

PROJECT REPORT

Of

EVAPORATED MILK

PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding **Evaporated Milk**.

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.]



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PROJECT AT A GLANCE

- 1 Name of the Entrepreneur : xxxxxxxxxxxx
- 2 Constitution (legal Status) : xxxxxxxxxxxx
- 3 Father / Spouse Name : xxxxxxxxxxxx
- 4 Unit Address : xxxxxxxxxxxxxxxxxxxxxxxx
- District : xxxxxxxx
Pin: xxxxxxxx State: xxxxxxxxxxxx
Mobile xxxxxxxx
- 5 Product and By Product : **EVAPORATED MILK**
- 6 Name of the project / business activity proposed : **EVAPORATED MILK MAKING UNIT**
- 7 Cost of Project : Rs.21.51 Lakhs
- 8 Means of Finance
Term Loan Rs.15.36 Lakhs
KVIC MARGIN MONEY As per Project Eligibility
Own Capital Rs.2.15 Lakhs
Working Capital Rs.4 Lakhs
- 9 Debt Service Coverage Ratio : 1.99
- 10 Pay Back Period : 5 Years
- 11 Project Implementation Period : 5-6 Months
- 12 Break Even Point : 42%
- 13 Employment : 13 Persons
- 14 Power Requirement : 30 KW
- 15 Major Raw materials : Milk, Other preservatives
- 16 Estimated Annual Sales Turnover (Max Utilized Capacity) : 61.32 Lakhs
- 17 Detailed Cost of Project & Means of Finance

COST OF PROJECT

(Rs. In Lakhs)

Particulars	Amount
Land & Building	Own/Rented
Plant & Machinery	16.32
Furniture & Fixtures	0.75
Working Capital Requirement	4.44
Total	21.51

MEANS OF FINANCE

Particulars	Amount
Own Contribution@10%	2.15
Term Loan	15.36
Working Capital	4.00
Total	21.51

	General	Special
Beneficiary Margin Money (% of Project Cost)	10%	5%

EVAPORATED MILK



PRODUCT INTRODUCTION:

Evaporated milk, known in some countries as "unsweetened condensed milk", is a shelf-stable canned cow's milk product where 60% or more of the water has been removed from fresh milk. It differs from sweetened condensed milk, which contains added sugar. There are mainly two types of evaporated milk one is whole evaporated milk and the other one is skim evaporated milk. Just like fresh milk or powdered milk, evaporated milk is a healthy choice. It provides nutrients needed for healthy bones: protein, calcium, vitamins A and D.

USES & MARKET POTENTIAL:

Evaporated milk is sometimes used in its reduced form, in tea or coffee, or as a topping for desserts. It is also often used to enhance custards, frozen desserts, pie fillings, and rich sauces. If allowed to freeze slightly, evaporated milk can be whipped into a creamy topping.

Primarily, this product does not need to be refrigerated and has a much longer shelf life and because of this unique characteristic the demand of evaporated milk is always high. The global evaporated milk market size was valued at USD 4.97 billion in 2018 and is expected to register a CAGR of 2.3% from 2019 to 2025.

INFRASTRUCTURE REQUIREMENT:

- 1) Land 1800-2000 sq. ft.(approx.)
- 2) Office Furniture and fixture.

MACHINERY REQUIREMENT:

Basic Machinery requirement are as follows:

1. Weighing Machine



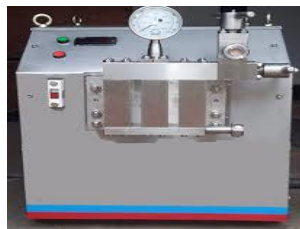
The first thing is to receive the milk and in milk receiving section the milk which is received is first weighed with the help of a weighing machine. Milk is weighed in Kg.

2. Milk Storage Tank



In dairy and milk processing industry a bulk milk storage tank is a large storage tank for holding the milk at a cold temperature until it can be picked up by a milk hauler. It is made up of stainless steel and is used every day to store the raw milk on the farm in good condition.

3. Milk Homogenizer



This equipment is used in the production of condensed milk in which milk is forced through a small passage at high velocity. This machine reduces fat globule size to a very small size in order to prevent cream formation.

4. Baby Boiler



Boilers are basically used in dairy industry for heating of milk and milk pasteurization. Milk boilers ensures good shelf life. It is also said that boilers are heart and soul of dairy industry.

