



**Government of India
Ministry of MSME**

Brief Industrial Profile of SALEM District 2015-16



सूक्ष्म, लघु एवं मध्यम उद्यम
MICRO, SMALL & MEDIUM ENTERPRISES

**MSME-Development Institute, Chennai
(Ministry of MSME, Govt. of India,)**

Phone Tel:044-22501011- 3

Fax: 044-22501014

E-mail: dcdi-chennai@dcmsme.gov.in

Web- www.msmedi-chennai.gov.in/

FOREWORD

MSME-DI, Chennai, Tamil Nadu is one of the field outfit of Office of Development Commissioner, Ministry of Micro, Small and Medium Enterprises (DC-MSME) established in the year 1954 for implementing the various policies and programmes of Ministry of MSME towards entrepreneurship development in Micro, Small and Medium Enterprises across the State in liaison with State Govt. and other stake holders. This Institute covers 32 Districts in the State of Tamil Nadu and UT of Puducherry. with the following mandate

- **For Aspiring entrepreneurs :** identify, motivate, train, handhold and provide mentoring services.
- **For Existing entrepreneurs.** To provide techno economic consultancy and facilitation service
- **Skill Development:** To impart need based skill training through Skill Development Programmes (SDP)

One of the wide spectrum of value added services of the Institute is to prepare a brief district industrial profiles of each district for the benefit of aspiring and existing entrepreneurs in the State of Tamil Nadu and other States

This report contains brief details of the District, geographical information, statistical data relating to MSME's of the district, registration under Udyog Aadhaar Memorandum (UAM), potential areas for investment in service sector and manufacturing sector, identified industrial clusters, key contacts for whom to contact for what etc. . The report has been prepared based on our earlier first edition report duly updated from data/inputs collected by District nodal officers and from reports/publications of M/o. MSME, Govt. of India and Govt. of Tamil Nadu, MSME Deptt.

Economic Investigation Division of the Institute has taken special efforts in collection and compilation of the relevant data for preparing the document not only for the SALEM District but for all the Districts of Tamil Nadu. My sincere thanks to all the officers of the Institute for their cooperation in bringing out this brief industrial profile.

I am sure that that this document will be of much useful for the benefit of aspiring and existing entrepreneurs who are desirous of setting up of MSMEs in the State of Tamil Nadu in general and in the District of SALEM in particular.



S. PANIKKASSERY
DIRECTOR

Place: CHENNAI
Date: 25-06-2016

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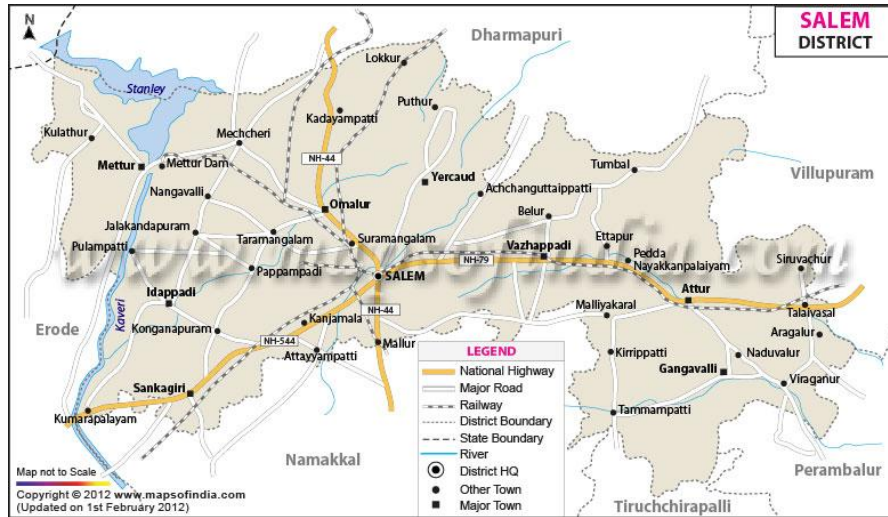
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Brief Industrial Profile of Salem District

2015-16

1. General Characteristics of the District

Salem lies in 340 kilometres southwest of the state capital, Chennai. The district lies between 78° 8' of the eastern longitudes and 11° 39' of the northern Latitudes. The District is bound by Dharmapuri District on the North, Perambalur, Villuppuram District on the East, Namakkal District on the south and Erode District on the West.



