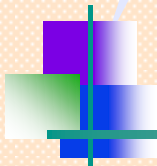




Situation Analysis for SME
Sector

Dewas /Ujjain Cluster



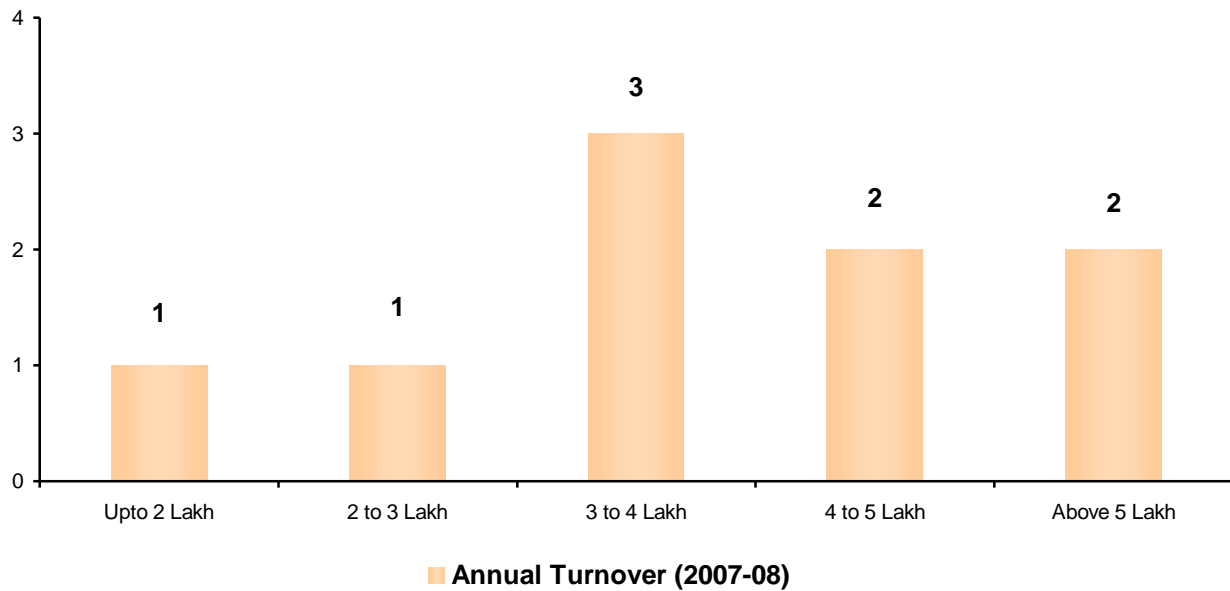
Submitted to
TERI

By

 **ACNielsen ORG-MARG**

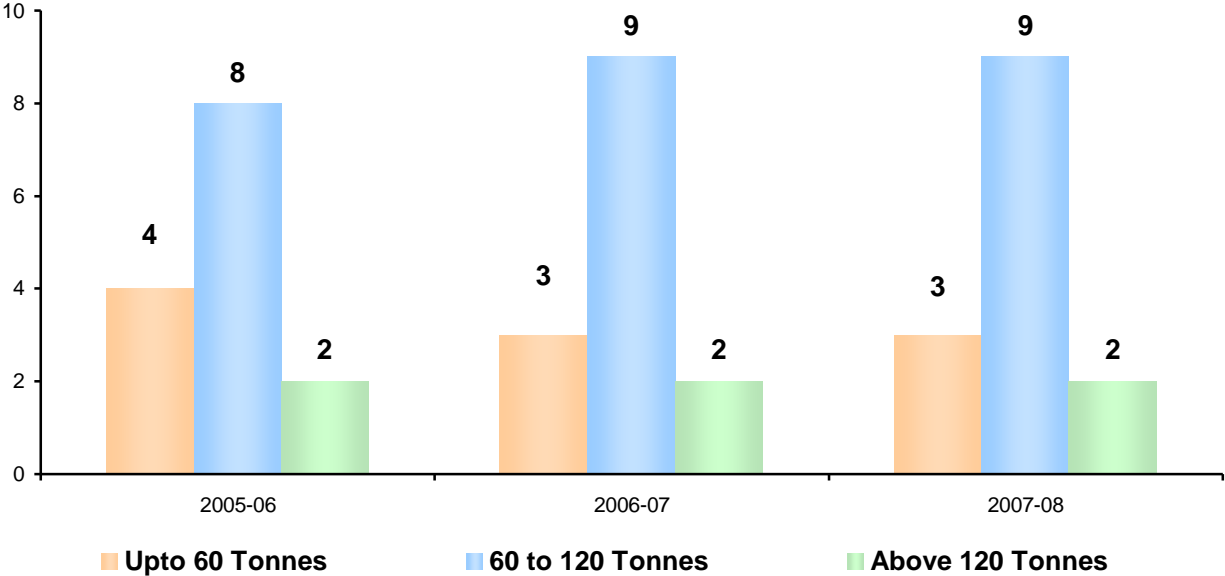
SUMMARY OF FINDINGS**Ujjain**

- There are approximately 10 units in this cluster who are engaged in extraction of various types of edible oils.

