## PROJECT REPORT

## Of

## ELECTRIC TOASTER

## PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding Electric Toaster.

The objective of the pre-feasibility report is primarily to facilitate potential entrepreneurs in project identification for investment and in order to serve his objective; the document covers various aspects of the project concept development, start-up, marketing, finance and management.
[We can modify the project capacity and project cost as per your requirement. We can also prepare project report on any subject as per your requirement.]

[^0]
## PROJECT AT A GLANCE

1 Name of the Entreprenuer
2 Constitution (legal Status)
3 Father / Spouse Name
4 Unit Address

5 Product and By Product

6 Name of the project / business activity proposed:

7 Cost of Project
8 Means of Finance
Term Loan
Own Capital
Working capital
9 Debt Service Coverage Ratio
10 Pay Back Period
11 Project Implementation Period
12 Break Even Point
13 Employment
14 Power Requirement
15 Major Raw materials
16 Estimated Annual Sales Turnover (Max Capacity)
17 Detailed Cost of Project \& Means of Finance

COST OF PROJECT

MEANS OF FINANCE

| (Rs. In Lakhs) |  |
| :--- | ---: |
| Particulars | Amount |
| Land | Own/Rented |
| Plant \& Machinery | 22.25 |
| Furniture \& Fixtures | 1.75 |
| Working Capital | 8.33 |
| Total | $\mathbf{3 2 . 3 3}$ |

xyxyxyxyxx
$x y x x x y x y x x$
xxyxyxxyxxxx


| District: | $x x x x x x x$ |  |
| :--- | :--- | :--- |
| Pin: | $x x x x x x x$ | State: $x x x x x x x x x x$ |
| Mobile | $x x x x x x x$ |  |

ELECTRIC TOASTER

ELECTRIC TOASTER MAKING UNIT

Rs.32.33 Lakhs

Rs.21.6 Lakhs
Rs.3.23 Lakhs
Rs.7.5 Lakhs
2.03

5 Years
5-6 Months
28\%
8 Persons
40.00 HP

Aluminium Sheets, PVC Pellets,Mica Heating Element,Thermostat,Toaster Circuit Board,Electric Cord, Bakelite Handle
157.96 Lakhs

Total

| Particulars | Amount |
| :--- | ---: |
| Own Contribution | 3.23 |
| Working Capital(Finance) | 7.50 |
| Term Loan | 21.60 |
| Total | $\mathbf{3 2 . 3 3}$ |

## ELECTRIC TOASTER

Introduction: Electric toaster as the name suggest is essentially a portable domestic appliance intended for toasting bread and is operated electrically. The bread is inserted in the toaster, heated at desired temperature till brown in colour and a reasonable texture. That is the duration of the toasting period is predetermined by setting of built in control device. It is useful to domestic household as well as restaurants and hotels etc. The advantages are, it saves labour and time, easy maintenance, keeps kitchen clean and tidy. Electrical energy flows into the toaster from a wire plugged into the domestic electricity supply. The electric current flows through a series of thin filaments connected together but spaced widely enough apart to toast the whole bread surface.The filaments are so thin that they glow red hot when the electricity flows through them. Like a series of small radiators, the filaments beam heat toward the bread in the toaster. The steady supply of heat rapidly cooks the bread. There are filaments on each wall of the toaster so the two sides of the bread cook at the same time.


Uses \& Market Potential: A toaster, or a toast maker, is an electric small appliance designed to brown sliced bread by exposing it to radiant heat, thus converting it into toast. The global toaster market size is expected to reach USD 4.5 billion by 2025, according to a new report by Grand View Research, Inc., registering a $4.8 \%$ CAGR during the forecast period. The market is mainly
driven by increasing demand from quick service restaurants. This is one of the best labor-saving appliances used across homes, hotels, cafes, and restaurants. Technological advancements in the appliance over years have significantly benefited market growth. Manufacturers are constantly looking to innovate new and versatile appliances that can fit into different spaces, have various capabilities and sizes, and offer varied heating specifications that can range from simplistic to extreme, depending on how one prefers their bread.