The geographical area of the district is 5237 sq.km. It consists of 8 Talukas- Athur, Yercaud, Sankagiri, Mettur, Omalur, Edappady, Gangavalli and Valappadi. The culture of this region dates back to 3rd century B.C. and the ancient Chola Nadu. Salem was the largest district of Tamil Nadu, it was bifurcated into Salem – Dharmapuri districts in 1965 and Namakkal district in 1997. The District was bifurcated into Salem and Namakkal district (2-Feb-1997). Salem constituted 8 Taluks - Salem, Yercaud, Attur, Omalur, Mettur, Sankari, Gangavalli, and Idappadi and Namakkal district constituted 4 Taluks - Namakkal, Tiruchengode, Rasipuram and Paramathi-Velur. 43% of land in Salem is used for agricultural activities to produce Maize, Turmeric, Tapioca, Tomato, Coir, Mango and Groundnut. Forests of Salem which account for 24% produce Sago, which is an important exportable product.

Salem has a greater concentration of Large Scale Industries compared to other Districts in Tamilnadu with the exception of Madras, Chengleput, Coimbatore and Madurai Districts. Salem got the name of STEEL CITY because of the Salem Steel Plant a unit of SAIL. It produces world class Stainless Steel having customers spanning 37 Countries worldwide. A steel SEZ is proposed to be established by the Government of India.

The district is rich in mineral deposits like Magnesite, Bauxite, Granite, Limestone, Quartz and Iron ore. Allied industries like Magnesite mining, cement manufacture, refractory bricks manufacture, Aluminium smelting etc thrive well. Many agricultural products from Salem have a wide spread market throughout the country.

1.1 Location & Geographical Area.

Salem is a Geologist's paradise, surrounded by hills and the landscape dotted with hillocks. Salem has a vibrant culture dating back to the ancient Kongu Nadu. As a district, Salem has its significance in various aspects.

1.2 Topography

North Latitude Between 11 14` and 12 53`

East Longitude Between 77 44` and 78 50`

RAINFALL (IN MM)

a. Normal

1. South West 380.0
2. North East 347.0

1.3 Availability of Minerals.

The district is rich in mineral deposits like Magnesite, Bauxite, Granite, Limestone, Quartz and Iron ore for which units have been established in the region. The mineral base is found to be spread across for the district. Some of the major mineral players in Salem district are TATA Refractories, Dalmia, MALCO, India Cements Limited, etc.

S.NO.	NAME OF MINERAL
	MAJOR MINERALS
1.	Limestone
2.	Quartz
3.	Feldspar
4.	Magnesite
5.	Bauxite
6.	Soapstone
7.	Dunite
	MINOR MINERALS
1.	Rough Stone (Unit)
2.	Soil/gravel (Unit)
3.	Granite - Black (CBM)
4.	Colour Granite (CBM)

1.4 FOREST

Forest Area (Hect) 125682

1.5 Administrative set up

<u>Sl. No.</u>	<u>Revenue Sub Division</u>	<u>Taluks</u>
1.	Salem	Salem, Valappadi, Yercaud
2.	Attur	Attur, Gangavalli
3.	Mettur	Mettur, Omalur
4.	Sankari	Sankari, Idappadi

REVENUE ADMINISTRATIVE DIVISIONS

- 1 Revenue Divisions 4
- 2 Revenue Taluks 9
- 3 Revenue Firkas 42
- 4 Revenue Villages 655

LOCAL BODIES

- 1 Corporations 1
- 2 Municipalities 3
- 3 Third Grade Municipality 1
- 4 Panchayat Unions 20
- 5 Village Panchayats 385

1.6 RAIL NET WORK

The rail network of Salem Junction falls under Salem division of Southern Railway. The network connects Salem to major cities in the country like Jammu, Delhi, Jaipur, Varanasi, Bangalore, Pune, Mumbai, Ahmedabad, Vishakhapatnam, Bhubaneswar, Howrah, Guwahati, Hyderabad, Nagpur, Jabalpur, Bhopal, Indore, etc. The total track length is of 160Km (Broad gauge) and 122Km (Meter gauge) in the district.

1.7 LOGISTIC

Safexpress Logistics Park at Salem is located close to National Highway 47. The development of Safexpress Logistics Park at Salem is done on a land area of 2, 70,000 square feet². The Logistics Park enables loading and unloading of over 40 vehicles simultaneously. Highly streamlined operations at the Logistics Park ensure Fastest Transit Time from Salem to over 610 destinations across the country. To facilitate all weather loading/unloading of goods, the facility is equipped with 16 feet wide Cantilever shed.