➤ ANNUAL TURNOVER**Annual Turnover (In Lakhs)**

➤ **PRODUCTION**

Annual Production (In Tonnes)

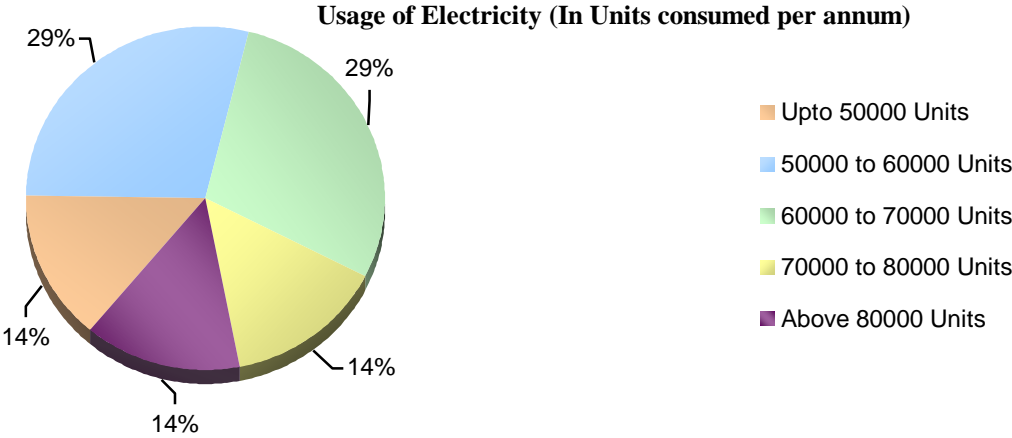


➤ **ENERGY REQUIREMENTS**

• CUMULATIVE FUEL USAGE

	<i>Qty consumer per annum</i>	<i>Number of Units using the fuel</i>
<i>Electricity</i>	<i>870134 Units</i>	<i>14</i>

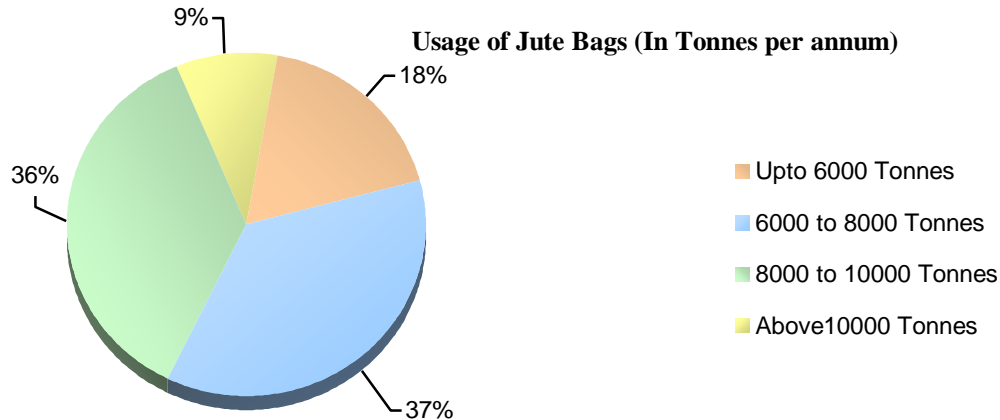
• USAGE OF ELECTRICITY (IN UNITS CONSUMED PER ANNUM)