5. Milk Refrigerator



Milk refrigerators are basically used to store milk and help in the process of cooling which increases the shelf life of the milk and thus prevents it from destroying. It's made up of stainless steel and it's also an important dairy farm equipment.

6. Can Filling Machine



This equipment is used to fill the finished product in cans of different sizes.

7. Can Seamer



A can seamer is a machine used to seal the lid to the can body. The lid or "end" is usually tinplated steel while the body can be of metal (such as cans for beverages and soups), paperboard (whisky cans) or plastic. During the can seaming process, the seamer chuck holds the can while the rolls rotate around it.

8. Milk Evaporation Tank



This equipment is used to heat and thus evaporate the water from milk in a controlled manner.

9. Condenser



A condenser's function is to allow high pressure and temperature refrigerant vapor to condense and eject heat.

10. Water Pump



It pumps water, using energy to physically transfer water from one place to another.

11. Cooling Tower



It's a device which cools the water by allowing it to fall through air flow which may be natural or forced so as to achieve evaporative cooling.

12. Sterilization Retort



Retort, vessel is used for sterilization of substances that are placed inside them.

RAW MATERIAL:

Basic Raw material requirement are as follows:

1. Milk
2. Cans
3. Chemicals, Preservatives etc.

Manufacturing Process:

Process description of Evaporated Milk is defined below:

1. **Pre-Warming:** This affects both heat stability and viscosity. Previously, a temperature of 203°F for ten to fifteen minutes was used, but now higher temperatures for a shorter time are used to give better heat stability without loss in viscosity.

- 2. Evaporation:** The Milk is then boiled in same evaporation tank in which its pre-warmed until required vaporization of water is achieved.

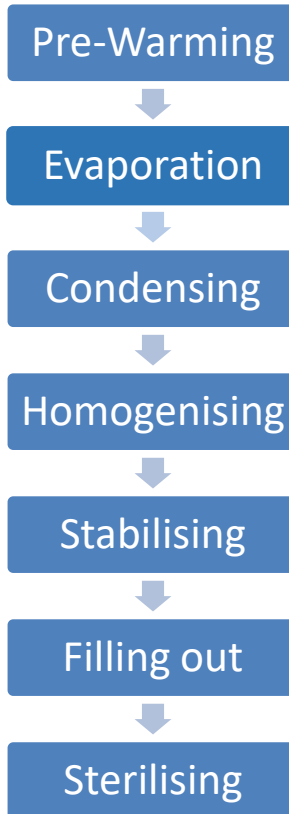
- 3. Homogenising:** This is usually performed at a pressure of about 2500lbs. per square inch at a temperature of about 130°F. Homogenisation not only keeps the fat evenly distributed, but also increases viscosity. It usually decreases the heat stability slightly.

- 4. Stabilising:** After rapid cooling sodium bicarbonate, sodium citrate or phosphate may be added at the rate of about 0.25 percent to increase the heat stability.

- 5. Filling:** The greatest care against contamination must be exercised during filling, thus the filling machine is thoroughly cleaned and sterilised immediately after use.

- 6. Sterilising:** The filled and sealed cans are sterilised or autoclaved in a retort at temperature of about 240° F for about twenty minutes.

PROCESS FLOW DIAGRAM:



APPROVALS & REGISTRATION REQUIREMENT:

Basic registration required in this project:

- GST Registration
- Udyog Aadhar Registration
- Choice of a Brand Name of the product and secure the name with Trademark if required
- FSSAI Registration

IMPLEMENTATION SCHEDULE:

S.No.	Activity	Time required in months
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 Months
5.	Commercial Trial Runs	1 Months
	Total time Required (some activities shall run concurrently)	5-6 Months

FINANCIAL ASPECTS:

