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Internship Report On  
*An Entrepreneur and His Journey to Success*  
“SAFATEX Associates LTD”

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Name: Nowshine Sharmile  
ID : 111 183 080

*This Internship report would be submitted to the School of Business and Economics, United International University as a part of my Bachelor of Business Administration Degree Requirement.*



**United International University**

**School of Business and Economics**

**Internship Report On**

***“An Entrepreneur and His Journey to Success”***

***Safa Tex Associates Ltd***

**Submitted to:**

Mr. Jakowan

Assistant Professor

United International University

**Submitted by:**

Nowshine Sharmile

ID: 111 183 080

***Date of Submission:*** 04 September, 2024

## LETTER OF TRANSMITTAL

04 September, 2024

Jakowan

Assistant professor

United international university

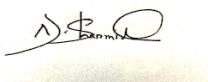
Subject: *Internship Report on an Entrepreneur and His Journey to Success “Safa Tex Associates Ltd”*

Dear sir,

With due respect, this is to inform you that , I am very pleased to submit you the internship report that you had give me. It is indeed a great opportunity for me to hand over the result of my hardship in the form of this report. I would like to inform you that I have completed my internship program at *Safa Tex Associates* and also prepared an internship report on the topic- *An Entrepreneur and His Journey to Success “Safa Tex Associates”* by conducting proper surv of the company's entrepreneurial component. I used both academic and practical understanding of actual entrepreneurial unit and activities .I have tried my level best for finish this report meaningfully and faithfully, as much as possible

I hope you will find the report valuable reading. Please feel free for any query or clarification that you would like us to explain. Contact us by dialing **+8801783859824** or email me at **nsharmile183080@bba.uiu.ac.bd**. I would like to thank you for your entire attention in developing the idea I needed to put out for this report Thanking you for your cooperation.

Yours Sincerely



Nowshine Sharmile (111 183 080)

## INDEX OF SIMILARITY OF CERTIFICATION

Title of the report: An Entrepreneur and His Journey to Success

The Student's name: Nowshine Sharmile

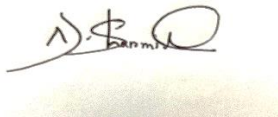
Student ID: 111 183 080

Major: Business Innovation & Entrepreneurship

Supervisor: Mr. Jakowan

Department: BBA

I want to confirm that my internship program report is completely original and does not resemble any other sources, guaranteeing there is no plagiarism. During the compilation of this report, I followed ethical guidelines and refrained from participating in any unethical behavior.

A handwritten signature in black ink, appearing to read 'N. Sharmile', is written over a light-colored rectangular background.

Nowshine Sharmile

ID : 111 183 080

## DECLARATION OF THE STUDENT

I'm Nowshine Sharmile, a United International University Bachelor of Business Administration student majoring in Business Innovation and Entrepreneurship.

Hereby affirm that,

1. I have created this internship report on the subject is " **An Entrepreneur and His Journey to Success; Safa Tex Associates Ltd**" My internship period has been an extremely valuable experience for me.
2. I have managed a comprehensive survey of Safa Tex Associates LTD's entrepreneur Mr. Faiz Ahammad and his entrepreneurial venture across his life within the textile industry.
3. During my internship period with the organization, I've been presented with numerous chances to gain knowledge.
4. I've absorbed insights from the entrepreneur, understanding his complete path. I've gathered information from both original and secondary sources for this report. I can confidently say that this internship report has been carefully crafted by me and is completely original, distinct from any other BBA program.
5. Additionally, Mr, Jakowan, the Assistant Professor of Business and Economics at United International University, has also contributed to the finalization of the research.



Nowshine Sharmile

ID: 111 183 080

## ACKNOWLEDGEMENT

Throughout my internship, I've been lucky enough to receive backing, help, and motivation from various people. First off, I want to say a big thank you to (the Almighty Allah) for making it possible for me to finish this report successfully. I wrapped up my internship at Safa Tex Associate Ltd. with the support of the Almighty Allah and the blessings from my parents, teachers, and seniors.

I want to express my deep gratitude, warm regards, and genuine appreciation to my Internship Supervisor, Mr. Jakowan, who serves as an Assistant Professor at the School of Business and Economics at United International University. Throughout my internship, he has offered a lot of support, including encouragement, guidance, advice, inspiration, and helpful feedback. I am incredibly grateful for the chance to work on this report under his watchful eye. I feel extremely fortunate to have had the opportunity to write my internship report with his careful guidance, as I believe it would have been impossible to complete it without his help

Additionally, I want to extend my thanks to those who provided me with essential information that was crucial for the completion of this report. They generously shared their expertise and offered constant support during my internship. I am truly thankful for their help and, more importantly, for giving me the chance to learn and develop during my internship. A special thank you to the CEO of Safa Tex for assisting me in putting together the components and offering advice on the project. Not just the project, but also for dedicating his valuable time to provide me with the most pertinent information needed to successfully finish my report.

Lastly, I want to acknowledge my sincere efforts, even though there might be some minor shortcomings in the report. I apologize for any unintentional mistakes.

## EXECUTIVE SUMMARY

Safa Tex Associates Ltd is a well-known textile company. It was established in 2005. Now located in Mohakhali DOHS. Mr Faiz Ahammad is the founder and Managing Director of this company. As an entrepreneur his journey was not much easy. He was born in a middle class family in a small village, that random boy is now a successful entrepreneur of a big organization and working with top class textile industries in the Bangladesh and also USA, Italy, France etc. Beginning of his career he was joined in Japanese Multinational company, after holding a high position in company he decided to quit his job and start his own business.

Safatex is a textile related organization. They are basically working on textile machine importing organization. They are the third party agency between Bangladeshi textile factory and foreign company. Also they importing the cotton and textile machine with the help of LC then providing those to large RMG sector in Bangladesh. This is mainly work with **spinning** sector of textile sector. Their main products are Air treatment technology, Automation, Yarn Conditioning device, Fancy yarn machine, Bobbin, and lap spool Cots and apron Polyurethane BELTS Fair control. Those are their main product those makes unique from their competitors.

During my internship I gained skills by joining HR team also the operation team. Implement the strategies to make operation as efficient as possible, quality control. Through this involvement, my practical skills, such as risk-taking, communication, and interpersonal skills, were developed. These abilities will give a strong premise for my future career within the textile sector.

