

Activity Report

GENERAL EDP PORT-BLAIR - PROGRESS REPORT 1983-84

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PROGRESS REPORT ON THE PROJECT

INTERACTION

At a result of visit of inter-institutional team comprising of senior executives of ICM, ICI, CCI, WPC and WPCON, a decision was taken to conduct Entrepreneurship Development Programme at Fort St. John to encourage, motivate and train indigenous entrepreneurs. The Entrepreneurship Development Institute of India, Ahmedabad set up by all-India Financial Institutions (IDBI, ICICI, SBI, IFCI) had taken on the responsibility of conducting training programme, which has been sponsored by ICM, Director of Industries, A & N Administration, WPCON, and State Bank of India. This was initiated with a view to accelerate the entrepreneurship and to build up climate for (Small Scale) industrial development to promote self-employment, thus in turn creating new employment opportunities.

PRE-TRAINING PREPARATIONS

ICI team of experts (trainers) visited Fort St. John to undertake this activity. A full time programme



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA  
AHMEDABAD

PROGRESS REPORT ON EDP AT PORT BLAIR

INTRODUCTION

As a result of visit of Inter-Institutional team comprising of senior executives of IDBI, SBI, CED, WBFC and WEBCON, a decision was taken to conduct Entrepreneurship Development Programme at Port Blair to encourage, motivate and train indigenous entrepreneurs. The Entrepreneurship Development Institute of India, Ahmedabad set up by all-India Financial Institutions (IDBI, ICICI, SBI, IFCI) had taken up the responsibility of conducting training programme, which has been sponsored by IDBI, Director of Industries, A & N Administration, WEBCON, and State Bank of India. This was initiated with a view to accelerate the entrepreneurship and to build up climate for (Small Scale) industrial development to promote self-employment, thus in turn creating new employment opportunities.

PRE-TRAINING PREPARATIONS

EDI team of experts (trainers) visited A & N Islands to undertake this activity. A full time experienced



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trainer has been posted at Port Blair since 9th September 1983 to conduct and coordinate this EDP with the help of local developmental agencies. During initial promotional work, identification of entrepreneurs and viable project ideas, were the priority areas. After a careful study and support and involvement of local agencies, like Directorate of Industries, District Industries Centre, WEBCON, it was possible to identify about 56 potential entrepreneurs and more than 60 project ideas. This was achieved by advertising the programme on local newspapers, by spreading the message through all-India Radio, over and above various meetings with traders, businessmen, officers and door to door contacts in and around Andaman and Nicobar Islands. A visit to Mayabunder and Diglipur was also made to discuss about the programme with Pradhans of the block by a team of trainers (EDI) and IPO, Directorate of Industries.





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SELECTION OF ENTREPRENEURS

In order to achieve the objectives meaningfully, scientific and systematic selection of entrepreneurs was proposed. The selection process involved two stage selection as described below:-

- (1) Written test scheduled on 18th October, 1983 to test the latent entrepreneurial traits in potential entrepreneurs.
- (2) Personal interviews, scheduled on 19th Oct., 1983 to get overall idea about the project, feasibility of setting up the unit and capabilities of entrepreneurs.

It is without any restrictions to education or experience that potential applicants have been motivated and have been selected. The major thrust was on entrepreneurial traits and sincerity, and willingness to set up venture by the potential entrepreneurs.



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Accordingly special committee for Personal Interview was formed as follows:-

- (1) MR. V. THIYAGARAJAN,  
DIRECTORATE OF INDUSTRIES
- (2) MR. R. PARTHASARATHY,  
GENERALMANAGER, DISTRICT INDUSTRIES CENTRE
- (3) MR. D. CHAKRABORTHY, MANAGER  
STATE BANK OF INDIA
- (4) MR. RAMA RAO, MANAGER  
SYNDICATE BANK
- (5) MR. KRISHNA MURTHY, MANAGER  
CANARA BANK
- (6) MR. N.K. SAB, MANAGING DIRECTOR  
A&N STATE COOP. BANK
- (7) MR. M.K. DEB, AREA OFFICER, WEBCON
- (8) MR. CHANDRAMAULI PATHAK, EDII, AHMEDABAD
- (9) MR. RAMESH DAVE, EDII, AHMEDABAD

The committee interviewed the candidates in detail and have selected 29 entrepreneurs. The final list of candidates selected for EDP is enclosed herewith as ANNEXURE-A, showing details of their background and projects proposed.

#### TRAINING PROGRAMME

The first phase of the programme is scheduled to commence on 20th October, 1983. Director of Industries



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has provided the class room facility to conduct the programme in their office. The first phase would impart the information inputs, the procedural requirements for setting up unit and business opportunity guidance about potential ventures. All experts and officers of various developmental agencies like, Banks, would be involved to impart training to entrepreneurs. At the end of the first phase, preliminary project report will be prepared by entrepreneurs, assessing their requirements of infrastructure, finance and detailed market survey.

During the second phase of the training, trainees will be visiting Gujarat, Ahmedabad (Mainland) for technical training and orientation and motivational training. This would help them in getting relevant information and exposure to industries for which they are preparing their specific project report. This would also include sessions on production planning, purchase planning, costing, breakeven analysis, etc. This is scheduled between second week of November to end of December, 1983.