PROJECTED BALANCE SHEET

PARTICULARS	I	II	III	IV	V
SOURCES OF FUND					
Capital Account					
Opening Balance	-	2.46	3.80	6.16	8.40
Add: Additions	2.15	-	-	-	-
Add: Net Profit	1.01	2.74	4.86	7.24	10.05
Less: Drawings	0.70	1.40	2.50	5.00	7.00
Closing Balance	2.46	3.80	6.16	8.40	11.46
CC Limit	4.00	4.00	4.00	4.00	4.00
Term Loan	13.66	10.24	6.83	3.41	-
Sundry Creditors	0.26	0.30	0.35	0.40	0.45
TOTAL :	20.38	18.34	17.33	16.21	15.90
APPLICATION OF FUND					
Fixed Assets (Gross)	17.07	17.07	17.07	17.07	17.07
Gross Dep.	2.52	4.67	6.50	8.06	9.39
Net Fixed Assets	14.55	12.40	10.57	9.01	7.68
Current Assets					
Sundry Debtors	4.10	4.16	4.76	5.40	6.13
Stock in Hand	0.69	0.74	0.82	0.91	1.00
Cash and Bank	1.04	1.04	1.18	0.89	1.09
TOTAL :	20.38	18.34	17.33	16.21	15.90
	-	-	-	-	-

PROJECTED PROFITABILITY STATEMENT

PARTICULARS	I	II	III	IV	V
A) SALES					
Gross Sale	35.16	41.57	47.61	54.01	61.32
Total (A)	35.16	41.57	47.61	54.01	61.32
B) COST OF SALES					
Raw Mateiral Consumed	11.25	12.99	14.88	16.93	19.14
Electricity Expenses	3.15	3.46	3.78	4.09	4.41
Repair & Maintenance	0.18	0.21	0.24	0.27	0.31
Labour & Wages	10.76	11.83	13.02	14.32	15.75
Depreciation	2.52	2.15	1.83	1.56	1.33
Cost of Production	27.86	30.65	33.75	37.17	40.94
Add: Opening Stock /WIP	-	0.65	0.70	0.77	0.85
Less: Closing Stock /WIP	0.65	0.70	0.77	0.85	0.93
Cost of Sales (B)	27.21	30.60	33.68	37.09	40.85
C) GROSS PROFIT (A-B)	7.95 22.62%	10.98 26.40%	13.93 29.26%	16.92 31.33%	20.47 33.38%
D) Bank Interest (Term Loan)	1.67	1.36	0.99	0.61	0.23
ii) Interest On Working Capital	0.44	0.44	0.44	0.44	0.44
E) Salary to Staff	3.96	4.36	4.79	5.27	5.80
F) Selling & Adm Expenses Exp.	0.88	2.08	2.86	3.24	3.68
TOTAL (D+E)	6.95	8.24	9.07	9.56	10.15
G) NET PROFIT	1.01 2.9%	2.74 6.6%	4.86 10.2%	7.36 13.6%	10.32 16.8%
H) Taxation	-	-	-	0.12	0.27
I) PROFIT (After Tax)	1.01	2.74	4.86	7.24	10.05

PROJECTED CASH FLOW STATEMENT

PARTICULARS	I	II	III	IV	V
<u>SOURCES OF FUND</u>					
Own Contribution@10%	2.15	-			
Net Profit	1.01	2.74	4.86	7.36	10.32
Depreciation & Exp. W/off	2.52	2.15	1.83	1.56	1.33
Increase In Cash Credit	4.00				
Increase In Term Loan	15.36	-	-	-	-
Increase in Creditors	0.26	0.04	0.04	0.05	0.05
TOTAL :	25.31	4.93	6.73	8.97	11.70
<u>APPLICATION OF FUND</u>					
Increase in Fixed Assets	17.07	-	-	-	-
Increase in Stock	0.69	0.06	0.08	0.09	0.09
Increase in Debtors	4.10	0.06	0.60	0.64	0.73
Repayment of Term Loan	1.71	3.41	3.41	3.41	3.41
Taxation	-	-	-	0.12	0.27
Drawings	0.70	1.40	2.50	5.00	7.00
TOTAL :	24.27	4.93	6.59	9.26	11.50
Opening Cash & Bank Balance	-	1.04	1.04	1.18	0.89
Add : Surplus	1.04	0.00	0.14	- 0.29	0.20
Closing Cash & Bank Balance	1.04	1.04	1.18	0.89	1.09

COMPUTATION OF PRODUCTION OF EVAPORATED MILK

Item to be Manufactured EVAPORATED MILK

Manufacturing Capacity per Day		50	kg
No. of Working Hour		8	
No of Working Days per month		25	
No. of Working Day per annum		300	
Total Production per Annum		15,000	kg
Total Production per Annum		75,000.00	Can of 200 gms
Year		Capacity	EVAPORATED MILK
		Utilisation	
I		50%	37,500
II		55%	41,250
III		60%	45,000
IV		65%	48,750
V		70%	52,500