Additionally, the internship given me with important involvement almost business operations and the organization of a large enterprise such as Safatex Associates. I had the opportunity to learn almost the intricacies of running a successful business from the company's owner and workers. The internship with Safatex Associates has been both satisfying and illuminating. My understanding of the textile businesses has developed, honing my skills and fueling my desire to work within the textile sector

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# **Chapter: 01**

## **Introduction**

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## **1.1 The Report Context**

This report is as part of my BBA curriculum, this report fulfills the internship requirement of the "Bachelor of Business Administration (BBA)" degree. I started an internship with Safa Tex Associate LTD, a Bangladesh based private Organization. During my internship day I was an assistant to the entrepreneur Faiz Ahammad. During the company's three-month internship, "An Entrepreneur and His Journey to Success" was prepared. Mr. Jakowan, an Assistant Professor at United International University and the research's academic supervisor, will supervise the internship report academically.

## **1.2 Objective of the report**

### **1.2.1 Primary objective**

This report's primary objective of the internship report is to complete the Bachelor of Business Administration (BBA) program and obtain the BBA program credential from United International University (UIU). In expansion, to understand how the entrepreneur begin a new business, his attitude works and the success of his journey.

### **1.2.2 Secondary Objectives**

The following list includes the report's secondary objectives:

- Knowing how this entrepreneurial organization work.
- Knowing how the entrepreneurial attitude works and all of the characteristics of a successful entrepreneur.
- Representing the company's profile, reason, vision, and aims.
- Laying out a few thoughts for the organization's future development.
- Understanding of client-cooperation arrangements and strategies for satisfying client needs.
- Identifying activities, as well as its products and services

## 1.3 Scope and Limitation of the Report

### 1.3.1 Scope

- A Bachelor of Business Administration (BBA) degree is required, which includes practical work involvement gained through an internship. A business organization may offer assistance students become more comfortable in the working environment by offering them with real-world work involvement through a business-related course, an internship report, or an task. Typically an opportunity for interns or prospective business proprietors to apply what they have learnt in their education to real-world business circumstances. The whole research focuses on how a firm capacities and what an entrepreneur does to ensure his bequest in the long run. I had a face-to-face interview with the founder and chairman of Safa Tex, as well as a number of other key business figures. I also assembled secondary information from various sources.

### 1.3.2 Limitations

Although this study looks for to provide complete insights, it's vital to recognize a number of limitations:

- Self-reported information may incorporate reaction bias, in which members provide answers they think are suitable for society or beneficial to the firm. This might have an effect on the accuracy of the findings.
- This research gives a brief survey of the current condition. Given the market's quickly changing conditions, the findings may need to be changed on a frequent basis to remain current.
- The study's capacity to conduct research was limited by the company's level of data preparing secrecy
- Writing a effective report requires time. Besides, I had time imperatives during my internship owing to certain unexpected circumstances, which stopped me from concluding the report as thoroughly as I had needed.

## **1.4 Methodology of the Report**

During my internship report preparation , I collected some data for preparing the report. As it is my BBA curriculum internship report so for completing this report I need to focus on some data.

### **1.4.1 Type of data**

In this report both primary and secondary data are used for preparing this report.

Primary data and secondary data are the two most used data for utilized this research. Primary data are those data that the collected from via various inquiries. This data comes from a variety of sources like surveys, questionnaires, observations, interviews, and experiments. Secondary data is information that has compiled from other sources. This data may be available in a number of place like books, newspapers, websites, statements and documents, print media, and more.

### **1.4.2 Data collection process**

Both primary and secondary data are collected to prepare the research. The primary data gathering was personal interviews with Safatex executives. A range of technical questions were presented to diverse company employees. According to my topic I mostly focus on owner's interview.as I have work with him so many times. They addressed my questions and provided intelligent solutions. Secondary data are compiled from many websites and articles, in addition to the company's official website.

### **1.4.3 Area and times of research**

“ Safatex Association Ltd- an entrepreneur and success of his journey; Safa Tex Associates” as the basis for this study. This report fully defines the obligations and responsibilities of an entrepreneur, the owner's success, and the activities that occur both outside, inside company

divisions. The internship report, which had both primary and secondary data from multiple sources, took nearly six months to produce.

## 1.5 Literature Review

### **Entrepreneur:**

An entrepreneur is a person, who carry the lead to start a new business enterprise, often taking up a considerable share of the related risks while reaping the majority of the gains. The process of starting and running a firm is usually known as entrepreneurship.

Entrepreneurs plays an important role in every economy because they use the talents and initiative to foresee market demands and propose creative solutions to address those needs. Entrepreneurship is known for its high level of risk, but it also has the potential for significant benefits since it contributes to the development of economic riches, stimulates growth, and pushes innovation within a community. It is separated into two categories: big companies and small, home-based enterprises. In economics, the combination of land, natural resources, labor, and money yields the profits for an entrepreneur.

In other words, anyone who is prepared to take on all the risks associated with starting a new firm and has the will and desire to do it. Depending on how their firm is set up, entrepreneurs may have different filing and payment procedures. Businesses such as corporations, partnerships, sole proprietorships, and others may have different tax requirements and laws. Depending on how their businesses are set up specifically, entrepreneurs must handle these tax issues.

Most entrepreneurs believe that opportunities have a finite lifespan. They know that in order to draw in the required resources, they have to show rapid and noticeable success because time runs out on their limited funds. Compared to established businesses, where prospects are typically part of a larger portfolio and resources are more easily accessible, entrepreneurs have a feeling of urgency.

## **Characteristics of Entrepreneurship:**

- **Ability to take a risk-** There is a significant risk of failure when you start any new business. Consequently, it is essential for an entrepreneur to be brave and capable of assessing and taking risks, which is a necessary part of the entrepreneurial character.
- **Innovation-** .To generate new ideas, start a company and make a profit, it should be very innovative. The introduction of a new product that is new to the market, or a process that does the same, but in a more efficient and economical way, can be a change.
- **Visionary and Leadership quality-** An entrepreneur should have a clear vision of his new venture in order to succeed. However, a large amount of resources and staff are needed to bring this idea to reality. The quality of leadership is essential in this context, because it provides guidance and inspires its employees to the right path for success.
- **Open-Minded.** Every circumstance is an opportunity for a company to take advantage of. Indeed, Pays had recognized the gravity of demonetization and acknowledged that there would be a need to make more transactions over the internet, so they took advantage of this situation and significantly expanded their scope.
- **Flexible-** An entrepreneur need to be adaptable and willing to adjust when circumstances demand it. A businessperson who wants to succeed must be able to accept change in their products and services when it is necessary.