Raw Material: Major raw materials are as follows:

1. Aluminium Sheets
2. PVC Pellets
3. Mica Heating Element
4. Thermostat
5. Slice Pop-up Toaster Circuit Board
6. Electric Cord
7. Bakelite Handle

Machinery requirement: Major machinery and equipments are as follows:

| Description | Quantity | Rate | Value |
| :--- | :--- | :--- | :--- |
| Shearing Machine | 1 | 334500 | 334500 |
| Punch Press | 1 | 162750 | 162750 |
| Bending Machine | 1 | 342500 | 342500 |
| Hand Drilling machine | 1 | 2100 | 2100 |
| Injection Molding <br> machine(200gm) | 1 | 1250000 | 1250000 |
| Welding Machine | 1 | 12500 | 12500 |
| Stud Welding Machine | 1 | 70000 | 70000 |
| Other equipments \& hand tools | Ls |  | 50000 |
| Total Amount |  |  | $\mathbf{2 2 2 4 3 5 0}$ |
| Net Amount( Round off) |  |  | $\mathbf{2 2 2 5 0 0 0}$ |

Manufacturing Process: At first, the raw material is procured from the authorized local vendor and stored in the inventory. In the first step, the design for the toaster assembly is prepared and approved by the design department. The stainless steel sheets are procured from the inventory and dipped in acid tank to remove any dust, rust and harmful elements for pickling. After this, the cleaned sheets are fed into shearing machine that cuts the sheet along its length as per the product dimensions. The sheets are cut with allowable tolerances for folding and bending operations.
After this, the aluminium sheets are fed into punching machine to form the desired holes and cavity as required in design. The punching machine has an assembly of punch and die of desired shape to cut the sheets as per requirement. In the next step, the sheets are fed into the bending machine to roll and bend the sheet with desired profile. The bending operation gives the sheets folded box structure that acts as heating space for the tandoor. After bending and folding of sheets, they are joined at the corners using arc welding machine. The arc of welding raises the temperature of the sheet to melt down which forms welded joint.
In the next step, excess materials, uneven weld surfaces are cleaned using portable hand grinder. After this, the mica heating element, circuit board are precisely mounted and assembled in the toaster using wires. After this, the plastic out casing body of electric toaster are manufactured in injection moulding machine. The PVC pellets are fed into the hopper of the machine. The profile dies are mounted precisely into the machine. The plastic cage is over-moulded in steel case.
After this, the barrel heater are started and brought up to the desired temperature. The plastics gets melt down and the screw presses the molten plastic into die. After cooling with suitable cycle time the solidified pieces are gets separated out using ejector pins. In the next step, the electric cord and thermostat are assembled into the toaster. Bakelite handles are mounted at the surfaces of sheets using riveted screws using stud welding machine. In the next step, quality testing of the assembly unit is performed for satisfactory performance. After this, the Electric irons are packed and dispatched as per the required quantity.

Area: The industrial setup requires space for Inventory, workshop or manufacturing area, space for power supply utilities and auxiliary like Generator setup. Also some of the area of building is required for office staff
facilities, documentation, office furniture, etc. Thus, the approximate total area required for complete industrial setup is 1500 to 2000 Sqft.

Power Requirement: The power consumption required to run all the machinery could be approximated as 40 Hp

Manpower Requirement: There are requirement of skilled machine operators to run the machine set. Experience quality engineers are required for desired quality control. Some helpers are also required to transfer the material from one work station to other. Office staffs are required to maintain the documentation. The approximate manpower required is 8 including 1 Supervisor, 1 Plant operator, 1 unskilled worker, 1 Helper and 1 Security guard. 3 Skilled worker including Accountant, Manager and Sales person.

