



Daffodil *International* **University**

Internship report on

Export Import Analysis of **Manohar Filaments Private Limited;**

A study on Uttara Branch, Dhaka



INTERNSHIP REPORT

ON

Export Import Analysis of **Manohar Filaments Private Limited;**



Daffodil
International
University

Prepared By

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Subject: Submission of Internship Report on “Export & Import Analysis of Manohar Filaments: A study on Uttara Branch”.

Dear Sir,

I thus presenting this internship report on the above subject according to prerequisite of our course-educational modules. This report gave me the prospect to have a short information about the Export & Import of Manohar Filaments. It is an incredible achievement to work under your supervision, care and direction. I attempted my best to fuse all the data that I have gathered amid the internship period. I wish the report would satisfy your desire and standard.

I hope that the report will meet up to your desires.

Sincerely,

Lingkon Podder

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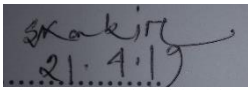
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CERTIFICATE APPROVAL

I am satisfied that Internship report on “Export & Import Analysis of Manohar Filaments: A study on Uttara Branch” prepared by LingkonPodder bearing ID: 151-11-4483 of Bachelor of Business Administration (Major in Accounting) under Department of Business Administration is endorsed for introduction and safeguard.

LingkonPodder bears a decent good character and a satisfying identity. I wish his every accomplishment throughout everyday life.



Shahana Kabir

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ACKNOWLEDGEMENT

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EXECUTIVE SUMMARY

Not the single country on the world can't satisfy their internal demand with its own production so they have to include in foreign exchange. All nation on the planet trades their item through import and export and satisfies their need. Then again they likewise procure outside cash by global exchange and contribute their economy. This paper endeavors to give summary of Import Export execution of Manohar Filaments. In this report also explain about the significant wares that are Export and Import by Manohar Filaments Items and country wise analysis, issues and difficulties faced in Export and Import Business. In this paper also explain the scope of import and export in Bangladesh and what kind of inconveniences they are facing.

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Chapter- 01

Introduction

1.1 Introduction:

For smoothing exporting products to abroad required smooth supply of raw materials and other related merchandise. Smooth supply of all products dependent on bringing in merchandise from abroad, which are required and nearby supply of products, which are utilized in making exporting goods. Its need to import merchandise from abroad such a large number of things like cotton, machinery etc. What's more, this association import products from abroad as well as well as export merchandise abroad. Export and import are entomb related action in this organization. In this way, to continuous export and import it is fundamental to investigate every one of the exercises of export and import related.

1.2 Scope of the Study:

This report has arranged to pick up a reasonable perspective of the export import of the Manohar Filaments. Utilizing all information that effort to incorporate the majority of the criteria of export import. This report focus on the overall day to day business affairs of the company.

1.3 Objective of the Study:

Broad Objective: An analysis on the export import performance of Manohar Filaments.

Specific Objective:

- To identify major commodities that are Export & Import by Manohar Filaments.
- To find out problems & challenges faced by Manohar Filaments.
- To identify Trade and business opportunities in Bangladesh.

1.4 Methodology of the study:

As a primary source of information discussed with the concern employees of the company to get the necessary information.

And secondary source of information was corporate initiation program manuals, various reports and article, Web base help from the web and internet. Some of my course components as identified with this report.

1.5 Limitation of the study:

Despite the fact that an exceptionally through and an efficient report has been tried to be Created yet there are still few constraints presents here.

- Absence of understanding has gone about as limitations in the method for careful investigation on the subject. Being an individual from the association it was unrealistic on part of to express a portion of the perceptive issues. Absence of sufficient information about export and import business of any association.
- Huge examination was unreal due to weight and guideline displayed by the organization. Absence of satisfactory recorded reports as required making a through report. Generally speaking and coming information was not available.
- Nonappearance of open information about export and import business exercise of Manohar Filaments. Because of the protest of the busy key people individuals, basic educational choice ended up being hard. The laborers are to an incredible degree involved to play out their commitment.