# **Chapter 02**

## **Organization Over view**

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## 2.1 The Entrepreneur

Faiz Ahammad



His journey started from a small village in Noakhali from where he have finished his SSC and also HSC. He was very talented student. He got so many scholarship in his student life. He also got highest letter mark in whole Noakhali district and later moved to Chittagong city for his Belabor Degree.

In Chittagong he lived with his Aunt's home. Here he admitted **CUET( Chittagong University of Engineering and Technology)** which is one of the most renowned engineering institution in Bangladesh. Where

he studied in **EEE (Electrical and Electronics Engineering)**. As he was born in a middle class family he paid all his education fee by himself. After that he moved to Dhaka then joined a multinational company called **Marubeni**. In Dhaka he was totally alone where he had no relatives. He struggled a lot for his better carrier. After two years later he got married. In

Marubeni Company he got promoted because of his wonderful work efficiency. Marubeni is Japan base multinational company so he got chance to move Japan head office for work but he was reject that proposal because some family issue. He got chance to visit so many biggest country for company work purpose. First he got chance to visit Japan for **textile fair**. Then later on he visited Italy, France, India, China, Spain, UK, Thailand etc. During that time the company got so many profit then he was promoted top class officer in that company.

Gradually, he found himself to have the ability and well knowledgeable about the industry and later decided to build a company of his own. So, Mr Ahammad left the job and get started his own company. So his entrepreneur journey was started from **2005**.

He started his first business named **Safa Tex Associates Ltd**. This is totally base on textile . He take an office in Gulsan then take all office inventory with five employees. As he had experience about this textile industry in Bangladesh so it was not so much difficult for him.

The company basically work as a third party between foreign company and Bangladeshi company. All the textile machineries and tools import with the help of LC then supply top class Textile Company in Bangladesh like S.Alam Group, Square Group, Ispahani froup etc. Today he is a founder of **Safa Tex Associates Ltd , Ember Resources Ltd and Masons Agro Ltd**.

## 2.2 Company Profile

### Safe Tex Associates Ltd



Safatex Associates Limited is a promising company in the **textile sector**. It was established in 2005 on the sole initiative of Faiz Ahamad, who is the company's founding CEO and managing director. It is a textile related organization. They are basically working on textile machine importing organization. They are the third party agency between Bangladeshi textile factory and foreign company. Also they importing the cotton and textile machine with the help of LC then providing those to large RMG sector in Bangladesh. This is mainly work with **spinning** sector of textile sector

**Safatex Associates Ltd Representative of :**

1. Marzoli (spinning solutions) Italy
2. Trascar ( automation. Logistics)
3. Icaglia (roving, ringbobbin&lap spool) Italy
4. Elatech (polyurethane Belts) Italy
5. Okkuhen (aprons & cots) Austria
6. Argus ( Fire Control) USA
7. Martel ( Air Treatment Technology ) Italy
8. Obem ( yarn conditioning device) Italy



## **Safatex Associates Ltd**

**Registered Office:** Awlad Hossain Market, 136-Tejkuni Para, Tejgaon, Dhaka- 1208, Bangladesh.

**Corporate Office:** House- 400 (4<sup>a</sup> Floor), Road-29, New DOHS, Mohakhali, Dhaka-1206, Bangladesh. Phone- 8802-9888485, Fax- 8802-9897835, Mobile- +8801713-117793, Mobile- +8801711-521188, E-mail: [faiz@safatexbd.com](mailto:faiz@safatexbd.com), E-mail: [info@safatexbd.com](mailto:info@safatexbd.com)



Safa tex is a textile related organization. Their main target is supplying a spinning machine from foreign company to textile industry of Bangladesh. . They are the third party agency between Bangladeshi textile factory and foreign company. Also they importing the cotton and textile machine with the help of LC then providing those to large RMG sector in Bangladesh

Spinning is a method of twisting together single strands of fiber to make yarn, and it is an important aspect of the textile industry. The yarn is subsequently converted into textiles, which are used to produce garments and a variety of other things. Fibers are tiny strands or very thin threads.

Spinning is an important aspect of the textile industry. It is a step in the textile production process in which three types of fiber are turned into yarn, which is subsequently transformed into fabrics that go through finishing procedures like bleaching to create textiles. The fabrics are subsequently turned into clothing or other items.

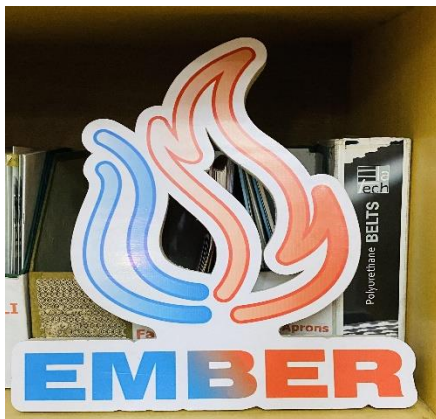
There are three industrial procedures for spinning yarn, as well as a handicraft community that uses hand spinning techniques. And we all know that in every sector new innovation comes that makes our life easy.

Some machineries of spinning sectors that makes them easy to work. The entrepreneur and his team try to focus on those machineries to supply other RMG sector.

Their main product is Air treatment technology Automation Yarn Conditioning device Fancy yean machine Bobbin and lap spool Cots and apron Polyurethane BELTS Fair control. Those are their main product those makes unique from their competitors.

SafaTex's **Sister company is Ember Resources Ltd.** Basically all the plan layout are doing SafaTex . Mainly Mr. Ahammad open Ember company because in Ember there are all dry product and in Safatex all the heavy or wet product. Ember Resource's staff and tools are different. Their training are also different.

**Another sister company is Mason's Agro Ltd,** which is totally different business. The company is basically located in his village and earns there through various agricultural activities. There are 100 plus field and many fish farming. From there he earn many money. Those profit he mainly donates.



