not available in the company for manufacturing the agricultural implements. The management is not using any quantitative technique for optimal utilisation of available resources such as machine capacity, man power, money, time and other facilities etc. to get maximum profits.

2.4 M/S SHVAN AND FARMER AGRO INDUSTRIES (SAFAI) :

M/s Shvan And Farmer Agro Industries is a Small Scale Manufacturing Unit located at 1031/KH(E) Ward, Shivaji Udyamnagar Kolhapur. It was established in the year 1972 with the initial capital investment of Rs. 2,00,000/-. 1/4th capital contributed by the owner and 3/4th capital was borrowed from the banks and financial institutions. Rs. 1,50,000/- and Rs. 50,000/- has been invested in the form of fixed capital and working capital respectively.

It is a Proprietary firm engaged in the production of agricultural impliments. This unit is started by Mr. Powar A. B., with the main intention to generate the employment for the workers an around the Kolhapur. The product is not famous only around the Kolhapur but also to other places in Maharashtra. The company is produced and sold their products in the market with the Trade Mark of "SAFAI".

The following agricultural impliments are produced by the company,

Two Furrow Plough, Two Furrow Surry Ridger, Three Furrow Plough, Terassor Blade, Spring Cultivator, Reversible Plough, Three Furrow Surry Ridger, Two Wheel Trailor, and Four Wheel Trailor etc.

The following machines are generally used for manufacturing the above products. General Purpose Lathe, Shaping Machine, Drilling Machine, Tool Grinder, Welding Machine, Transformer Machine, Flexible Grinder and Cutter Sets etc.

The following pattern is adopted by the company.

The raw materials is purchased from the local as well as Bombay Market and transported to the company. Same raw materials is stored in the company's store room and supplied to the production planning department as per the requirements. The management is adopted here batch production method for manufacturing the agricultural impliments. The management of the industries is assigned the work to the workers as per the skills and efficiency. The final product is sold on cash only. The management has tested the products after passed through the different process.

The following figures shows the Sales performance of the company for the last five years from 1985-1989.

Years	Sales (in Rs.)
1985	3,25,000
1986	4,75,000
1987	7,40,000
1988	11,00,000
1989	13,00,000

12 Workers are working in the company for manufacturing the different agricultural impliments. Some workers are involved in the production operations and some for other works. Technical know how is the basic criteria for selection of the employees for manufacturing the impliments.

The company is appointed one Manager for performing the managerial task, one full time Accountant is appointed for maintaining the day to day books of accounts properly. The industries is using "JIG FIGURES" for maintaining the quality of products. Other sophisticated instruments are not available in the company for manufacturing agricultural impliments. The management is not using any quantitative technique for optimal utilisation of available resources such as machine capacity, man power, money, time and other facilities etc. which gives maximum profit.