



AWARD FOR OUTSTANDING EXPORT PERFORMANCE (SMALL SCALE INDUSTRY)

(Raja Saheb of Itkyal Silver Rolling Trophy - Instituted by Sri Ch.Venkateshwar Rao, Past-President, FAPCCI)

QUESTIONNAIRE

PART - I

1. Name and Address of the Industry/ organization with Tel. and Fax Nos. and E-mail. :
2. Location and addresses of manufacturing units/branches in A.P. where relevant :
3. Nature of activity - manufacturing/ service/export :
4. Whether Large/Medium/Small Scale Unit :
5. Whether Public Sector Co. (Central or State), Public or Private Limited Co., Partnership or Proprietary Co. :
6. Registration No. given by DGTD/ Commissioner of Industries, Govt. of A.P. :
7.
 - i) Connected power load :
 - ii) Stand-by generation capacity :
 - iii) Bought out power if any :
8. Particulars of production in the above units in QTY product-wise with corresponding installed capacity for the past 3 years :
9. Particulars of turnover in value (Rupees) of the unit(s) for the past 3 years :
10. No. of employees working in the unit(s) workmen, supervisory, admn. sales and purchase, others. :
11. Capital structure of the Company/unit(s) in A.P.:

12. Enclose Balance Sheet & Profit and Loss Account for the past 3 years. (Please fill/ give information in the Annexure Form) :
13. Work out the following ratios pertaining to performance for the past 3 years
 - (i) Turnover to capital employed :
 - (ii) Gross profit to capital employed :
 - (iii) Return on capital employed
(for proper inter-firm comparison capital employed is to be taken as the investment on gross fixed assets plus net current assets)
14. Give a brief write-up about the Company since inception highlighting important mile stones. :
15. Mention any Awards received earlier from any organisation/institution explaining the achievements meriting the Award(s) including from FAPCCI :
16. Please indicate your willingness or otherwise for the Jury to visit the site if so desired. :

PART-II.

1. Are you a recognised Export House? If so indicate category. :
- 2.i) Total value of the exports during the past three years with percentage increase over previous year
 - a) own manufacture
 - b) bought out and value added
 - c) bought out and exported as such
 - d) partially manufactured/bought out
- ii) Are the exports to the same traditional market or new areas have been covered. Give details. :
3. Whether the items exported or the export market involved are traditional or non-traditional. :

4. Net foreign exchange earned during the last 3 years
 - i) FOB Value of Exports for published accounts :
 - ii) Less CIF value of imports :
 - iii) Net Foreign exchange earned :

5. Whether the exports or the markets involved can be sustained on a long term basis or are of a temporary nature. :

6. Whether any certification like under ISO: or equivalent has been obtained.

7. Whether any difficulties faced in smoothly fulfilling the export obligations with particular reference to the following :
 - i. Governmental policy restrictions
 - ii. RBI restrictions.
 - iii. Customs restrictions.
 - iv. Other governmental restrictions and procedures
 - v. Transport problems and restrictions.
 - vi. State, National and International level competition
 - vii. Customer complaints for not adhering to delivery schedules or quality stipulations.
 - viii. any other aspect(s) having a bearing on your export performance.

8. Steps being taken or proposed to be taken to keep up the exports in the light of the difficulties enumerated above. :

9. Any suggestion for remedying the various: hurdles being faced.

10. Please give a brief write-up to explain why you consider yourself suitable for this Award in terms of the achievements upto now and prospects of continued maintenance of the same. :

Signature & Designation
with Office Seal