Bank Term Loan: Rate of Interest is assumed to be at 11\%

Depreciation: Depreciation has been calculated as per the Provisions of Income Tax Act, 1961

## Approvals \& Registration Requirement:

Basic registration required in this project:

- GST Registration
- Udyog Aadhar Registration (Optional)
- Choice of a Brand Name of the product and secure the name with Trademark if require.
- NOC from State Pollution Control Board


## Implementation Schedule:

| S No. | Activity | Time required |
| :--- | :--- | :--- |
| 1. | Acquisition of premises | $1-2$ Months |
| 2. | Procurement \& installation of Plant \& Machinery | $1-2$ Months |
| 3. | Arrangement of Finance | $1.5-2$ Months |
| 4. | Requirement of required Manpower | 1 Month |
| 5. | Commercial Trial Runs | 1 Month |
|  | Total time Required (some activities shall run <br> concurrently) | $5-6$ Months |

## FINANCIALS



PROIECTED PROFITABILITY STATEMENT

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | I | II | III | IV | V |
| A) SALES |  |  |  |  |  |
| Gross Sale | 88.16 | 107.60 | 123.19 | 139.50 | 157.96 |
| Total (A) | 88.16 | 107.60 | 123.19 | 139.50 | 157.96 |
| B) COST OF SALES |  |  |  |  |  |
| Raw Material Consumed | 62.72 | 74.09 | 82.32 | 90.55 | 98.78 |
| Elecricity Expenses | 2.36 | 2.66 | 2.95 | 3.25 | 3.55 |
| Repair \& Maintenance | 1.76 | 3.23 | 4.93 | 5.58 | 7.11 |
| Labour \& Wages | 6.55 | 7.86 | 9.43 | 11.32 | 13.59 |
| Depreciation | 3.51 | 2.99 | 2.55 | 2.18 | 1.86 |
| Cost of Production | 76.91 | 90.83 | 102.19 | 112.88 | 124.88 |
| Add: Opening Stock/WIP | - | 2.58 | 3.06 | 3.50 | 3.96 |
| Less: Closing Stock/WIP | 2.58 | 3.06 | 3.50 | 3.96 | 4.49 |
| Cost of Sales (B) | 74.33 | 90.36 | 101.75 | 112.42 | 124.36 |
| C) GROSS PROFIT (A-B) | 13.83 | 17.24 | 21.44 | 27.08 | 33.60 |
|  | 15.69\% | 16.03\% | 17.40\% | 19.41\% | 21.27\% |
| D) Bank Interest (Term Loan) | 2.34 | 1.91 | 1.39 | 0.86 | 0.33 |
| ii) Interest On Working Capital | 0.83 | 0.83 | 0.83 | 0.83 | 0.83 |
| E) Salary to Staff | 3.78 | 4.54 | 5.44 | 6.53 | 7.84 |
| F) Selling \& Adm Expenses Exp. | 2.64 | 3.77 | 4.93 | 6.28 | 7.90 |
|  |  |  |  |  |  |
| TOTAL (D+E) | 9.59 | 11.04 | 12.58 | 14.49 | 16.89 |
|  |  |  |  |  |  |
| H) NET PROFIT | 4.24 | 6.20 | 8.86 | 12.59 | 16.71 |
|  | 4.8\% | 5.8\% | 7.2\% | 9.0\% | 10.6\% |
| I) Taxation | - | 0.93 | 1.77 | 3.15 | 5.01 |
|  |  |  |  |  |  |
| J) PROFIT (After Tax) | 4.24 | 5.27 | 7.09 | 9.44 | 11.70 |


| PROJECTED CASH FLOW STATEMENT |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | I | II | III | IV | V |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Own Contribution | 3.23 | - |  |  |  |
| Reserve \& Surplus | 4.24 | 6.20 | 8.86 | 12.59 | 16.71 |
| Depriciation \& Exp. W/off | 3.51 | 2.99 | 2.55 | 2.18 | 1.86 |
| Increase In Cash Credit | 7.50 |  |  |  |  |
| Increase In Term Loan | 21.60 | - | - | - | - |
| Increase in Creditors | 1.46 | 0.27 | 0.19 | 0.19 | 0.19 |
|  |  |  |  |  |  |
| TOTAL: | 41.55 | 9.46 | 11.60 | 14.95 | 18.76 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| APPLICATION OF FUND |  |  |  |  |  |
|  |  |  |  |  |  |
| Increase in Fixed Assets | 24.00 | - | - | - | - |
| Increase in Stock | 5.72 | 1.04 | 0.85 | 0.87 | 0.94 |
| Increase in Debtors | 4.41 | 0.97 | 0.78 | 0.82 | 0.92 |
| Repayment of Term Loan | 2.40 | 4.80 | 4.80 | 4.80 | 4.80 |
| Taxation | - | 0.93 | 1.77 | 3.15 | 5.01 |
| Drawings | 1.50 | 1.60 | 3.00 | 5.00 | 7.00 |
| TOTAL: | 38.03 | 9.35 | 11.20 | 14.64 | 18.67 |
|  |  |  |  |  |  |
| Opening Cash \& Bank Balance | - | 3.52 | 3.64 | 4.04 | 4.35 |
|  |  |  |  |  |  |
| Add: Surplus | 3.52 | 0.12 | 0.40 | 0.32 | 0.09 |
|  |  |  |  |  |  |
| Closing Cash \& Bank Balance | 3.52 | 3.64 | 4.04 | 4.35 | 4.44 |