COMPUTATION OF RAW MATERIAL

Item Name	Quantity of Raw Material	Unit	Unit Rate of	Total CostPer Annum (100%)
Milk	50,000.00	Ltr	30.00	1,500,000.00
Empty Cans	75,000.00	Pieces	10.00	750,000.00
Total	50,000.00			2,250,000.00

Total Raw material in Rs lacs at 100% Capacity _____ 22.50
 Cost per box of 200 GM (In Rs) _____ **30.00**

Raw Material Consumed	Capacity Utilisation	Rate	Amount (Rs.)	
I	50%	30.00	11.25	
II	55%	31.50	12.99	5% Increase in Cost
III	60%	33.08	14.88	5% Increase in Cost
IV	65%	34.73	16.93	5% Increase in Cost
V	70%	36.47	19.14	5% Increase in Cost

COMPUTATION OF SALE

Particulars	I	II	III	IV	V
Op Stock	-	875.00	963.00	1,050.00	1,138.00
Production	37,500.00	41,250.00	45,000.00	48,750.00	52,500.00
	37,500.00	42,125.00	45,963.00	49,800.00	53,638.00
Less : Closing Stock(7 Days)	875.00	963.00	1,050.00	1,138.00	1,225.00
Net Sale	36,625.00	41,162.00	44,913.00	48,662.00	52,413.00
Sale Price per box of 200 GM	96.00	101.00	106.00	111.00	117.00
Sale (in Lacs)	35.16	41.57	47.61	54.01	61.32

COMPUTATION OF CLOSING STOCK & WORKING CAPITAL

PARTICULARS	I	II	III	IV	V
Finished Goods					
(7 Days requirement)	0.65	0.70	0.77	0.85	0.93
Raw Material					
(1 Days requirement)	0.04	0.04	0.05	0.06	0.06
Closing Stock	0.69	0.74	0.82	0.91	1.00

COMPUTATION OF WORKING CAPITAL REQUIREMENT

Particulars	Amount	Margin(10%)	Net Amount
Stock in Hand	0.69		
Less:			
Sundry Creditors	0.26		
Paid Stock	0.42	0.04	0.38
Sundry Debtors	4.10	0.41	3.69
Working Capital Requirement			4.07
Margin			0.45
MPBF			4.07
Working Capital Demand			4.00

BREAK UP OF LABOUR

Particulars	Wages Per Month	No of Employees	Total Salary
Plant Operator	10,000.00	2.00	20,000.00
Chilling Plant Operator	10,000.00	2.00	20,000.00
Unskilled Worker	7,500.00	4.00	30,000.00
Helper	4,000.00	1.00	4,000.00
Security Guard	7,500.00	1.00	7,500.00
			81,500.00
Add: 10% Fringe Benefit			8,150.00
Total Labour Cost Per Month			89,650.00
Total Labour Cost for the year (In Rs. Lakhs)		10	10.76

BREAK UP OF SALARY

Particulars	Salary Per Month	No of Employees	Total Salary
Administrative Staff	10,000.00	3	30,000.00
Total Salary Per Month			30,000.00
Add: 10% Fringe Benefit			3,000.00
Total Salary for the month			33,000.00
Total Salary for the year (In Rs. Lakhs)		3	3.96

COMPUTATION OF DEPRECIATION

Description	Plant &			TOTAL
	Land	Machinery	Furniture	
Rate of Depreciation		15.00%	10.00%	
Opening Balance	Leased	-	-	-
Addition	-	16.32	0.75	17.07
	-	16.32	0.75	17.07
TOTAL		16.32	0.75	17.07
Less : Depreciation	-	2.45	0.08	2.52
WDV at end of 1st year	-	13.87	0.68	14.55
Additions During The Year	-	-	-	-
	-	13.87	0.68	14.55
Less : Depreciation	-	2.08	0.07	2.15
WDV at end of 2nd Year	-	11.79	0.61	12.40
Additions During The Year	-	-	-	-
	-	11.79	0.61	12.40
Less : Depreciation	-	1.77	0.06	1.83
WDV at end of 3rd year	-	10.02	0.55	10.57
Additions During The Year	-	-	-	-
	-	10.02	0.55	10.57
Less : Depreciation	-	1.50	0.05	1.56
WDV at end of 4th year	-	8.52	0.49	9.01
Additions During The Year	-	-	-	-
	-	8.52	0.49	9.01
Less : Depreciation	-	1.28	0.05	1.33
WDV at end of 5th year	-	7.24	0.44	7.68

