SUMMER INTERNSHIP PROJECT

"A Detailed Study On Logistics & Supply Chain Management of Janta Cement Industries"

Submitted to:

DMSR

G. S. College of Commerce and Economics, Nagpur

(An Autonomous Institution)

Affiliated to:

Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur

Submitted by:

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NAAC Accredited "A" Grade Institution

Academic Year 2022-23

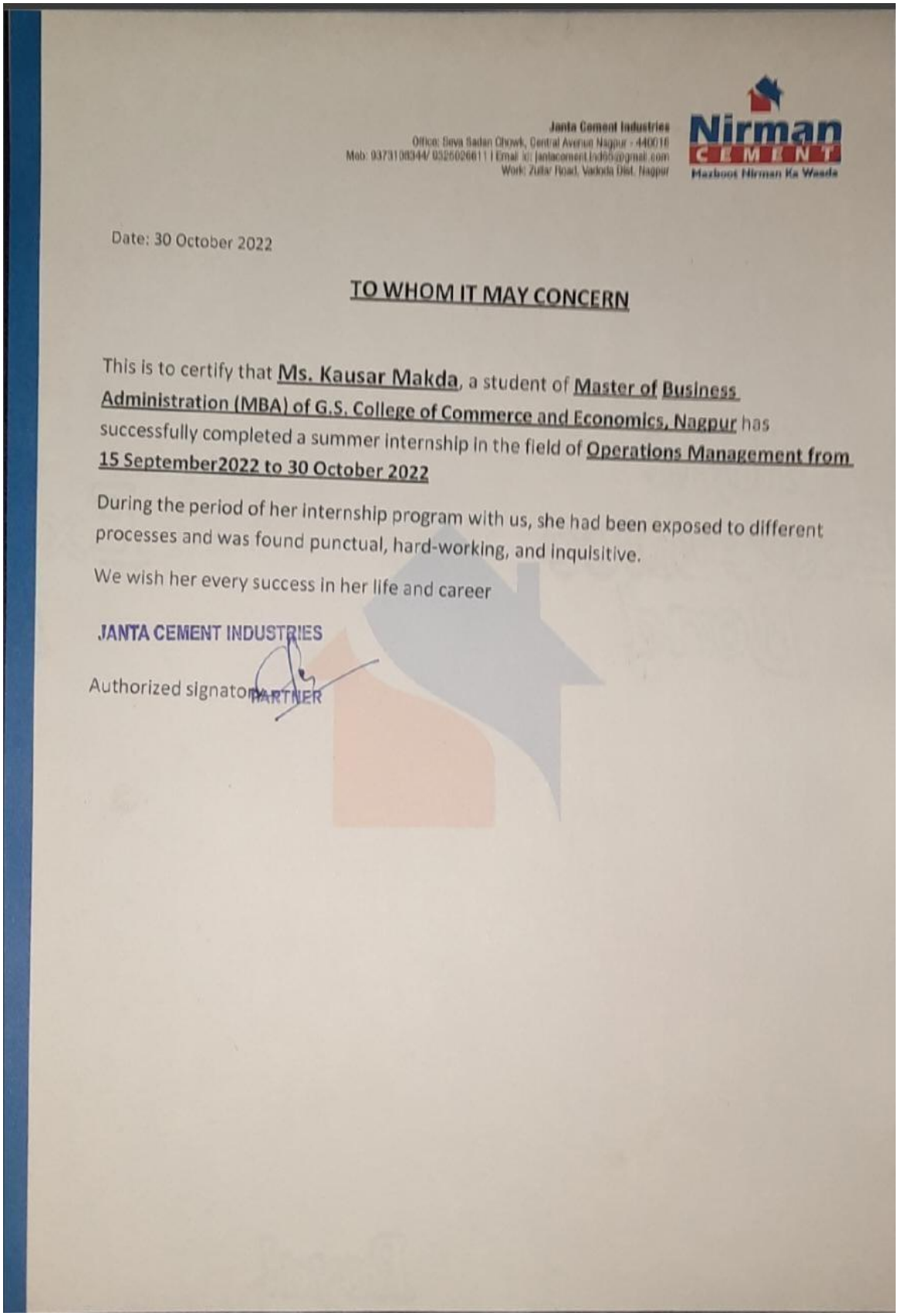
CERTIFICATE

This is to certify that the investigation describes in this report titled **"A Detail study on Logistics & Supply Chain Management of Janta Cement Industries"** has been carried out by **Miss Kausar Makda** during the summer internship Project. This study was done in the organization of **"Janta Cement Industries"**, in partial fulfillment of the requirement for the degree of Master of Business Administration of G.S. College of Commerce & Economics (An Autonomous Institute) affiliated to R.T.M.N.U., Nagpur. This work is the own work of the candidate, complete in all respect and is to sufficiently high standard to warrant its submission to the said degree. The assistance and resources used for the work are duly acknowledged.

Dr. Aniruddha Akarte
(Faculty Guide)

Dr. Sonali Gadekar
(MBA Co-ordinator)

CERTIFICATE OF SIP



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Nirman CEMENT
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Date: 30 October 2022

TO WHOM IT MAY CONCERN

This is to certify that **Ms. Kausar Makda**, a student of **Master of Business Administration (MBA) of G.S. College of Commerce and Economics, Nagpur** has successfully completed a summer internship in the field of **Operations Management from 15 September2022 to 30 October 2022**

During the period of her internship program with us, she had been exposed to different processes and was found punctual, hard-working, and inquisitive.

We wish her every success in her life and career

JANTA CEMENT INDUSTRIES

Authorized signatory PARTNER

ACKNOWLEDGEMENT

It is a matter of pride and privilege for me to have done a summer internship project at "**Janta Cement Industries."** and I am sincerely thankful to them for providing this opportunity to me.

I am thankful to **Mr. Altaf Shareif** for guiding me throughout this project and continuously encouraging me. It would not have been possible to complete this project without his support.

I am also thankful to all the faculty members of Department of Management Sciences and Research, G.S. College of Commerce and Economics, Nagpur and particularly my mentor **Dr. Aniruddha Akarte** for helping me during this project.

