



UNITED INTERNATIONAL UNIVERSITY

**Internship Report on: “Inventory Analysis at Grameen
Footwear Ltd.”**

Course code: INT 4339

Submitted by

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Letter of transmittal

12 April, 2023

Dr. Saad Hasan

Associate Professor

United International University

Subject: Submission of Internship Report on “Inventory Analysis at Grameen Footwear Ltd”.

Assalamu Alaikum Sir,

It is my privilege to let you know that, as a partial fulfilment of the requirements for Bachelor of Administration (BBA) degree, I have completed my internship program in Grameen Footwear Ltd.’s main branch. Based on the practical scenario of the business I had to furnish my report. The report carries information of how the footwear industry operates their business. It has been a unique experience for me to carry out such research and gather practical experience of working in a company. And also this has created an opportunity for me to enhance my knowledge and skills that will help me in my future career. I tried my best as possible to make the report more informative. Despite my best effort there might be some flaws remaining in the report, and I hope that you'll justify my mistakes and be pleased to accept my report.

Thank You!!

Sincerely yours

Prince Mahmud Naafi
.....

ID: 111 182 068

United International University

Declaration By student

I, Prince Mahmud Naafi, declare that the entire internship report titled “Inventory Analysis at Grameen Footwear Ltd” is prepared by me. I am also assured of not having any plagiarism in this report, as well as the report was written only for meeting the academic standards not for any other purpose.

.....

Prince Mahmud Naafi

ID- 111 182 068

Supervisor certificate

This is to certify that Prince Mahmud Naafi, Student of United International University (UIU), Bachelor of Business Administration (BBA), ID- 111 182 068 has completed an internship report titled “Inventory Analysis at Grameen Footwear Ltd” according to the Universities requirement. The report will only be acceptable in terms of quality and form as directed by the university authority.

Dr. Saad Hasan

Associate Professor

School of Business and Economics

United International University

Acknowledgement

Firstly I would like to thank Almighty Allah for giving me the strength and ability to learn and understand. Then I would like to thank my Honorable faculty and supervisor Dr. Saad Hassan, for giving me the proper instruction and guidance in order to finish the report. I would also like to Thank Mr. Awlad Hossain, chairman of Grameen footwear for giving me a wonderful opportunity to work in his company. As well as Mr. Mokhlesur Rahman (Accounts officer) and Mr. Abdur Rahim(Manager Slipper) & Mr. Lokman Hossian (Manager Footwear) for training me up. Without all of their guidance and support, it might have been difficult for me to complete the entire report.

Executive Summary

This report contains information about the local and international footwear industry and overall activities of the organization where I completed my internship. The report discusses the primary tasks that I was assigned by my supervisor and over all process of Grameen Footwear. The information that is provided in this report is collected based on the primary research. The report focuses on results of inventory analysis I have conducted. In particular, I have utilized an inventory management and analysis tool called ABC analysis. The results of the study will be helpful for analyzing inventory of the in firm real time and will optimize the level of inventory.

Chapter 1: Company Profile

Introduction

Grameen Footwear brands, distributes and retails footwear. If we talk about the most renowned brand of the local market in Bangladesh, Grameen footwear comes among the top ten listed brands to match the taste and preference of maximum Bangladeshi customers. The company started its journey as a sole proprietorship, twenty years ago by Mr. Hazi Mohammad Awlad Hossian.

Company Vision and Mission

Consistent Product Quality: The main focus of the company is to establish a repeated customer base and increase their brand values by ensuring the quality standards expected by Consumers.

Product and services

Grameen Footwear carries a huge collection of shoes, sandal, keds, slipper, Sneakers etc. for all types of customers male, female and kids. The company ensures that the product meets all sets of standards according to Bangladeshi customers taste and preference. Grameen mainly gives subcontracts to vendors for manufacturing products. It also has the supply chain team to source compliant suppliers across Bangladesh, who are responsible to ensure the best quality of raw materials for the product. The company also sources raw material from China to maintain high quality standards in order to satisfy the customer by offering premium quality products.

Organizational Structure



Figure 1. Organizational Structure

Key People



Figure 2. Key peoples in the organizations

Chapter 3: Theoretical Aspects

This chapter provides a literature review of local and international footwear industry and issues related to inventory management and analysis tools such as ABC analysis.

International and Bangladesh Footwear Industry

The footwear sector is a diverse industry that covers a wide range of materials and products for different types of men, women, and children. Globally this market is highly Competitive and Fragmented with few major players as well as infinite numbers of small players, including designers, manufacturers, marketers and retailers. The Global market demand of the Footwear industry is around \$224B USD and \$22.3B sold annually.

Unlike readymade garments (RMG), Bangladesh footwear industry did not get enough recognition in the international market. There were 220 tanneries in Bangladesh, who were active in processing and manufacturing of leather and were facing fierce competition in the international market. According to the report of the Export Promotion Bureau of Bangladesh, Bangladesh Non leather footwear industry has increased by 30% in export which is worth 449 million from fiscal year 2020-2022.

Since in covid-19 pandemic, many international buyers were shifting their dependency from China to avoid risk with a single supplier, and from that giant footwear companies started to switch their focus to manufacturing units in Bangladesh as well as other native Asian countries. Nowadays, Bangladesh uses advanced manufacturing facilities to adhere to environmental regulation. The top non leather footwear buyers of Bangladesh are from Spain, France, Netherlands, South Korea, India, Germany and Netherland.