REPAYMENT SCHEDULE OF TERM LOAN

11.0%

Year	Particulars	Amount	Addition	Total	Interest	Repayment	CI Balance
I	Opening Balance						
	Ist Quarter	15.36	-	15.36	0.42	-	15.36
	IInd Quarter	15.36	-	15.36	0.42	-	15.36
	IIIRD Quarter	15.36	-	15.36	0.42	0.85	14.51
	Ivth Quarter	14.51	-	14.51	0.40	0.85	13.66
				1.67	1.71		
II	Opening Balance						
	Ist Quarter	13.66	-	13.66	0.38	0.85	12.80
	IInd Quarter	12.80	-	12.80	0.35	0.85	11.95
	IIIRD Quarter	11.95	-	11.95	0.33	0.85	11.10
	Ivth Quarter	11.10		11.10	0.31	0.85	10.24
				1.36	3.41		
III	Opening Balance						
	Ist Quarter	10.24	-	10.24	0.28	0.85	9.39
	IInd Quarter	9.39	-	9.39	0.26	0.85	8.54
	IIIRD Quarter	8.54	-	8.54	0.23	0.85	7.68
	Ivth Quarter	7.68		7.68	0.21	0.85	6.83
				0.99	3.41		
IV	Opening Balance						
	Ist Quarter	6.83	-	6.83	0.19	0.85	5.97
	IInd Quarter	5.97	-	5.97	0.16	0.85	5.12
	IIIRD Quarter	5.12	-	5.12	0.14	0.85	4.27
	Ivth Quarter	4.27		4.27	0.12	0.85	3.41
				0.61	3.41		
V	Opening Balance						
	Ist Quarter	3.41	-	3.41	0.09	0.85	2.56
	IInd Quarter	2.56	-	2.56	0.07	0.85	1.71
	IIIRD Quarter	1.71	-	1.71	0.05	0.85	0.85
	Ivth Quarter	0.85		0.85	0.02	0.85	0.00
				0.23	3.41		

Door to Door Period 60 Months
Moratorium Period 6 Months
Repayment Period 54 Months

CALCULATION OF D.S.C.R

PARTICULARS	I	II	III	IV	V
CASH ACCRUALS	3.53	4.89	6.69	8.80	11.38
Interest on Term Loan	1.67	1.36	0.99	0.61	0.23
Total	5.20	6.25	7.67	9.41	11.62
REPAYMENT					
Repayment of Term Loan	1.71	3.41	3.41	3.41	3.41
Interest on Term Loan	1.67	1.36	0.99	0.61	0.23
Total	3.37	4.78	4.40	4.02	3.65
DEBT SERVICE COVERAGE RATIO	1.54	1.31	1.74	2.34	3.18
AVERAGE D.S.C.R.			1.99		

COMPUTATION OF ELECTRICITY**(A) POWER CONNECTION**

Total Working Hour per day	Hours	8	
Electric Load Required	KW	30	
Electricity Charges	per unit	7.50	
Total Working Days		300	
Electricity Charges			5.40
Add : Minimim Charges (@ 10%)			

(B) DG set

No. of Working Days		300	days
No of Working Hours		0.5	Hour per day
Total no of Hour		150	
Diesel Consumption per Hour		8	
Total Consumption of Diesel		1,200	
Cost of Diesel		65.00	Rs. /Ltr
Total cost of Diesel		0.78	
Add : Lube Cost @15%		0.12	
Total		0.90	

Total cost of Power & Fuel at 100%			6.30
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Year	Capacity	Amount (in Lacs)
I	50%	3.15
II	55%	3.46
III	60%	3.78
IV	65%	4.09
V	70%	4.41