I'm thankful to the principal of G.S. College of Commerce and Economics, Nagpur, **Dr. S. Swati Kathaley** and to the Dean of DMSR, **Mr. Anand Kale**.

Finally, I am grateful to my family and friends for their unending support.

Kausar Makda

INDEX

1. INTRODUCTION

Logistics typically refers to activities that occur within the boundaries ofa single organization and Supply Chain refers to networks of companiesthat work together and coordinate their actions to deliver a product to market. Also, traditional logistics focuses its attention on activities such as procurement, distribution, maintenance, and inventory

management. Supply Chain Management (SCM) acknowledges all of traditional logistics and also includes activities such as marketing, new product development, finance, and customer service" - from Essential ofSupply Chain Management by Michael Hugos.

LOGISTICS:

Logistics is about getting the right product, to the right customer, in the right quantity, in the right condition, at the right place, at the right time, and at the right cost (the seven Rs of Logistics)" - from Supply Chain Management: A Logistics Perspective By John J. Coyle

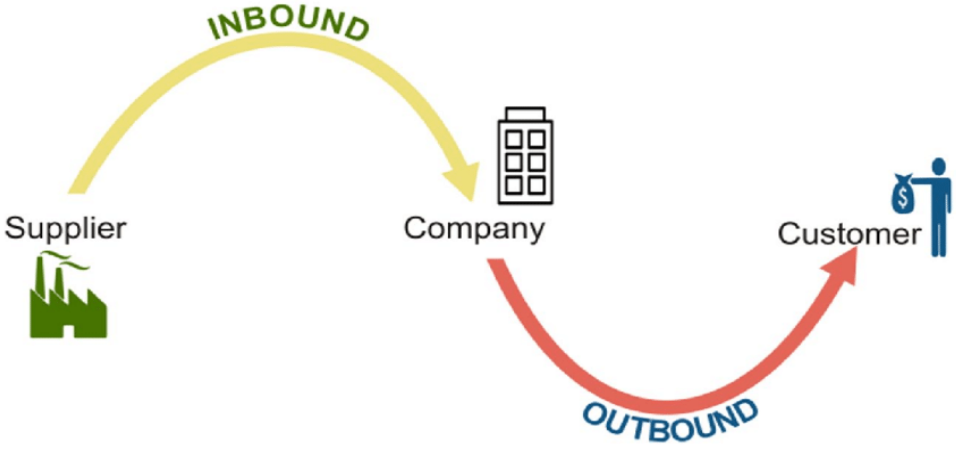
"**Logistics Management** deals with the efficient and effective management of day-to-day activity in producing the company's finishedgoods and services" - from Integral Logistics Management by Paul Schönsleben.

MODULES OF LOGISTICS MANAGEMENT SYSTEM

- Order Management Module
- Inventory Management Module
- Freight Management Module
- Warehouse Management Module
- Transportation Management Module
- Manufacturing Module
- Analytics and Reporting Module

"**Inbound Logistics** refers to movement of goods and raw materials fromsuppliers to your company. In contrast,

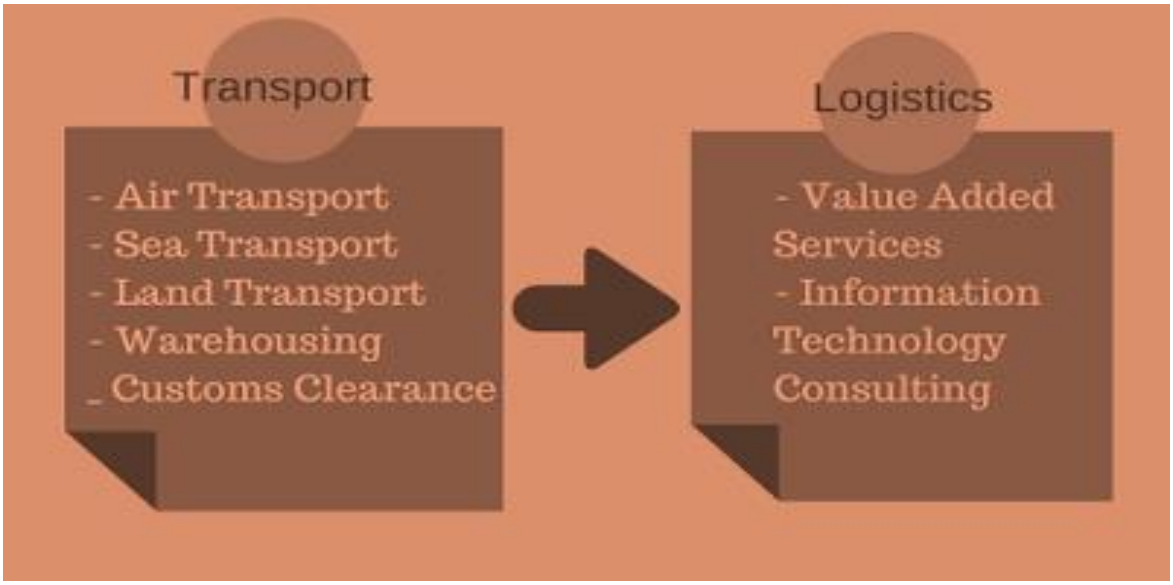
Outbound Logistics refers to movement of finished goods from your company to customers"



As you can see, purchasing and warehouse function communicates with suppliers and sometimes called "supplier facing function". Production planning and inventory control function is the center point of this chart

Customer service and transport function communicates with customers and sometimes called "customer facing functions.