## **SAFATEX AT A GLANCE:**

- **Registration of Company:** Since 2005
- **Type of Company:** A private limited company under leadership of Mr. Faiz Ahammad as Managing Director.
- **Area of Business:**
  - MARZOLI Blow Room, Carding, Drawing, Lap Former, Comber, Roving & Ring Frame of Italy origin.
  - PAFA Fancy Machines of Italy origin.
  - TRASCAR Automation & Logistics of Italy origin. -OBEM Yarn Conditioning Device of Italy origin.
  - -SCAGLIA Roving Bobbin, Ring Bobbin & Comber spool of Italy origin.
  - -OTALO Cots & Aprons of Austria origin.
  - ELATECH Polyurethane Belts of Italy origin.
  - ARGUS Fire Control Equipment of USA origin.
  - Martel Air Treatment Technologies of Italy origin. –
  - The more.
- **Total Manpower: 19 Persons, as of December 31, 2022.**
  - Sales Staff: 2
  - Administration & Accounts Staffs 3
  - Design Staff: 1
  - Service Staffs: 9
    - 3 Persons for Spinning Machinery & Fancy Yarn Machinery.
    - 3 Persons for ARGUS Fire Protection
    - 1 Person for Martel Air Treatment Technologies
    - 2 Persons for TRASCAR Machinery.
  - Other Staffs: 4

- **Associated Banks:**
  - One Bank Ltd., Dhaka.
  - The City Bank Ltd., Dhaka
- **Consultant:** - Tax Advisor: Md. Mizanur Rahman .
- **Sister Company:** - SAFATEX International - Mahsons Agro Ltd. Ember Resources Ltd

**Safatex is dedicated to upholding exceptional quality and service standards by:**

- ✓ **Product testing:** Analyzing product samples to verify they fulfill performance and safety criteria.
- ✓ **Technological Capabilities:** Modern quality check businesses use modern testing equipment and techniques. Ensure that the provider's skills match the intricacy of your offerings.
- ✓ **Building Relationships:** Building good networking is more important so that they can know what their customer needs.
- ✓ **On-Time Delivery:** safatex make sure that its products and services are delivered on time, meeting deadlines and customer loyalty.
- ✓ **Factory Audit:** Conduct factory audits to detect quality issues and evaluate supplier facilities, equipment, and labor.
- ✓ **Document Review:** Conducting document reviews to ensure compliance with legislation and industry standards, including certificates and production records.

## **2.3 Mission, Vision and Objectives**

Their mission is to deliver the greatest quality goods and services while maintaining the highest moral and ethical standards. Through such dedication, producers and consumers will benefit to the utmost extent possible, as will all stakeholders' desires for consistent quality.

### **2.3.1 Mission**

High quality of customer service delivered with trust and individual pride .

### **2.3.2 Vision**

To serve our customer with dedication and offer specialized service with World class quality machine and tools.

### **2.3.3 Objectives**

- Quality control
- Communication
- Delivery Time

## 2.4 Board of Directors

- Faiz Ahamad ( Managing Director)
- Anguman Ara Begum ( Chairman)
- Abdul Rahim ( Executive Director)
- Zulfiqur Haider( Sales Manager)
- MD Sharif Hossain( Account Manager)
- AGM( Kamful Karim)
- Razbi Hoaasin ( Sales AGM)
- Arman Hossain ( Operation Manager)
- Samia Ahammad ( HR Manager)
- Service Team ( Almost 10 people)

## 2.5 Marketing Strategy

### 2. 5.1 Product and service :

As safa tex is a textile organization. Basically they import the product from some countries then supply the product to Bangladeshi garments.

#### **Products:**

- Air treatment technology
- Automation
- Yarn Conditioning device
- Fancy yean machine
- Bobbin and lap spool
- Cots and aprons
- Polyurethane BELTS
- Fair control

## Services :

1. To protect production line of blowing machines
2. To protect wastage filters and compactor
3. To protect spinning building and warehouse

### 2.5.2 Target Market

Their main target market is Bangladesh garments industry. As I already said they basically import the cotton and spinning material then supply the garments industries.

Main target market is Bangladesh Garments Industry. Like **Square Textile Ltd, Beximco Textile, Matin Spinning , Hamim Spinning mills, Multazim Group, S Alom Group.**

### 2.5.3 Market Segmentation .

Safa tex segment the markets in 4 ways

<b>Geographic</b>	<b>Demographic</b>	<b>Psychographics</b>	<b>Behavioral</b>
<b>Country</b>	<b>occupations</b>	<b>value</b>	<b>Buyer Stage</b>
<b>Bangladesh</b>	<b>Garments industry owner</b>	<b>Personality</b>	
<b>USA</b>	<b>Spinning mills owner</b>		
<b>Italy</b>			
<b>Austria</b>			

## 2.5.4 Marketing Mix

It is very important for every business. The owner always focus on marketing mix.

- **Products**

- Air treatment technology
- Automation
- Yarn Conditioning device
- Fancy yean machine
- Bobbin and lap spool
- Cots and aprons
- Polyurethane BELTS
- Fair control

- **price**

Depend of the dollar price.

- **Place**

Their Main corporate office:

House No 400 ( 4<sup>th</sup> floor) , Road No 29,New D.O.H,S Mohakhali , Dhaka -1206.

- **Promotions**

The promotions is very much important for this business. Because it is all about the contact with their clients. If they not promote their product then their competitor will grab it. They basically sales their items then gift some essentials. They also do digital advertising, sponsorship.



## 2.6 Industry and Market Analysis

In Every business, the feasibility testing is very much important, it helps entrepreneur to run the business. Basically assessing the new business idea in details to determine if will be viable.

As the safa tex is a textile organization and they basically work with different textile company in globally. The feasibility testing is very much essential for them. In terms of feasibility testing, the industry and market analysis is one of the most important component. Because the macro environment is change very quickly. If the entrepreneur not focusing on the industry and market analysis they may face several problems

After interviewing the entrepreneur I think he is very much focus on the industry and market analysis .Before starting the business the entrepreneur was research the target market as he was very much knowledge about this textile area because he worked in a Japanese company. It was quite help him to analysis the industry and market.