Inventory Management

In footwear industry what moves in the supply chain is inventory. In addition, this report is based on inventory management. Therefore, it is important to have a discussion on inventory. Inventory

management ensures that the right type of goods reach the right place in the right quantity, time and price. Thus it maintains the product availability at warehouses, retailers & distributors.

Insufficient inventory management may halt production process which leads to failure to deliver the product on time, would result in loss of customer and negative impact in the market. Also excessive inventory maintenance increases the holding cost, which might have a negative effect on company's profitability.

ABC Analysis

So far different methods and models have been proposed to classify inventory but among all of them, ABC analysis is the best approach to classify the inventory. It enables organizations to classify inventories into meaningful categories. Basically this approach is based on Pareto principle 80/20 rule, assumes that 20% of the inventory will accounts 80% of significant measurement. There are also some benefits of ABC classification systems:

Cycle counting Frequency: Here A class items will be counted frequently then B & C class Items.

Replenishment system: This will vary according to the importance of the inventory system. Example: if C Class items are lower it will be treated in two bin system, which will help to minimize the inventory carrying cost.

Chapter 4: Result and Discussion

Following is a summary of various strategies and tactics employed by Grameen Footwear.

Competitive Production Rates

Grameen Footwear tries to maintain Output rates Comparable with Competitors. Since the Product is purchased under subcontract, but maximum time the company always tries to involve in manufacturing decisions with the vendors and also source the material to ensure the best quality. Currently the Company is trying to establish their own factory that will help the organization to minimize more their Production Cost

Low cost

The Company tries to source the product as cheap as possible in order to minimize the cost. For that they purchase raw materials in bulk to get advantage of order quantity cycle. Currently the Company is trying to establish their own factory that will help the organization to minimize more their Production Cost.

Distribution network

The company has a large distribution channel in Bangladesh and still it is trying to increase the number of customers and vendors.

Customer satisfaction

The ultimate goal of Grameen is to satisfy their customers and increase their brand value.

Industry the company operates

Though the company does primary and secondary work in the industry, their prime attention is on the tertiary sector to serve the product to customers.

Production

At first the supply chain team sources and procure the raw materials. Secondly they deliver the raw material to third party manufacturers for sample products. When the sample is ready the quality is inspected by the quality assurance team, then the product goes for manufacture. Grameen

always orders a minimum 2-4 dozen footwear for one design sample. Not likely all the time the company goes for the manufacturing process, the manufacturer also has the opportunity to show their personal design, if the product meets the standard the company gives direct order directly.

Marketing: Grameen follows multiple marketing strategies. The marketing officers are spread all over the districts. They go from door to door to retail shopkeepers to sell their product. The officers offer the retail shop to purchase their product for cash or credit. In terms of credit the marketing officers provide some conditions. The payment system depends on retailers' sales capability and other factors to pay back the money.

Target Market: Basically the company's main Attraction of customers are out of the city. Grameen targets all types of customers from children to adult and based on their taste and preference the shoes are produced.

Sales: Grameen sells their product at a fixed price to the customer. Since they directly sell their product to wholesale customers, they offer a 30% discount for both cash and credit sales. For the loyal customer the company offers a 35% discount. Overall the retailer makes a profit of 30-35% of product price.

ABC Classification

I have used ABC analysis tool to assess the available inventory of Grameen Footwear. As discussed in the previous section ABC Analysis classifies inventory as per three different categories namely, A, B and C based on Annual Taka usage percentage. Table 1-3 and Figure 3-6 provides details and summaries of the ABC analysis conducted.

A Class Items: This has the smallest category generally, 10-15% of total items and the most crucial items among all because 60-70% money is invested on this Inventory.

B Class Items: 20-30% of money is usually invested on B class items. This will be slightly larger in terms of volumes of SKU's which is around 20-25% of total Inventory.

C class Items: Typically this is always the largest category of inventory around 60-70% and less money is invested in these items.

Table 1. ABC Analysis of Inventory at Grameen Footwear

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
1	101-245	18	1075	19,350	0.94	A	0.94
2	2-60	24	1350	32,400	1.57	A	2.51
3	26-24	24	1250	30,000	1.46	A	3.97
4	26-26	24	1250	30,000	1.46	A	5.42
5	26-30	24	1250	30,000	1.46	A	6.88
6	27-14	24	995	23,880	1.16	A	8.04
7	27-4	24	995	23,880	1.16	A	9.20
8	306-10	12	1450	17,400	0.84	A	10.04
9	306-12	24	1450	34,800	1.69	A	11.73
10	306-7	24	1450	34,800	1.69	A	13.42
11	306-9	12	1450	17,400	0.84	A	14.26
12	30-7	30	1250	37,500	1.82	A	16.08
13	308-6	30	1450	43,500	2.11	A	18.20
14	33-4	24	850	20,400	0.99	A	19.19
15	35-10	24	1050	25,200	1.22	A	20.41
16	6-29	30	795	23,850	1.16	A	21.57
17	6-31	24	795	19,080	0.93	A	22.49
18	6-36	30	795	23,850	1.16	A	23.65
19	6-38	30	795	23,850	1.16	A	24.81
20	6-41	24	1095	26,280	1.28	A	26.08
21	6-7	24	1095	26,280	1.28	A	27.36
22	9-25	24	1150	27,600	1.34	A	28.70
23	101-256	12	975	11,700	0.57	B	29.26
24	101-258	12	975	11,700	0.57	B	29.83
25	113-18	12	950	11,400	0.55	B	30.39
26	119-91	12	950	11,400	0.55	B	30.94

