



## **PROBLEMS AND PROSPECTS OF LOCK MANUFACTURERS IN DINDIGUL DISTRICT**

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### **INTRODUCTION**

“Small Industries offer many opportunities; besides adding to production, they broaden the industrial base. They enable the process of modernization as well as entrepreneurship to speed to more regions and layers of society” - Mrs. Indira Gandhi. Small Scale Industries (SSI) plays a key role in the process of industrialization of a developing economy. Of late, entrepreneurship in the SSI sector is being highly emphasized. This is because small scale units provide immediate large scale employment and hence a higher labour / capital ratio, when compared to the large scale sector SSIs need only a shorter gestation period, lower investment and offer a method of ensuring a more equitable distribution of national income. Small Scale Industries simulate the growth of industrial entrepreneurship and promote a more diffused pattern of ownership and location. Entrepreneurship in this sector is being encouraged primarily because the small manufacturing units have made phenomenal progress during the last three decades and to-day occupy an important position in the industrial economy in India.

As locksmiths and metal workers became proficient in their craft, they were invited to make locks and keys for the royal courts and for the Churches and cathedrals of Europe. They excelled in elaborate and high and highly detailed ornamentation-often adapted to the religious them.

### **SECURITY WAS A GUARDIAN ANGLE**

In India, in the days of the Emperor of Annam, valuables were sealed in large blocks of wood, which were placed on small islands or submerged into surrounding pools of the inner courts of the place. Here, they were protected by the royal “guardian angel”, a number of crocodiles kept on starvation so that they were always hungry, and to venture in to the water meant certain death for the intruder. The legitimate approach to the treasure was to drug or kill the crocodiles.

### **SECURITY WAS A KNOTTED ROPE**

For many hundreds of years, cords of ropes made of rush and fiber were used to “lock” doors and tie up walls. The legend goes, a knotted rope became a famous symbol of security. Intricately tied by Gordius, king of Phrygia and knoen by his name, the Gordian knot, secured the yoke to the shaft of his chariot. Its untying was pronounced by oracles to be possible only by the man destined to conquer Asia. However, when Alexander the Great failed to undo the Gardian knot, he cut it swiftly with his sword, giving us the expression. “to cut the Gordian knot”, meaning a bold, decisive action, effective when milder measures fail.

### **OBJECTIVES OF THE STUDY**

The following are the objectives framed for the successful completion of the research work of the study

- 1 To study the structure of lock industry at Dindigul
- 2 To study the prevailing marketing problems of lock industry
- 3 To study the production pattern and problems related to raw material.
- 4 To study the extent and nature of finance, and labour requirement and problems of lock industry and to offer suggestions for the improvement and development of the industry

### **IMPORTANCE OF THE STUDY**

The lock making industry in Dindigul was enjoying almost a monopolistic market before liberalization, privatization and globalization of the Indian Economy. Dindigul is the major supplier of all kinds of locks for ordinary locking purposes and for special locking devices used in iron safe.

The lock making industry at Dindigul was mainly a cottage industry which used a small capital and taken care of by the members of the family, the technical know-how being handed over form the ancestor to the coming generations. Adequate data are not available about the size of the industry in the past.

These lock making units were run only by the individuals, and there was no organized workshop or factory. In this paper an attempt to analyses the problems and prospects of the lock makers at Dindigul

### PERIOD OF THE STUDY

The researcher has under taken this study in Dindigul area. The primary data were collected during the period from January 2015 to March 2015

### RESEARCH METHODOLOGY

In this study both primary and secondary data have been collected by the researcher. This study is descriptive in nature. The primary data collected from 110 lock makers by personal interview method by using a well prepared interview schedule.

### TOOLS FOR ANALYSIS

Analysis of data was done with the help of statistical tools such as, Percentage, Weighted Average, Rank Correlation, Chi-Square Test, Association of Attributes and Correlation.

### LIMITATIONS OF THE STUDY

- There are no proper records and accounts with the lock makers
- The data collected were only from the owners (Lock makers only)
- The primary data are collected from the area of Dindigul region only.
- The researcher considered only 110 lock makers

### SEX

In any profession the sex play a vital role in performing the job and reaching the target. The male will take up any hard work and complete it. But the female will not do that much hard work. But now-a-days the women entered in almost all professions. So the particulars of the male and female working in the unit are collected and tabled under.