Industry and market analysis.

- 1) **Sociocultural** : in the context of Bangladesh entrepreneur need to analysis the cultural of that.
- 2) **Technological**: talking about the technology the first think comes out the Internet. Here they basically work with different international textile company, without internet it is not possible .the ballers, doubles, and winders most new .Technological advances in weaving, dyeing, finishing and printing have made fabric manufacturing more efficient, environmentally friendly and lower-cost than ever before.
- 3) **Demographical**: As age, gender, income, occupation, stage in lifecycle, generation, nationality, race or ethnicity the entrepreneur need to focus. Because new generation people want something different so if he not focus on the generation that may create problems.
- 4) **Economic**: in a context of Bangladesh the entrepreneur need to follow economic thinks, then that unemployment ,scale of economic
- 5) **Political and legal** : As he deal with different country company so it is very much essential for him to know the political and legal system . Know the own country's legal system and legislation. The Safa Tex is basically doing LC for taking product from different country so knowing the own and other countries legal system is must.
- 6) **Global** : It creates a great opportunity for the entrepreneur. Because basically work on globally.

## 2.7 Annual Activities :

1. since 2012 , **safatex associates ltd predicated in Dhaka international textile & Garment Machinery Exhibition**
2. Owner also visited many country to attended **textile exhibition**.
3. Every year the employee get to chance **annual tour** with family from SafaTex .

**Brands & Labels the company work for**

 **SQUARE**  
TEXTILES LTD.

  
**MARZOLI**  
Textile Engineering

*Matin*  
SPINNING

  
**SALAM TEXTILE**  
Manufacturers of Terry Towel Products

  
**Trascar**  
AUTOMATION • LOGISTICS

**ARGUS**  
FIRE CONTROL

  
Infinia Group



**Chaity Group**

**BEXIMCO**  
Textiles & Apparel Division

  
Unicom Textile Mills Ltd.

**ISPAHANI**

  
**TEXTILE MILLS**

## 2.8 Gallery



## **CHAPTER 3:**

### **An Entrepreneur and his journey of success**

## **Entrepreneur's Childhoods**

Mr Faiz ahammad was born in 1970 on 31 December in a small village of Noakhali district. He was born in a middle class family. His father was a small govt officer and his mother was a housewife. He had five siblings and he was second child of his parents. He was born in join family ,where he had so many cousin. He was very passionate about catching fish, climb trees. After his father's death his family was face trouble time, because his father was only earning member of their family. And they all child in that time. His mother was making rattan items and sells. He and his siblings were suffered a lot in that time.

## **Education Period**

Faiz ahammad was very intelligent since his childhoods. He was always in roll 1 from class 1 to 10. He was studied in Sondorpur Government Primary School from class one to class five. He got scholarship in class five. Then studied in Kobirhat Government High School, here he completed his Secondary School Certificate (SSC). He got latter mark in ssc exam .His favorite subject was mathematics and English. He was participating all the sports in his school life. He was very good in sports. From his childhoods he was very active in all sector. He love to lead like he was class leader and also sports leader.

After his Secondary School Certificate he was admitted in Kobirhat Noakhali Collage for his **HSC**- Higher Secondary Certificate. In his collage time he faced financial problem because his father was died in that time. So he was living another place ,where he was a lodging master basically he lived and stay in another person home in return he teach the children of that home in free of cost. In his HSC he got talent full scholarship with highest mark in whole Noakhali districts.in that time his family financial condition was very hard. Most of his family members suggested him for work but he did not go there because he was always focus on his studies.

Then come to his bachelor's period time, after his wonderful HSC result he was prepared for his admission exam. He was admitted in **CUET ( Chittagong University of Engineering and Technology)** which is one of the most renowned engineering institution in Bangladesh. Where he studied in **EEE (Electrical and Electronics Engineering)**. Here he was lived in his aunties home. As his family condition was not good that's why he carries all his tuition fee. Here attended many forum. Every day he speaking English almost 90 minutes. So that four years he was lived in Chittagong.

## Starting Career

After his bachelor degree he was very conscious about his job career. In Chittagong he attended a seminar where a Japanese multinational company go different public university, student those who interested they can joined with them then the company trained them some technical work after the exam they selected two students. So Faiz Ahammad was attended that seminar then he was selected from among 60 student. The company give him two option, first one was he could go Japan second option was he could join in Bangladesh branch as an administrative officer. In that time he choose second option. He is kind a country lover person

So in a very beginning of his career he was worked in a Japanese Multinational company. That's why he moved to Dhaka then joined a multinational company called **Marubeni**. In Dhaka he

was totally alone where he had no relatives. He struggled a lot for his better carrier. In Marubeni Company he got promoted because of his wonderful work efficiency. He got chance to visit many country UK,USA, Italy, France, India, China, Spain, Thailand etc. During that time the company got so many profit then he was promoted top class officer in that company. He was first Bangladeshi Manager in that company because mostly the Japanese people got chance for that position.

## Staring a Career as an Entrepreneur

From his childhood he had some personal qualification like he loved to lead. May be for that characteristic he always want to make his own business. Wise people said if you want to become a good entrepreneur you need to some characteristic. Those characteristic makes you a good entrepreneur.

He started his entrepreneur career in 2005. After his job career he got so many success so he decided to make his own business because he had many experience about that filed. In that multinational company he mostly focused on textile part. As he was very expert in that field. He thought that ha was capable as an entrepreneur. Mainly, he believed himself to capable and well knowledgeable about this industry that is why he decided to build a company of his own. So he left the job and get started his own company. . He started his first business named **Safa Tex Associates Ltd.** This is totally base on textile spinning. He take an office in Gulsan then arrange all office inventory with five employees. As he had experience about this textile industry in Bangladesh so it was not so much difficult for him. The company basically work as a third party between foreign company and Bangladeshi company. And buying spinning machine with the help of LC. Then supply different spinning company.