➤ **BY PRODUCT - KHALLI**

<i>Jute Bags Rqt</i>	<i>89.7 Tonnes</i>
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- USAGE OF JUTE BAGS (IN TONNES CONSUMED PER ANNUM)

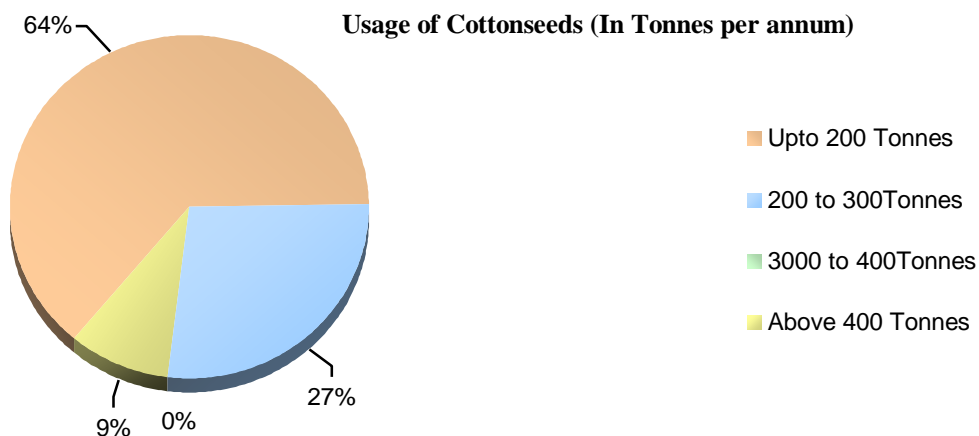


➤ **RAW MATERIAL REQUIREMENT**

- CUMULATIVE RAW MATERIAL USAGE

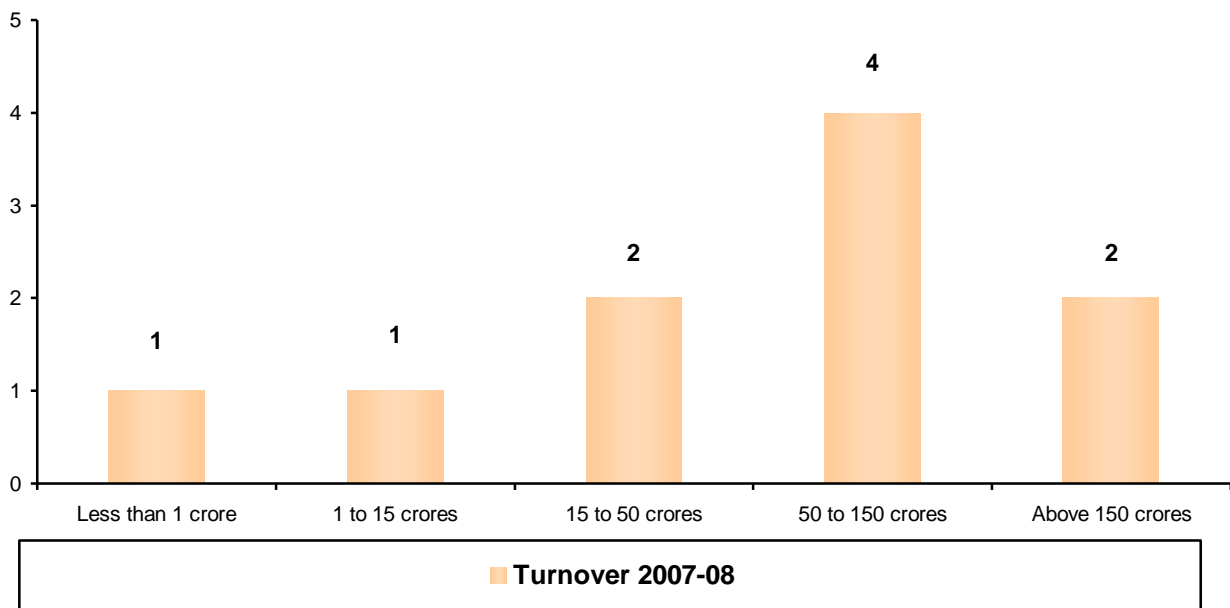
	<i>Qty consumer per annum</i>	<i>Number of Units using the raw material</i>
<i>Cotton Seeds for oil extraction</i>	<i>2280 Tonnes</i>	<i>11</i>