Transport and Logistics: refers to 2 types of activities, namely, transportation (traditional services such as air/sea/land transportation, warehousing, customs clearance) and logistics (value-added services which including information technology and consulting)"



- **Logistics in India**

Logistics is the one of the overwhelming business today. No publicizing, assembling or chore execution can win without logistics bolster. Logistics coordination is fundamental in India because of the country's size, topography, masses assortment, common also man-made disasters et cetera. The vehicle offices are deficient in India and streets are dreadful. India does not have an inside and out made street framework and conduits are up 'til now unexploited. As a result of competition, globalization also data availability, Logistics coordinations has additional centrality. In the first place: the days are gone when a producer had an unrivaled crude material supplier than contenders. In case the coordinations cost is reduced, there is a pick up. Logistics is among the territories of the inventory network arrange, creating at an immense rate as the Internet and E-Commerce is certainly varying array, supply time plus the swiftness information what's more requesting and pay process. The 5 modern strategies in India have affected producers to construct plants in remote, in reverse areas on account of sparing area and tax cuts. With extended land scattering of income in India, shopper markets extending past the five metros of Mumbai, Delhi, Bangalore, Chennai and Hyderabad. Then again, rather than being pre-emptive, associations are soon after with new entry

outlets. In that situation, the extended rivalry transversely finished industry verticals is driving firms to revolve around item conveyance, and coordinations is expanding further vitality with this.

- **International Logistics**

Universal logistics is turning more critical to organizations as the world schedules as of nearby domestic markets to intercontinental markets. Globalization carries homogenization of customer desires, advancement of exchange, and modest advantages of working trendy international markets. This journey for adaptability and reactivity influences the conception and the administration of firms and all the more by and large their logistics system and adds to the improvement of organization relations, to the development of mergers and strategic alliance between organizations. Logistics is extraordinarily imperative on the widespread scale. The correct Logistics frameworks everywhere all over the world are a reason for business and a quality of existing for everyone. Proportional instances of this specialization have been Japan's electronic industry, the farming, PC and plane ventures of United States and diverse countries' transcendence in giving crude materials, for example, gold, chromium, bauxite, oil. "International Logistics (also known as Global Logistics) focuses on how to manage and control overseas activities effectively as a single business unit. Therefore, companies should try to harness the value of overseas product, services, marketing, R&D and turn them into competitive advantage".

Logistics framework components:

The going with centers is the structure parts of Logistics;

- Request handling
- Warehousing
- Stock control
- Transportation
- Data observing
- Offices
- Network Design
- Packing and Labeling
- Monetary Ordering Quantity (EOQ)

a) Request planning:

The beginning stage is physical circulation is the treatment of customers' requests. For instance, if a mixed-up item or a comparative item with different determinations is given to the client, it may incite withdrawal of the primary request. In like way, if the request isn't completed inside a stipulated time, it may head towards genuine results. Fast information preparing hones are as of now offered which consider the snappy treatment of the customer orders.

b) Warehousing:

Warehousing intends to the putting away and gathering things to set aside a few minutes‟ utility. The major explanation behind the warehousing activity is to position method of merchandise, give able storeroom to store them, unite them with other like things, split them into lighter sums and create collection of items. Generally, the time taken in serving customers at different zones is lesser if the amount of capacity units of a firm is colossal, yet more noteworthy is the cost of warehousing.

c) Stock control and organization:

The stock decisions are associated with warehousing choices which hold the best approach to accomplishment of physical conveyance. Essentially where the stock costs may be as high as 30-40 for each penny. This helps the firm regarding the cost of stock and supply to customers in time and besides to keep up creation at an anticipated level.

d) Transportation:

The development of merchandise from purpose of creation and arrangement to purpose of usage in the sums required occasionally required at a goal cost. The transportation framework fabricates time and place utilities to the items dealt with and along these lines, rises their financial esteem. Carriage workplaces must be palatable, 8 general, tried and true and fair the extent that cost and focal points of the workplaces and administration served.

e) Data checking:

The physical flow chiefs are industriously educated about stock, transportation and warehousing. For instance, if there should arise an occurrence of stock, information about current stock position at divisible regions, future obligation and restoration capacities are persistently required.

f) Offices:

The offices coordination‟s part is adjusted of an assortment of arranging exercises, which are altogether connected with towards ensuring all the required perpetual and semi-changeless working and bolster offices are open at the same time with framework taking care of (for instance, planning, field and terminal help, storing, operational, and testing). Offices advancement can take from 5 to 7 years from idea plan to client inhabitancy.

g) Network design:

Network design is one of the prime duties of Logistics administration. This system is required to decide the number and area of manufacturing plants, distribution centres, material dealing with hardware's and so forth on which logistics effectiveness depends.

h) Packing and labelling: Packing and labelling are a vital part of logistics supervision. Packing infers enclosing an item into appropriate parcels or compartments, for simple and convenient treatment of the product by both, the seller and exceptionally the purchaser. Labelling means putting distinguishing proof that blemishes on the bundle of the item. A label gives information about – date of packing and expiry, weight and size of item, ingredients utilized as a part of the manufacture of the product, guidelines to be followed for right treatment of the product, value payable by the purchaser and so forth.

i) Economic Ordering Quantity (EOQ):

Economic Ordering Quantity (EOQ), yield high stock levels and high stock delivering costs yet less orders and lower ordering costs. High ordering costs and arrange rates suggest enormous request numbers. Significant number of association degree to which these limits can be met by methods for electronic request arranging, procurement, online lists, web offering and online exchanges, is how much stock levels and lost arrangements expenses may be decreased in the store network and there to the efficiency of logistics tasks.

Objectives of Logistics:

a) Rapid Response: Quick reaction is deals about a company's efficiency to fulfil customer service prerequisites in a convenient way.

b) Minimum Fluctuation: Difference is any surprising event that disturbs system performance. Postponements in expected time of customer order receipt, goods incoming ruined at a customer's location, or supply to an off-base area.