## **Motivation to Become An Entrepreneur**

At the beginning of career his was doing job in a well-known Japanese Multinational Company. Here he worked all most 15 years and doing very well. He also work in textile sector. He achieve so many aware there and give them lots of profit. Visited so many country for business attended many business ceremony and meets any successful business entrepreneur. He fined that he has a very good communication skill that makes him success in his job sector and very good knowledge about the sector. Many foreigner motivated him to make his own business. Tell him to create his own company as they saw he has a very good knowledge and skill about this sector. Then he also realize that he has a very good skill and knowledge and has that capabilities to maintain organization. After interview he said his wife also motivate him for his business. In initial stage he did not face that much problems as he all most worked this sector in many years

## **Entrepreneur's Achievement & Success History**

There is no formula for beings a successful entrepreneur. If anyone talk about the success then they need talk about some of his characteristics first because if an entrepreneur want to successful he should have some basic characteristics. Entrepreneurs who are ready to take risks are more likely to be successful in their organizations. Risk-taking promotes innovation. Entrepreneurs who take risks acquire resilience, tenacity, and the ability to rebound from adversities, all of which are crucial for long-term success.

From the source of primary data, when the entrepreneur Mr; Faiz Ahammad was talking his success he said **taking risk and good communication** makes him successful. Back in 2004 he decided to leave the job and started a business that was one of the most risky things because in that time he got so success and top class employee in that multinational company.

He got “ **Argus Fair Control Partner of the year 2010 to 2024**” Almost 13 times he got this award. Then The 8<sup>th</sup> **Dhaka Textile and Garments Machinery Exhibition .**

From the year of 2005 to 2009 he developing communication. That’s true it was not so difficult for him because he have previous knowledge about this field , he had know many business partner in this textile line. All he did is just developing a good communication to retain the customer.

Most renown company of Bangladesh is now his business partner. He had a very good communication with. He participated in various **International textile fairs** on behalf of Bangladesh. Where he got to chance to prove the Bangladesh.

## The Key Element or Characteristics of His Success

Safa tex is now a successful organization. There is almost 19 employee. Of course there is some special characteristics which makes him successful. After interviewing him I found some characteristics of his successful business.

- Taking Risk
- Determination
- High level of Energy
- High degree of commitment
- Good communication skill

As an entrepreneur, he maintains up to date on these and other new innovations, and he encourages them to attend seminars, international fairs, and exhibitions in order to make a name for themselves in the industry by learning about new innovations, gathering skills, and leading the market through building relationships and networking.

Mr Faiz Ahammad, the entrepreneur, gets proactive in establishing a team of exceptional leaders and inspires them through incentives and other measures. He continuously monitors his personnel and the responsibilities allotted to them, keeping employees up to date. He ensures that the proper personnel are allocated the appropriate classification and task.

Mr. Ahmmad attends weekly meetings and key conversations, as any entrepreneur should. Furthermore, because he has been in the sector for so long, he has developed the ability to solve problems, cost reduction, and other traits.

As an entrepreneur, it is impressive to see how much care and attention he devotes to all of his sister enterprises. To ensure that everything is in order, he is constantly kept informed about all aspects of the company, from building expansion to electrical power supply, utilization of technology, pricing methods, understanding of the market, machinery, the right people to hire, where to invest, and where to go under.

### Barrier /Challenge of the Business

Developing a new business and introducing that business in front of market place is not that much easy. The entrepreneur need to faces so many challenges. From source of the primary data, here is some barrier in below--

- **Training Cost:** when the new employee come, the entrepreneur trains them because he believe without training the employee cannot do their best. Not only for new employee but also the old employee get chance for training. The company spent money for training just to developing their man power. Because when the spinning machine or tools come from foreign countries the it came part by part so employee need to know how to arrange it that's why they need training.

- **Covid time** : In the middle of the covid time the company face so many barrier because in that time LC was stopped, all the textile factory was closed . As this business is all about the international from like business between foreign country and home country and whole the world faced covid 19 that's why many barriers come. One of his business partner country is Italy, in covid time condition of that country was horrible. So that's why in one year he could not work with them
- **Technical problem for new product** : when a new machine come with help of LC SafaTex 's responsibility to developing the spinning machine.so the companies engineer or staff are going the spinning mill to arrange the machine properly but sometimes they face problem because all the tools came as part by part so it makes them hamper. Some time it talks 10 to 15 days. Sometimes manual did not help them.
- **Country's economic problem** : These challenges manifest in the form of instability in exchange rates, high inflation and the tax rate. All the payment are mostly given by dollar rate. Then huge percent of tax given to government.

## Competitor

The Tuzler , Rietez is their main competitor. They are the well known company who are doing also same things. In textile sector. For strategy they basically follow focus group strategy. Because they have that capacity to provide the unique machine to their customer.

## Right Now Situation of the Business

Right now they are working with many well-known Textile Company. **Square Textile Ltd , Textile Accessories Apparel –S.Alam Group,Chaity Group,RK Spinning Mill Ltd etc and Matin Spinning** which is one of the most renowned spinning mill in Bangladesh.

Before that their company reputation is well. Because with help of LC process they are doing their business. Which is legal and trustful. As they work with biggest company so their team is always conscious about the delivery.

Right now they very many project but they are completing the S.Alom Group work .As **Textile Accessories Apparel –S.Alam Group** is located in Asadgonj Chittagong so their many staff are right now in that place. For that the owner rent an office ,give them a flat for living and car for work . In there they are almost five employee and they need to go S.Alom's factory. They are mainly focus on Argus fire Control which is basically main the fair control.

## Innovation

For large to small and medium organization if any entrepreneur want to develop their business they need to focus on innovation or do creativity to their product or service.

As Safa tex is a textile related organization and we all know that in every sector new innovation comes that makes our life easy. Some machineries of spinning sectors that makes them easy to work. Right now there are so many things come in textile sector . like **comber machine , spinning jenny,air –vortex, double roving spinning** those machine is now new. The entrepreneur and his team try to focus on those machineries to supply other RMG sector. They basically work in third party between Garments Companies. It different from other compotator because it has a strong brand image with world class machine. They importing the latest machine.

In their own business the owner trying to focus on different sector of textile industry .basically the company focus on spinning so they want to innovate different sector like weaving, knitting sector too.

## Upcoming Challenges

One major challenge is the need to upgrade the country's textile industry to enable the production of more specialized fabrics. This would require significant investment in new machinery, technologies, and infrastructure, as well as training programs to develop the necessary skills among workforces. Increase the production cost one of the reasons. Throughout 2022, we faced a difficult situation with record-high cargo rates and container shortages. Many brands favored near shoring countries to ensure the fastest delivery. In accordance with the global trend, production costs increased significantly in our sector as well.