Chapter- 02

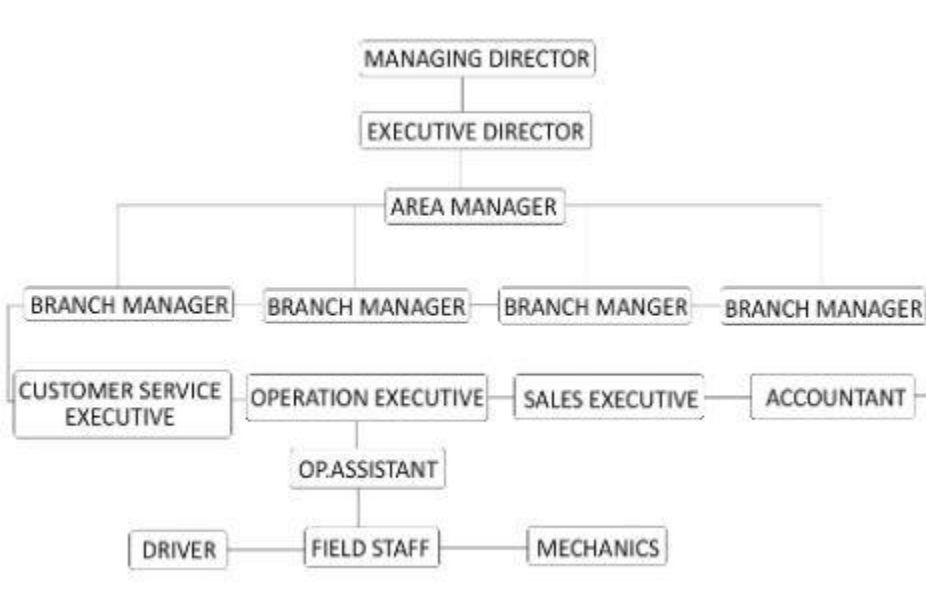
Overview of Manohar Filaments

2.1 Company Profile:

The company's history has been more than 20 years in the making from the earliest days of making printed labels to now becoming one of the few vertically integrated companies in India. Manohar Filaments is a company that not only dyes, weaves yarns and tapes, but also specializes in woven and printed labels, heat transfers, badge embroideries, narrow fabrics, belts, packaging, hangtags, price tickets, corrugated and non-corrugated boxes. Continuous Innovation & rapid transformation have been the main focus throughout 'Manohar Filaments' history. The company traces its roots from its first established in 1986 until today. We have not stopped striving to be the very best. Committed to industry improvements, both socially & environmentally, Manohar Filaments provides creative solutions, excellent communication, and quick deliveries and flexibility with emphasis on being customer centric whether it is regional or global. Our local and international clients know Manohar Filaments will not fail in providing them with excellent branding items for their business growth. Manohar Filaments is resolved to end up an undeniable outsider strategic arrangement supplier, crediting world class administration to their clients, crosswise over globe.

- ✓ Integrity
- ✓ Commitment
- ✓ Professionalism
- ✓ Innovation
- ✓ Adaptability
- ✓ Consistency
- ✓ Understanding & Development

2.2. Management Structure



2.3. Organization Strategy:

2.3.1. Name of Strategy:

Manohar Filaments the accompanying hierarchical technique for his association

1. Business broadening technique
2. Best cost system
3. In present they are expanded business goliath in Bangladesh.
4. They generally give improved nature of item to their clients with lower cost and they never bargain with their quality.
5. On the piece of their business enhancement methodology they dependably attempted to make their item for niche advertise. Example: Square Herbal Ltd. (A herbal prescription company).

2.3.2. Purpose behind Success/ Failure

The vast majority of the case they are effective in light of the fact that they are focused on his clients and Bangladesh for their quality item. Manohar Filaments has faith utilizing cutting edge innovation to adapt the evolving scene. Inspiration and enhancement is its significant quality.

2.4 Global Production Chain:

Managing inventory is an exceptionally challenge now a days to make with their financial plan and now is the right time sensitive. What's more, presently it is exceptionally normal to go worldwide sourcing for the greater part of the business houses, anyway they resolved to give the esteemed clients to productive dependable colleague for start to finish store network action also.

2.5 Value Chain:

Manohar Filaments is intended to guarantee that every single phases of the inventory network action will cautiously arranged and facilitated well. A remarkable group of experts focused on the perfection by method for giving opportunity and precise data and direction as genuine incentive for the clients cash to make utilization of their specialized system and coordination's accomplish over the clearly bolster all the client's sourcing and offering anyplace in the globe.