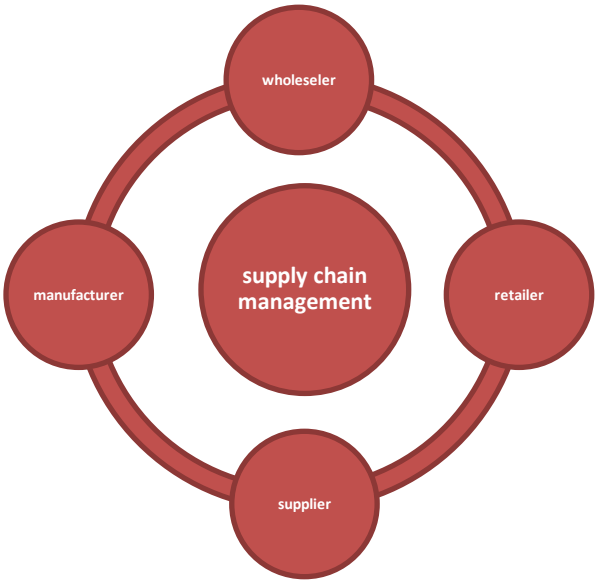
c) Lowest Stock: The target of least change includes asses' commitment also relative turn speed. Turn speed incorporates the degree of stock use after some time. High turn tariffs, joined with stock accessibility, suggests that assets committed to stock is as a rule feasibly utilized.

d) Movement consolidation: A champion among the most basic logistics costs is transportation. Various co-ordinations framework that segments premium organization depends upon quick, little shipment transportation.

e) Quality: A fifth logistical goal is to look for constant quality change. Add up to TQM has turned into a noteworthy duty all through all surfaces of industry.

f) Life-Cycle upkeep: The last figured arrangement objective is life-cycle bolster. Scarcely any things are sold without affirmation that the item will execute as advertised over a foreordained period.

SUPPLY CHAIN MANAGEMENT:



Supply chain management is the process of managing the movement of the raw materials and parts from the beginning of production through delivery to the consumer. In many organizations, operational supply chain decisions are made hundreds of times each day affecting how products are developed, manufactured, moved, and sold.

The complexity of the supply chain varies with the size of the business and the intricacy and quantity of items manufactured, but most supply chains have elements in common, such as the following:

Customers: Customers start the chain of events when they decide to purchase a product that has been offered for sale by a company. If the product has to be manufactured, the sales order will include a requirement that needs to be fulfilled by the production facility.

Planning: The planning department will create a production plan to produce the products to fulfill the customer's orders. To manufacture the products, the company will then have to purchase the raw materials needed.

Purchasing: The purchasing department receives a list of raw materials and services required by the

production department to complete the customers' orders.

Inventory: The raw materials are received from the suppliers, checked for quality and accuracy, and moved into the warehouse.

Production: Based on a production plan, the raw materials are moved to the production area. These raw materials are used to manufacture the finished products ordered by the customer and then sent to the warehouse where they await shipping.

Integrated supply chain:

A generic supply chain structure is as simple as Supplier, Manufacturer, Wholesaler and Retailer (it's more complex in the real world but a simple illustration serves the purpose).

The word "management" can be explained briefly as "planning, implementing, controlling". Supply Chain Management is then the planning, implementing and controlling of the networks.

2. INDUSTRY PROFILE

The cement industry is mainly driven by the consequential number of construction activities with the growing demand and a surging need for residential complexes of urbanised population.

Furthermore, the construction of various infrastructure projects such as airports and roads, undertaken by the government in recent times, propels the growth of the market. Some of the major players include UltraTech Cement Limited, Ambuja Cements Limited, ACC Limited, Shree Cement Limited.

Market Insights:

India is the second-largest producer of cement in the world, accounting for more than 7% of the global installed capacity. In FY 2021, domestic production stood at 294.40 million tons, declining by 12% year-on-year on account of the economic slowdown. Cement consumption is projected to reach about 419.92 million tons in FY 2027.

The spurt in demand from sectors such as housing, commercial construction, and industrial construction will lead to an increase in consumption.

Segment insights:

The housing sector is the key contributor to the cement industry growth. It is estimated that about 60% of cement is consumed by the sector. Demand is further getting fuelled by the non-trade segment, which is gaining momentum with the resumption of construction work of public infrastructure projects such as roadways and metros, after the lockdown.

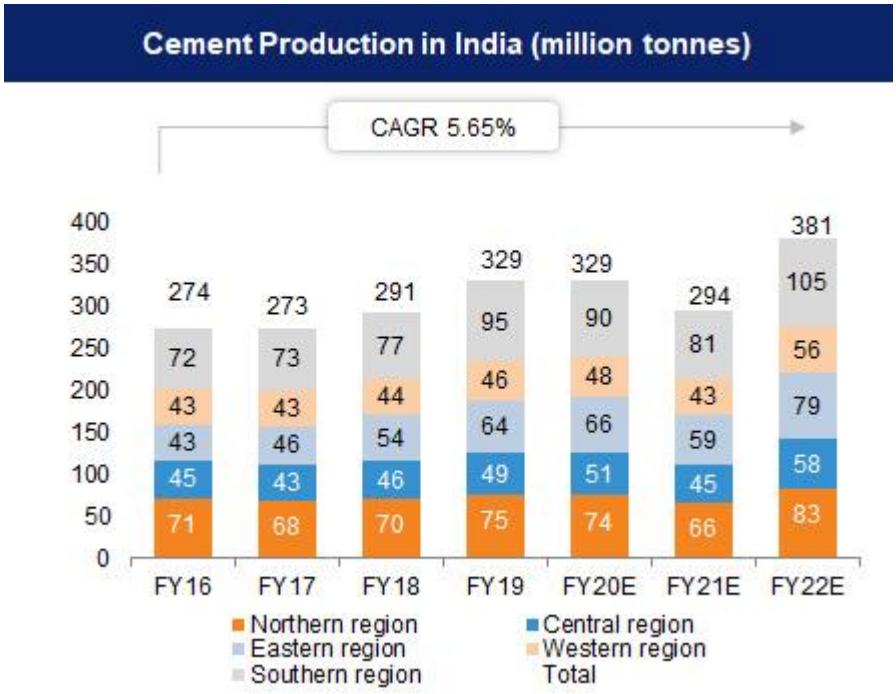
In terms of production, South India has the maximum production capacity among the five zones (North, South, Central, West, and East). It has a share of about 33% of the overall cement production.

COVID-19 Impact Analysis:

In the wake of the pandemic, production was affected due to intermittent lockdowns and restrictions on mobility. Construction activities were interrupted in Q4 FY 2021 and Q1 FY 2022 because of the second wave and this resulted in the decline of consumption.

However, because orders were put on hold, consumption volumes increased in the second quarter of FY 2022. Significant market growth is expected over the forecast period because of higher infrastructure and developmental activities.

INDUSTRY GROWTH:



3. ORGANIZATION PROFILE – JANTA CEMENT INDUSTRIES:

Janta cement industries is the cement company. Started in February,2015.