2. District at a glance

Particular		Unit	Statistics
Geographical features			
Geographical Data			
i) Latitude	<i>North Latitude Between 11 14` and 12 53`</i>		
ii) Longitude	<i>East Longitude Between 77 44` and 78 50`</i>		
iii) Geographical Area		Sq.km	5237
Administrative Units			
i) Sub divisions		nos	4
ii) Tehsils		nos	9
iii) Firkas		nos	42
iv) Gram Panchayats		nos	385
v) Revenue villages		nos	655
Population (2011)			3482056
i) Male		nos	1781571
ii) Female		nos	1700485
Rural Population		nos	1707934
Livestock & Poultry			
Cattle (2012)			
i) Cows		Nos.	552717
ii) Buffaloes		Nos.	78262
Other livestock			
i) Goats		Nos.	440036
ii) Sheep		Nos.	334048
iii) Poultry		Nos.	10631500
iv) Railways			
i) Broad gauge		Kms	160
ii) Meter gauge		Kms	122
V Roads (2013-14)			
(a) Surfaced roads		Kms	5529
(b) Unsurfaced Roads		Kms	478

Educational Institutions (Nos)

University	1
Pharmacy college	2
Medical Colleges	4
Nursing colleges	4
Engineering colleges	8
Law college	1
Teacher Training College	6
Other Professional Institutions	28
Primary	1424
Middle	452
High	239
Higher Secondary	271

Health institutions

1	Government Hospitals	10
2	Private Hospitals	182
3	Ayurvedic Hospitals	62
4	Primary Health Centres	110
5	Health Sub-Centres	398

3. INDUSTRIAL SCENERIO of Salem District

3.1 Industry at a Glance

Maximum units in the District have been established in Cotton textiles category followed by Engineering. Cotton Textiles units have also taken the maximum share of investment. Maximum employed sector in Micro and small have been Agro based industries after Cotton Textile category. Readymade Garments and Granite are major exported items. Other exported items include Fabrics, Engineering products, Sago and Coir. Presence of textile manufacturing units is major advantage for the growth of Readymade Garments.

Salem Steel Plant is a public sector undertaking from Steel Authority of India Limited (SAIL) and also the major player to extract iron-ore from Kanchamalai region in the district to produce steel

Salem District is known as the land of Sago, even in the international forums. Due to the yield of tapioca in and around Salem there are so many sago industries functioning in Salem Districts. Tamilnadu, this crop is being cultivated over an area of about 82000 hectares providing employment for thousands of workers over fields and in 800 processing units. In Salem District alone, 34000 hectares of land is under tapioca cultivation and there are 650 units engaged in tapioca processing. The District offers good raw material, cheap labour and good sunshine for a longer period of the day throughout the year; helping manufacturers to produce more tapioca finished products eg. sago and starch

Salem has abundant mineral resources such as Bauxite, Limestone, Quartz, Feldspar and Granite, etc., Based on the abundant availability of the above resources some big Industries like Burn & Co., JSW, MALCO etc., are functioning in Salem District providing employment opportunities to the People of Salem District. The Magnesite reserves in Tamil Nadu are about 73 million tonnes. Magnesite is used mainly for refractory purposes and in chemical industries. The major Salem district based players in this field are Tamil Nadu Magnesite (TANMAG), a State Government organisation, Burn Standard, a Government of India organisation and Dalmia Magnesite. Bauxite occur in the Yercaud and Kolli Hill ranges and the reserves are about 26 million tonnes. Madras Aluminium Company (MALCO) a company of Vedantha Group is based at Mettur manufacturing Alumina

Making of Silver ornaments and artifacts by hand work is an important cottage industry in Salem. Silver anklets made in Salem are popular throughout the country. Making of Silver ornaments and artifacts by hand work is an important cottage industry in Salem. Silver anklets made in Salem are popular throughout the country. Nearly 10,000 units are functioning in the silver anklet-manufacturing hub of Salem in Tamil Nadu, employing 2 lakh people. Nearly 2,000 kg of silver articles are manufactured per day in the Salem District. The Salem belt accounts for over 60% of silver anklets produced in the country and the products are supplied to retail outlets countrywide. Besides, it is also exported to Singapore and the US. Some of the units also manufacture toe rings and lamps

Salem is one of the main textile processing hubs of Tamil Nadu. In Salem District, a large number of powerlooms and Autolooms are functioning in Salem, Idapady and Mettur Taluks. Also, handlooms are functioning in high numbers at Omalur, Edapady and Salem Taluks.

Also like Tiruppur District, which is famous for knitted apparel, Salem is famous for its Readymade Garments Manufacturing and Exporting the Readymade Garments to various European Countries, USA, Canada and Australia. Also, a sizable number of spinning mills are functioning in Salem District.

Salem is the leading city in garments exports in India. There are numerous Exporters functioning in the city engaged in exporting of garments.

Salem Ammapet and Elampillai are very famous for the Handloom weaving of silk Dhotis. There are many Co-op societies functioning in the district with direct marketing of the silk dhotis produced at Salem. The Ammapet weaver's co-operative society has a turnover of 2.40 crores and its main products are cotton sarees, bed sheets, towels, silk sarees and dhotis.