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
27	119-97	12	950	11,400	0.55	B	31.49
28	128-5	12	1055	12,660	0.61	B	32.11
29	26-54	12	1250	15,000	0.73	B	32.83
30	30-0	12	1250	15,000	0.73	B	33.56
31	306-15	6	2190	13,140	0.64	B	34.20
32	306-16	6	2190	13,140	0.64	B	34.84
33	309-1	6	1950	11,700	0.57	B	35.41
34	309-5	6	1950	11,700	0.57	B	35.97
35	6-63	24	625	15,000	0.73	B	36.70
36	6-84	24	625	15,000	0.73	B	37.43
37	1-0	6	1050	6,300	0.31	C	37.73
38	101-0	6	695	4,170	0.20	C	37.94
39	101-153	12	755	9,060	0.44	C	38.38
40	101-154	6	755	4,530	0.22	C	38.60
41	101-155	6	755	4,530	0.22	C	38.82
42	101-172	6	650	3,900	0.19	C	39.01
43	101-173	6	650	3,900	0.19	C	39.19
44	101-181	6	395	2,370	0.12	C	39.31
45	101-196	18	395	7,110	0.35	C	39.65
46	101-197	12	395	4,740	0.23	C	39.88
47	101-202	6	395	2,370	0.12	C	40.00
48	101-208	6	695	4,170	0.20	C	40.20
49	101-209	12	395	4,740	0.23	C	40.43
50	101-211	6	395	2,370	0.12	C	40.55
51	101-215	6	750	4,500	0.22	C	40.77
52	101-217	6	750	4,500	0.22	C	40.98
53	101-218	6	750	4,500	0.22	C	41.20

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
54	101-219	6	1095	6,570	0.32	C	41.52
55	101-220	6	1095	6,570	0.32	C	41.84
56	101-234	6	490	2,940	0.14	C	41.98
57	101-235	6	490	2,940	0.14	C	42.13
58	101-236	6	490	2,940	0.14	C	42.27
59	101-237	6	490	2,940	0.14	C	42.41
60	101-242	6	875	5,250	0.25	C	42.67
61	101-243	6	875	5,250	0.25	C	42.92
62	101-244	6	1075	6,450	0.31	C	43.23
63	101-248	6	875	5,250	0.25	C	43.49
64	101-250	6	1075	6,450	0.31	C	43.80
65	101-252	6	1075	6,450	0.31	C	44.11
66	101-253	6	1075	6,450	0.31	C	44.43
67	101-254	12	395	4,740	0.23	C	44.66
68	101-255	6	395	2,370	0.12	C	44.77
69	101-257	6	975	5,850	0.28	C	45.06
70	101-259	6	975	5,850	0.28	C	45.34
71	101-32	6	550	3,300	0.16	C	45.50
72	101-33	6	550	3,300	0.16	C	45.66
73	101-52	6	695	4,170	0.20	C	45.86
74	102-0	12	550	6,600	0.32	C	46.18
75	102-100	6	550	3,300	0.16	C	46.34
76	102-101	6	550	3,300	0.16	C	46.50
77	102-109	6	550	3,300	0.16	C	46.66
78	102-110	6	550	3,300	0.16	C	46.82
79	102-111	12	550	6,600	0.32	C	47.14
80	102-112	6	695	4,170	0.20	C	47.35

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
81	102-113	6	695	4,170	0.20	C	47.55
82	102-114	6	695	4,170	0.20	C	47.75
83	102-116	6	675	4,050	0.20	C	47.95
84	102-117	6	675	4,050	0.20	C	48.14
85	102-45	6	550	3,300	0.16	C	48.30
86	102-59	6	595	3,570	0.17	C	48.48
87	102-60	6	595	3,570	0.17	C	48.65
88	102-61	6	595	3,570	0.17	C	48.82
89	102-64	6	675	4,050	0.20	C	49.02
90	102-67	6	675	4,050	0.20	C	49.22
91	102-69	6	675	4,050	0.20	C	49.41
92	102-73	6	675	4,050	0.20	C	49.61
93	102-74	6	675	4,050	0.20	C	49.81
94	102-77	6	675	4,050	0.20	C	50.00
95	102-82	6	725	4,350	0.21	C	50.21
96	102-86	6	725	4,350	0.21	C	50.43
97	102-87	6	725	4,350	0.21	C	50.64
98	102-97	12	550	6,600	0.32	C	50.96
99	112-15	6	775	4,650	0.23	C	51.18
100	112-16	6	695	4,170	0.20	C	51.38
101	112-26	6	775	4,650	0.23	C	51.61
102	112-32	6	695	4,170	0.20	C	51.81
103	112-33	6	695	4,170	0.20	C	52.02
104	112-35	6	695	4,170	0.20	C	52.22
105	112-40	6	695	4,170	0.20	C	52.42
106	112-43	6	775	4,650	0.23	C	52.65
107	112-46	6	695	4,170	0.20	C	52.85