## Future Goal

Technical textile is a potential segment where Bangladesh has the opportunity to explore and expand its business. In future the owner want to do widely in his business. He will focusing on different country.

Safa tex is right now only focus **synthetic yean** . because right now in Bangladesh synthetic yean is not available mainly **cotton yean** is available. Their future goal will be work on synthetic yean because if they can work with that yean their demand will be increase. All the textile company is now working with cotton yean if the owner came synthetic yean it will be beneficial for them. Then **Acralic yean, Nailon 6.6** is not available in Bangladesh .so safa tex want to production on those yean. In future entrepreneur want to also focus on weaving, knitting sector too. owner can grab that target with the help of new idea .

## **Chapter: 04**

# **My Internship Experience**

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My job as an intern in a textile industry gave me useful knowledge and hands-on experience in the fast-paced industry of textile. I had the chance to work with specialists in the field during my internship and deepen my awareness of numerous processes involved in cotton making business. In below a few of my internship's major experiences:

- ❖ From my internship I came to know the quality. The entrepreneur who firstly taught me how to achieve success in a business through quality control. I learned how to do quality checks, and follow regulations to maintain high standards for goods.
- ❖ Working in a team with a diverse range of experts helped me to enhance my interpersonal and cooperation skills. The achievement of production objectives and resolving any issues that arose needed efficient collaboration
- ❖ I gained knowledge about time management, process improvement, and the value of decreasing downtime.
- ❖ It was very important to comprehend customer preferences and market advancements. I took part in talks regarding how customer input affected decisions about products.
- ❖ I gained knowledge of the significance of workplace safety rules and compliance. This includes being aware of and following safety regulations to safeguard employees and maintain a secure workplace.
- ❖ Overall, textile company internship I completed was a big milestone in my professional growth. It improved my practical skills, increased my professional knowledge, and gave me great networking chances.

## **A day with an entrepreneur; Faiz Ahammad**

Working with an entrepreneur is amazing . I have learned so many things. And understand that being an entrepreneur is not much easy because an entrepreneur need to focus on many things.



Below is listed the characteristics I have witnessed working as his assistant:

- He is very proactive, routinely attending meetings all the time
- He is very much punctual. Whenever he had any meeting he was in on time.
- He checking on employees' work status and learning what they are doing as well as motivating them and guiding for the right step of actions needed to take place.
- Office visits every other day to check the day-to-day activities and report to the person responsible about any suggestions or ask them for any queries . also he visits factory.
- Problematic areas solved by calling the head of departments
- He is willing to take risks and want to adapt to new changes
- Checking emails and follow up previous mails
- Making schedule of day to day works in his dairy
- Attend weekly meetings
- Team leaders assigning tasks and leading their subordinates accordingly
- Analyzing price of the machine.
- Focus on customer demand

## **Personal opinion**

The owner is my father so it was an amazing experience for me to work with him. Since my childhoods. I use to see that he is very busy. To work with him I have chance to see how hard to maintain own company

During my internship period I've learned a great number of things I had to chance both my father, owner of safe tex and employees within the company. I have been introduced first hand with many practical corporate world practices which will not only help me in understanding how to run a company but also how an ideal workplace looks like. The HR and other departments in the team help me a lot.

Through this internship, I have learned a lot of new things. I learned how to support my peers and operate in a collaborative setting. Overall, the internship helped me refine my professional behavior. My knowledge expanded on how an entrepreneurs' mindset works and how relentlessly Mr. Faiz Ahammad contributes into building his company.

As a consequence, my internship with a textile manufacturer provided me with firsthand understanding of the RMG industry. It provided me with a thorough grasp of the industry and increased my skills, making it a significant and enlightening step in my career growth.

## **Chapter: 05**

# **FINDINGS & RECOMMENDATIONS**

Bangladesh has lately made significant progress in terms of welfare, sustainability, and member of staff well-being. This lasting peace has to be accelerated. The most important step in keeping this trend going would be to improve Bangladesh's garment sector's business strategy. The capacity to innovate will be critical to survival in the highly competitive global clothing industry. Bangladesh continues to import 50% of its woven textile exports. In comparison, fabric production accounts for 87% of the fashion industry's greenhouse gas emissions. Carbon is not released while cutting and sewing. As a result, their next step toward a more environmentally friendly firm would be to transition from a linear to a round economy.

Bangladesh's success stories must be shared through social and digital media. Increasing the strong productivity link between industry and academic is critical since respective industries' production processes are rapidly evolving. Advance, emphasizing training, and bridging the gap between the corporate sector and academia are critical. Moving forward, the development of local infrastructure will be critical.

Audit weariness is another problem impeding Bangladesh's garment sector's growth. As a result, universal behavioral rules not only protect manufacturers from financial loss, but also allow consumers to cut lead times. Finally, collaboration among producers and consumers may result in a situation in which everyone benefits. Purchasers should aid manufacturers by paying for their products in a sustainable manner, just as makers should not.

Also the organization must use solid management methods. By consulting with other employees, the company's leader should be compelled to establish standard rules, regulations, and policies within their firm. The organization's board should convene a meeting with the employees to review the organization's rules, laws, and regulations and makes the required choices.

To encourage staffs to carry out organizational obligations, company must provide a favorable work place. The workspace have to be spacious and open. The company's managers must be welcoming and helpful to its employees so that they can feel comfortable asking them any questions regarding their work related issues. To manage organizational duties and operations, the company's leader has to bring in more

Customers must meet extra conditions before using any of the company's services. The clients may see this as an unnecessary expense. As a result, it is vital to streamline the company's operating procedures. The firm must engage some experienced and effective workers to improve the HR department, choosing the finest applicants and providing them with the required training to properly carry out personnel management activities. The corporation should grow its personnel as a whole. As a big corporation, it requires a sizable personnel to properly maintain its operations.

**CHAPTER 6:**  
**CONCLUSION**

In final analysis, my internship at Safatex Ltd. was informative and satisfying. Over the course of many months, I got the opportunity to work in wonderful workplace, obtaining significant insights into the textile industry.

