



TRAYS, TROLLEYS FOR HOSPITALS WITH SCRATCHLESS COATING

Introduction

Hospitals are the powerhouses that ensure physical and mental well-being of an individual. Every hospital in India and abroad strives to create a healthy atmosphere equipped with modern equipment and furniture for speedy recovery of patient. Hospital medicine trolleys and trays play an important part of every hospital by storing required medicine and equipments for treatment of patients. There are various kinds of hospital manufactured by hospital trolley manufacturer in India using High-quality raw materials. They come with variety of sizes and forms and are made of metal, stainless steel and plastic depending upon requirement. Also every hospital trolleys and trays has specific application inside the hospital. Hospital medicine trolleys are used inside ICU, Patient Ward, OPD and doctor's chambers.

Market Potential

Medical trolleys are created to improve the effectiveness of help groups in clinics. These days, a greater part of clinics and walking careful focuses are requesting medical trolleys and trays to improve their clinical benefits.

The essential components driving the development of the medical trolleys market are rising medical care consumption and expanded spending by medical clinics to improve their clinical offices. Also, the expanding number of clinic confirmations because of an ascent in the quantity of constant infections is relied upon to fuel the development of the clinical streetcars market over the figure time frame. Moreover, the high number of geriatric populace being conceded to end client offices is additionally liable for the vigorous development of the clinical streetcars market. Leading Manufacturers are focusing on manufacturing improved and specialized version of medical trolleys, which will also help to increase traction of medical trolleys market.

Product Uses

- Trolley has a numerous of uses such as are generally used to carry patients starting with one area then onto the next or to operation room.
- Trays are used to collect specimens and used to safely transfer sharp items.
- It is beneficial in hospital areas where there is risk of rusting and contamination.

Manufacturing Process

There are a number of stages of manufacturing.

STEP 1: Arranging Raw Material

First, step is to arrange raw materials which are required in manufacturing process.

STEP 2: Melting and Casting

The crude materials that comprise a treated steel thing are put together and dissolved in a monster electric heater.

STEP 3: Cutting

The semi-completed, heat treated and tempered steel structures are cut into explicit shapes in this progression. Mechanical cutting is performed with the guide of guillotine blades, blanking, snacking and fast sharp edges.

STEP 4: Finishing

Completing is applied to help the tempered steel item accomplish its unique tastefully engaging appearance. Completions are likewise expected to make the hardened steel item smooth and simpler to clean, which is a top prerequisite in sterile applications.

Cost of Project

Particulars	Amount (Rs. in Lakhs)
Own Land	-
Civil works and Buildings	51.30
Plant & Machinery	18.60
Miscellaneous Fixed Assets	8.48
DG SET 50 KV	4.40
Escalation & Contingencies	4.14
Preliminary & Preoperative Expenses	8.17
Sub-total (A)	95.09
Working Capital Margin	11.84
Total Project Cost	106.93
Total Working Capital Requirement (B)	47.36
MEANS OF FINANCE	
Total Funds Required (A+B)	142.45
Loan Component-	
Term Loan	59.45
Working Capital Loan	35.52
Total	94.97
Equity	47.48
Total	142.45

Detailed Cost Element

Sl. No	Particulars	Quantity	Amount (Rs. in Lakhs)
1	Hydraulic double action deep drawing press	1	7.00
2	Hydraulic Metal sheet shearing/cutting Machine	1	5.20
3	Trimming Machine	1	3.50
4	Circle cutting Machine(including Motor)	1	0.87
5	Motorised Hydraulic Pipe bending Machine	1	0.71
6	Pipe Cutting Machine(including Motor)	1	0.18
7	Welding Machine	1	0.48
8	Compressor Machine	1	0.67
	Total		18.60

Contingencies and Escalations

It has been assumed at approximately 5% at cost of project.

Preliminary Expenses

Particulars	Amount (Rs. in Lakhs)
Incorporation Expenses	0.15
Project Report Preparation and Consultation	0.50
Feasibility and Engineer's/Architect's Report and Plans	1.28
Legal Charges - Drafting for agreements, contracts, stamp paper, notary and affidavit cost	0.10
Other recurring expenses of revenue nature up to start of commercial production - Security Guard & Others salary	3.12
Interest Cost for period before commercial production	3.02
Total	8.17

Salary

Designation	Manpower	Amount (Rs. in Lakhs)
Manager	1	4.41
Accountant	1	3.78
Skilled workers	5	11.34
Unskilled workers	15	28.35
Security Guard	2	2.52

Profitability Statement

Particulars	Amount (Rs. in lakhs)				
	Year- 1	Year- 2	Year- 3	Year- 4	Year- 5
<u>A. INCOME</u>					
Production Capacity (Units/Annum)	15000.00	15000.00	15000.00	15000.00	15000.00
Capacity for the year	70%	75%	80%	85%	90%
Production per annum at capacity utilisation	10500.00	11250.00	12000.00	12750.00	13500.00
Annual Sales	259.09	277.59	296.10	314.61	333.11
Total Income during the year	259.09	277.59	296.10	314.61	333.11
<u>B. OPERATING EXPENSES</u>					
Raw Material	133.33	142.85	152.38	161.90	171.43
Salary	50.40	52.92	55.57	58.34	61.26
Repair & Maintenance	1.66	1.74	1.83	1.92	2.01
Power	4.05	4.13	4.22	4.30	4.39
Depreciation and Amortization	7.11	7.11	7.11	5.42	5.42
Total Operating Expenses	196.55	208.76	221.09	231.89	244.51
Operating profit (A-B)	62.54	68.84	75.01	82.72	88.60
<u>C. FINANCIAL EXPENSES</u>					
Interest on Term Loan	5.13	4.00	2.87	1.74	0.61
Interest on Working capital Loan	3.73	3.97	4.21	4.46	4.71
<u>D. OTHER EXPENSES</u>					
Administration and general expenses	5.18	5.55	5.92	6.29	6.66
Total Expenses	14.04	13.52	13.01	12.49	11.98
Profit before Tax	48.50	55.32	62.00	70.23	76.62
Provision For Income Tax	12.12	13.83	15.50	17.56	19.16
Profit After Tax	36.37	41.49	46.50	52.67	57.47
Dividend Declared	0.00	0.00	0.00	0.00	0.00
Retained Profit	36.37	41.49	46.50	52.67	57.47