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
108	112-47	6	695	4,170	0.20	C	53.05
109	112-50	6	695	4,170	0.20	C	53.25
110	112-51	6	695	4,170	0.20	C	53.46
111	113-0	6	950	5,700	0.28	C	53.73
112	113-11	6	1250	7,500	0.36	C	54.10
113	113-6	6	1250	7,500	0.36	C	54.46
114	113-7	6	1225	7,350	0.36	C	54.82
115	113-9	6	1250	7,500	0.36	C	55.18
116	115-13	6	995	5,970	0.29	C	55.47
117	115-15	6	995	5,970	0.29	C	55.76
118	116-19	6	825	4,950	0.24	C	56.00
119	116-20	6	825	4,950	0.24	C	56.24
120	116-21	12	795	9,540	0.46	C	56.70
121	119-101	6	950	5,700	0.28	C	56.98
122	119-102	6	950	5,700	0.28	C	57.26
123	119-103	12	855	10,260	0.50	C	57.75
124	119-104	12	855	10,260	0.50	C	58.25
125	119-43	6	855	5,130	0.25	C	58.50
126	119-51	6	1250	7,500	0.36	C	58.87
127	119-53	6	1250	7,500	0.36	C	59.23
128	119-63	6	855	5,130	0.25	C	59.48
129	119-65	6	855	5,130	0.25	C	59.73
130	119-70	6	855	5,130	0.25	C	59.98
131	119-77	6	855	5,130	0.25	C	60.22
132	119-78	6	855	5,130	0.25	C	60.47
133	119-79	6	950	5,700	0.28	C	60.75
134	119-87	6	950	5,700	0.28	C	61.03

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
135	119-89	6	950	5,700	0.28	C	61.30
136	119-92	6	950	5,700	0.28	C	61.58
137	119-96	6	950	5,700	0.28	C	61.86
138	119-96	6	950	5,700	0.28	C	62.13
139	127-7	6	1225	7,350	0.36	C	62.49
140	127-9	6	1225	7,350	0.36	C	62.85
141	128-20	6	1055	6,330	0.31	C	63.15
142	128-6	6	1055	6,330	0.31	C	63.46
143	128-9	6	955	5,730	0.28	C	63.74
144	1-31	6	1050	6,300	0.31	C	64.05
145	131-1	12	795	9,540	0.46	C	64.51
146	131-1 1/4/	6	850	5,100	0.25	C	64.76
147	131-2	6	850	5,100	0.25	C	65.00
148	131-4	6	795	4,770	0.23	C	65.23
149	1-36	6	1050	6,300	0.31	C	65.54
150	1-37	6	1050	6,300	0.31	C	65.85
151	2-100	6	775	4,650	0.23	C	66.07
152	2-102	6	1350	8,100	0.39	C	66.46
153	2-103	6	1350	8,100	0.39	C	66.86
154	21-108	6	1490	8,940	0.43	C	67.29
155	21-24	6	1190	7,140	0.35	C	67.64
156	2-13	6	675	4,050	0.20	C	67.83
157	21-80	6	1450	8,700	0.42	C	68.26
158	21-81	6	1450	8,700	0.42	C	68.68
159	21-93	6	1450	8,700	0.42	C	69.10
160	21-94	6	1450	8,700	0.42	C	69.52
161	21-95	6	1450	8,700	0.42	C	69.95

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
162	21-98	6	1450	8,700	0.42	C	70.37
163	21-99	6	1450	8,700	0.42	C	70.79
164	2-41	6	775	4,650	0.23	C	71.02
165	2-42	6	775	4,650	0.23	C	71.24
166	25-10	6	1095	6,570	0.32	C	71.56
167	25-16	6	1250	7,500	0.36	C	71.92
168	25-25	6	1250	7,500	0.36	C	72.29
169	25-26	6	1250	7,500	0.36	C	72.65
170	25-43	6	1095	6,570	0.32	C	72.97
171	25-45	6	1095	6,570	0.32	C	73.29
172	26-0	6	1150	6,900	0.33	C	73.62
173	26-11	6	1150	6,900	0.33	C	73.96
174	26-18	6	1150	6,900	0.33	C	74.29
175	26-41	6	1250	7,500	0.36	C	74.66
176	26-42	6	1250	7,500	0.36	C	75.02
177	26-43	6	1250	7,500	0.36	C	75.39
178	26-44	6	1250	7,500	0.36	C	75.75
179	26-47	6	1250	7,500	0.36	C	76.11
180	26-48	6	1250	7,500	0.36	C	76.48
181	26-53	6	1250	7,500	0.36	C	76.84
182	26-68	6	1250	7,500	0.36	C	77.21
183	27-18	6	995	5,970	0.29	C	77.50
184	2-77	6	1350	8,100	0.39	C	77.89
185	2-86	6	1350	8,100	0.39	C	78.28
186	2-87	6	1350	8,100	0.39	C	78.68
187	2-88	6	1350	8,100	0.39	C	79.07
188	2-89	6	1350	8,100	0.39	C	79.46

