

file: TSARNICH

CHECKLIST FOR ARNI RESURVEY 1993-4

date and time of interview  
rapport  
interviewer

1. TYPE OF FIRM

commodity  
combinations of activity:  
wholesale retail c.a. service ( professional/ financial)  
petty,  
temporary/permanent,  
mobile/ fixed - fixed on one site/ on more than one site

Activity combinations

buy sell, broker, transport, store, process, produce, finance  
production ,finance trade

2. HISTORY

Date of Start  
Starting capital  
Origin of starting capital  
Reasons for start

Other firms in same business then  
ditto now

Number of firms in same business which have gone out of  
business

Occupations before starting this firm

i  
ii  
iii

Apprenticeship

History of acquisition of necessary components for this  
business;

general information  
secret or particular information  
skill  
contacts  
access to goods  
money  
reputation

Importance of family, caste, religion, gender, locality in  
setting up the business

Site

How was the site obtained?

Has he ever been paid by landlord or any one else ( specify )  
to vacate site?

Organisation of firm ( individual, joint, partnership, joint  
stock company, branch ( of what) , cooperative , other ( specify)

Changes in firm over 10 years:

Organisation

Volume

use of family labour

employment

types of goods

technology - effect of liberalisation??

locations of sources and destinations of goods traded or

services provided

changes in intermediaries,

contracts

risks

site

Changes in business environment.

How big firms help or hinder the setting up of small firms

Turnover at start

Turnover now

( busy day/week/month)

( slack day/week/month)

number of days etc busy and no days etc slack

Reasons for seasonality

### 3. ACCOUNTS AND SPATIAL FLOWS

#### ORIGINS OF GOODS PURCHASED

Number of major types of suppliers ( e.g. producers( farm, workshop, factory) /subcontractors, intermediaries ,commission agents/ wholesalers)

Relative size of this business in relation to relative size of supplier's businesses

Proportions ( if you have an estimate of gross output ) or quantities supplied from the following locations

Within Arni itself

Local villages ( how many miles around? what are the important locations/settlements?)

Taluks HQs/ towns within TS Dt

villages in Ambedkar Dt

ditto towns in Ambedkar

Madras

Coimbatore and other Big towns in TN ( specify)

Out of state urban (sp)

Our of state rural (sp)

#### TRANSACTIONS

list range of contractual forms used by firm for BUYING ( e.g. spot, open auction, one to one closed negotiation, advance , barter , stock on one day credit, subcontract. seasonal fixed contract, contract linked with labour/ tying other transactions etc find the Tamil names of contracts, local and remote , reasons for them;

price dispersion in one day according to different contracts

degree of choice involved in contract, or routine or force;

terms and conditions e.g. lag in delivery, lag in payment, quality conditions, procedure for default, experience of dispute ( frequency/ reasons), means of regulation of dispute

#### TRANSPORT AND TRANSACTIONS COSTS

Commissions to sellers for purchases

loading/unloading

labour process

transport costs ( av)

type of transport

organisation and labour process

same for sales and buyers

Travel costs for trading  
Travel costs for inspection  
Travel costs for information

shop rent/ value of shop if owned ( and if rented )  
organisation of shop ownership in neighbourhood  
type of contract ( owned/ rented)  
lump sum deposit ( pagudi) and date

licences ( specify)  
Municipal  
Regulated market  
Sales Tax  
Other

bribes

postage and telephone gram fax special deliveries  
information bulletins/ newspaper  
hospitality  
electricity  
diesel  
string,  
packaging,  
gunnies

other

av costs of processing per unit ( sp)  
av costs of storage

storage capacity and history of expansion  
max quantity max period  
min quantity min period

TRANSPORT AND TRANSACTIONS COSTS FOR SALES AND BUYERS  
same as for purchases

DESTINATIONS OF SALES

same detail as for sources

TRANSACTIONS FOR SALES  
same details on contracts as for purchases

#### 4. INSTITUTIONS

##### UNCERTAINTY IN TRADE

###### Types:

- supplies - seasonality
- suppliers - screening
- specification quantity/ quality/ adulteration
- demand - fluctuations and predictability
- physical losses
- role of weather
- accident and fire
- opportunism with weights and measures
- crime and theft
- corruption and state

Episodes of loss and reason

costs of loss

How does firm protect itself against uncertainty?