- USAGE OF COTTONSEEDS (IN TONNES PER ANNUM)



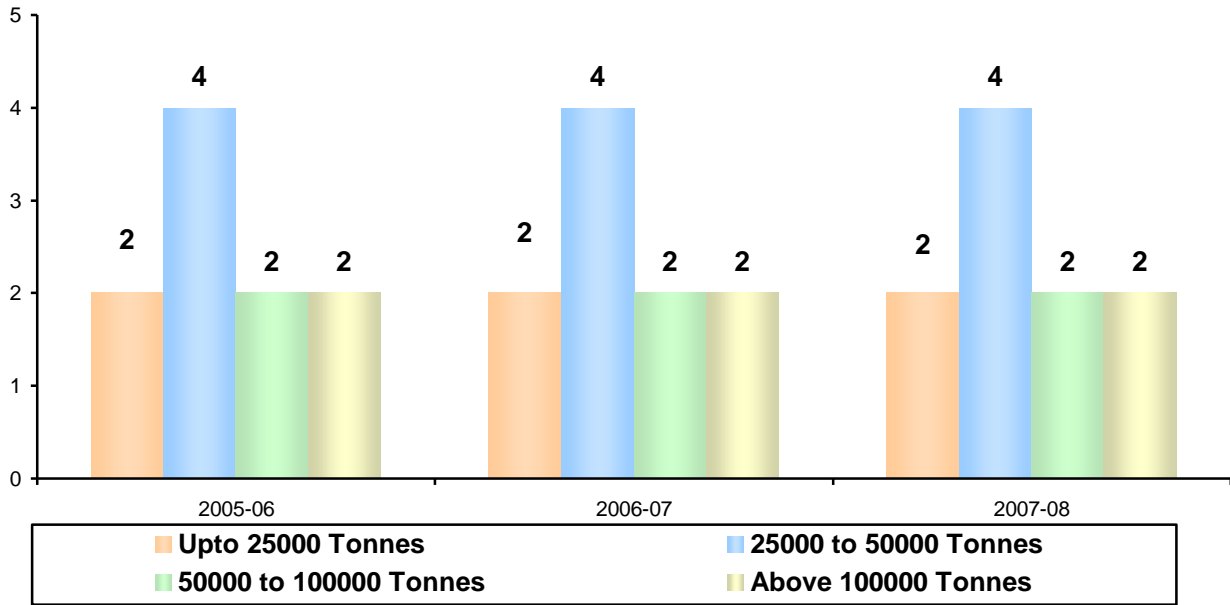
Dewas

- There are approximately 10 units in this cluster who are engaged in extraction of various types of edible oils.

➤ ANNUAL TURNOVER**Annual Turnover (In Crores)**

➤ **PRODUCTION**

Annual Production (In Tonnes)