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The third and final phase of training would be imparted at Port Blair on operational management aspects like finance, marketing, accounts, taxation, management, industrial psychology etc. The trainees will be helped to facilitate their implementation and establishment of the unit.

Thus complete package of training inputs are aimed to enable potential entrepreneurs to easily and expeditiously implement their project and run it successfully.

#### CONCLUSIONS

It is through this first EDP that step towards encouraging entrepreneurship in developing the industrially backward islands of Andaman and Nicobar would create the tempo and atmosphere of development. However, in order to continuously generate and motivate indigenous entrepreneurs, it is advisable that such EDP may be taken up frequently by an appropriate local agency. It is expected that after achieving encourageable results, sufficient, interest would be generated in the Islands of Andaman and Nicobar.



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This will help to sustain the inflow of new entrepreneurs and in turn thus boosting industrial development. A copy of showing the details of seminar arranged during the first phase is given in ANNEXURE-B. A summary profile of selected candidates is given in ANNEXURE-C.



Annexure - A

**ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA**  
**ENTREPRENEURSHIP DEVELOPMENT PROGRAMME**  
**PORT BLAIR**  
**PROFILES OF CANDIDATES**

No.	Name	Age	Educational qualifications	Experience	Proposed Product	Own Investment Rs.
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1.	Shri Mohammed Azimuddin ✓	27	S.S.C.	13 Yrs. Cane products	Cane processing	50,000/-
2.	Shri Mangal Singh	24	HLSC	3 Yrs. Fitter	Match splints	30,000/-
3.	Shri Mohammed Ali	32	SSC	13 Yrs. Automobile	Battery Servicing Unit	15,000/-
4.	Shri Joy Mames ○	27	Dipl. in Automobile	Taxi Driving 1½ Yrs. Service Engg.	Automobile Workshop	50,000/-
5.	Shri A.Y. Kadwa	26	B.Sc, MBA	1 Yr. Manager RI Co.	Polythene Bags	30,000/-
6.	Shri Prem Narayan Raju	34	B.Sc	10 Yrs. Furniture House	Wooden Electrical Accessories	70,000/-
7.	Shri Keshab Kumar Nandy	28	SSC	10 Yrs. Business	Confectionery	55,000/-
8.	Shri Ashok Kumar ○	28	SSC	10 Years Stationery House	Stationery Articles	30,000/-
9.8	Shri A.K. Bojarajan	41	SSC	20 years Trading	Partical Board or Tin Containers	2,00,000/-
10.	Shri G. Balasubramaniam ✓	42	M.A.	20 years Business	Plastic Blow Moulding Articles	3,00,000/-
11.	Shri Krishna Mohan, LSV	22	B.Tech.	-	Alluminium Untencils	10,000/-
12.	Shri E.P. Zainuddin	25	B.A.	2 Yrs. Bharat Type works	Type retreading	25,000/-
13.	Shri K.M.V. Murugesan	36	SSC	Own Trading Business	Deccicated Coconut Powder	75,000/-
14.	Shri Ashiq Ali Shah ✓	31	BlA. Dip. in Bakery	Business	Aereated Water	1,00,000/-
15)	Shri Jasbir Singh	27	Below S.S.C	Own Business	Auto Repairing work-shop	8,000/-



(1)	(2)	(3)	(4)	(5)	(6)	(7)
16)	Shri Shib Shankar Das	26	Below SSC	-	Scented Supari	20,000/-
17)	Shri Sharan Kumar Nanda	23	B.Com Dipl in Business Management	Own Business Transport Contractor	Paints & Varnish Automobile Workshop	1,00,000/- 30,000/-
18)	Shri Mahesh Sharma	24	B.A.		Mechanised Cappentary	20,000/-
19)	Shri S.S.Saluja	26	B.E.	3 Yrs. Manager	Food Preservation	50,000/-
20)	Smt. Shshma Dutta	33	M.Sc. B.E.d	3 Yrs. Teacher	Rerolling Mill	1,00,000/-
21)	Shri Cheruka Sudersan	23	B.Com	-	Hotel	1,00,000/-
22)	Shri M.L.Roy	23	HSLC Dip. in Business Admn.	3 Yrs. Business	Wooden Articles	30,000/-
23)	Shri S.N.Biswas	26	SSC	3 Yrs. Service	Hosiery Articles	10,000/-
24)	Smt. Kamala Hiremat	23	SSC	-	Teachest	20,000/-
25)	Shri S.K.Saha	25	SSC	5 Yrs. Supervisor	Poultry Hatching & Farm	45,000/-
26)	Shri G.Ram Mohan Rea	46	Pre-Com.	Ex-serviceman	Sea Food Preservation products	80,000/-
27)	Miss Pawla Ann Alley	25	SSC	3 Yrs. service	Tools & Dies	20,000/-
28)	Shri Devendra Pushap	22	SSC	1½ Yrs. Servicing	Steel Furniture	20,000/-
29)	Shri Amitave Roy	27	B.Sc	-	Chura & Murmur	8,000/-
30)	Shri Bhupal Biswas	20	Below SSC	Agriculture		