Salem houses two cement production factories. One at Sankagiri, The India Cements (Brand : Sankar Sakthi) and the other Dalmia Cements at Karuppur. These two factories cater for the domestic as well as Export of Cements.

Salem is the main market for Coir yarn. Coir rope making is another major cottage industry. Ropes are made by people out of the fibres of coconut, Aloe vera, Cotton, Jute. Many of the coir rope making industries are concentrated in Omalur and Tharamangalam blocks.

Apart from the above, there are a sizable number of General Engineering workshops situated in and around Mettur. Other Industries that are coming up in the District are PVC Pipe manufacturing, Paper cup manufacturing, Fly ash bricks manufacturing, Modern Rice mill, Granite cutting and Polishing.

The District provides enough scope for the development and growth of Industries engaged in Readymade Garments manufacturing, Granites monuments and slabs, Stainless steel products, Floriculture, Engineering goods, Value added Sago & Starch Products, Minerals and chemicals, Silver ornaments and Silk reeling and Twisting, etc.

Being one of the fastest growing tier II cities, the Tamil Nadu government and ELCOT are planning an IT park in Salem covering about 160 acres. SAIL is planning a Steel SEZ inside the Salem Steel plant covering about 277 acres. There is an exclusive Electrical and Electronics Industrial Estate in the Suramangalam area of Salem city established and maintained by the Department of Industries and Commerce, Government of Tamil Nadu.

3.2 Major industrial units in the District

- Salem Steel Plant
- JSW Steel (SISCOL)
- MALCO
- Chemplast SANMAR
- Burn Standard & Co
- Tata Refractory's
- Dalmia Magnesite Ltd
- TANMAG Ltd
- SAGOSERVE
- Indian-Oil Bottling Plant
- POWERGRID
- India cements,
- Madras cements,
- Paragan chappals
- Rasi seeds
- Narasus Exports
- Spinning Mills(Sambandam, JP, Kandagiri etc)

3.3 YEAR WISE NUMBER OF UNITS REGISTERED - EM-II

Year	No. of Units registered (EM-II) - SALEM			
	MICRO	SMALL	MEDIUM	TOTAL
2007-08	903	33	0	936
2008-09	1273	91	2	1366
2009-10	1617	167	10	1794
2010-11	1973	275	10	2258
2011-12	2357	387	29	2773
2012-13	2495	576	80	3151
2013-14	2395	1137	155	3687
2014-15	3162	1349	139	4650

3.4 UDYOG AADHAAR MEMORANDUM (UAM)

Govt. of India, Ministry of Micro, Small and Medium Enterprises(MSME) has notified the Udyog Aadhaar Memorandum(UAM) under the MSMED Act, 2006 vide gazette notification [SO No. 2576(E)] dated 18-09-2015 in order to promote ease of doing business for MSMEs. A one-page simple registration form for online filing of UAM has been introduced which replaces the filing of Entrepreneur's Memorandum Part I & II. The filing of UAM can be done on **www.udyogaadhaar.gov.in** or **www.msmeonline.tn.gov.in** .Registration is online and user-friendly. UAM can be filed on self-declaration basis. No documentation required. No Fee for filing. Can file more than one Udyog Aadhaar with same Aadhaar Number. **EM-I has been abolished. Udyog Aadhaar (UA) is for running units. No need to apply for upcoming units.**

3.5 DETAILS OF UDYOG AADHAAR MEMORANDUM FILED/REGISTERED

SI No.	District Name	Total	Micro	Small	Medium
1	Total Units registered under UAM	8517	7924	582	11
2	Manufacturing Units	6426	6106	309	11
3	Service Units	2086	1813	273	0

3.6 DETAILS OF MICRO & SMALL ENTERPRISES AND ARTISAN UNITS IN THE DISTRICT

TYPE OF INDUSTRY...	NO.OF UNITS
AGRO BASED	836
SODA WATER	24
COTTON TEXTILES	1,656
BASED CLOTHES	673
JUTE & JUTE BASED	10
READY - MADE GARMENTS EMBROIDERY	72
WOOD/WOODEN BASED FURNITURE	78
PAPER & PAPER PRODUCTS	167
LEATHER BASED	18
RUBBER, PLASTIC & PETRRO BASED	345
CHEMICAL/CHEMICAL BASED	13
MINERAL BASED	549
METAL BASED (STEEL FAB.)	92
ENGINEERING UNIT	1,007
ELECTRICAL MACHINERY & TRANSPORT EQUIPMENTS	142
REPAIRING AND SERVICEING	725
OTHERS	916