| COMPUTATION OF RAW MATERIAL |  |  |  |  |  |
| :--- | :--- | ---: | :--- | ---: | ---: |
| Item Name |  | Quantity of Raw <br> Material | Unit | Unit Rate | Total CostPer <br> Annum $(100 \%)$ |
| Aluminium Sheets |  | $36,000.00$ | Kg | 185.00 | $66,60,000.00$ |
| PVC Pellets |  | $6,000.00$ |  | 45.00 | $2,70,000.00$ |
| Electric Cord |  | $25,000.00$ | Pcs | 25.00 | $6,25,000.00$ |
| Mica Heating Element |  | $25,000.00$ | Pcs | 50.00 | $12,50,000.00$ |
| Thermostat |  | $25,000.00$ | Pcs | 75.00 | $18,75,000.00$ |
| Toaster Circuit Board |  | $25,000.00$ | Pcs | 150.00 | $37,50,000.00$ |
| Bakelite Handles |  | $25,000.00$ | Pcs | 50.00 | $12,50,000.00$ |
| Total |  |  |  |  | $\mathbf{1 , 5 6 , 8 0 , 0 0 0 . 0 0}$ |
|  |  |  |  |  |  |
| Total Raw material in Rs lacs |  |  |  |  |  |


| Raw Material Consumed | Capacity |  | Amount (Rs.) |  |  |
| :--- | ---: | :--- | :--- | :--- | :--- |
|  | Utilisation |  |  |  |  |
|  |  |  |  |  |  |
| I | $40 \%$ |  | 62.72 |  |  |
| II | $45 \%$ |  | 74.09 | $5 \%$ Increase in Cost |  |
| III | $50 \%$ |  | 82.32 | $5 \%$ Increase in Cost |  |
| IV | $55 \%$ |  | 90.55 | $5 \%$ Increase in Cost |  |
| V | $60 \%$ |  | 98.78 | $5 \%$ Increase in Cost |  |
|  |  |  |  |  |  |


| COMPUTATION OF SALE |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | I | II | III | IV | V |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Op Stock | - | 320.00 | 360.00 | 400.00 | 440.00 |
|  |  |  |  |  |  |
| Production | 9,600.00 | 10,800.00 | 12,000.00 | 13,200.00 | 14,400.00 |
|  |  |  |  |  |  |
|  | 9,600.00 | 11,120.00 | 12,360.00 | 13,600.00 | 14,840.00 |
| Less : Closing Stock(10 Days) | 320.00 | 360.00 | 400.00 | 440.00 | 480.00 |
|  |  |  |  |  |  |
| Net Sale | 9,280.00 | 10,760.00 | 11,960.00 | 13,160.00 | 14,360.00 |
|  |  |  |  |  |  |
| Sale Price per Pc | 950.00 | 1,000.00 | 1,030.00 | 1,060.00 | 1,100.00 |
|  |  |  |  |  |  |
| Sale (in Lacs) | 88.16 | 107.60 | 123.19 | 139.50 | 157.96 |
|  |  |  |  |  |  |