Costs of enforcement

##### REGULATION IN TRADE

Information

media

prices and quantities

places

Information about sellers

about buyers

about employees

about technology

Disputes in general and mechanisms of resolution

Under what circumstances do you work co-operatively with other traders - mind their shop, lend them money, lend facilities or labour, and why?

#### 5. PROFIT

changes in profits over last 10 years

seasonal changes in profitability

Minimum net profit per day or per unit

av net profit

max net profit

## 6. LABOUR

working hours for the firm  
number of shifts and duration

### FAMILY LABOUR

no of family members and jobs done  
reward

### REGULARLY PAID LABOUR

for each member in firm paid on other than casual basis:  
sex

type of job

job flexibility

pay in cash and kind

contract

perks

money borriwing

caste

age years served

location

native place

migration?

other jobs past and now

land

Organisation for bargaining

### CASUAL LABOUR

max MFC

min MFC and seasonality

jobs done by gender and numbers

payment by type of contract

av daily pay max min

perks

money borrowing

unionisation, organisation for bargaining

other jobs in year

castes

locations

land

recruitment

## 7. MONEY

initial starting capital  
  quantity purpose origin location  
major loans taken in history  
types quantity, date purpose source  
Present value assets stock working capital borrowing

Importance in family portfolio

Money borrowed last year

max  
season  
purpose  
source  
location  
security  
interest  
repayment

conditions under which a loan was impossible to get ( if this ever happened)

Details of any loan taken from Government source

Money lent in last year

  same details

## INVESTMENTS

(contribution if firm to the development of the local business economy)

how has his business helped to develop the local economy?

use of profits - type ( diversification of businesses, types of goods sold within this business; other businesses ( sepcify ) land, property, vehicles, finance, education, dowry, consumption ( TV video any other big modern high tech items), jewellery, stocks, shares, tourism, bank savings etc)

Present worth of whole portfolio ?

How is its ownership organised? ( self ( which bits) joint ( which bits ( partnership ( which bits etc)

RELATION BETWEEN AGRICULTURE AND TRADE (2o years ago very close)

Land quantity  
  wet dry garden  
  tenure

purchase

sales locations

investments wells pumpsets tractors etc  
source of capital importance of agriculture in family income

PROPERTY location value Importance of property in family  
income



## 8. FAMILY

Age of respondent

education

caste

Family form ( nuclear/ joint ( one place)/ joint ( scattered locations)

Family composition

family labour force occupations

location of home

native place

sondakarans and occupations

locations

## 9. PARTICIPATION

ASSOCIATIONS

for each:

purposes ( history)

(prompt: negotiate with labour; represent trade when threatened by state, suggest changes to state, set rules for own trade, decide in disputes and chase and punish miscreants, organise security, circulate information, standardise contracts and weights and measures, deter undesirable people, organise insurance ( death, accident: members or employees) support legal costs of penalised member, collect for philanthropic purposes )

number of members,

date started,

costs of membership

problems faced

( prompt: religious/ caste/ sports/ social/ educational/ commodity/ business ( chamber of commerce)co-operative / local government/ political party/ cultural/ first-aid and medical other specify)

Contact with Government

regulation of business, taxation, storage, loans

Most important difficulties faced in relation to development of town and to government

Funding of political parties

Does 'Arni' have competitive advantages in your business, if so what?

Does Arni have power in the market? How is it expressed?

#### 10. CIVIC SERVICES

AT THE SITE OF YOUR SHOP AND AT THE SITE OF YOUR HOME ( specify road ) how do you gain access to the following civic services and basic needs - via government; private; community ( local groups or co-operative) means ; through the work of household members; or by other means ( please specify in detail, including combinations ).

Please state  
the means of access as above;

how this service of basic need is organised as regards your family's access;

the costs of access or aquisition or purchase in an average month;

What kinds of problems you face in gaining access to the service or basic need;

how disputes about the service or basic need are resolved or not resolved.

#### SERVICES AND BASIC NEEDS

housing  
electricity  
health  
education  
rice  
water  
drains - waste rain  
sewage - waste foul matter  
garbage - household waste  
sweeping and cleaning- public hygiene  
surface of road  
road lighting  
transport  
recreation  
security/ guarding / policing

#### GENERAL

from where do you get information about local events

do you pay any taxes at all  
what type of taxes do you pay?