A building solutions powerhouse, Janta cement industries is the budding manufacturer of grey cement, in India. Located in zullar districts in the outskirts of Nagpur. Spread over the land of 3 acres which includes the shed of 12500 sq. feet. And 1500 foot of office and the rest of the area left is the open space.

Janta cement industries has a consolidated capacity of 100 Tones Per day of grey cement. Janta cement industries has 2 integrated manufacturing units, 2 grinding units, one Clinker station unit and 2 Bulk Packaging Terminals.

Janta cement industries concept to provide individual home builders with a one-stop-shop solution for building their homes. The purpose of this initiative is to engage with home builders at all stages of the construction cycle, empower them with quality construction products and services, and assist in the completion of their dream homes.

Janta cement industries works to actively contribute to the social and economic development of the communities in which it operates in. The Company's social initiatives focus on sustainable livelihoods, community infrastructure and social causes. Janta cement industries reaches out to customers over 9 states and many villages across India.

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VISION OF THE ORGANIZATION:

To create value on a sustained basis for all stakeholders of the company trough lofty standards of transparency, accountability and responsibility, innovation and leadership in cement manufacturing.

MISSION OF THE ORGANIZATION:

To strive and remain a leader in the manufacturing of cement and establish itself as a preferred supplier of products and services to its client and enhance the brand value for all stakeholders.

To operate, as safe as possible for the environment, while looking out for best business practices and current industry standards according to rules and regulation of the cement industry.

Janta cement industries endeavor to provide the best service, fair and competitive prices by staying tuned to the markets, sharing market trends and being respectful of our customer's needs.

SWOT ANALYSIS:

4. LITERATURE REVIEW

LITERATURE 1:

Title - The incorporated logistics administration framework structure and contextual analysis

Author(s): Huan Neng Chiu

Review:

The analyst HuanNeng Chiu presents this structure for scattering associations to set up and improve their logistics systems continually. Starting late, much thought has been given to robotization in administration, the use of new data innovation and coordination of inventory network arrange. These areas which can grow logistics productivity and outfit customers with high state benefit. The examination of each territory is progressed with Taiwanese organization rehearse system.

LITERATURE 2:

Title- Issues in inventory network costing

Author(s): Bernard J lalonde

Review: Terrance L Pohlen Combination of the production network offers numerous chances to enhance client benefit and dispense with superfluous expenses. Supply chain costing gives a way to deal with estimating the cost of exercises crossing the whole channel. Having the ability to enhance client esteem while focusing on open doors for cost lessening opens new outskirts for production network administration

LITERATURE 3:

Title- Factors affecting logistics cost and administration quality: A review inside the Indian steel segment

Author(s): N Jena

Review:

The inspiration driving this paper to fathom piece of fiscal plus social factors affecting the logistics rate for the Indian steel zone and its relationship of the organization value. A sorted out survey think about is used for the data collection in this examination. The survey included assorted parts of coordination cost on inbound and outbound coordination, and organization quality. This examination perceived distinctive basic segments of logistics coordination cost for Indian steel division and watched its relationship with transportation cost, warehousing cost and 42 administrative cost. The disclosures of this examination demonstrated positive association between logistics coordination cost and organization quality.

LITERATURE 4:

Title- Role of Transportation in Logistics Chain

Author(s): Yung-Yu TSENG

Review:

The assignment of shipping chooses the viability of moving things. The progress in techniques and organization models improves the moving weight, transport speed, advantage quality, movement costs, the utilization of workplaces and imperativeness saving. Transportation takes a fundamental part in the control of computed. Surveying the current condition, a strong structure needs an unmistakable packaging of coordination and a proper transport realizes and frameworks to interface the making strategies. The objective of the broadside is to describe the piece of moving for reference of additional variation. The inspection endeavored to help coordination chiefs, researchers and transportation coordinators to portray and value the principal points of view also its distinctive applications and the associations among coordination's and transportation

5. TERMINOLOGIES

Absolute Minimum Charge — The minimum price a carrier will charge for any given shipment.

Accessibility — The ability of a carrier to provide service for a freight order.

Accessorial Charges — Fees added to a freight bill for additional services that the carrier might provide. These are a la carte, or per service, and outside of standard shipping and receiving. Things like liftgate requirements, redeliveries, and reclassifications are typical accessorial charges.

Account-Specific Pricing — Customer-specific pricing, or account-specific pricing, refers to an agreement between a vendor moving product and a carrier or 3PL that establishes custom prices. Shippers who move volume above a certain threshold are eligible for a discounted rate because they give the carrier guaranteed business.

Advanced Planning and Scheduling (APS) — Critical supply chain planning that also accounts for production schedules. Typically, it accounts for the planning of demand, production, distribution, and transportation.

ATA — Actual time of arrival

ATD — Actual time of departure

Audit — In logistics, an audit refers to the process of examining, adjusting, and verifying freight bills for accuracy.

Backhaul — Refers to a truck's return trip to the original destination with either a partial or full load.

Billing — A process typically performed by the carrier that determines the total charges for a completed order.

Bill of Lading (BOL) — A legally binding document between a shipper and carrier that details all the information needed to process a freight shipment.

BOL Number — The number established by the carrier that refers to a specific BOL.

Capacity — In trucking, the term refers to available trucks in any given market. Conceptually speaking, tight capacity translates into a more difficult market that is more challenging to find a carrier willing to complete an order. Conversely, loose capacity translates into an easier environment that is easier to find a carrier.

Carriage — In maritime shipping, carriage refers to the movement of cargo on a vessel after loading and before unloading.

Chargeable Weight — A shipment's weight that is used to determining freight pricing. It may be the dimensional weight of the shipment.

Claim — In freight, shippers can retroactively charge carriers for damages or loss to transported products.

Commodity — Any item that is commercially exchanged.

Compliance — In retail logistics, the term that refers to the regulations set by retailers for delivery of goods into their supply chain.

Consignment — A freight order transported by a carrier.

Consolidation — The combination of multiple shipments on a single order. This process is most commonly used to lower transportation costs or improve supply chain performance.

Container — A large box used to transport freight via maritime shipping methods.