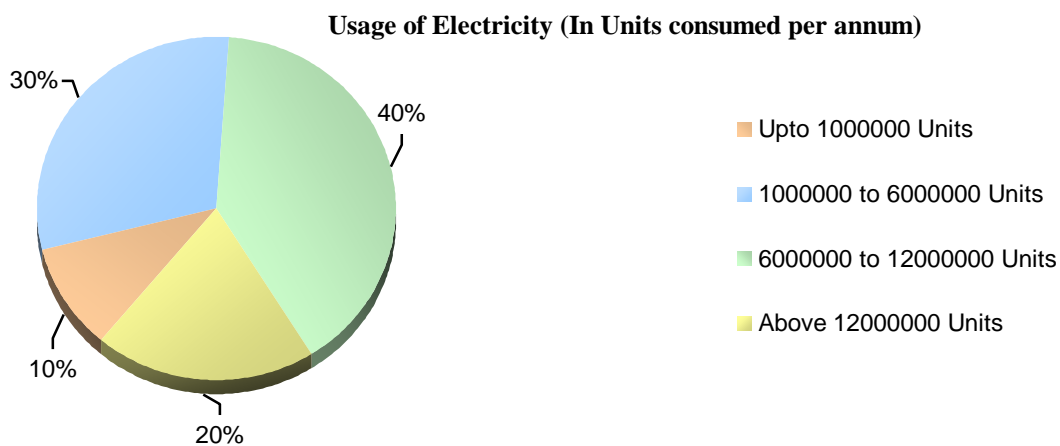


➤ **ENERGY REQUIREMENTS**

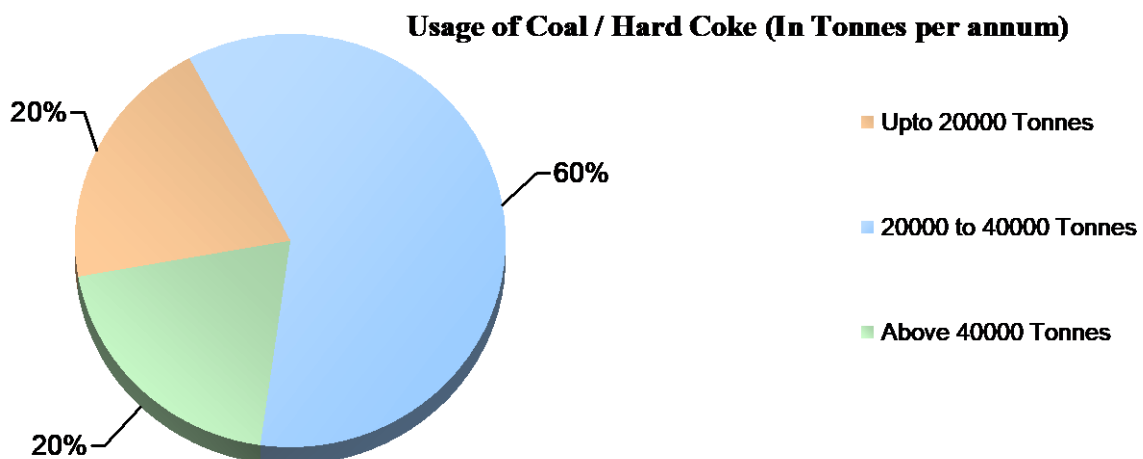
• CUMULATIVE FUEL USAGE

	<i>Qty consumer per annum</i>	<i>Number of Units using the fuel</i>
<i>Electricity</i>	<i>90784800 Units</i>	<i>10</i>
<i>Coal / Hard Coke</i>	<i>274500 Tonnes</i>	<i>10</i>
<i>High Speed Diesel</i>	<i>57600 Liters</i>	<i>9</i>

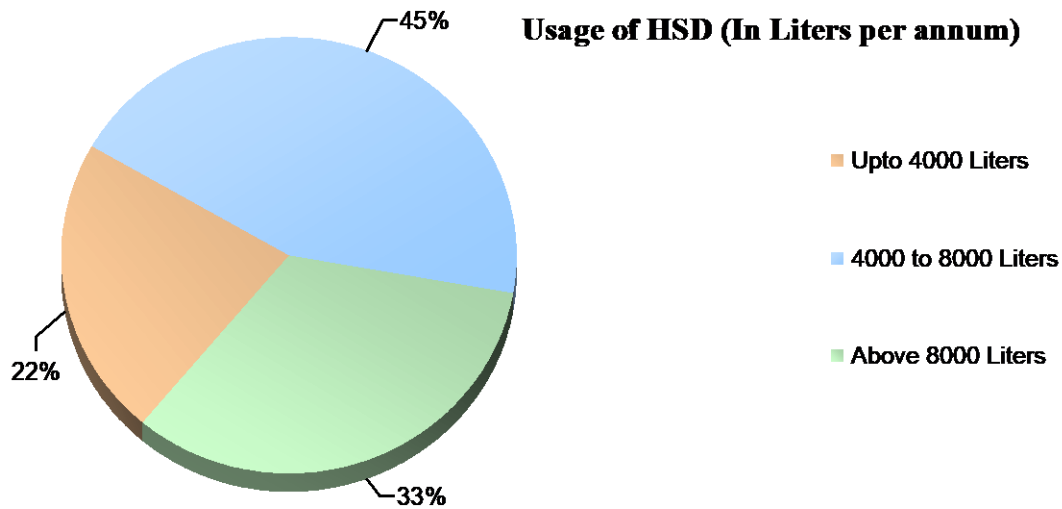
• USAGE OF ELECTRICITY (IN UNITS CONSUMED PER ANNUM)