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME

ANNEXURE B

PORT BLAIR

Venue: Directorate of Industries,  
Middle Point, Port Blair

Time: 3.30 PM to  
5.30 PM

Duration: Oct '83 to  
Jan '84

PROGRAMME

	Time	Topic	Faculty
1/83 day	5.30 to 5.30 PM	Programme outline	Shri V.Thiyagarajan Director of Industries
		Programme details & traits of entrepreneurs	Shri C.HPathak, EDI
1/83 day	3.30 PM to 5.30 PM	Planning a small scale industry	Shri C H Pathak
1/83 day	3.30 PM to 5.30 PM	Sources of Information	Shri Ramesh Dave, EDI
		Financial Assistance State Bank of India	Shri D.Chakraborti Branch, Manager, SBI.
1/83 day	4.00 PM	Financial Assistance to SSI - Syndicate Bank	Shri Rama Rao Manager, Syndicate Bank
	4.30 PM	Andaman Cooperative Bank	Shri Pillai, General Manager
10/83 day	2.00 to 5.30 PM	Business opportunity guidance (Individual counselling)	Shri V.Thiyagarajan, Director of Industries Shri R.Parthasarathy General Manager, DIC. Shri M.K.Deb, WEBCON Shri C.H.Pathak, EDI
10/83 day	3.30 to 5.30 PM	Directorate of Industries - Functions & Assistance, incentives to small scale units District Industries Centre - Functions & Assistance	Shri V.Thiyagarajan, Directorate of Industries Shri R.Parthasarathy General Manager, DIC.
10/83 day	3.30 to 4.30 PM	Procedural requirements for subsidy, etc.	Shri P.Tripathi Manager (Credit), DIC.
	4.30 PM	Canara Bank	Shri S.Krishnamurty Manager, Canara Bank



Time	Topic	Faculty
83 Day) 3.30 PM	Functions & Assistance WEBCON	Shri M.K.Deb, Area Officer, WEBCON.
	Syndicate Bank - Assistance to SSI	Shri G.A.Rego, Dy.General Manager, Syndicate Bank.
4.30 PM	Shipping Corporation of India	Shri K H Parmar, Manager, SCI
83 3.30 PM	Procurement of Raw Material & registration formalities	Shri R.Purushothaman, Manager(Training), DIC.
4.30 PM	Forest resources of Andamans as raw materials for SSI Units	Shri A.B.Chakraborti, Chief Develop-cum- Planning Officer, A&N Forest Plantation & Dev. Corporation.
83 3.30 PM to 5.30 PM	Preliminary Project report(Feasibility) & Viability Study)	Shri Ramesh Dave
83 3.30 PM to 5.30 PM	Market Survey	Shri Ramesh Dave
	Financial Assistance to SSI - Role of Lead Bank	Shri M.S.Ramachandran Admn. Officer (Advance) State Bank of India
83	F.P.R. and Market Survey Personal Discussions	Shri Ramesh Dave
83	* Market Survey (Local Field Visits)	

Proposed programme for Gujarat to start from 7th November, 1983 by 'MV Harshavardhan'.



A Summary of ENTREPRENEUR'S PROFILES

Age group	Between 20 to 24 years	9
	Between 24 to 30 years	12
	Between 30 to 40 years	6
	Above 40 years	3
Educational Background	Below S.S.C.	5
	S.S.C.	12
	Science Graduates	2
	Arts/Com. Graduates	3
	Post Graduates	4
	Technical Engineers	1 3
Occupation	Unemployed	6
	Service	6
	Trading	12
	Housewife	1
	Taxi Driver	1
	Contractor	2
	Ex-Servicemen	1
	Agriculture	1
Experience Duration	Nil experience	6
	Below one year	-
	Between one to 3 yrs	6
	Between 3 to 5 years	9
	Above 5 years	9
Own Investment	Below 10,000	4
	Between 10,000 to 25,000	7
	Between 25,000 to 50,000	9
	Between 50,000 to 1 lacs	8
	Above 1,00,000	2
Industrywise classification	Woodbase products	9
	Food Products	5
	Plastic products	2
	Engineering	7
	Hotel	1
	Misc.textile, stationery etc.	6



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA  
AHMEDABAD

PROGRESS REPORT OF PORT BLAIR EDP (2ND PH.)

While finalising the strategy for EDP of Port Blair, it was decided that the selected trainees will be brought to Gujarat for business exposure and technical training. It was felt that their interaction with the local businessmen and their exposure to factories set up by entrepreneur in Gujarat will give them an understanding about the important aspects of managing small-scale enterprises. With this objective, after the completion of the 1st Phase of the training programme at Port Blair, the trainees were brought to Gujarat.

The trainees stayed in Gujarat from November 15, 1983 to December 13, 1983 during the discussion on product process, marketing and finance, was arranged with the consultant of technical consultancy organisation, financial institutions, professionals and successful entrepreneurs of Gujarat. Following is the detail for the training Input provided to the trainees during their stay:-



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Production Planning and Control, Financial Management, Costing etc. A successful entrepreneur was called to brief the trainees about his experiences of getting into entrepreneurial activity. His experiences were analysed and the trainees were briefed about the characteristics of a successful entrepreneur. The details of the sessions taken during their stay is given in ANNEXURE A.