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
189	29-11	6	575	3,450	0.17	C	79.63
190	29-12	6	575	3,450	0.17	C	79.80
191	29-15	6	575	3,450	0.17	C	79.96
192	29-23	6	575	3,450	0.17	C	80.13
193	29-27	6	575	3,450	0.17	C	80.30
194	29-28	6	575	3,450	0.17	C	80.47
195	2-93	6	1450	8,700	0.42	C	80.89
196	29-33	6	575	3,450	0.17	C	81.06
197	29-35	6	525	3,150	0.15	C	81.21
198	29-37	6	525	3,150	0.15	C	81.36
199	29-40	6	575	3,450	0.17	C	81.53
200	29-45	6	525	3,150	0.15	C	81.68
201	29-47	6	575	3,450	0.17	C	81.85
202	29-49	6	575	3,450	0.17	C	82.02
203	29-5	6	575	3,450	0.17	C	82.18
204	29-50	6	575	3,450	0.17	C	82.35
205	29-52	6	595	3,570	0.17	C	82.52
206	29-55	12	575	6,900	0.33	C	82.86
207	29-56	6	575	3,450	0.17	C	83.03
208	29-57	6	575	3,450	0.17	C	83.19
209	29-58	6	575	3,450	0.17	C	83.36
210	29-59	6	595	3,570	0.17	C	83.53
211	2-96	6	775	4,650	0.23	C	83.76
212	29-60	12	595	7,140	0.35	C	84.11
213	29-61	12	595	7,140	0.35	C	84.45
214	29-62	6	595	3,570	0.17	C	84.63
215	2-97	6	775	4,650	0.23	C	84.85

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
216	2-99	6	1450	8,700	0.42	C	85.27
217	304-154	6	850	5,100	0.25	C	85.52
218	304-166	6	995	5,970	0.29	C	85.81
219	304-170	6	995	5,970	0.29	C	86.10
220	304-171	6	995	5,970	0.29	C	86.39
221	306-11	6	1450	8,700	0.42	C	86.81
222	308-8	6	1450	8,700	0.42	C	87.24
223	31-11	6	1150	6,900	0.33	C	87.57
224	31-12	6	1150	6,900	0.33	C	87.91
225	33-17	6	750	4,500	0.22	C	88.12
226	33-18	6	750	4,500	0.22	C	88.34
227	33-7	6	750	4,500	0.22	C	88.56
228	34-1	6	850	5,100	0.25	C	88.81
229	34-2	6	850	5,100	0.25	C	89.06
230	35-2	6	1050	6,300	0.31	C	89.36
231	35-6	6	1050	6,300	0.31	C	89.67
232	35-7	6	1050	6,300	0.31	C	89.97
233	4-102	6	525	3,150	0.15	C	90.13
234	4-105	6	525	3,150	0.15	C	90.28
235	4-106	6	525	3,150	0.15	C	90.43
236	4-108	6	575	3,450	0.17	C	90.60
237	4-110	6	575	3,450	0.17	C	90.77
238	4-117	6	575	3,450	0.17	C	90.93
239	4-132	6	575	3,450	0.17	C	91.10
240	4-136	6	755	4,530	0.22	C	91.32
241	4-138	6	755	4,530	0.22	C	91.54
242	4-147	6	690	4,140	0.20	C	91.74

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
243	4-148	6	690	4,140	0.20	C	91.94
244	4-161	6	585	3,510	0.17	C	92.11
245	4-162	6	585	3,510	0.17	C	92.28
246	4-164	6	585	3,510	0.17	C	92.45
247	4-173	6	585	3,510	0.17	C	92.62
248	4-27	6	585	3,510	0.17	C	92.79
249	4-34	6	685	4,110	0.20	C	92.99
250	4-36	6	685	4,110	0.20	C	93.19
251	4-72	6	525	3,150	0.15	C	93.35
252	4-86	6	575	3,450	0.17	C	93.51
253	4-88	6	575	3,450	0.17	C	93.68
254	4-90	6	575	3,450	0.17	C	93.85
255	4-92	6	575	3,450	0.17	C	94.02
256	4-95	6	575	3,450	0.17	C	94.18
257	6-10	6	950	5,700	0.28	C	94.46
258	6-100	6	1225	7,350	0.36	C	94.82
259	6-33	6	795	4,770	0.23	C	95.05
260	6-37	6	795	4,770	0.23	C	95.28
261	6-55	6	1225	7,350	0.36	C	95.64
262	6-57	6	1225	7,350	0.36	C	95.99
263	6-64	6	625	3,750	0.18	C	96.17
264	6-65	6	1225	7,350	0.36	C	96.53
265	6-74	6	1250	7,500	0.36	C	96.90
266	6-76	6	1250	7,500	0.36	C	97.26
267	6-78	6	1250	7,500	0.36	C	97.62
268	6-85	6	950	5,700	0.28	C	97.90
269	6-88	6	995	5,970	0.29	C	98.19

SL	SKU	Annual Number of item Sold	Cost/ Unit(TK)	Annual Units	Percentage Annual Unit Sold	ABC Classification	Cumulative Annual Usage
270	8-24	6	550	3,300	0.16	C	98.35
271	8-27	6	650	3,900	0.19	C	98.54
272	8-28	6	650	3,900	0.19	C	98.73
273	9-31	6	695	4,170	0.20	C	98.93
274	9-35	6	695	4,170	0.20	C	99.13
275	9-36	6	695	4,170	0.20	C	99.34
276	9-40	6	695	4,170	0.20	C	99.54
277	128-0	12	795	9,540	0.46	C	100.00
		2244		2,060,610	100.00		200.00