• USAGE OF COAL / HARD COKE (IN TONNES CONSUMED PER ANNUM)



- USAGE OF HIGH SPEED DIESEL (IN LITERS CONSUMED PER ANNUM)

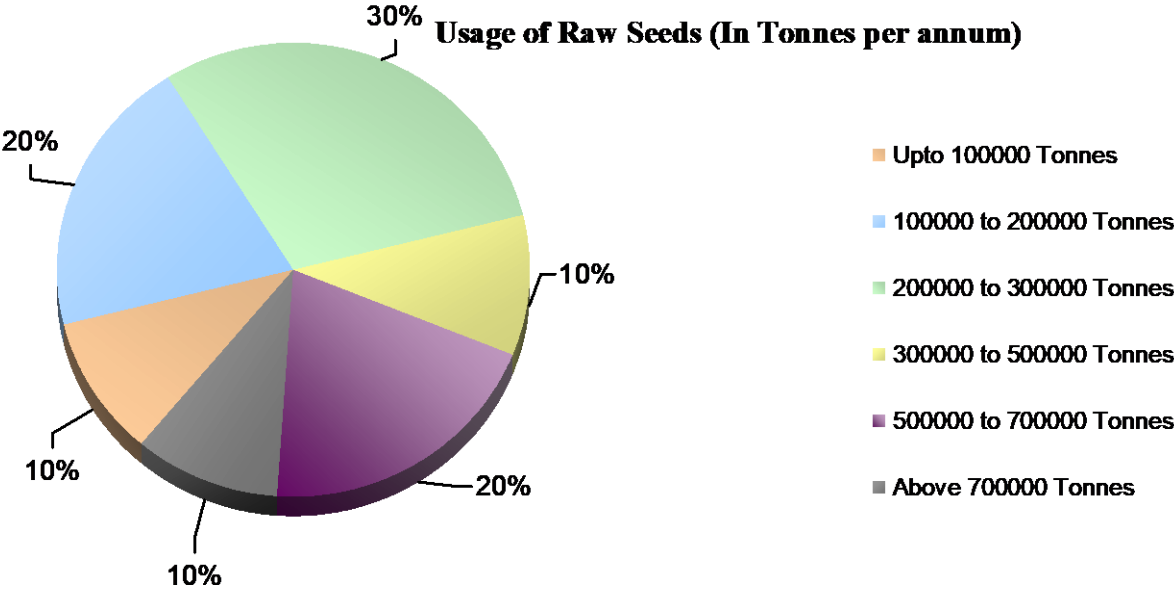


➤ **RAW MATERIAL REQUIREMENT**

- CUMULATIVE RAW MATERIAL USAGE

	<i>Qty consumer per annum</i>	<i>Number of Units using the raw material</i>
<i>Raw Seeds for oil extraction (Like Soya seeds)</i>	3336000	10