2.6 Company Location:

Corporate Head Quarter:

Unit 1

B-59, G.T.Karnal Industrial Area,

Delhi-110033

Area: 11092sq.ft

Unit 2

142-143-144, HSIIDC Industrial Estate,

Kundli,

Distt. Sonapat131028

Area: 45000sq. ft.

Unit 3

421-422, EPIP,

Kundli, Distt. Sonapat-131028

Area; 3500sq. ft.

Unit 4

531-532, HSIIDC Industrial Estate,

Barhi, Distt. Sonapat-131101

Area: 190000sq. ft.

Head Office (Bangladesh)

12th floor, H-11, R-15, RabindraSaroni,

Azimpur, Sector 3, Uttara.

2.7 Target Market:

Export Oriented Garments Industry.

2.8 Product Quality:

In the export marketing supply of quality product is viewed as prime determinant for effective

showcasing of the product. It is by and large trusted that the purchasers don't forfeit quality at the purpose of cost. Accordingly quality of the product should be guaranteed to contend in the export market. The supporters of the organization to remain constantly cognizant about the quality, structure and so forth of textures. To deliver quality textures they are required to utilize appropriate imported. Right – type machinery and to utilize an accomplished and talented individual. The quality control segment of the undertaking must be outfitted with the required and fundamental quality control hardware so that at each phase of creation nature of the product might be guaranteed; else it might troublesome for the task to enter their item effectively in the global market except if quality isn't kept up perfectly.

2.9 Factory Details:

Product Mix and Manufacturing Units:

Manohar Filaments has the infrastructure and strength to back up our claims. As a company believe in delivering high quality products. Company's facilities have state of the art equipment with the latest technologies capable of meeting stringent compliance requirements.

The project will be a composite unit consisting fabric dyeing & finishing unit. Raw materials of various kinds of duplex board, cotton, uncoated card, coated card, adhesive paper, synthetic paper, Kraft paper, PET sticker, PVC sticker, art card, printing ink, foil (only for printed item), varnish (only for varnished item), pet film, adhesive, hot melt powder which will be imported. These hang tag, paper band, yarn, price tag, bar code, size tag, photo inlay, photo card, printed level, heat transfer label, woven label are the basic raw materials of its garments product which will be received from its dyeing and finishing unit.

Chapter- 03

Export Import Analysis

3.1 Import Analysis

Manohar Filaments Ltd is a 100% fare arranged Cotton, Hang Tag, Paper Band, Price Tag, Bar Code etc fabricating organization. They principally produce Hang Tag, Paper Band, Bar Code to Fabrics fabricating organization and textures producing organization send out it to pieces of clothing industry through back to back L/C and articles of clothing Garments industry trade this textures against L/C after certain procedure in this since Manohar Filaments Ltd is Exporter Hang Tag, Price Tag, and Bar Code. However, in the business term these sorts of exporter are called esteem exporter. As fundamental occupation of Manohar Filaments Ltd is to assembling and trading of Hang Tag, Bar Code, Price Tag so they need some crude materials and auxiliaries to assembling this item. Fundamental crude materials of Manohar Filaments Ltd are different kinds of crude cotton, printing ink mesh fabric. As Manohar Filaments Ltd is a manufacturing organization. So they have textures producing organization and they have pieces of clothing fabricating organization. Square knit Fabrics Ltd get 100% L/C from their very own articles of clothing Industry and Manohar Filaments Ltd. Get 60% L/C from their very own articles organization Square Knit Fabrics Ltd and another 40% get from other organization. With the goal that the purchasers of Manohar Fashions and others pieces of clothing industry are a definitive purchasers of Manohar Filaments Ltd. Manohar Filaments Ltd mostly get their crude by 100% money L/C.

3.1.1. Import

As the principle crude material of Manohar Filaments Ltd is raw Cotton, Printing Ink, Printing Chemical, Duplex Board, Synthetic paper, coated card and Mesh Film. So they obtain their crude materials under two ways.

1. Local import.
2. Foreign import.

3.1.2. Local Import

As Manohar Filaments Ltd is a biggest best yarn, hang tag, price tag and bar Code producing organization of Bangladesh so they need different sort of crude cotton, synthetic paper, coated card, duplex board. Yet, we can't deliver high caliber of crude cotton, duplex board, synthetic paper and coated card in our nation so we can 100% relied upon imported cotton with the goal that Manohar Filaments Ltd. Nearby import is nil.