ABC Classification Of Grameen Footwear LTD

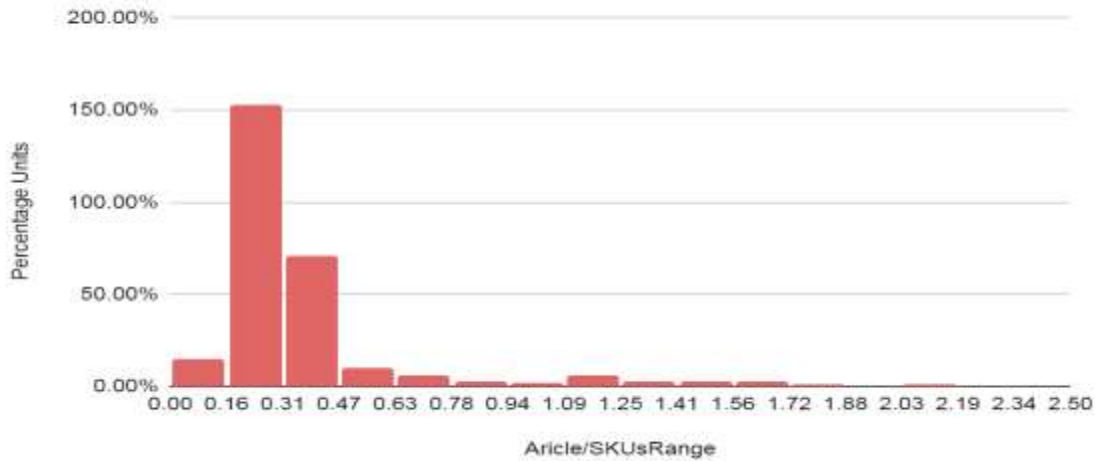


Figure: 3. histogram chart ABC analysis

Based on the Month of February, I had prepared an ABC analysis Report (Table1). In Which I have sorted out all the Inventories of Shoes and divided into three categories A, B and C. In this Chart you can see the SKUS/Article numbers of product,

The SKU's which have higher number of Sales Volume and much profitable are Classified as "A" Class Items. Mid-range sales, we categories it as "B" and the least Number of sales Items are "C" class Items. Basically "C" items have less demand in the market. So the company tries to stock a very small Number of stocks.

The graph (**Figure 3**) represents the entire report of the ABC Stocks of Grameen Footwear. Based on the Annual Percentage Units sold,

- The items which is more than or equals to 80% are categorized as "A". there are 22 A class Items sold in the month of February
- whereas items that is more than or equals to 50% are known as "B" items, 14 items are Classified as B
- And lastly the SKUs that fall under "C" Categories are less than 50%.The rest 241 Items are considered as B Class Items.

Table 2. Categorization summary

Category	Count Number of SKU /Articles	SKU/Article	Percentage Of Investment
A	22	101-245	0.94
		2-60	1.57
		26-24	1.46
		26-26	1.46
		26-30	1.46
		27-14	1.16
		27-4	1.16
		306-10	0.84
		306-12	1.69
		306-7	1.69

		306-9	0.84
		30-7	1.82
		308-6	2.11
		33-4	0.99
		35-10	1.22
		6-29	1.16
		6-31	0.93
		6-36	1.16
		6-38	1.16
		6-41	1.28
		6-7	1.28
		9-25	1.34
Total Percentage			28.72
Category	Count Number of SKU /Articles	SKU/Article	Percentage Of Investment
B	14	101-256	0.57
		101-258	0.57
		113-18	0.55
		119-91	0.55
		119-97	0.55
		128-5	0.61
		26-54	0.73
		30-0	0.73
		306-15	0.64

		306-16	0.64
		309-1	0.57
		309-5	0.57
		6-63	0.73
		6-84	0.73
Total Percentage			8.74
Category	Count Number of SKU /Articles	SKU/Article	Percentage Of Investment
C	241	1-0	0.31
		101-0	0.20
		101-153	0.44
		101-154	0.22
		101-155	0.22
		101-172	0.19
		101-173	0.19
		101-181	0.12
		101-196	0.35
		101-197	0.23
		101-202	0.12
		101-208	0.20
		101-209	0.23
		101-211	0.12
		101-215	0.22
		101-217	0.22

		101-218	0.22
		101-219	0.32
		101-220	0.32
		101-234	0.14
		101-235	0.14
		101-236	0.14
		101-237	0.14
		101-242	0.25
		101-243	0.25
		101-244	0.31
		101-248	0.25
		101-250	0.31
		101-252	0.31
		101-253	0.31
		101-254	0.23
		101-255	0.12
		101-257	0.28
		101-259	0.28
		101-32	0.16
		101-33	0.16
		101-52	0.20
		102-0	0.32
		102-100	0.16

		102-101	0.16
		102-109	0.16
		102-110	0.16
		102-111	0.32
		102-112	0.20
		102-113	0.20
		102-114	0.20
		102-116	0.20
		102-117	0.20
		102-45	0.16
		102-59	0.17
		102-60	0.17
		102-61	0.17
		102-64	0.20
		102-67	0.20
		102-69	0.20
		102-73	0.20
		102-74	0.20
		102-77	0.20
		102-82	0.21
		102-86	0.21
		102-87	0.21
		102-97	0.32

		112-15	0.23
		112-16	0.20
		112-26	0.23
		112-32	0.20
		112-33	0.20
		112-35	0.20
		112-40	0.20
		112-43	0.23
		112-46	0.20
		112-47	0.20
		112-50	0.20
		112-51	0.20
		113-0	0.28
		113-11	0.36
		113-6	0.36
		113-7	0.36
		113-9	0.36
		115-13	0.29
		115-15	0.29
		116-19	0.24
		116-20	0.24
		116-21	0.46
		119-101	0.28