During my stay here, I was able to learn about a wide range of parts of the spinning process, from yarn selection to quality assurance and Because of my practical and intellectual background, I was able to comprehend the complexities and precision required at each level of textile production. One of the most valuable outcomes of my internship was the development of practical skills and competencies.

During my internship, I learnt a lot from both my father, the managing director of Safatex Associates Ltd, and the company's staff. I've been exposed firsthand too many real corporate world techniques that will similarly help me grasp how to maintain a business, just as so what a supreme workplace looks like. The HR and other departments on Safatex ensured that I knew everything about the firm, including all activities. As if one day I'm the CEO of the corporation

This internship has given me many new things. The most major of all was understanding how to role inside a big company such as SafaTex. Also understand how to manage a whole business . I have learned how to help my peers and communicate in groups. All in all, my internship help out me increase my professionalism. My comprehension of Mr. Faiz Ahammad entrepreneurial spirit and will to create his firm has grown. As a consequence, my internship at a textile sector allowed me to get firsthand knowledge of the textile and spinning production industry. It expanded my talents and provided me with a complete understanding of the sector, capacity it an important and instructive step in my career.

As I have completed my internship report, I am really appreciative for the opportunities, challenges, and learning that have come with this particular journey. My internship has helped me increase my knowledge in both academia and practice while also emphasizing my ambition to work in the textile industry.

I would like to convey my heartfelt appreciation to all the employees at SafaTex Associates Ltd for their aid, guidance, and encouraging environment, which helped make my internship fun and successful. I am delighted to put everything I have learned here to use in my future endeavors, with the goal of greatly enhancing the textile and textile manufacturing industries. I am fully assured of that this internship has been an important aspect of my professional development, and I am looking up to the opportunities that will follow.

# Appendix:

## Products Line Process

<b>A) Fire Control: ARGUS of USA Origin</b>
.
1. To protect Production Line of Blowing Machineries.
a) ARGUS WS-15 (To be installed over Automatic Bale Opener to protect fire at lav down).
b) ARGUS AD-50eC: Combined Spark & Metal Detector (To be installed in pipe line in between after Bale opener & before Multi-Mixer).
c) ARGUS CO2: Carbon Di-Oxide (To be installed inside Multi-Mixer Machine).
d) ARG US CO2: Carbon Di-Oxide (To be installed inside Fine Opener Machine)
. e) ARGUS AD-50eS: Spark Diverter (To be installed before inlet pipe line to Carding Machine).
2. To protect Wastage Filter & Compactor.
a) ARGUSAV-10: Dry Chemical Equipment (To be installed before Blowing & Carding Filter Line).
b) ARGUS AV-10: Dry Chemical Equipment (To be installed before Blowing & Carding Compactor)
3. To protect Spinning Building & Warehouse.
a) Argus Smoke Detector System b) Argus Cross Fire-RX.
<b>B) Air Treatment Technology: Martel of Italy Orgin.</b>
1. Air Condition Station
2. Waste Collection System
3.) Air Filtering System
4.) Humidification System

**C) Spinning Machineries: MARZOLI of Italy Origin.**

1. Blow Room Line (Superblender- B12, Tuft Blender- B23, Duodleaner- B390L, Automixer- B143L - 4 8 8 Chamber, Duo Blended Cleaner- B380L, Blending Feeder- B15).

2. Carding Machine- C701 (Length- 3150mm, Width- 2290mm, Height- 3540mm).

3. Draw Frame- Breaker & Finisher (Without auto leveler - DF1 & With auto leveler - DFR1). (? MARZOLI Spinning Solutions Italy

4. Lap Former- LW3.

5. Comber- CM7.

6. Roving Frame : Semi automatic doffing (FT6 : 32 - 224 Spdl & FT7 : 24 - 168 Spdl) & Automatic doffing (FT6D & FT7D)

7. Ring Frame : Auto doffing (MDS1 : up to 1824 Spindles).

**D) Automation : TRASCAR of Italy Origin.**

01. Over Head Traveling Cleaner for Roving Frame. Tra S cal

02. Over Head Traveling Cleaner for Ring Frame.

03. Automatic Roving Transportation Equipment (Closed Loop, Train System & Automatic Block Creeling System).

04. Laps Transport System.

05. Auto Roving Tube Cleaner.

06. Cone Collecting.

07. Centralized Palletizer.

08. Pallet Handling.

. Conditioning.

10. Automatic Warehouse System.

11. Automatic Packing Machine.

<b>E) Yarn Conditioning Device: OBEM of Italy Origin.</b>
1. Steaming.
2. Thermosetting.
3. Moisture Regain.
4. Yarn Dyeing: (550kg - 1800 kg)/set.
<b>F) Fancy Yarn Machine: PAFA of Italy Origin.</b>
1. Legafil 100.
2. Airjet.
3. Rocfil.
Combifil FR.
5. Expo 80.
6. FancyColor Finisher.
7. Garzo F20.
8. FT Chenille.
<b>G) Bobbin&amp; Lap Spool: SCALIA of Italy Origin</b>
1. Simplex Bobbin.
2. Ring Bobbin. Italy
3. Lap Spool for Combing.
<b>H) Polyurethane BELTS: ELATECH of Italy Origin. Fah Elatech</b>
1. ELATECH® M- Open end.
2. ELATECH® V- Jointed.
3. ELA-Flex SD™M
4. iSync™
<b>I) Cots &amp; Aprons : OTALO of Austria Origin.</b>
1. Cots.
2. Aprons.

## Questionnaires

There was so many questionnaires session during my internship. I have collected data from the owner and employees of Safa Tex.

Here in below are some of the question, I asked to the entrepreneur:

1. Why did you start your own business despite working in such a good multinational company?
2. Did you have any plans to start your own business when you were young?
3. Why you separate Safa Tex and Ember?
4. Benefitters of sister company?
5. Who are your competitor?
6. You visited many different countries textile fair, exhibitions, Are really beneficial for business?
7. Has the tireless work for business ever tired you out?
8. What are the special characteristic that have to present for an entrepreneur?
9. What was the challenges that you have face for starting a new venture?
10. Is innovation really important to your business?
11. Your future goal for your business?
12. Which special feature have made your company so successful?
13. What was the secret behind receiving awards from Argus company for consecutive years?
14. What is the key of your success?

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