(C) FACTORY VISIT

Before placing the trainees for Technical Training, visits to various industrial units were organised. The details regarding the units selected for placing the trainees for this field visits are given in ANNEXURE B. The trainees were briefed about the units and the kind of question they should pose and discuss with the owners of the industrial units selected for field visit. On an average, a trainee has visited 30 units. The units were carefully selected after considering the products selected by the entrepreneurs for their venture.



(D) TECHNICAL INPUT

After the completion of Field visit, the trainees were placed in the respective unit in order to get experience in the process-know-how for the product that they have selected for their venture. The details regarding the units selected for placing the trainees for practical training is given in ANNEXURE C. The trainees were placed in an industrial unit for approximately 10 days. Technical sessions were also organised with the Consultant of TCO and various experts in the production process of different items before placing the trainees in the factory for practical training. A review session was arranged in the evening with the Port Blari trainer and the Sr. Executive of EDI in order to get a feed-back of their technical training input. For certain products such as Fishery, EDI Had a problem in locating a unit where technical training can be imparted. In such cases, the trainees were sent to different places such as: Veraval (coast of Arabian sea), Junagadh (Saurashtra), Umreth and Thasra (Central Gujarat).



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(E) PROJECT REPORT PREPARATION

In the early parts of the Second Phase, the trainees were imparted training on the areas where they would get some guidance on project report preparation. Subsequently, the trainees were asked to obtain quotations for raw-material, machinery and equipment in order to finalise their project report details. A common format to facilitate the trainees for analysing the data for project report was prepared and given to the trainees.

The Second Phase of the training programme is completed and some of the important sessions of the Third Phase were also arranged during their stay in Gujarat. A tentative training schedule for Third Phase is prepared and will be finalised after getting in touch with the faculty concerned at Port Blair.



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIAENTREPRENEURSHIP DEVELOPMENT PROGRAMMEPORT BLAIRINDUSTRIAL TRAINING PROGRAMME, GUJARAT TOUR(November 9, 1983 To December 12, 1983)ANNEXURE - A

DATE	TIME	TOPIC	FACULTY
9/11/83		LEAVING FOR GUJARAT	
18/11/83 Friday	9.00 AM To 6.00 PM	* Achievement Motivation Training	* Shri H.C.Raval
19/11/83 Saturday	"	* Achievement Motivation Training	* Shri H.C.Raval * Shri Ramesh Dave
20/11/83 Sunday	"	* Achievement Motivation Training	* Shri Jagadishbhai Patel Prof.S.P.University Vidyanagar.
21/11/83 Monday	"	Achievement Motivation	Shri C.H.Pathak/ * Shri Ramesh Dave
22/11/83 Tuesday	9.00 AM	Marketing Management Sales & Advertisement	Shri Rohitbhai Patel SIMCON Corporation
	4.00 PM	Production Planning & Control	* Shri H.R.Bhatt M/s.Bhattacharya Electronics.
23/11/83 Wednesday	9.00 AM	* Industrial Psychology	* Shri Jivanbhai Patel Successful Entre- preneur
	4.00 PM	* Financial Management	* Shri Bhagirath Trivedi Management Consultant
24/11/83 Thursday	9.00 AM	* Decision Making	* Shri H.C.Raval
	4.00 PM	* Case Study	* Shri C.H.Pathak
25/11/83 Friday	8.00 AM To 6 PM	* Naroda Industrial Es- tate.	* Factory Visit



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DATE	TIME	TOPIC	FACULTY
26/11/83 Saturday	8.00 AM To 6 PM	* Odhav Industrial Estate	* Factory Visit
27/11/83 Sunday	9.00 AM	* Seven Crisis in SSI	* Dr. V.G.Patel Director, EDI.
28/11/83 Monday To		* Industrial Technical Training	* Shri S.S.Modi Consultant, GITCO
2/12/83 Friday		* Councelling Sessions	* Shri J.B.Patel Consultant, GITCO
			* Shri B.G.Shah Consultant, GITCO.
3/12/83 Saturday		* Industrial Visit Vithal Udyog Nagar Industrial Estate	
4/12/83 Sunday		* HOLIDAY	
5/12/83 Monday	9.00 AM	* Purchasing Techniques	* Shri B.J.Dave Manager Marketing GSIC.
	4.00 PM	* Cost Consciousness	* Shri C.H.Pathak
6/12/83 Tuesday	9.30 AM	* Project Report	* Shri N.M.Prusty Consultant, GITCO
	4.00 PM	* PERT - CPM	* Shri Shiresbhai SPL, CED.
7/12/83 Wednesday	10.00 AM	* Costing	* Shri Shirish Div Chartered Accountant
	4.00 PM	* Decision Making	* Shri H.A.Shah Project Leader
8/12/83 Thursday	9.30 AM	* Odganisational Struc- ture	* Shri Dhavalbhai Mehta, B.K.School Management.
	4.00 PM	* Creativity	* Shri Sureshbhai Director, AIILSG



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DATE	TIME	TOPIC	FACULTY
9/12/83 Friday to		* Project Report Preparation	
11/12/83 Sunday			
12/12/83 Monday		* Project Report Finalisation	
13/12/83 Tuesday		* Leaving for Port Blair	

The Third Phase of the programme will be at Port Blair from 4th January, 1984.



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Tel.No.450 161

ENTREPRENEURSHIP DEVELOPMENT PROGRAMMEPORT BLAIRANNEXURE-BFACTORY VISIT PROGRAMME NARODA INDUSTRIAL  
ESTATE

Date: 25th November, 1983

Time: 8 a.m. to 5 p.m.