3.1.3. Foreign Import

As we realize that to create high caliber of yarn, Hang Tag, Bar Code and Price Tag need high caliber of crude cotton, duplex board, coated card and synthetic paper. High caliber of crude cotton implies which cotton exists length fiber is long and filaments are developed. To deliver high caliber of cotton, duplex board, coated card and synthetic paper basically needs great climate condition however we have not. So at last we depended completely imported crude cotton, duplex board, coated card and synthetic paper for our materials plant. Manohar Filaments Ltd get focal Asia's cotton, duplex board, coated card and synthetic paper. Uzbekistan, China, Kazakhstan's crude cotton and synthetic according to their purchases fulfillment. In spite of the fact that the cost of focal Asia's crude cotton, synthetic paper and duplex board are higher than other cotton, synthetic and duplex. Manohar Filaments Ltd likewise get crude cotton, synthetic paper, duplex and coated card from Zimbabwe, Syria, USA, India, West Africa, Indonesia and Thailand and so forth through money L/C.

3.1.4. Comparison to Other Company with Import Policy

Manohar Filaments Ltd think, however client like focal Asia's cotton, synthetic paper, duplex and coated card at more expensive rate and the majority of the turning plants go for focal Asia's cotton, synthetic paper and duplex paper according to their clients fulfillments. In any case, this pattern is not proceeding for significant lot. Since may focal Asia's organization figure they will deliver Yarn, Price Tag, Hang tag, Bar Code in their own nation or others organization like Square think

they set up a plant in focal Asia's nation. At that point focal Asia's cotton, synthetic paper, duplex paper, coated card are not accessible then what will do the other organization. Manohar Filaments Ltd dependably think extraordinary. Therefore to confront this issue 60% to half CIS cotton, synthetic paper, duplex paper and coated card and 40% to other cotton, synthetic paper, duplex paper and coated which quality is same like CIS cotton, synthetic paper, duplex paper and coated card to beat any future issue. Manohar Filaments Ltd materials don't tail other so all over the year they obtain cotton, synthetic paper, duplex paper and coated card for a multi month advance. So that throughout the year they can keep up normal cotton, synthetic paper, duplex paper and coated card cost and they don't misfortune shades and they don't pick up tints. Be that as it may, then again others organization they forward book everywhere throughout the year so in the event that cotton, synthetic paper, duplex paper and coated cost is higher, at that point they gain tints and cotton, synthetic paper, duplex paper and coated cost is down they misfortunes shades.

3.2. Export Analysis

3.2.1. Direct Export

Direct fare of Manohar Filaments Ltd is so little since they import 100% crude cotton, synthetic paper, duplex paper and coated card form abroad so their yarn, price code, bar code, hang tag and paper band cost is higher than the others nation.

3.2.2 Local Export

As a consider exporter Manohar Filaments Ltd send out their 60% yarn, price code, bar code, hang tag and paper band to the concern Square knit Fabrics Ltd and adjusted yarn, price tag, bar code, hang tag and paper band they fare to the others materials industry through consecutive L/C. Square Knit Fabrics Ltd primarily trade their 100% textures to the Manohar Filaments Ltd which is a world class articles of clothing fabricating organization and other materials industry send out their textures to others pieces of clothing organization in our nation. Manohar Filaments Ltd

and others articles of clothing organization have solid advertising team they visit everywhere throughout the world to showcase their item to world class purchaser like Puma, Nike, Asda, Matalan., Mark and Spencer, Kitaro, Redfield, H&M, Ashcity, Mexx and so on Manohar Filaments Ltd and other pieces of clothing organization mainly gather L/C from those world class purchaser and Manohar Filaments Ltd give L/C to Square Knit Fabrics Ltd and others articles of clothing organization give L/C to another Fabrics producing organization to gather textures. Just as Square Knit Ltd and other materials factories give L/C to Manohar Filaments Ltd to gather yarn, price tag, paper band, hang tag and bar code for delivering textures. Manohar Filaments Ltd likewise deal a little part of yarn, price tag, paper band, hang tag and bar code in locally which is produce by wastage cotton, synthetic paper, duplex paper and coated card. These sorts of yarn, price tag, paper band, hang tag and bar code are “B” Grade and it isn’t meet the fare quality.