**Table No.1, Table Showing the Sex Wise Classification**

Serial No	Sex	No. of Respondents	Percentage
1	Male	110	100
2	Female	-	-
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary data

### Interpretation

The above table 1 shows that all the 110 (100%) respondents working in the lock unit are male workers only and nobody is found as female workers engaged in this lock making.

### AGE GROUP OF LOCK MAKERS

Age is an important factor which influences the respondents in lock making to select a particular occupation. The success of an enterprise depends upon the age and experience of the entrepreneur. Hence an attempt is made to classify the sample of entrepreneurs in lock makers based upon their age.

**Table No. 2, Table Showing the Age-Wise Classification of Sample Respondents**

Serial No	Age Group	No. of Respondents	Percentage
1	20 – 30	-	-
2	30 – 40	20	18
3	40 – 50	25	23
4	Above 50	65	59
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary Data

### Interpretation

The above table 2 shows that 59 per cent of the respondents are in the age group of above 50 years, 23 per cent are in the age group of 40-50 years and 18 per cent are in the age group of 30-40 years. So it is clearly seen that the majority that is 59 percent of the lock makers are above 50 years of age.

### EDUCATIONAL QUALIFICATION OF LOCK MAKERS

Education brings changes in internal and external personality of an individual. It also changes the social and economic life of an individual. Also it helps to do annual production and sales of the locks and to keep the accounts. Hence the data pertaining to the educational qualification of the entrepreneur of the lock makers are collected and tabled as below.

**Table No.3, Educational Qualification of Lock Makers**

Serial No	Literacy of Level	No. of Respondents	Percentage
1	No formal Education	90	82
2	High School Level	20	18
3	College Level	-	-
4	Technical Qualification	-	-
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary Data

#### Interpretation

The above table 3 indicates that out of 110 respondents, 90 respondents (82%) fall under the categories of having no formal education. 20 respondents (18%) fall under the categories of high school level education. There are no respondents under the categories of having college level education and technical qualifications. This implies that the respondents take up the work in their early age. Therefore they could not go for knowledge gathering at school. The majority 90 respondents (82%) having no formal educational qualification.

#### Family Size

For the prosperity the development of any family, the population of the family is an important role. Hence the size of the family of the lock makers will have considerable impact on their families' prosperity. So the particulars pertaining to this aspect are collected and tabled as under.

**Table No 4, Table Showing the Number of Family Members**

Serial No	Family Size	No. of Respondents	Percentage
1	Below 2 Members	10	9
2	2-3 Members	-	-
3	3-5 Members	80	73
4	Above 5 Members	20	18
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary Data

#### Interpretation

The above table5 indicates that out of 110 respondents the majority 80 (73%) of the respondents family size of the lock makers ranges 3 to 5 members and 20 (18%) of the respondents family size of the lock makers above 5 members, remaining 10 (9%) of the respondents family size below 2 members only. So the majority 80 (73%) of the respondents family size is between 6-8 members.

#### OWNERSHIP OF THE UNIT

Industry can be run by owning it, leasing it or as a partnership or by managing it. Hence the researcher met the entrepreneur in lock making industry in Dindigul district and collected the data pertaining lock making unit ownership. They may have different ownership with the industry. The ownership will account for the unit development, production and prosperity of the respondent. Hence, for the convenience analysis, the data are collected and tabled as below.

**Table No. 5 Showing the Status of the Ownership**

Serial no	Ownership	No. of Respondents	Percentage
1	Sole Proprietor	75	68
2	Managing Partner	20	18
3	Working Partner	15	14
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary Data

#### Interpretation

The above table 6 indicates that the majority 75 (68%) lock units are having its owners as proprietor status, and 20 (18%) are having, its owners as managing partner status and remaining 15 (14%) are having its owners as working partners. Hence the

data confirms that many lock unit entrepreneurs would like to be a proprietor than working as labour in the unit or even as a working as a partner in the unit.

### YEARS OF EXPERIENCE OF THE LOCK MAKERS

Experience is the great teacher. Hence here also the period of running the industry also takes a considerable accountability for prosperity or decay of the industry. Hence the data regarding the number of years running the industry is collected and conveniently tabled below.