Container ID — The identification number assigned by the carrier to a given container.

Container Yard — The area that stows containers following their arrival at port. Carriers pick-up cargo from these designated spaces.

Contract Carrier — Carriers hired by shippers on a contract basis.

Contract Rates — The rate at which a shipper and carrier agree upon in advance on a given lane. These are rarely upheld as rates fluctuate with market demand and capacity.

Cross-Docking — The process of unloading product at a receiving facility and reloading it on another truck to complete shipment with very little to no storage in between.

Deadhead — Refers to the empty miles traveled without a load in a trailer.

Dead on Arrival — In logistics, the term used to describe product that is damaged upon delivery to its destination.

Dispatch — The office in charge of allocating assets to haul shipments.

Distributor — A third-party that purchases products to resell to a retailer.

Drop Trailer — The process of leaving a trailer at a receiving location to be reloaded at another time.

First-In, First-Out (FIFO) — An inventory management strategy that requires product to be used in chronological order from its arrival to a facility.

Flatbed — A type of trailer that has no enclosed area.

Flexibility — The ability of a supply chain to react quickly and efficiently to changing customer demands.

Full Truckload (FTL) — A shipment on which an entire trailer is filled with product.

Handling Costs — The cost of moving or transferring inventory.

Inbound Logistics — Refers to the transportation and storage of incoming goods into your supply chain.

Key Performance Indicator (KPI) — In logistics, KPIs are critical metrics that highlight the performance of your supply chain.

Landed Costs — The cost of product combined with additional logistics costs.

Lead Time — The time between an order being placed and the time it needs to be shipped.

Less-Than-Truckload (LTL) — A shipment mode that consolidations several smaller shipments on a single truck.

Market Demand — In trucking, this refers to the need for freight services.

Mileage Rate — A rate that is determined by the number of miles an order is shipped.

Must-Arrive By Date (MABD) — The date set by retailers that specifies when a vendor must have a product to their receiving facilities.

Network Analysis — The careful analysis of a logistics network. They are designed to analyze warehousing, transportation, and other means of distribution.

On-Time In-Full (OTIF) — A standard by which retailers' grade a supplier's ability to have product delivered to their distribution centers within prescribed delivery windows and at full quantities ordered.

Outbound Logistics — Moving product from your production facilities to the end-user.

Outsource — The process of using a third-party to complete functions that were previously performed in-house.

Packing List — A document that specifies the location of each item in a package.

Pallet — The platform that product is stacked and wrapped on for transportation.

Port of Discharge — The port where an order is unloaded.

Port of Entry — A maritime entry for goods into a country.

Port of Loading — The port where cargo is loaded onto a vessel.

Proof of Delivery (POD) — Information supplied by the carrier that specifies who signed for the shipment, when it arrived, and any other information.

Purchase Order (PO) — A document that specifies the details of a transaction between buyer and supplier.

Real-Time — In logistics, this term refers to a shipper's ability to track an order as it progresses from origin to destination.

Receiving Dock — At a receiver's facility, the dock is the place where goods are unloaded.

Scalability — How quickly a supplier can increase productivity to meet rising demand.

Scorecard — A tool used by retailers to grade their suppliers' ability to deliver product on-time and in-full.

Shipping Lane — The route on which a carrier transports a product between origin and destination.

Supply Chain Visibility — Refers to the ability to identify and isolate key metrics within the supply chain.

Tariff — Taxes assessed by a government on goods leaving or entering a country.

Tender — A formal request for transportation services.

Tender Rejection — A situation that occurs when a carrier rejects a shipper's tender forcing them to find an alternative carrier.

Third-Party Logistics Provider — A third-party firm that provides logistics services for customers.

Traceability — In shipping, this term refers to real-time or close to real-time location tracking.

Track and Trace — Following a shipment's movement from origin to destination.

Trailer Drop — Occurs when a driver leaves a full trailer at a facility to pick up an empty one.

Transactional — A singularly occurring business relationship that occurs only on an at-need basis.

Transportation Management System (TMS) — An application that allows users to perform the activities needed to complete key logistics planning and processes.

True Logistics Partner — Refers to a logistics relationship that goes beyond transactional services to a deeper, more consultative approach.

Value-Added Partner — A strategic partner that creates value for a firm that goes beyond benefits received from a transaction.

Velocity — The rate at which product move through a warehouse.

Vendor — A company that manufactures or distributes an item.

Visibility — Access to key data within the supply chain.

Warehouse Network — Refers to a vendor's chain of warehousing locations throughout a given geographic area.

6. OBJECTIVES OF SIP

1. To understand the logistics & supply chain of Janta Cement Industries to optimize the day-to-day activities.
2. To understand and study different business operations carried out at Janta cement.
3. To study the supply cycle length
4. To get familiarize with the working attributes in Janta cement industries and the factors affecting the working.

7. SCOPE OF SIP –

1. Getting a gist of supply operations and understanding the flow in the cycle.
2. Understanding operations and responsibilities carried out by various departments.
3. Getting knowledge regarding the rules and regulations that the organization.
4. Assist the organization, the take remedial measures to rectify the shortfall in the process if any.
5. Gaining understanding of various documentation work required and carried out at the organization.
6. Understanding the various functions done at the production plant of the organization
7. The has been carried during the Financial Year 2021-22
8. The study is confined only to Janta cement industries.

8. NEED OF SIP

1. To know the operations and responsibilities carried out by various departments.
2. To acquainted with the working environment in the operational department of the organization.
3. To understand the need and necessity of an operations manager in the organization.
4. To see how the organization is working after covid – 19 pandemic and the changes that hasbeen incorporated in the protocols.
5. To understand role and responsibilities of various individuals working that the production plant of the organization.
6. To see have employees develop and maintain inter personal relationships with their colleagues.
7. To see how the power flows in the organization and how they take actions in order to improve the customer service.

9. CONTRIBUTION DURING SIP

- **1st Week**
  - Undergone training
  - Observed various operation activities
  - Assisted the operations manager
- **2nd Week**
  - Undergone training
  - Observed various operation activities
  - Assisted the operations manager
- **3rd Week**
  - Studies various assignment techniques of the firm.
  - Analyze different documents require for supply chain
- **4th Week**
  - Gain a working knowledge of applications and tools related to assigned functional area.
  - Perform assigned tasks and project work with supervision.