Sr.No.	Shed/Plot No.	Name & Address of Unit	Product
1.	166-167	* M/s.Mascot(India) Phone:826452/827391	Fluid Control Valve
2.	198	* M/s.Sona Cermaics Phone: 827139	Cup Saucers(Ceramic)
3.	K-200-201/7B	* M/s.Dynamic Paints Phone:827308	Paints
4.	C-1/220-221/4	* M/s.Annpurna Eng.Works Phone: 827308	Engineering & Troli Fabrication
5.	C1-16	* M/s.Lumino Pencils Phone: 826533	Pencils
6.	184/14	* M/s.Girish Industries Phone: 826636	Plastic Bags.
7.	C-2A/9	* M/s.Newmac Electronics Phone: 826482	Sheet Metal Works
8.		* M/s.Sharma & Company Naroda Road, High Way Naroda, Ahmedabad Phone: 826443.	Body Builders(Auto)
9.		* M/s.Metro Elastic Ind- ustries Nr.Patia Bus Stand Naroda, Ahmedabad Phone: 65002(R) 336988(O)	Elastic Tapes & Cotton Bradded Articles
10.		* M/s.Saturn Industries Dudheshwar Road Ahmedabad Phone: 25538.	Fabrication.



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FACTORY VISIT PROGRAMME ODHAV & RAKHIAL INDUSTRIAL ESTATE

Date; 26th November, 1983

Time: 8 a.m. to 5 p.m.

Sr. No.	Shed/Plot No.	Name & Address of Unit	Product
	246/247	* M/s.M.S.Tin Works Phone: 38724	Tin Containers
	L-66	* M/s.Aarihant Metals	Aluminium Utenciles
	L-38	* M/s. N.K.Industries Phone: 887631	Engineering Workshop & Sheet metal Works
	L-135	* M/s.Metro Mechanic Phone: 887661.	Plastic Articles
	F 1 to F 4	* Hosiery Training Institute Phone: 887910	Hosiery
		* M/s.Ravi Textiles Rahamat Industrial Estate Opp.Gauri Cinema,Ahmedabad	Hosiery Product
	4	* M/s.Prakash Furniture Centre Laxhmi Co-op- erative Industrial Estate Nr.Navanitpr- akashan,Ahmedabad Phone: 360064(Office)	Wooden Furnitures
		* M/s.Super Engineering Works 1 Ramesh Ind. Estate Nr.Navanit Pr- akashan Sukhcramnagar Ahmedabad Phone: 368104.	Auto Sleeves
	3	* M/s.Chatrabuj Eng. Works Thakher Estate Amaraiwadi Phone: 363415.	Plastic Machinery
	11	* M/s.Krishna Plastic Nr.Anupam Cinema Kankaria ,Ahmedabad. Phone:360900(Office) 364657(Factory)	



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA83/A, SWASTIK SOCIETY, NAVRANGPURAAHMEDABAD - 380 009.ENTREPRENEURSHIP DEVELOPMENT PROGRAMMEPORT BLAIRFACTORY VISIT PROGRAMME

PLACE: Vithal Udyognagar Industrial Estate, ANAND

DATE : 3rd December, 1983

Time: 8.00 AM TO 8.00

SR. NO.	NAME OF THE UNIT	PRODUCT
1.	M/s. Anupam Engineering Co.	M/s. Fabrication Works
2.	M/s. Radium Paints	Paints
3.	M/s. Quality Animal Food Co.	Poultry Feed
4.	M/s. Shakti Packaging Industries.	Card Board Packaging Products.
5.	M/s. Delite Paints	Paints
6.	M/s. Twilight Industries	Bakelite Switches
7.	M/s. Ploycans	Blow Moulded Plastic Articles.
8.	M/s. Vallabh Packaging (P) Ltd.	Wooden Packaging Boxes
9.	M/s. Gujarat Hosiery Industries.	Hosiery Articles.
10.	M/s. Record Electrical Industries.	Electrical Switches etc.
11.	M/s. Vallabh Glass Ltd.	Glass Sheets.
12.	M/s. Amul Dairy	Dairy Products.



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TELEPHONE: 450 161

ENTREPRENEURSHIP DEVELOPMENT PROGRAMME  
PORT BLAIR-ANDAMAN & NICOBAR ISLANDS  
PRACTICAL TRAINING AND INFORMATION

ANNEXURE-C

Sr. No.	Name of the Entrepreneurs.	Factory/Faculty for training counselling.
1.	Shri Mangal Singh	* M/s. Lumino Pencils Kalamkhush, Khadi Gramodyog Board.
2.	Shri Mohammed Ali	* M/s. Crown Auto Electrical Works. M/s. Ajit Auto Electrical Works. M/s. Star Engineering Works.
3.	Shri Joy James	* M/s. Sharma & Co. M/s. Panchavati Auto Service. M/s. Arun Automobiles
4.	Shri A.Y. Kadwa	* M/s. Girish Industries M/s. Ramica Plastics
5.	Shri Keshabkumar Nandy	* M/s. Yogeshwari Engineering Works. Shri J.B. Patel, GITCO
6.	Shri Ashokkumar	* M/s. Bhagdyodaya File Mang. Co. M/s. Gunvartrai Graphics M/s. Ravani Startimey Manufacturers.
7.	Shri A.K. Bhojarajan	* M/s. M.S. Tin Works M/s. Dynamic Paints M/s. Radium Paints, V.U. Nagar.