3.7 Large Scale Industries / Public Sector undertakings

LIST OF THE UNITS IN SALEM & NEAR BY AREA

- 1) S.P.SUPER FINE COTTON MILLS P LTD. CUDDALUR MAIN ROAD, ATTUR
- 2) RASU TEXTUKES P LTD., CYDDAKIRE MAIN ROAD, ATTUR
- 3) FIDELITY TEXTILE P LTD., UDAYAPATTI, ATTUR MAIN ROAD, SALEM
- 4) S.P.SPINNING MILLS P.LTD., CUDDALUR MAIN ROAD, ATTUR
- 5) SAMBANDAM SPINNING MILLS .LTD., ATTUR MAIN ROAD, UDAYAPATTI
- 6) KANDAGIRI SPINNING MILLS LTD., UNIT.1 UDAYAPATTI, SALEM
- 7) DHARANIDARA SPINNERS P LTD., ATTAYAMPATTI ROAD, KAKAPALAYAM
- 8) PARAGAN POLYMER PRODUCTS P LTD., KAKAPALAYAM, SALEM
- 9) CHIRANJILAI SPINNERS P LTD., ATTAYAMPATTI, SALEM DIST.
- 10) JSW LTD., POTTANERI, MECERI VIA, METTUR TALUK
- 11) THERMAL POWER STATION, METTUR DAM, SALEM DIST.
- 12) MADRAS ALUMINIUM CO LTD., KARUMALAIKODAL, METTUR R.S.
- 13) CHEMPLAST SANMAR LTD., PLANT.1 PUDUCHAMPALLI
- 14) CHEMPLAST SANMAR LTD., PLANT II, PUDUCHAMPALLI
- 15) CHEMPLAST SANMAR LTD., PLANT III & IV, RAMAN NAGAR, METTUR DAM
- 16) CABOT SANMAR LTD., RAMAN NAGAR, METTUR DAM,
- 17) HITECH MINERALS COVAL P LTD., KOTTAGOUNDAMPATTI, OMALUR TK
- 18) TAMIL NADU MAGNESITE LTD., OMALUR MAIN ROAD, AMMAPALAYAM, SALEM
- 19) DALMIA MAGNESITE LTD., VELLAKKALPATTI, OMALUR TALUK
- 20) PALLIPALAYAM SPINNERS P LTD., NILAVARAPATTI, SALEM
- 21) SRI MALINI SPINNING MILLS LTD, SANTHIYUR, SALEM
- 22) THAMBI MODERN SPINNING MILLS LTD., JAGIR AMMAPALAYAM, SALEM
- 23) BURN STANDARD CO.LTD., OMALUR MAIN ROAD, SALEM
- 24) NARASUS COFFEE CO., JOHNSONPET, SALEM
- 25) SALEM DIST. COOP. MILK PRODUCERS UNION LTD., STEEL PLANT ROAD, SALEM
- 26) PALLAVA TEXTILES LTD., MANGARANKAMPALAYAM, VEERACHIPALAYAM POST, SANKARI
- 27) THE INDIA CEMENTS LTD., SANKARI WEST, SANKARI, SALEM DIST.
- 28) PERUMAL SPINNING MILLS P LTD., SESHANCHAVADI, VALAPADI TK, SALEM DIST.
- 29) KANDAGIRI SPINNING MILLS P LTD., SESHANCHAVADI, SALEM DIST.
- 30) SALEM STEEL PLANT, ALAGUSAMUDRAM, THARAMANGALAM MAIN ROAD, SALEM.
- 31) SAMBANDAM SIVA TETILES LTD., KATTUVEPPILLAIPATTI, SESHANCHAVADI PO,

3.8 Major Exportable Item

- 1) GRANITES
- 2) FABRICS
- 3) READYMADE GARMENTS
- 4) EGG.
- 5) FOOD PRODUCTS

3.9. Medium Scale Enterprises

LIST OF MEDIUM ENTERPRISES IN SALEM DISTRICT

SL NO	NAME OF THE INDUSTRY	LINE OF ACTIVITY
1	NRU Spinning Mills Ltd Kadayampatti	Mfg of Yarn
2	Sona Valliappa Textiles Mills Ltd Magudanchavadi	Mfg of Yarn
3	Chemplast Sanmar Ltd Palnt-I Nangavalli	refrigerant gases
4	KRV Spinning Mills P Ltd Nangavalli	Mfg of Yarn
5	Sri Sowdeswari Mills P Ltd Jalakandapuram	Mfg of Yarn
6	Asian dhall Mill Omalur	Fried gram
7	Yeswee Spinning Mills P Ltd Panamarathupatti	Mfg of Yarn
8	Arthanari loom centre Textiles P Ltd Salem	Fabrics
9	Narasus roller flour mills Salem	Maida, sooji, atta
10	Tata refractories Ltd Salem	DBM & Monolith
11	PSA Textiles Processors P Ltd Sankari	Dyeing of yarn
12	Golden Spinning Mills P Ltd Valapadi	Mfg of Yarn