		119-102	0.28
		119-103	0.50
		119-104	0.50
		119-43	0.25
		119-51	0.36
		119-53	0.36
		119-63	0.25
		119-65	0.25
		119-70	0.25
		119-77	0.25
		119-78	0.25
		119-79	0.28
		119-87	0.28
		119-89	0.28
		119-92	0.28
		119-96	0.28
		119-96	0.28
		127-7	0.36
		127-9	0.36
		128-20	0.31
		128-6	0.31
		128-9	0.28
		1-31	0.31

		131-1	0.46
		131-1 1/4/	0.25
		131-2	0.25
		131-4	0.23
		1-36	0.31
		1-37	0.31
		2-100	0.23
		2-102	0.39
		2-103	0.39
		21-108	0.43
		21-24	0.35
		2-13	0.20
		21-80	0.42
		21-81	0.42
		21-93	0.42
		21-94	0.42
		21-95	0.42
		21-98	0.42
		21-99	0.42
		2-41	0.23
		2-42	0.23
		25-10	0.32
		25-16	0.36

		25-25	0.36
		25-26	0.36
		25-43	0.32
		25-45	0.32
		26-0	0.33
		26-11	0.33
		26-18	0.33
		26-41	0.36
		26-42	0.36
		26-43	0.36
		26-44	0.36
		26-47	0.36
		26-48	0.36
		26-53	0.36
		26-68	0.36
		27-18	0.29
		2-77	0.39
		2-86	0.39
		2-87	0.39
		2-88	0.39
		2-89	0.39
		29-11	0.17
		29-12	0.17

		29-15	0.17
		29-23	0.17
		29-27	0.17
		29-28	0.17
		2-93	0.42
		29-33	0.17
		29-35	0.15
		29-37	0.15
		29-40	0.17
		29-45	0.15
		29-47	0.17
		29-49	0.17
		29-5	0.17
		29-50	0.17
		29-52	0.17
		29-55	0.33
		29-56	0.17
		29-57	0.17
		29-58	0.17
		29-59	0.17
		2-96	0.23
		29-60	0.35
		29-61	0.35

		29-62	0.17
		2-97	0.23
		2-99	0.42
		304-154	0.25
		304-166	0.29
		304-170	0.29
		304-171	0.29
		306-11	0.42
		308-8	0.42
		31-11	0.33
		31-12	0.33
		33-17	0.22
		33-18	0.22
		33-7	0.22
		34-1	0.25
		34-2	0.25
		35-2	0.31
		35-6	0.31
		35-7	0.31
		4-102	0.15
		4-105	0.15
		4-106	0.15
		4-108	0.17

		4-110	0.17
		4-117	0.17
		4-132	0.17
		4-136	0.22
		4-138	0.22
		4-147	0.20
		4-148	0.20
		4-161	0.17
		4-162	0.17
		4-164	0.17
		4-173	0.17
		4-27	0.17
		4-34	0.20
		4-36	0.20
		4-72	0.15
		4-86	0.17
		4-88	0.17
		4-90	0.17
		4-92	0.17
		4-95	0.17
		6-10	0.28
		6-100	0.36
		6-33	0.23

	6-37	0.23
	6-55	0.36
	6-57	0.36
	6-64	0.18
	6-65	0.36
	6-74	0.36
	6-76	0.36
	6-78	0.36
	6-85	0.28
	6-88	0.29
	8-24	0.16
	8-27	0.19
	8-28	0.19
	9-31	0.20
	9-35	0.20
	9-36	0.20
	9-40	0.20
	128-0	0.46
Total Percentage		62.57

Table 3. Summary data

Category	Annual Demand	Annual Demand Percentage	Annual Usage	Annual Usage%
A	22	7.9	591300	28.70
B	14	5.1	179940	8.73
C	241	87.0	1289370	62.57
Total	277	100.0	2060610	100.00

