

**PROFORMA**  
**AWARD ON PRODUCTION, PROMOTION AND**  
**MARKETING OF BIOFERTILISER 2017**

1. Name of the Plant
2. Location
3. Company
4. Month and year of commencing commercial production
5. Initial capital investment and additional investment made subsequently, yearwise
6. Specify the details about the equipment, number of staff with name, designation, qualification, etc.
7. Production technology adopted for different kind of biofertilisers.
8. Year wise production of different kind of biofertilisers.

<b>Year</b>	<b>Production</b>	<b>% Capacity Utilisation</b>
	←----- <i>Productwise</i> -----→	
2011-12		
2012-13		
2013-14		
2014-15		
2015-16		
2016-17		

9. Details (name, source, quantity, price etc.) about the raw material like carrier, packing material, adhesives etc. used from 2011-2012 to 2016-2017.
10. Sales turnover (2011-2012 to 2016-2017, year wise and productwise).
11. Details of quality control standards and quality checks adopted to maintain those standards during production, marketing and use.
12. Details of cost of production and sale price (2011-2012 to 2016-2017, yearwise and productwise).
13. Mention present distribution channel. Indicate the problem in sales and steps taken to overcome the constraints of marketing channel.
14. Summary of promotional activities (including training of farmers & dealers) undertaken from 2011-2012 to 2016-2017 -year wise.
15. Details about the R & D infrastructure (Research Staff & qualification) and R & D work undertaken to improve the quality of Product particularly shelf life.
16. Any other relevant information.

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