| COMPUTATION OF WORKING CAPITAL REQUIREMENT |  |  |  |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Particulars | Amount | Margin(10\%) | Net |
|  |  |  | Amount |
| Stock in Hand | 5.72 |  |  |
| Less: |  |  |  |
| Sundry Creditors | 1.46 |  |  |
| Paid Stock | 4.26 | 0.43 | 3.83 |
|  |  |  |  |
| Sundry Debtors | 4.41 |  | 3.97 |
| Working Capital Requirement |  |  | 7.80 |
|  |  |  | 0.87 |
| Margin |  |  |  |
|  |  |  | 7.80 |
| MPBF |  |  | 7.50 |
| Working Capital Demand |  |  |  |


| BREAK UP OF LABOUR |  |  |  |  |
| :--- | ---: | :--- | :--- | ---: |
|  |  |  |  |  |
| Particulars |  | Wages | No of | Total |
|  |  | Per Month | Employees | Salary |
| Supervisor |  | $16,000.00$ | 1 | $16,000.00$ |
| Plant Operator |  | $12,000.00$ | 1 | $12,000.00$ |
| Unskilled Worker |  | $10,000.00$ | 1 | $10,000.00$ |
| Helper |  | $8,000.00$ | 1 | $8,000.00$ |
| Security Guard |  | $6,000.00$ |  | 1 |
|  |  |  | $6,000.00$ |  |
|  |  |  |  | $52,000.00$ |
| Add: 5\% Fringe Benefit |  |  |  | $2,600.00$ |
| Total Labour Cost Per Month |  |  |  | $54,600.00$ |
| Total Labour Cost for the year ( In Rs. Lakhs) |  |  |  | 6.55 |


| BREAK UP OF SALARY |  |  |  |
| :---: | :---: | :---: | :---: |
| Particulars | Salary | No of | Total |
|  | Per Month | Employees | Salary |
| Manager | 12,000.00 | 1 | 12,000.00 |
| Accountant cum store keeper | 10,000.00 | 1 | 10,000.00 |
| Sales | 8,000.00 | 1 | 8,000.00 |
| Total Salary Per Month |  |  | 30,000.00 |
|  |  |  |  |
| Add: 5\% Fringe Benefit |  |  | 1,500.00 |
| Total Salary for the month |  |  | 31,500.00 |
|  |  |  |  |
| Total Salary for the year ( In Rs. Lakhs) |  | 3 | 3.78 |


| COMPUTATION OF DEPRECIATION |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |
| Description | Land |  <br> Machinery | Furniture | TOTAL |
|  |  |  |  |  |
|  |  |  |  |  |
| Rate of Depreciation |  |  |  |  |
| Opening Balance | Leased | $\mathbf{1 5 . 0 0} \%$ | $\mathbf{1 0 . 0 0 \%}$ |  |
| Addition | - | - | - | - |
|  | - | 22.25 | 1.75 | 24.00 |
|  |  | 22.25 | 1.75 | 24.00 |
| TOTAL | - | - |  |  |
| Less : Depreciation | - | 22.25 | 1.75 | 24.00 |
| WDV at end of Ist year | - | 3.34 | 0.18 | 3.51 |
| Additions During The Year | - | 18.91 | 1.58 | 20.49 |
|  | - | - | - |  |
| Less : Depreciation | - | 18.91 | 1.58 | 20.49 |
| WDV at end of IInd Year | - | 2.84 | 0.16 | 2.99 |
| Additions During The Year | - | 16.08 | 1.42 | 17.49 |
|  | - | - | - | - |
| Less : Depreciation | - | 16.08 | 1.42 | 17.49 |
| WDV at end of IIIrd year | - | 2.41 | 0.14 | 2.55 |
| Additions During The Year | - | 13.66 | 1.28 | 14.94 |
|  | - | - | - |  |
| Less : Depreciation | - | - | 13.66 | 1.28 |