3.2.3. Comparison to Others Company with Export Policy

Manohar Filaments Ltd.’s strategy is constantly not the same as the others organizations arrangement. So Manohar Filaments Ltd pursue some procedure to build their fare. Like underway they utilize heterogeneous framework to make a major part. As same nature of cotton, synthetic paper, duplex paper and coated card they blend as a whole.

Furthermore, make a major parcel 90 tons to 100 tons, with the goal that enormous clients dependably like to utilize same part of yarn, paper band, price tag, bar code and hang tag to show signs of improvements bring about coloring and there is no shade variety for their huge creation. Manohar Filaments Ltd dependably attempt to deliver same nature of yarn, paper band, price tag, bar code and hang tag all over the year. For this reason purchasers dependably lean toward Manohar Filaments Ltd material’s yarn, price tag, paper band, hang tag and bar code however others organization pursue general framework where they utilize same cotton, synthetic paper, duplex paper and coated card. When they use Uzbek cotton, synthetic paper and coated card then they utilize just Uzbek cotton, synthetic paper and coated card. With the goal that their yarn, price tag, paper band, hang tag and bar code parcel in every case little. 30 to 40 tons and all over the year they can’t keep up a similar quality, so huge purchaser don’t incline toward their yarn, paper band, price tag, hang tag and bar code for their shades generation.

Manohar Filaments Ltd pursues another method they generally attempt to meet client's shipment on due date yet then again others organization dependably can't do that. So Manohar Filaments Ltd deals dependably wrinkling.

3.2.4. Lacking of Policy

Manohar Filaments Ltd dependably utilize Heterogeneous framework. They use blend cotton, synthetic paper, duplex paper and coated card to deliver yarn, paper band, price code, hang tag and bar code, so their creation cost is less and others organization utilize general framework. They utilize 100% Uzbekistani's cotton, synthetic paper, duplex paper and coated card it is expensive so their generation cost every case high. On the off chance that in the market make a rumor that Manohar Filaments Ltd material's don't utilize 100% Uzbek cotton, synthetic paper, duplex paper and coated card yet their rate is higher than the others it is terrible for them and they can free their huge market.

3.2.5. How can overcome this Lacking

Manohar Filaments Ltd can keep away from Heterogeneous framework and they can expand their reliance on Central Asia's cotton, synthetic paper, duplex paper and coated card. They can decrease their yarn, paper band, price code, hang tag and bar code cost and persuade clients that however Manohar Filaments Ltd utilize heterogeneous framework yet their outcome is same like focal Asia's cotton, synthetic paper, duplex paper and coated card.

They can likewise persuade their clients to decrease reliance on CLS cotton, synthetic paper, duplex paper and coated card to assimilate any stun in future.

Chapter- 04

Findings

- Manohar Filaments fundamentally use blend cotton, synthetic paper, duplex board coated card to deliver yarn, bar code, hang tag, price code, paper band yet then again others organization use Uzbek cotton, synthetic paper and coated card.
- Manohar Filament's yarn, paper band, price tag and bar code cost is higher than the others organization.
- Manohar Filaments don't advanced booking to get cotton, synthetic paper, duplex board and coated card however others organization do that.
- They don't orchestrate get together for their huge purchaser somewhere around one time a year.
- They don't welcome their huge purchaser to visit their processing plant.

Chapter- 05

Recommendation

- As Manohar Filaments use blend cotton, synthetic paper, duplex board and coated card so they can lessen their yarn, bar code, paper band, price tag and hang tag cost.
- Manohar Filaments can pursue the others organization. They can just utilize CIS cotton and duplex board.
- Manohar Filaments can persuade their purchaser to diminish reliance on CIS cotton, duplex board to ingest any stun in future.
- They can organize get together for their purchaser something like one time a year where purchaser can simply talk about their concern and they can give their recommendation to beat this issue.

Chapter- 06

Conclusion

Manohar Filaments has come to its present steady and productive position because of its operational exercises in the correct manner overseen by a gathering of expert and specialized specialists. The organization's kin are very much propelled and working under a sound harmonious condition. Here all offices are accessible for smooth tasks of the organization. Then again the organization is adding to the national economy by utilizing many individuals and winning remote money for which we feel pleased for having such an organization in our nation.

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