BREAK EVEN POINT ANALYSIS					
Year	I	II	III	IV	V
Net Sales & Other Income	35.16	41.57	47.61	54.01	61.32
Less : Op. WIP Goods	-	0.65	0.70	0.77	0.85
Add : Cl. WIP Goods	0.65	0.70	0.77	0.85	0.93
Total Sales	35.81	41.62	47.68	54.09	61.41
Variable & Semi Variable Exp.					
Raw Material & Tax	11.25	12.99	14.88	16.93	19.14
Electricity Exp/Coal Consumption at 85%	2.68	2.94	3.21	3.48	3.75
Wages & Salary at 60%	8.83	9.71	10.69	11.75	12.93
Selling & administrative Expenses 80%	0.70	1.66	2.29	2.59	2.94
ii) Interest On Working Capital	0.44	0.44	0.44	0.44	0.44
Repair & Maintenance	0.18	0.21	0.24	0.27	0.31
Total Variable & Semi Variable Exp	24.08	27.96	31.74	35.47	39.51
Contribution	11.73	13.66	15.93	18.63	21.90
Fixed & Semi Fixed Expenses					
Electricity Exp/Coal Consumption at 15%	0.47	0.52	0.57	0.61	0.66
Wages & Salary at 40%	5.89	6.48	7.12	7.84	8.62
Interest on Term Loan	1.67	1.36	0.99	0.61	0.23
Depreciation	2.52	2.15	1.83	1.56	1.33
Selling & administrative Expenses 20%	0.18	0.42	0.57	0.65	0.74
Total Fixed Expenses	10.72	10.92	11.08	11.27	11.58
Capacity Utilization	50%	55%	60%	65%	70%
OPERATING PROFIT	1.01	2.74	4.86	7.36	10.32
BREAK EVEN POINT	46%	44%	42%	39%	37%
BREAK EVEN SALES	32.73	33.27	33.14	32.72	32.47

FINANCIAL INDICATORS					
PARTICULARS	I	II	III	IV	V
TURNOVER	35.16	41.57	47.61	54.01	61.32
GROSS PROFIT	7.95	10.98	13.93	16.92	20.47
G.P. RATIO	22.62%	26.40%	29.26%	31.33%	33.38%
NET PROFIT	1.01	2.74	4.86	7.36	10.32
PAT/SALES RATIO	2.87%	6.59%	10.20%	13.63%	16.83%
CURRENT ASSETS	5.83	5.94	6.76	7.20	8.22
CURRENT LIABILITIES	4.26	4.30	4.34	4.39	4.44
CURRENT RATIO	1.37	1.38	1.56	1.64	1.85
TERM LOAN	13.66	10.24	6.83	3.41	-
TOTAL NET WORTH	2.46	3.80	6.16	8.40	11.46
DEBT/EQUITY	5.55	2.69	1.11	0.41	-
TOTAL NET WORTH	2.46	3.80	6.16	8.40	11.46
TOTAL OUTSIDE LIABILITIES	17.91	14.54	11.17	7.81	4.44
TOL/TNW	7.28	3.82	1.81	0.93	0.39
PBDIT	5.64	6.69	8.11	9.97	12.32
INTEREST	2.11	1.80	1.43	1.05	0.67
INTEREST COVERAGE RATIO	2.68	3.72	5.69	9.50	18.27
WDV	14.55	12.40	10.57	9.01	7.68
TERM LOAN	13.66	10.24	6.83	3.41	-
FACR	1.07	1.21	1.55	2.64	-

PLANT & MACHINERY

PARTICULARS	QTY.	RATE	AMOUNT IN RS.
Milk weighing machine(Weighing capacity 200Kg and power supply 230V)	1	9,000.00	9,000.00
Milk storage tank(Capacity 500Ltr.)	1	165,000.00	165,000.00
Evaporation Tank(Capacity 100 Ltr/hr and Power supply 1.5-2 Kilo watt)	1	280,000.00	280,000.00
Milk Homogenizer(Capacity 300 Ltr/hr.)	1	195,000.00	195,000.00
Baby Boiler(Capacity 0-500 kg/hr)	1	100,000.00	100,000.00
Refrigerator(Capacity 500-1000 ltr. and power supply 110-220 V)	1	120,000.00	120,000.00
Can Filling Machine	1	400,000.00	400,000.00
Can Seamer(Capacity 25/min)	1	50,000.00	50,000.00
Water Pump	1	8,000.00	8,000.00
Condenser	1	25,000.00	25,000.00
Packaging and Other Equipment	1	280,000.00	280,000.00
Total Cost			1,632,000.00

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