| REPAYMENT SCHEDULE OF TERM LOAN |  |  |  |  |  | 11.0\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Particulars | Amount | Addition | Total | Interest | Repayment | Cl Balance |
| I | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | - | 21.60 | 21.60 | 0.59 | - | 21.60 |
|  | Iind Quarter | 21.60 | - | 21.60 | 0.59 | - | 21.60 |
|  | IIIrd Quarter | 21.60 | - | 21.60 | 0.59 | 1.20 | 20.40 |
|  | Ivth Quarter | 20.40 | - | 20.40 | 0.56 | 1.20 | 19.20 |
|  |  |  |  |  | 2.34 | 2.40 |  |
| II | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 19.20 | - | 19.20 | 0.53 | 1.20 | 18.00 |
|  | Iind Quarter | 18.00 | - | 18.00 | 0.50 | 1.20 | 16.80 |
|  | IIIrd Quarter | 16.80 | - | 16.80 | 0.46 | 1.20 | 15.60 |
|  | Ivth Quarter | 15.60 |  | 15.60 | 0.43 | 1.20 | 14.40 |
|  |  |  |  |  | 1.91 | 4.80 |  |
| III | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 14.40 | - | 14.40 | 0.40 | 1.20 | 13.20 |
|  | Iind Quarter | 13.20 | - | 13.20 | 0.36 | 1.20 | 12.00 |
|  | IIIrd Quarter | 12.00 | - | 12.00 | 0.33 | 1.20 | 10.80 |
|  | Ivth Quarter | 10.80 |  | 10.80 | 0.30 | 1.20 | 9.60 |
|  |  |  |  |  | 1.39 | 4.80 |  |
| IV | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 9.60 | - | 9.60 | 0.26 | 1.20 | 8.40 |
|  | Iind Quarter | 8.40 | - | 8.40 | 0.23 | 1.20 | 7.20 |
|  | IIIrd Quarter | 7.20 | - | 7.20 | 0.20 | 1.20 | 6.00 |
|  | Ivth Quarter | 6.00 |  | 6.00 | 0.17 | 1.20 | 4.80 |
|  |  |  |  |  | 0.86 | 4.80 |  |
| V | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 4.80 | - | 4.80 | 0.13 | 1.20 | 3.60 |
|  | Iind Quarter | 3.60 | - | 3.60 | 0.10 | 1.20 | 2.40 |
|  | IIIrd Quarter | 2.40 | - | 2.40 | 0.07 | 1.20 | 1.20 |
|  | Ivth Quarter | 1.20 |  | 1.20 | 0.03 | 1.20 | 0.00 |
|  |  |  |  |  | 0.33 | 4.80 |  |


| Door to Door Period | 60 | Months |
| :--- | ---: | :--- |
| Moratorium Period | 6 | Months |
| Repayment Period | 54 | Months |



| COMPUTATION OF ELECTRICITY |  |  |  |
| :---: | :---: | :---: | :---: |
| (A) POWER CONNECTION |  |  |  |
|  |  |  |  |
| Total Working Hour per day | Hours | 8 |  |
| Electric Load Required | HP | 40 |  |
| Load Factor |  | 0.7460 |  |
| Electricity Charges | per unit | 7.50 |  |
| Total Working Days |  | 300 |  |
| Electricity Charges |  |  | 5,37,120.00 |
|  |  |  |  |
| Add : Minimim Charges (@ 10\%) |  |  |  |
|  |  |  |  |
|  |  |  |  |
| (B) DG set |  |  |  |
| No. of Working Days |  | 300 | days |
| No of Working Hours |  | 0.3 | Hour per day |
| Total no of Hour |  | 90 |  |
| Diesel Consumption per Hour |  | 8 |  |
| Total Consumption of Diesel |  | 720 |  |
| Cost of Diesel |  | 65.00 | Rs. / Ltr |
| Total cost of Diesel |  | 0.47 |  |
| Add : Lube Cost @15\% |  | 0.07 |  |
| Total |  | 0.54 |  |
|  |  |  |  |
| Total cost of Power \& Fuel at 100\% |  |  | 5.91 |
|  |  |  |  |
| Year | Capacity |  | Amount |
|  |  |  | (in Lacs) |
|  |  |  |  |
| I | 40\% |  | 2.36 |
| II | 45\% |  | 2.66 |
| III | 50\% |  | 2.95 |
| IV | 55\% |  | 3.25 |
| V | 60\% |  | 3.55 |
|  |  |  |  |
|  |  |  |  |

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