3.10 Potential areas for service industry

1. Accounting and Book keeping
2. Beauty parlour
3. call centre,
4. Data processing
5. Repairing and servicing of automobiles
6. Internet browsing

3.11 Potential areas for new MSMEs

1. Fly Ash Brick Enterprises
2. PVC Pipe Enterprises
3. Modern Rice mills
4. Food processing enterprises
5. Value added coir products
4. Details of Major clusters
- 4.1.1. Manufacturing sector
1. Coir cluster
2. sago cluster

4. Identified Clusters of Micro & Small Enterprise

Name of the cluster	Location	Product
Sago & Starch \$\$	Salem, Attur, Gangavalli, Thalaivasal	Sago & Sago products
Coir	Tharamangalam, Omalur, Jalagandapuram.	Coir Fibre/ Yarn/ Pith Block/ Matt/ Carpet.
Lorry Body Building	Sankagiri	Lorry Body building
Steel Products ##	Salem	Stainless steel products
Power Loom @@	In and around Salem (30 Kms. Radius)	Woven Fabrics
Readymade Garments	Salem (15 kms. Radius)	Readymade Garments
Handloom	Salem (15 km radius)	Pure Silk Sarees.
Silver Anklets	Salem & Veerapandi.	Silver Ankles, Silver chain, etc,

\$\$ Sago Starch cluster, Salem has been approved for establishment of Common Facility Centre (CFC) under phase-I for Testing facility under the MSE-CDP scheme of Govt. of India/Govt. of Tamil Nadu. The CFC has been established and functioning successfully. The Phase II of the cluster for Networking and conveyor facility was approved by the Govt. However, the SPV has dropped the proposal of availing Govt. grant for the facility.

@@ Power loom cluster, Salem has also been approved for establishment of Common Facility Centre (CFC) for warping, dyeing and looming facility including ETP under MSE-CDP scheme of Govt. of India/Govt. of Tamil Nadu. The CFC is under middle stage of machinery installation.

Steel product Cluster, Salem has also been approved for establishment of Common Facility Centre (CFC) for stainless steel fabrication facility under MSE-CDP scheme of Govt. of India/Govt. of Tamil Nadu. The CFC is under initial stage of machinery installation.

4.1 SUBSIDIES.

Govt. of India and Govt. of Tamil Nadu is giving various subsidies/incentives for existing and new as well as existing MSMEs on various schemes. For further details contact concerned District Industries Centre (DIC) and MSME-DI, Chennai. ***The contact details are given at Institutional support – Whom to Contact***

5. General issues raised by industry association

1. Establishing more Common Facility
2. Establishing Common display center under PPP mode at regional or district level
3. Margin Money support for procuring land and establishing work shed for Rural Industrial Cluster and Traditional Cluster and Tribals for establishing common production and display centres
4. Conducting Integrated modular rural development programmes.
5. Establishing Business Incubation within the premises of Industrial Estates
6. Preparation of need based project proposals for establishing Medium scale enterprises
7. Conducting mass outreach programmes with the support of IT tools

6. STEPS TO SET UP MSMEs

18 STEPS TO START INDUSTRY	
1.	DECISION TO BE AN ENTREPRENEUR
2.	PRODUCT SELECTION/TECHNOLOGY
3.	LOCATION OF THE UNIT
4.	TYPE OF THE ORGANISATION
5.	PROJECT REPORT PREPARATION
6.	ARRANGMENT OF FINANCE
7.	STATUTORY LICENCES AND REGISTRATION
8.	LAND AND BUILDING
9.	PURCHASE OF MACHINERY
10.	POWER CONNECTION AND WATER SUPPLY
11.	INSTALLATION OF MACHINERY
12.	MANPOWER
13.	RAW MATERIAL PROCUREMENT
14.	PRODUCTION
15.	COSTING AND PRICING
16.	MARKETING
17.	SALES
18.	PROFIT