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Sr. No.	Name of the Entrepreneurs.	Factory/Faculty for Training counselling.
8.	Shri G. Balasubramanian	* M/s. Metro Mechanics M/s. Chatrubhug Engineering Works. M/s. Girish Industries. M/s. Natraj Industries.
9.	Shri Krishna Mohan B.S.V.	* M/s. Kalam Khus, Khadi Gramodyog Board Shri J. B. Patel, GITCO.
10.	Shri E. P. Zainuddin	* M/s. Sunim Rubber Works M/s. Chetak Retrading Works. M/s. Delhi Tire Retrading.
11.	Shri Ashig Ali Shah	* M/s. Gujarat Bottaling (P) Ltd. M/s. Alembic Glass Ltd. M/s. Pure Beverages (P) Ltd. M/s. Yogeshwari Engineering Works.
12.	Shri Jasbir Singh	* M/s. Arun Automobiles * M/s. Panchwati Automobiles. M/s. Crown Auto Engineering Works.
13.	Shri Siva Shankar Das	* M/s. Food Craft Institute, GITCO, SISI.
14.	Shri Sharankumar Nanda	* M/s. Dynamic Paints M/s. M. S. Tin Works M/s. Redium Paints.
15.	Shri Mahesh Sharma	* M/s. Arun Automobiles M/s. Panchwati Automobiles. M/s. Sharma & Co.
16.	Smt. Shusma Dutta	* Khadi Village Industries Corporation. M/s. Ganesh Soap Factory M/s. Shree Ram Industries.



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Sr. No.	Name of the Entrepreneurs.	Factory/Faculty for training counselling.
17.	Shri Cheruka Suderson	* M/s.Chetus Industries GITCO.
18.	Shri M.L.Roy	* Hotel Vishala Chorwad Tourist Home
19.	Shri S.N.Biswas	* M/s.Vallabh Packaging (P) Ltd. M/s.Prakash Furniture Centre.
20.	Shri Kamal Hiremet	* M/s.Hosiery Training Institute M/s.Ravi Textiles M/s.Parul Hosiery.
21.	Shri S.K.Saha	* M/s.Vallabh Packaging (P) Ltd. M/s.Prakash Furniture Centre.
22.	Shri G.Ram Mohan Rao	* Agriculture University Anand, GITCO.
23.	Shri Pawla Ann Alley	* Food Craft Institute Sea Food Products, Veraval.
24.	Shri Devendra Pushap	* M/s.N.K.Industries. M/s.Jai Auto Industries.
25.	Shri Amitova Roay	* M/s.Nice Iron & Steel Industries. M/s.Saturn Industries M/s.Prakesh Furniture Centre.
26.	Shri Prem Raju	* M/s.Twilight Products M/s.Reward Industries.



FOR GENERAL INFORMATION WITH PRIOR APPOINTMENT

1. \* M/s.Gujarat Industrial Technical Consultancy Organisation,  
Neptune Towers, Opp.Nehru Bridge  
Ashram Road,  
Ahmedabad.
  - 1.Shri S.S.Modi Paper & Hotel project
  - 2.Shri B.H.Shah Plastic & Hosiery Project.
  - 3.Shri J.B.Patel Chemicals & Paints Project.
  
2. \* M/s.Industrial Extension Bureau  
Nanalal Chambers, Opp.Times of  
India, Ashram Road  
Ahmedabad - 380 009.
  - 1.Shri A.K.Shah Information Officer
  - 2.Shri A.B.Panchal Technical Officer
  
3. \* M/s.Small Industries Service Institute  
Harsiddh Chambers  
Opp. Income Tax Office  
Ashram Road  
Ahmedabad.
  - 1.Shri H.M.Mehta Asst. Director.
  
4. \* Gujarat Small Industries Corporation  
Neptune Tower, Opp.Nehru Bridge  
Ashram Road  
Ahmedabad - 380 009.
  - 1.Shri J.M.Patel



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA  
AHMEDABAD

PROGRESS REPORT ON PORT BLAIR EDP-3RD PHASE

After the completion of the 2nd Phase of Entrepreneurship Development Training Programme, the Trainees of Andaman and Nicobar EDP left for Port Blair on December 13, 1983. As stated in the earlier report, during their stay in Gujarat, they were imparted motivation input, key sessions project report preparation and technical input. Following is the progress of the programme during the Third Phase.

1.0 TRAINING INPUT

Normally, sessions related to project implementation and management are covered in the 3rd Phase. But the trainees were to visit Gujarat and therefore, it was decided to take certain sessions implementation and management during their stay in Gujarat as the core faculty and experts in these fields are easily available at EDII Headquarter.



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During the 3rd Phase at Port Blair, sessions on labour laws, factory act, project report discussion, assessment and management of working capital, breakeven analysis etc. were taken. The details of the topics covered in the third phase and the sessions taken are given in ANNEXURE 1.