- **5th Week**
  - Perform other duties as assigned
  - Participation in team projects and presentations
- **6th Week**
  - Primary duty is to process shipments in a respective division department that will range in complexity
  - Intern to offer feedback on the department they gave work in

10. LIMITATIONS

- Duration of the internship was quite small.
- As an intern, I was not provided with the Login in Id and Password for the operation of the organization, I had to use the Id of the respective allotted officers.
- At times the data available for study can be too large, which makes it a time-consuming task.
- Most of the contents collected were difficult to understand because it was a new field for me to work in.
- Some desired information could not be collected due to the confidentially of business.

11. RESEARCH METHODOLOGY

Research methodology is the specific procedures or techniques used to identify select, process and analyses information about topic. In a research paper, the methodology section allows the reader to critically evaluate a study's overall validity and reliability. The methodology Sections answers two main questions:

How was the data collected 1

generated? How it analyzed Research methodology was is the path through which researchers need to conduct their research. It shows the path through their problem and objective and present their result from the data obtained during the study period. This research design and methodology also shows how the research outcome at the end will be obtained in line with meeting the objective of the study.

Observational Data –

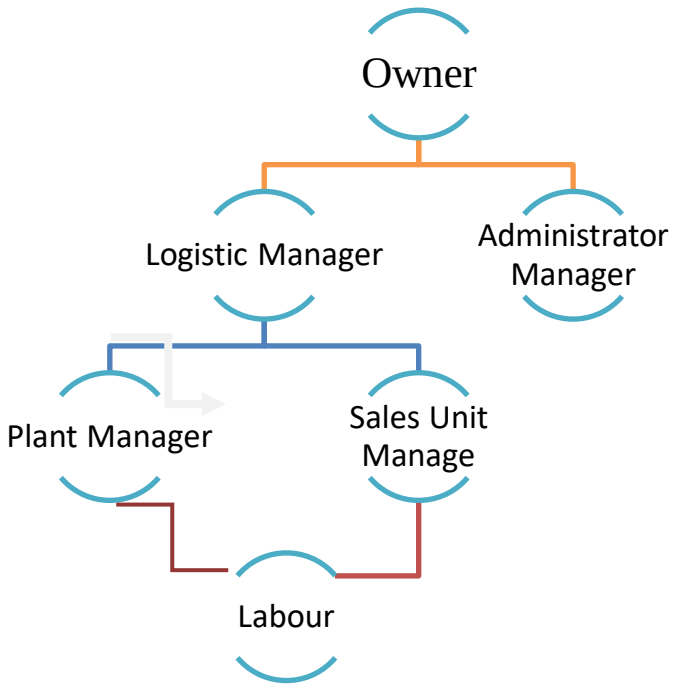
Observational data are captured through observation of a behavior or activity. It is collected using methods such as human observation, open-ended surveys, or the use of an instrument or sensor to monitor and record information -- such as the use of sensors to observe noise levels at the airports. Because observational data are captured in real time, it would be very difficult or impossible to re-create if lost.

12. INTERPRETATION OF DATA AND FACTS

Departments at Head Office

- Admin Department
- Finance Department
- Planning and Development Department
- Legal Department
- Information Technology Department
- Human Resource Department

Hierarchical Structure at organization

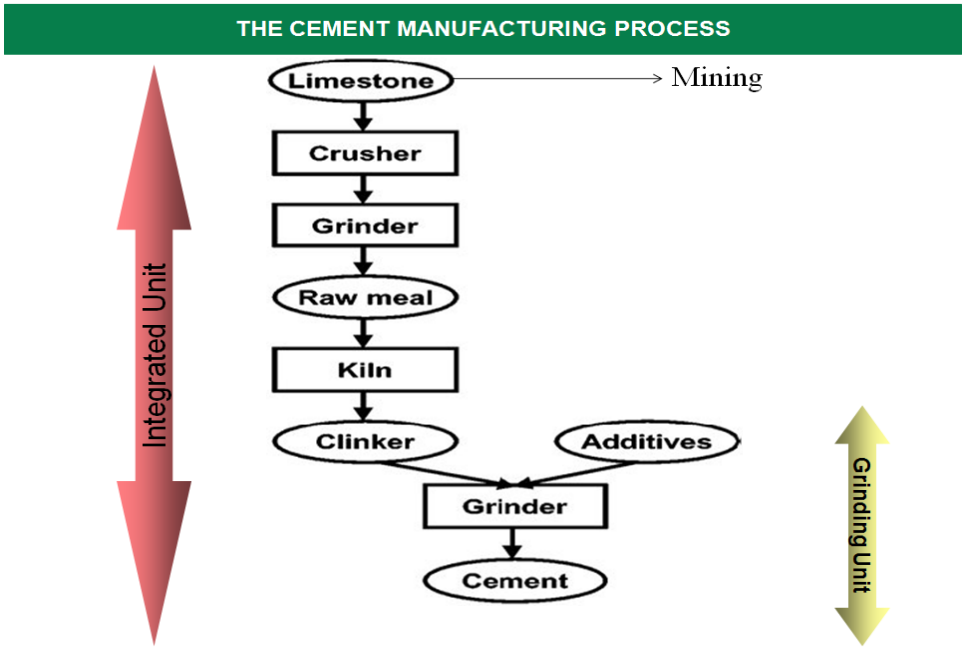


. RAW MATERIAL PROCUREMENT PROCESS

The raw material procurement department is the most important segment of the manufacturing company. The major part of the production cost is the cost of the purchase of raw materials from the suppliers. It is an art to create a strategic plan for the purchase of raw materials for the production