7. INSTITUTIONAL SUPPORT – WHOM TO CONTACT FOR WHAT

Sl.no	Nature of License / Assistance	Department/ Agency
1.	Guidance on Product Identification / Selection/Training Technical Consultation	<p>Director MSME DEVELOPMENT INSTITUTE, 65/1, GST Road, Guindy, Chennai-600 032</p> <p>Ph: 22501011-3 lines, 22502416, 22501785 Fax : 22501475, 22501014 Email: dcdi-chennai@dcmsme.gov.in www.msmedi-chennai.govt.in</p> <p>General Manager, District Industries Centre Five Roads, Salem – 4. Ph: 0427-2447878, 2448505 Email: slmdic@gmail.com</p>
2.	Filing of Entrepreneurs Memorandum by MSMEs (Both for proposed and existing units) Online filing of EM	<p>General Manager, District Industries Centre Five Roads, Salem – 4. Ph: 0427-2447878, 2448505 Email: slmdic@gmail.com www.msmeonline.tn.gov.in</p>
3.	License for Compulsory Licensable items	<p>Secretariat for Industrial Assistance, Department of Industrial Policy & Promotion, Ministry of Commerce & Industry, Udyog Bhavan, New Delhi - 110 011. Ph : +91-11-23011983, Fax : +91-11-23011034 Email: dipp_sia@ub.nic.in</p>
4.	Municipal / Local Body Licence	Concerned Local Body – Corporation, Municipality, Panchayat Union
5.	Plan permit	Local Planning Authority, 5/601-B, Balaji Nagar, Suramangalam, Subramaniya Nagar 1 st Gate, Salem - 5.
6.	Registration under Factories Act. (for units employing 10 or more workers with power)	Deputy Chief Inspector of Factories 51 Gokulam Road, Salem - 636 016. Ph: 0427-2448268
7.	Registration under Pollution control Rules	Joint Chief Environmental Engineer, Tamilnadu Pollution Control Board, 1/276, Meyyanur Main Road, Siva Tower, Salem - 636 004. Ph: 0427-2448526
8.	Registration with Fire & Rescue Services	Divisional Fire Officer, Fire & Rescue Services Department Salem Division 150-A, Manimegalai Street, Fairlands, Salem - 636 016. Ph: 0427-2440938

9.	Licensing by Health Department – for Food Products	Deputy Director Health Services Erstwhile old District Board Building Salem - 636 001. Ph: 0427-2450023 Email: ddhsslm@sancharnet.in
10.	F.P.O. - License (for fruits & Vegetable Processing Units and Beverages manufacturers)	Office of the Deputy Director (F&VP) Rajaji Bhavan, Basant Nagar, Chennai-600090 Ph: 044-24912421 Fax: 044-24912421
11.	Drug License for Drugs and Cosmetic Products	Asst. Director of Drugs Control Salem Zone 7, Thiruvalluvar Street, Subramaniyapuram Salem - 636 005. Ph: 0427-2335823
12.	Patents & Designs Registration	Sr. Joint Controller of Patents & Designs The Patents Office, Intellectual Property Office Building, G.S.T. Road, Guindy, Chennai-600032, Ph: 044-22502080 Fax: 044-22502066 Email: chennai-patent@nic.in
13.	Trade Mark Registration	Assistant Registrar of Trade Marks Trade Marks Registry, Intellectual Property Office Building G.S.T. Road, Guindy, Chennai - 600 032. Ph : 044-22502041 Fax: 044-22502042 Email: tmrchebr@md3.vsnl.net.in
14.	Import-Export (I.E.) Code Number	Office of Zonal Joint Director General of Foreign Trade 4 th & 5 th Floor, Shastri Bhavan Annex, 26, Haddows Road, Chennai - 600 006. Ph : 044-28283404 / 08, Fax: 044-28283403 Email: zjdgt@tn.nic.in
15.	ISI Mark	Management Systems Certification Officer, Bureau of Indian Standards, C.I.T. Campus, IV Cross Road Chennai - 600 113. Ph: 044-22541442 / 1216 / 2519 Fax: 044-22541087 Email: sro@bis.org.in , salessro@bis.org.in
16.	Registration under	Asst. Commissioner