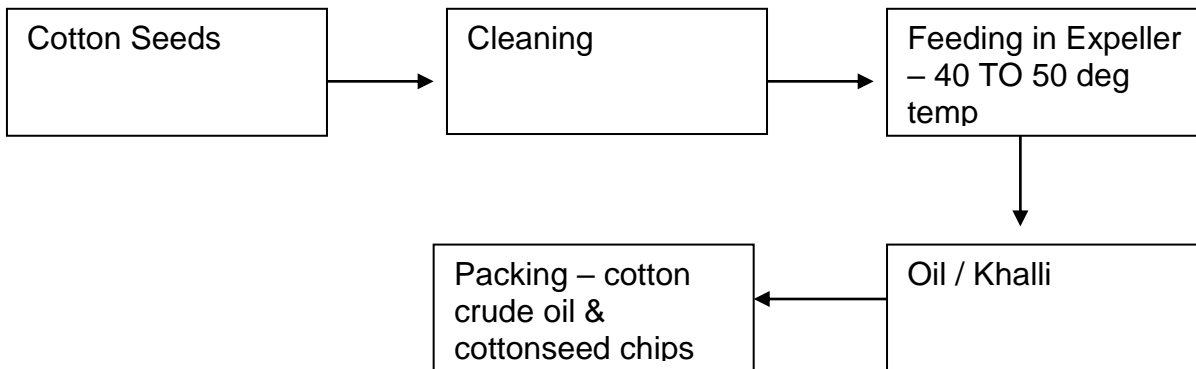
- USAGE OF RAW SEEDS (IN TONNES PER ANNUM)