Breakeven Point

Break Even Point (BEP)			Amount (Rs. in lakhs)			
Sl. No.	Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5
A.	Net Sales	259.09	277.59	296.10	314.61	333.11
B.	Variable Cost					
	Raw Material	133.33	142.85	152.38	161.90	171.43
	Power and Utility	4.05	4.13	4.22	4.30	4.39
	Total Variable Cost	137.38	146.99	156.59	166.20	175.81
C.	Contribution (A-B)	121.70	130.61	139.51	148.40	157.30
D.	Fixed and Semi-Fixed Cost					
	Salary	50.40	52.92	55.57	58.34	61.26
	Repair & Maintenance	1.66	1.74	1.83	1.92	2.01
	Interest on Term Loan	7.11	7.11	7.11	5.42	5.42
	Interest on Working Capital Loan	5.13	4.00	2.87	1.74	0.61
	Depreciation & Amortization	3.73	3.97	4.21	4.46	4.71
	Total Fixed Cost	68.02	69.74	71.58	71.89	74.02
E.	Breakeven Point	56%	53%	51%	48%	47%
F.	Cash BEP	50%	48%	46%	45%	44%

Debt-Service Coverage Ratio

			Amount (Rs. in lakhs)			
Sl. No.	Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5
i	Profit After Tax	36.37	41.49	46.50	52.67	57.47
ii	Depreciation	7.11	7.11	7.11	5.42	5.42
iii	Interest	5.13	4.00	2.87	1.74	0.61
A	Total (i + ii + iii)	48.61	52.60	56.48	59.84	63.50
i	Interest	5.13	4.00	2.87	1.74	0.61
ii	Principal repayment	11.89	11.89	11.89	11.89	11.89
B	Total (i + ii)	17.02	15.89	14.76	13.63	12.50
	DSCR (A / B)	2.86	3.31	3.83	4.39	5.08

Interest on Term Loan and Principal Repayment

Refer Annexure I for Loan Repayment Schedule.

We have assumed the repayment tenure of term loan for a period of 5 years, rate of interest being @9.5% with the moratorium period being 9 months.

Address of Vendors

Name of the Vendor	Address and Contact Number
Apothecaries Sundries Mfg. Co.	Plot No. 229 Udyog Vihar, Phase-Iv Gurgaon - 122001, Haryana, India Ph. No.- 080 4876 1906
The Global Pharma Equipments	Vasai East, Vasai Thane, Maharastra Ph. No.- 098 6003 9272
Standard Steel	Sadar Bazar, Ambala Ph. No. - 080 4876 2560

ANNEXURE- I

Year	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annually
I													
Principal													
Opening	59.45	58.46	57.47	56.48	55.48	54.49	53.50	52.51	51.52	50.53	49.54	48.55	
Repaid	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	11.89
Closing	58.46	57.47	56.48	55.48	54.49	53.50	52.51	51.52	50.53	49.54	48.55	47.56	
Interest	0.47	0.46	0.45	0.45	0.44	0.43	0.42	0.42	0.41	0.40	0.39	0.38	5.13
II													
Principal													
Opening	47.56	46.57	45.58	44.59	43.60	42.60	41.61	40.62	39.63	38.64	37.65	36.66	
Repaid	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	11.89
Closing	46.57	45.58	44.59	43.60	42.60	41.61	40.62	39.63	38.64	37.65	36.66	35.67	
Interest	0.38	0.37	0.36	0.35	0.35	0.34	0.33	0.32	0.31	0.31	0.30	0.29	4.00
III													
Principal													
Opening	35.67	34.68	33.69	32.70	31.71	30.71	29.72	28.73	27.74	26.75	25.76	24.77	
Repaid	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	11.89
Closing	34.68	33.69	32.70	31.71	30.71	29.72	28.73	27.74	26.75	25.76	24.77	23.78	
Interest	0.28	0.27	0.27	0.26	0.25	0.24	0.24	0.23	0.22	0.21	0.20	0.20	2.87
IV													
Principal													
Opening	23.78	22.79	21.80	20.81	19.82	18.83	17.83	16.84	15.85	14.86	13.87	12.88	
Repaid	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	11.89
Closing	22.79	21.80	20.81	19.82	18.83	17.83	16.84	15.85	14.86	13.87	12.88	11.89	
Interest	0.19	0.18	0.17	0.16	0.16	0.15	0.14	0.13	0.13	0.12	0.11	0.10	1.74
V													
Principal													
Opening	11.89	10.90	9.91	8.92	7.93	6.94	5.94	4.95	3.96	2.97	1.98	0.99	
Repaid	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	11.89
Closing	10.90	9.91	8.92	7.93	6.94	5.94	4.95	3.96	2.97	1.98	0.99	0.00	
Interest	0.09	0.09	0.08	0.07	0.06	0.05	0.05	0.04	0.03	0.02	0.02	0.01	0.61