	VAT	Commercial Taxes Fort Main Road, Sevapet, Salem - 636 002. Ph: 0427-2211370
17.	Central Excise	Dy. Commissioner of Central Excise Salem-I Division No.2 Valmiki Street, Subramania Nagar Salem - 636 005. Ph: 0427-2430048
18.	Service Tax Registration	Office of the Commissioner of Central Excise No.1, Foulk's Compound, Anai Road, Salem-636 001. Ph: 0427-2295047 Fax: 2296535 <i>Email: salem@excise.nic.in</i>
19.	Income Tax	Income Tax Office 93 Ramakrishna Road, Salem - 636 007. Ph: 0427-319265
20.	Factory Accommodation Industrial Plots / Sheds (SIDCO)	General Manager, Tamilnadu Small Industries Development Corporation Limited, Industrial Estate, Guindy, Chennai - 600 032. Ph: 22501461, 22501422/ 0185/0506/1210 Fax: 22500792 <i>Email: sidco@vsnl.com,</i> <i>tansidco@eth.net</i> Branch Manager SIDCO, Five Roads, Salem-636 004 Ph: 0427-2448520
21.	Power Connection	Superintending Engineer Tamilnadu Electricity Board, Salem Electricity Distribution Circle K.N. Colony, Udayapatty, Salem - 14. Ph: 0427-2241310 <i>Email: seslm@tnebnet.org</i>
22.	Lead Bank	Lead District Manager, Indian Bank L.R.N. Building, Saradha College Road Salem - 636 007. Ph: 0427-2319661, 0427-2313799
23.	TIIC	Branch Manager, Tamil Nadu Industrial Investment Corporation, (TIIC), Lakshmi Complex, Salem - 636 004. Ph: 0427-2440444
24.	NABARD	Assistant General Manager NABARD, 292/182 MG Road, New Fairlands, Salem - 636 016. Ph: 0427-2449224 <i>Email: nbtsalm@eth.net</i>
25.	PMEGP Scheme	1. The General Manager District Industries Centre Five Roads, Salem - 4. Ph: 0427-2447878

		<p><i>Email: slmdic@gmail.com</i></p> <p>2. State Director, Khadi and Village Industries Commission, 236, Avvai Shanmugam Road, Gopalapuram, Chennai - 600 086. Ph : 044-28351019 Fax: 044-28351697</p> <p>3. Asst. Director Khadi & Village Industries Anna Pattu Maligai Near Valluvar Silai, Salem - 636 001. Ph: 0427-2452713</p>
26.	Finance for SC/ST beneficiaries	<p>The District Manager Tamilnadu Adi Dravidar Housing & Development Corporation, Erumapalayam Road Seelanaickenpatti, Salem - 636 201. Ph: 0427-2280348</p>

8. KEY WEBSITES OF GOVERNMENT OF TAMIL NADU

<i>www.msme.in</i>	Ministry of MSME, Govt. of India, New Delhi
<i>www.dcmsme.gov.in</i>	Office of Development Commissioner, Ministry of MSME, Govt. of India, New Delhi
<i>www.tn.gov.in</i>	Portal to Government of Tamil Nadu
<i>www.tidco.com</i>	Tamil Nadu Industrial Development Corporation (TIDCO)
<i>www.tneb.in</i>	Energy department
<i>www.tnidb.tn.gov.in</i>	Tamil Nadu Infrastructure Development Board
<i>www.teda.in</i>	Tamil Nadu Energy Development Agency
<i>www.indcom.tn.gov.in</i>	Micro, Small and Medium Enterprises Department
<i>www.tnsamb.gov.in</i>	Agricultural marketing
<u>www.hepcindia.com/tamilnadu.php</u>	Handloom export promotion in Tamil Nadu
<i>www.tn.gov.in/transport</i>	Transport Department
<i>www.sipcot.com</i>	About industrial parks
<i>www.mepz.gov.in</i>	Madras Export Processing Zone
<i>www.elcot.com</i>	About Software & ITES
<i>www.investingintamilnadu.com</i>	Guide to investing in Tamil Nadu, policies, Tamil Nadu Vision 2023, step by step approach to establishing a
<u>www.sidco.tn.nic.in</u>	<i>Tamil Nadu Small Industries Development Corporation (TANSIDICO) - for allotment of plots/sheds in industrial estates</i>

9. LICENSING AUTHORITIES – KEY CONTACTS

Approval of production programme for items compulsorily licensable	Production programme approval is not necessary but while obtaining for provisional registration brief project outline is submitted to DIC / Development Commissioner (SSI) New Delhi through State Directorate of Industries.
For units functioning in places other Industrial Estate / approved Developed Plots	License from Corporation Commissioner Municipal authority or Panchayat Board.
Manufacture of Drugs and Cosmetics	State Drug Controller, Drug Control Administration.
Fruits & Vegetable based products	Dy. Director, Food & Vegetable Preservation-Shastri Bhavan.
Units employing 10 or more workers (power used) or 20 or more workers (power not used) approved under Factories Act	Chief Inspector of Factories.
Effluent disposal	Clearance from District Health Officer, Director of Public Health, Pollution Control Board
Registration under Sales Tax Act	Local Joint Commercial Tax Officer
Registration under Central Excise Act	Superintendent of Central Excise of the area or Collector of Central Excise.
Power Connection	Local Assistant Divisional Engineer
Registration Partnership Firm	Inspector General of Registration, 26, Rajaji Salai, Chennai
Details of ISI Specification (Now known as BIS)	Bureau of Indian Standards Southern Regional Office, Taramani, Chennai-600 113.