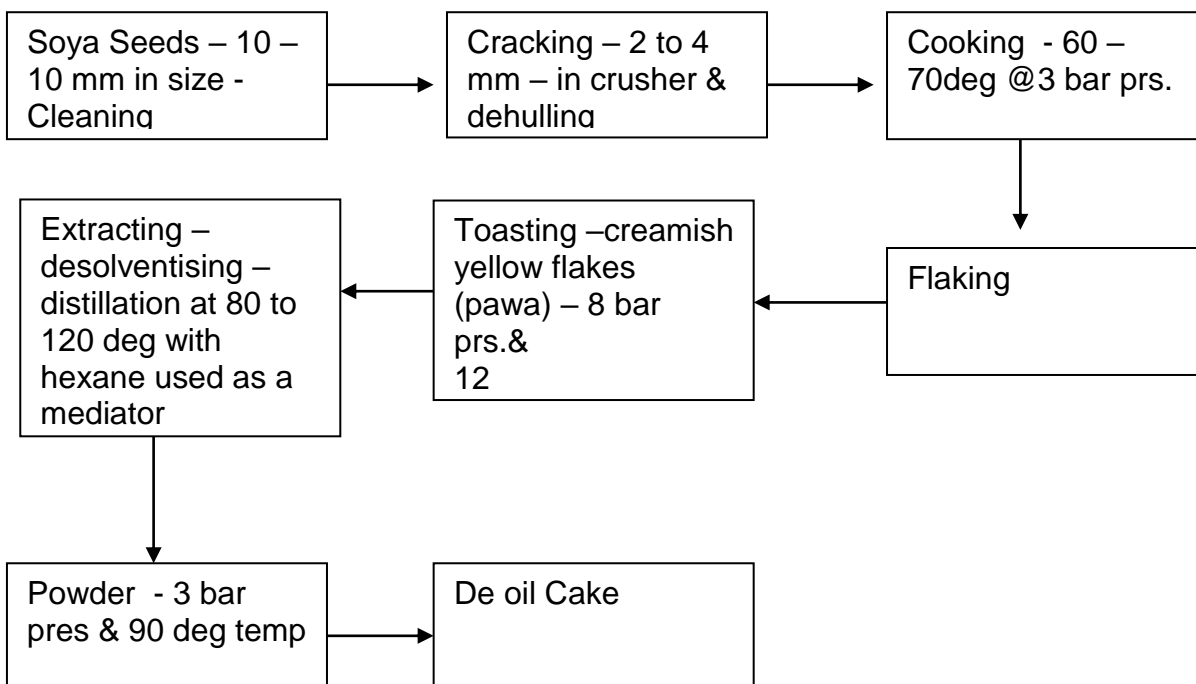
FIELD OBSERVATIONS

- ✓ The units in Ujjain are spread across Agar Road Industrial area with major concentration in Udyog Nagar. Besides this there are units spread in different areas such as Nimad, Khetia, Khategaon
- ✓ Majority of the units are in operation since last 10-15 yrs and its there family business.
- ✓ The units in Ujjain are not registered whereas in Dewas all the units are registered. There are 12/15 units in Ujjain whereas 15 units are there in Dewas.
- ✓ The units are running in general shift and there is no out sourcing of technology
- ✓ The raw material which is cotton seeds are being procured either on monthly basis or due to price escalation and variations some units which are expelling more than 300 tpd capacity are stocking the same for 2/3 months from T.N, Karnataka.
- ✓ The major equipment used is oil expeller which is sourced either from Mumbai /Pune. The other equipment are motors of 7/ 7.5 hp of either Siemens or Crompton /Kirloskar which is locally sourced..The other process is manual.
- ✓ The units in Ujjain manufacturing Cotton/ Kapas oil sell the by-product – Khalli in jute bags of 20 kgs which is used all over India.
- ✓ The Units are operating 10 /12 hrs in general shift and there are some power cuts of 30 to 45 min daily once or max twice but the units are not having any back up or alternate system.
- ✓ The workforce is locally available and its unskilled labour.
- ✓ The major input cost is the raw material, which varies from 70 to 75% of the total production cost. Energy cost i.e. Electricity is hardly 10 to 15%. The units are having commercial connections and the unit rate is @Rs. 4.20/-.
- ✓ The units in Dewas are mainly into Soya extraction – soya edible as well as vanaspati.
- ✓ The units are located across Chotamal Sapura as well as Madhumilam Industrial area which is app 6/7 kms from Dewas.
- ✓ The process is completely automatic in nature and the plants are running continuously The units are not facing any problem with regard to labour as well as electricity, normal cuts are there but not more than 20 / 30 mins. The units are having no power back –up system and are having HT connections.

- ✓ As soya seeds -raw material is the major input, its availability is a big question round the year. Hence majority of the units are operating during the season, Oct – March. From April the units are operating for hardly 10 –12 days in a month.
- ✓ The raw material is procured from brokers through the All M.P. Krishi Upaj Mandi as well as Rajasthan. The rate varies from Rs. 12,000 to Rs. 13,000/- per ton which during non season goes upto Rs. 17,000/- per ton, same as cotton seeds
- ✓ Some of the units in Dewas are 100% EOU units for de oiled cakes which are used as cattle feed. Soya oil is also exported to a great extent.

Ujjain

The chips are sold in Jute bags @Rs. 10,000/- per ton

Dewas

SERVICE PROVIDERS

Equipments

➤ SERVO TECH

Office No. 8, a Wing, "b" Building, Shiv Sagar Apartments Ram Baug, S. V. Road, Neat
Vijay Sales, Borivali [w],, Mumbai - 400 092

Phone: +(91)-(22)-28624357/28624358

➤ OILEX ENGINEERS PVT. LTD

Akshaya Plaza, Road No.1, Chembur, Mumbai - 400 071

Phone: +(91)-(22)-25283924

➤ ALFA ENGINEERING WORKS

B-13, Vardhaman Industrial Estate, L. B. S. Marg, Vikhroli (W), Mumbai - 400 083,

Phone: +(91)-(22)-25793901

➤ MAHA SHAKTI MACHINE (PRIVATE) LIMITED

E-29, Industrial Area, Bulandshahar Road, Ghaziabad, - 201 003

Phone: +(91)-(120)-2866045/46/3293345/2751071/2753502

➤ RAJKUMAR AGRO ENGINEERS

Ghat Road, Near Union Bank Of India, Nagpur - 440 018

Phone: +(91)-(712)-2725271

✓ The Soybean Processors Association
Scheme No. 53, Near Malviya Nagar,
A.B. Road,

Indore Phone : +91-731-2556530, 2556532-33

BANKERS

- ✓ None of the units in Ujjain have /associated with any bankers.
- ✓ The units in Dewas are having CC limits from the following banks
 - UCO Bank, Indore
 - SBI, Dewas