Raw material used in the process

- Silicon oxide
- Limestone
- Magnesium oxide
- Iron oxide
- Aluminum oxide



MANUFACTURING PROCESS

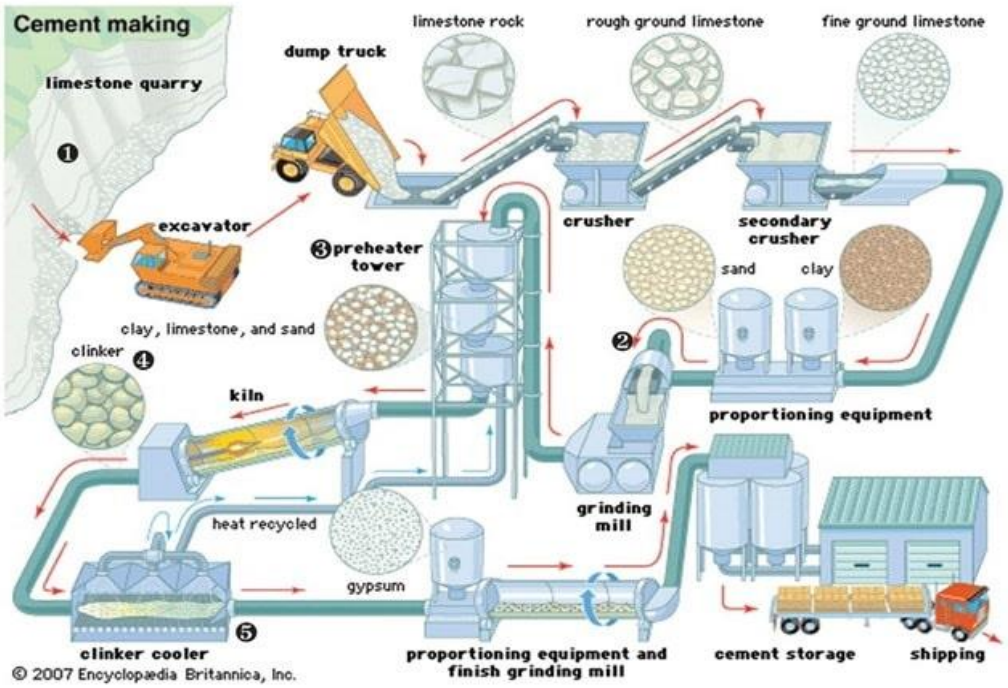
The term manufacturing refers to the processing of raw materials or parts into finished goods through the use of tools, human labor, machinery, and chemical processing.

Types of Manufacturing Techniques

- **Make to Stock (MTS)**
    - The traditional production technique is make-to-stock, the manufacturing of a standard product based on forecast demand. A company estimates how many units will be sold over a given period of time, then plan in advance to manufacture that many goods. Goods are often held as inventory leading up to the release and broad distribution of the goods.

- **Make to Order (MTO)**
    - Opposite of MTS, make-to-order manufacturing entails working directly with a customer to understand their need and desired product specifications. Manufacturing typically only starts after a signed contract or letter of intent. In addition, manufacturers may generate light prototypes but will often hold off on starting manufacturing until full product specifications have been delivered.

- **Make to Assemble (MTA)**
    - The third type of manufacturing technique is a make-to-assemble process. Companies try to get a head start by starting production on component parts. Then, as customers begin to place orders, companies assemble previously-manufactured components.



SUPPLY PROCESS

After the products are finished with the process they are stored in a warehouse that look after certain protocols given below

1. Keep cement protected from dampness and moisture
2. Do not place cement bags directly on concrete floor
3. Handle cement bags carefully
4. Keep cement bags protected during transportation
5. Provide adequate ventilation when stored in pallets in warehouses
6. Store leftover cement carefully

After that, the cement is transported to the customers via trucks according to the need and demands of the customer

The cement industry has 2 basic customers

1) Retail customers (B2C)
    a. Consumer and end household
2) Business customers (B2B)
    a. Construction industry

13. FINDINGS

- I found that the control methods used by the organization are perfectly optimized and the day-to-day business operations are neatly undertaken by the concerned employees and departmental heads.
- Various business operations of the organization like keeping a track of the truck entries, input of the raw material and the track of supply of the cement bags. etc. are carried out as the rules and regulations of the organization.
- **Following were the working attribute that I observed:**
    1. Proper documentation is carried for each and every entry of the truck and order.
    2. The track of the inventory and the raw material is kept on the same level.
    3. Maintaining good relationship with the existing customer and building a relationship with prospects is crucial at the organization.

14. SUGGESTIONS

- The organization is already carrying out various activities to reuse and recycle the paper waste and other available resources, but the organization should switch to total online mode for documentation.
- One great thing which is experienced during my internship was the relationship that the staff has developed with the existing customers of the organization few more efforts can be put forward in order to attract new customers.
- organization should be encouraged to take part in the CSR activities which will provide them with a feeling of fulfilment and will also help them improve the organization's brand awareness which in turn will attract new customers.
- The organization should be more careful and documented while keeping a record of their raw material and the inventory.
- After observing the sales capacity of the organization I would suggest the organization to expand their plant capacity.

15. CONCLUSION

1. Supply chain and logistics management are interrelated together or we can say that logistics is a subset of supply chain management. Supply Chain Management acknowledges all of traditional logistics and also includes activities such as marketing, new product development, finance, and customer service

There are six types of operation in logistics and supply chain management:

- Booking operation
- Delivery operation
- Transshipment
- CRM Operation
- Business Development

2. The organization carry out different operational activities like-
    - Choosing the appropriate path for the procurement of raw material and choosing the one with lowest cost.
    - Order documentation before the truck enters the plant for loading.
    - Loading of trucks and supplying the product choosing the shortest route possible to avoid the increase in the cost of the organization.
3. The supply cycle length of the organization is mostly of one day if the place of delivery is in the district itself. But the cycle length may differ as per the distance. The organization depart the order on the current day at the earliest and might get it departed by the next day if it gets delayed.

More Observations:

- From the internship it was seen that there a strict and rigid environment when it comes to following the rules and regulations set by the higher authorities because if there is any lethargic behaviors it can have a negative impact on the working of the organization.
- The organization is very particular when it comes to creating the bills and order procedure.
- I developed good interpersonal relationship with the staff that I got the work with, the environment that I had during my internship was peaceful, friendly and positive.
- I concluded that it is crucial for a manufacturing firm to maintain customer relationships and provide customers with the best possible service that they have to offer.

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