Percentage Annual Demand

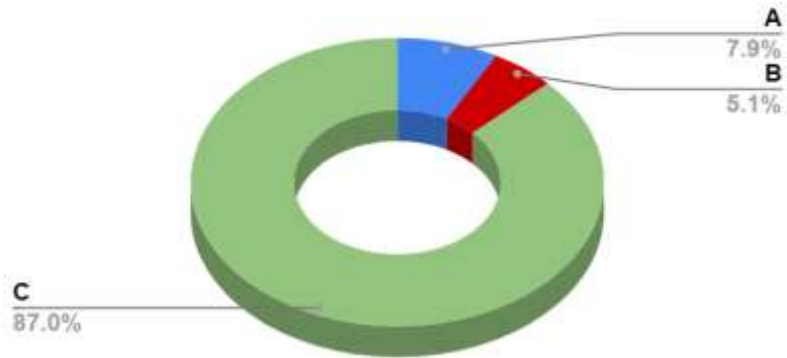


Figure 4. ABC pie chart

Percentage Annual Usage

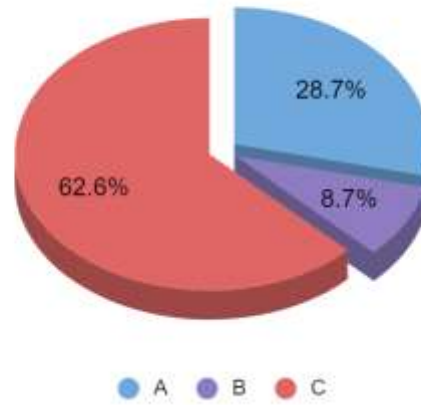


Figure 5. ABC percentage

Cumulative Usage percentage

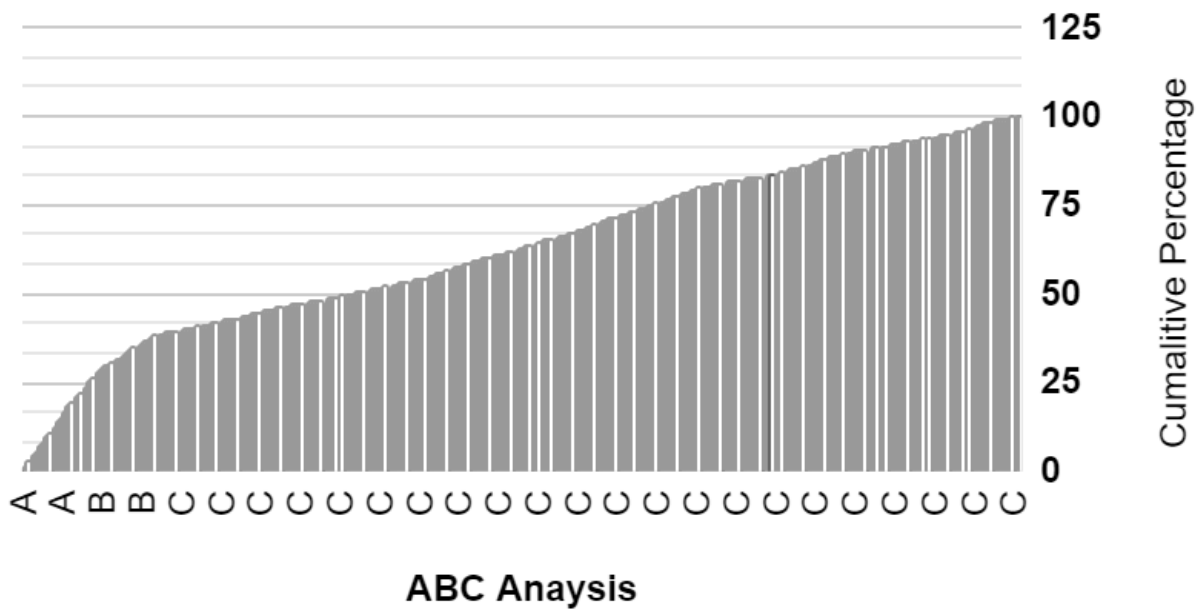


Figure 6. ABC cumulative percentage

Chapter 5: Internship Experience and Conclusion

During my internship, I have pushed myself into an uncomfortable zone and experienced the reality of the complex world. It helped me to analyze and understand how the local market of Bangladesh actually works. It helped me to acknowledge the framework of the footwear industry in Bangladesh, the demand and supply as well as the market competition.

Since the local market does not follow as much as the corporate system. It took me time to mix up with their market culture and understand their system. Although I had got the opportunity to work independently in the office as they Provided me with a computer for keeping all the data in excel sheet, and by this I was able to improve my excel skills. In this four months, my team brought the company's information & portfolios into a structural format. I tried my best to apply skills that I have learned, while doing my academic courses of supply chain. Some of the following thing I developed in excel:

1. Vlookup: It help me to find instantly the article number of shoes, price, and quantity pairs,
2. Salary sheet: I learned it from my senior How to make a salary sheet.
3. If function : while working I had to categories, which vendor product is selling more and making ABC category helped me to understand from whom to order more products, I had become expert enough in doing basic work like creating, table, charts, submission, subtraction and other basic formulas needed for excel.

Although the journey was tough as well as the high pressure of work from 9:00am -8:00pm, but it helped me to be more professional.

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Appendix 1: Experience Certificate



13-04-2023

Subject: Internship Certificate Letter

TO WHOM IT MAY CONCERN

This is to certify that Prince Mahmud Naafi has successfully completed an internship with Grameen Footwear Ltd, as an Accounts & Operation Assistant Intern in the Supply Chain Department from [1st Nov 2022] to [31-03-23].

He worked under the supervision and guidance of Mr. Moklesur Rahman During the internship, He has gained several learnings such as:

1. Preparing a cash book.
2. Maintaining the ledger of both customer and vendor (supplier)
3. Procurement and sales report.
4. Inventory management: I have to keep every record of inventory (outflow and inflow).
5. Data entry of shoes, differentiating SKUs by mentioning article number and barcode for recognition of products.
6. Invading good relationships with suppliers and customers (CRM & SRM).
7. Keeping information of distribution, procurement & logistics channels.
8. Preparing the profit and loss as well as the balance sheet of the company.

Besides showing high comprehension capacity, managing assignments with the utmost expertise, and exhibiting maximal efficiency, he has also maintained an outstanding professional demeanor and showcased excellent moral character throughout the internship period.

I hereby certify his overall work as excellent to the best of my knowledge. Wishing him the best of luck in his future endeavors.

For Grameen Footwear Ltd.


Manager
Grameen Footwear
Rajshahi

Authorized Signatory

Md. Abdur Rahim

Manager

Grameen Footwear Ltd.