

ABSTRACT

There is significance in investigating the problems that surrounded the distribution of material management in marketing organization. Therefore, this extended essay attempts to examine the raw materials and scarce, production has become complex and the number of goods strategies for improving the alternative sources are required and new product needed in distributing channels are being managed. We all know that goods/materials, cannot reach the ultimate consumer/industrial users without a checking of the problem of distribution management. Based on the research made on the extended essay recommendation were made. To minimize irregularities in the allocation of their products, the company should be out to visit their various channels when the company has different product line by each distributor will have the exact of his allocation. Sales representatives should be out to visit their various retailers and acquire information about their product and the problem they face before getting the product. In order to solve channel conflict the organization should be established personal relationship between representatives of channels members.

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CHAPTERONE

1.1Introduction

Material Management was first discovered as veryimportant function during the Second World War. After industrial revolutionindustries are springing up in hundred everyday activities, raw materials andscare, production has become complex and the number of goods, components andraw materials have increased to thousand account head to be prepared andcustomer need to be attended to writing a short period of time. Alternativesources are required and new product need improvements and development withthese problems in minds materials management in modern industries intends tohave stated an attack these problem in a scientific manner to achieve optimumsources hence professionalism.

With the introduction of materials management intomodern industries, the following advantages have accrued.

- i)High sales
- ii)Goodrecords
- iii)Low costof requisition and processing
- iv)Constituencyof qualities
- v)Favourablesupplier relations
- vi)Goodstorage facilities

Thus, the importance of materials management lies in the fact that any significant contribution made by materials management in reducing material cost will go a long way in improving profitability and the rate of returns on investments. Today, materials are the lifebloods of any industries. No industrial concern can operate without them. They must be made available at the proper place, right source, right quality and at the proper price.

1.2 Objective of the Essay

The objective of the essay is to look at the significance of materials management on utilization source in manufacturing.

The objective of the study are as follows:

- i) To discover problem facing store management in an organization.
- ii) To discover and encourage the use of new techniques in the management in an organization.
- iii) To determine the methods of coordinating its activities so that each function forms an integral part of the whole organization.
- iv) To estimate the degree of contribution of material planning to the efficiency of the organization performance.
- v) To identify the various techniques used in solving various problems that occur in the organization so that corrective actions can be taken to achieve the goals and objectives.

1.3 Significance of the Study

Is a paramount important for researcher on the significance of the study and hope this extended essay will be of great importance to store managers in an organization.

Which will be given in this study will go a long way to assisting the organization to improve their operation effective application of capital, human and material resources in the store department are no longer an option but a necessary pre-requisite survival and realization.

- i) And also serve as pre-requisite for the award of National Diploma (ND) in Business Studies.
- ii) To serve as reference for the store personnel, lecturers and students of various institutions for more information about material management.

Solution in the industry to take necessary corrective and realistic measure of materials. It will show the impact of in and organization efficiency and performance.

1.4 Scope of the Essay

The scope of essay will be centered on the material management on purchasing.

As a result of idea on material management, which cover a wide area, the project term intend to look into affair of the organization on material management and resource utilization from the past fourteen years 1992 to 2004. This research is restricted to specific area of materials management including invoice, Local Purchasing Order (L.P.O) purchase requisition note Bin Card, job order and form M.

This study cover the area, such as impact of materials, material handling etc which is the responsibility of management for the computer flow of materials to the satisfaction of users department in an organization.

1.5 Definition of Terms

Materials: In an industry it mean everything which is supplied to the production lines and so includes raw materials, components, subassemblies, liquids power etc.

Organization: Is the grouping of related activities together and assigning those various activities or duties to various employees while at the same time giving them authority to perform those task.

Raw Materials: These combines all form of material that has to be converted into an end product.

Purchasing: Is the activity directed to securing by legal means, the materials suppliers, services and equipments required in the operation of an enterprise.

Quality: Is the totality of failures and characteristics of a product and services that bears on our ability to satisfy a given need.

Quantity: Refers to the value or amount of commodity required for a particular purpose or that can be economically purchased at a particular time.

Management: The word 'management' can be defined as control of human activities directed toward specific standard, which can be realized through the availability of resources such as men, machine, material and land.

Materials Management: Is the activities are frequently handled by the local or officer level and involve regular communication with the suppliers concerning requirement such as order quantities and delivering data.

THE IMPACT OF MATERIAL MANAGEMENT ON PURCHASING

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