**Table No 6, Showing the Experience of the Lock Makers**

Serial no	Years of Experience	No. of Respondents	Percentage
1	Below 5 years	-	-
2	5 – 10 Years	-	-
3	10 – 15 Years	20	18
4	15 – 20 Years	20	18
5	Above 20 Years	70	64
	<b>Total</b>	<b>110</b>	<b>100</b>

Source: Primary Data

### Interpretation

The above table 8 shows that 70 (64%) of the respondents are running the unit more than 20 years and 20 respondents (18%) come under the categories of 10 – 15 years of running of the units and 20 respondents (18%) come under 15 – 20 years of running the unit. This implies that the majority 70 (64%) of the respondents are running the unit more than 20 years.

### The following are the problems faced by the respondents

- The problem of production
- The problem of marketing,
- The problem of finance
- The problem of competition,
- The problem of technical knowhow,
- Power problem

### FINDINGS

- 1 All respondents are male.
- 2 Most of the respondents (59 percent) are in the age group of above 50 years
- 3 Majority of the respondents (82 percent) do not have formal education
- 4 Considerable portion (73%) of the respondent's family size of the lock makers ranges 3 to 5 members
- 5 Most of the respondents (68%) lock units are having its owners as proprietor status
- 6 Majority (64%) of the respondents are running the unit more than 20 years.
- 7 Most of the respondents (67%) sell the lock in the Domestic markets
- 8 Majority of the respondents (72%) sell the products both for cash and credit basis
- 9 Considerable portion of the respondents (54%) sell the goods for 2 months credit
- 10 Most of the respondents (47%) have cottage business for manufacturing the lockers.
- 11 Majority of the respondents buy the material required for manufacturing the lock in the local market
- 12 Most of the respondents (65%) have less than ten workers in the manufacturing process of lock.
- 13 Majority of the respondents(71%) informed that there is no subsidy scheme for the lock manufacturing business

### FINDINGS FROM CHI-SQUARE TEST

1. There is no association between the age of the respondents and the volume of business
2. There is no association between the education of the respondents and the earning from the business.
3. There is no association between the experience of the respondents and income generated from the business.
4. There is no association between the experience of the respondents and the technical knowledge of the respondents.

### SUGGESTIONS

In the light of foregoing analysis of the problem faced by Dindigul lock makers, the following suggestion have been suggested for the effective functioning of the Dindigul Lock Units.



The industry is suffering from lack of mechanization. The manufacturers should adopt the new technologies and use the machines in the process of manufacturing. This will not only improve their production capacity but also enable them to produce new models and varieties which will create new and ready market for the Dindigul locks.

Though the Dindigul locks are unique product and have identification in the market (by the adoption of mango type) the producers should not hesitate to adopt new models and locks with new techniques. In this respect the magnetic locks and number locks are worth mentioning

At present the Dindigul lock manufacturers are producing only one type of lock to be used in locking furniture and doors. They should also use their skill, techniques and systems in manufacturing other locks for iron safes also.

Both at individual unit level and at co-operative society level, the production should be planned in such a way that each worker or workers should be specialized in one job. The work can be divided in to the number of stages and each work should be given only to the person who is specialized in it. This will not only increase productivity but also ensure quality of the product.

To encourage the workers to purchase and use improved tools and machines in making the locks, financial assistance and subsidy should be given by the government for purchasing the machines. This will ensure to add a large number of people in the profession and provide employment opportunity.

The manufacturers of Dindigul locks should be educated about the advantages of mechanization of their industry as this will help them to compete with the other manufacturers.

There are no respondents under the categories of having college level education and technical level education. This implies that the respondents enter for lock making work in their early age. Therefore they could not go for knowledge gathering at school. If the lock makers have education that will help them for acquiring technical skill easily and also help for book keeping.

A lock maker should know the technique of manufacturing of all types of locks for earning better marketing for their locks and considerable price for the locks.

## **CONCLUSION**

Despite several draw backs, the Dindigul Lock Industries have good potential for variable production and marketing. Even though they are facing certain problems, the industry has a good impact on the industrial scenario of Dindigul District. Perhaps, these Dindigul locks industries will also put Dindigul in the map of cottage industries, if the above suggestions are implemented by the government and the concerned authorities (or) entrepreneurs. Further the government should try to provide loan with the subsidy to the manufacturers of lock in the study area to bring betterment in the life of the manufacturers of lockers in the study area.

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