The Third Phase commenced on January 1, 1984 but the class room sessions were started from January 5, 1984 as some of the trainees were at Calcutta or Madras for collecting some information related to their project.

During this phase, technical literature on the sessions covered was prepared and circulated to the trainees.

2.0

#### PROJECT REPORT PREPARATION

During Gujarat stay, necessary supporting documents for preparing project report were collected. The trainees were also provided



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information on technical process and market for the product so that they can complete the write up of their project report after reaching Port Blair. A standard format for preparing the Project Report was developed by EDI trainers which was circulated to all the trainees in order to have a uniformity in the presentation approach.

During the third phase, trainees were called individually to discuss the details of their project report. EDI trainer assisted trainees in formulating their project report. Everyday 6 to 7 hours were spent in order to provide enough time to each trainee for individual discussions. To get the project reports uniformly typed, an arrangement for typing services was also made by EDI trainer.

General Manager, District Industries Centre, Manager (Credit), DIC, the Director of Industries and the local consultant of WEBCON were



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also consulted for assisting the trainees in finalising the details of their project report. As a result of careful and detailed planning, it was possible for 23 trainees to finalise the project three trainees could not finalise as some important information for the same was not available in time. Quotations had been called for from Gujarat in order to complete their report within a fortnight.

3.0

SSI REGISTRATION:

In order to qualify for financial assistance at a lower interest rate, it was decided to make the trainees apply for SSI Registration in time so that the loan applications are appraised and sanctioned at the terms and conditions applicable to approved SSI Units. The details of processing SSI Registration applications were discussed with General Manager, District Industries Centre and Director of Industries who agreed to process all the applications on priority basis. For



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For SSI Registration, 23 applications were submitted to the Office of District Industries Centre out of which, 9 trainees have already received their Registration Number and the remaining 14 trainees are likely to receive the same within a short time.

#### 4.0 FINANCIAL ARRANGEMENT

Before the commencement of the programme, EDI Senior Executives had discussed about the possibility of organising a loan campaign at Port Blair so that all the applications of the trainees are processed on priority basis and sanction letters are issued within a very short time.

During SSI AND EDI In-House Workshop held at Ahmedabad on December 29 & 30, 1983, the details in this respect, were again discussed with the Development Manager (SIB), State Bank of India, Calcutta, who agreed to provide all support for organising this campaign at Port Blair.



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Since all the project reports were prepared in time and very well scrutinised by EDI trainer/motivator/project formulator, SBI Team agreed to spend about a week in Port Blair and process these applications on campaign basis. A team of 4 officers from SBI, Calcutta region, camped at Port Blair from January 16-26, 1984 and processed all the applications.

20 applications were submitted to banks out of which, 18 were submitted to SBI, 3 applications to Syndicate Bank and 1 application to Canara Bank. (2 Trainees decided to apply at two banks).

The SBI Appraisal Team during their stay at Port Blair cleared (10 applications and issued sanction letters to the trainees. The remaining 7 applications have been processed by SBI and have been forwarded to their Calcutta Office for further processing which would take atleast 15 days.



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Following are the interesting observations on the loan campaign organised at Port Blair:-

- (i) Manager(Credit), DIC, EDI Trainer and the team of SBI Officers, worked with complete co-ordination to clear maximum number of applications during their stay.
- (ii) Each trainee was individually interviewed by the appraisal team which found the trainees to be well aware of the details of their project report and its implications.
- (iii) SBI also sanctioned claim cash credit limit against the receipt of government subsidy so that the trainees do not have to come out initially with their equity as the subsidy is disbursed after creation of assets by the Union Territory.
- (iv) Some of the trainees were also given 'Clean medium term loan' as equity fund in order to reduce the margin money of the applicant.



..9..

of the Committee of Directors'. Out of 26 trainees have been able to identify land suitable to their project in the vicinity of Port Blair. 4 Trainees have been allotted land in the industrial estate and the Office of Director of Industries have assured to provide them necessary permits for cement assured to provide them necessary permits for cement and scarce raw-material in order to construct their sheds for the units. 4 trainers are likely to get small sheds in the municipal board estate. 4 of them are making arrangement in other islands viz., Rangat Bay, Middle Andaman & Nicobar. For the remaining trainees, necessary infra-structural facility is required to be arranged.

6.0

Specific Arrangement

Based on the projects selected by the trainees, the following specific arrangements were provided in order to enable the trainees to start their unit:-



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- (i) One of the trainees selected "Re-rolling Mill" as his project which is a banned item and therefore, SSI Registration Number could not be issued to him. However, the Office of Director of Industries with the recommendation of Development Commissioner, has approached Delhi administration for allowing SSI Registration Number as a special case as no such unit in this line exists there at present.
- (ii) One trainee who has selected confectionery as his project has been offered infrastructure on priority basis in the municipal area so that it satisfies Food and Drug Control Act.
- (iii) 4 projects have wood as basic raw-material which is not easily available in the island as all the wood is sold there through auction and therefore, it becomes difficult for small consumers to buy wood. The Lt. Governor was briefed about the situation who has agreed to



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certain arrangement for the continuous supply of raw wood to these trainees. The Director of Industries had also suggested to form a group of these 4 trainees to get wood from the forest corporation for which he has assured them to provide the necessary help.

7.0 Meeting of the Committee of Direction

While formulating the proposal, it was suggested to form a Committee of Direction under the Chairmanship of Development Commissioner, Andaman and Nicobar Administration with Sr.Executives of SBI, EDII, IDBI and WEBCON. In the first phase of the programme, the said Committee was formed and EDI trainer was in constant touch with the Committee members in order to obtain necessary support and advice for the successful conduction of the programme.



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The formal meeting of the Committee of Direction took place on January 28, 1984 under the Chairmanship of Development Commissioner, A&N Administration and the following issues were discussed. The minutes of the meeting of Committee of Direction will be sent shortly.

- (i) The Committee felt that EDP should be made a permanent feature in the island and in light of the same, it would be necessary to create adequate infrastructural facility so that the trainees of future programmes will not suffer. For the trainees of this batch, the Development Commissioner requested the Dy. Commissioner to allot shed in the municipal estates on priority basis.
- (ii) Cases of trainees facing infrastructural problems were brought to the notice of the Chairman of the Committee who suggested the Director of Industries




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- (v) For follow-up work, the Committee decided to meet frequently so that necessary actions are taken to speed up the process of setting up the enterprises.
- (vi) It was also decided to withdraw EDI trainer for about a month and then deputing him to Port Blair for necessary follow-up work so that trainees can be helped in getting machinery and in installation of machinery and such other requirements.
- The next meeting of the Committee of Direction is likely to be scheduled in April 1984 to assess the progress and devise follow-up strategy.

#### 8.0 Valedictory Function

The function was scheduled on January 28, 1984 with the valedictory address of Lt. Governor, Andaman & Nicobar Administration.



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Very much motivated by the efforts of EDI trainers and support of other supporting agencies, the trainees hosted a dinner on the eve of the function and invited the Senior officials of Administration, support agencies and the faculty members.


In the valedictory function, Sr. Executive of EDI briefed about the Programme. General Manager (Operation), SBI, addressed the trainees and the Estimate Counsellors of Andaman and Nicobar gave words of advice to the trainees and thanked the supporting agencies particularly IDBI, for supporting the programme and EDI for organising the same, in an excellent manner. The Valedictory address was given by Lt. Governor, A&N Administration who also distributed the sanction letters of the Bank to the trainees.

9.0

Conclusion

The Port Blair EDP commenced in the month of October 1983 and got completed on Jan. 27, 1984. With the help of supporting institutions and involvement of EDI trainers and



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and core faculty, the programme trained 26 trainees out of which, 23 trainees have already prepared their project reports 20 loan applications were submitted out of which 11 got sanction from SBI (one sanction in principle).

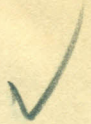
3 trainees have already started their enterprises (i) Cane processing and cane carticles (ii) Soft drinks (iii) Automobile workshop. The Cane processing workshop was inaugurated on January 29, 1984 and the total project investment is Rs.9.16 lacs. The Automobile workshop was iangurated on January 12, 1984.

A considered statement giving details of the trainees selected, trained, project report prepared etc. is enclosed as ANNEXURE-2.

A detailed statement giving names of trainers, their projects, SSI Registration status, project cost etc. is attached as ANNEXURE-3.



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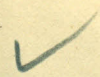


EDI Trainer after completing follow-up work for two weeks will be returning to EDI Headquarters and will be camping at Port Blair in the month of April 1984 for further follow-up.



Time	Topic	Faculty	Remark
.84 9 am-4 pm	Proj. Report Discussion	Shri Ramesh Dave	Indi. counselling
5.30 pm- 7.30 pm	Loan application from of bank	Shri D. Chakraparti Branch Manager LHO, SBI, A&N	
.84 9 am-4 pm	Proj. Report Discussion	Shri Ramesh Dave	Counselling
5.30 pm- 7.30 pm	Procedural & Legal formalities for loan application	Shri D. Chakraparti Branch Manager LHO, SBI, A&N	
.84 9 am-4 pm	Proj. Report Discussion	Shri Ramesh Dave	Counselling
5.30 pm - 7.30 pm	Financial Management and Cash Flow statement	Shri Sadhukhan Tech. Officer, SBI, Calcutta.	
.84 9 am-4 pm	Proj. Report Discussion	Shri Ramesh Dave	Counselling
.84	Loan Application Appraisal	Shri S. Dutta Regional Manager SBI, Calcutta.	
.84		Shri S. Ganguly Dev. Manager (SIB) SBI, Calcutta.	
		Shri Ramachandra Adm. Officer SBI, Calcutta.	
		Shri S. Dutta Tech. Officer SBI, Calcutta.	
		Shri Sadhukhan Tech. Officer, SBI, Calcutta.	
.84 Discu	Discussion on infrastructural Arrangement	Shri H.C. Raval Shri Ramesh Dave	



ANNEXURE - 82

1.	Total Trainees selected		30
2.	No. of Trainees joined the programme		28
3.	No. of Trainees completed the programme		26
4.	Total Project Reports prepared		23
5.	Project Reports under preparation		3
6.	Loan Applications submitted		
	a. State Bank of India	18	
	b. Canara Bank	1	
	c. Syndicate Bank	<u>3</u>	20
	(Two trainees submitted applications to two banks)		
7.	No. of loan applications sanctioned (One sanctioned in principle)		11
8.	No. of units started		3