

MARVELLOUS PAINT SERVICES

BUSINESS PLAN ETR 300

PREPARED FOR:

Encik Mohammed Zain bin Idris
ETR 300 Advisor

PREPARED BY:

MOHD MUSLIM BIN IBRAHIM	98496232
ROZIAMRIL BIN SHEKH ZAIN	98050015
MOHD FIZAL BIN SAAD	98000000
ARMAN FAIZUL BIN MANSOR	98188089
YUSUF BIN ARIFFIN	98000000

DBS 5 F

MARVELLOUS PAINT SERVICES

	/NS	5 PA	in	
1				VRB
1	V		3	
S	1	EN	1	

~	1	TA	T	1	AT	7	C
	U	IN	1	E	N	1	2

SEKAPUR SIRIH	1
LETTER OF SUBMISSION	2 - 3
PREFACE	4 - 6
PARTNERSHIP LETTER OF AGREEMENT	7 - 13
BUSINESS LOGO	14 - 17
INTRODUCTION OF COMPANY	18 - 20
BUSINESS BACKGROUND	21
PARTNERS BACKGROUND	22 - 26
ADMINISTRATION PLANNER	
Objectives	27
Long Term and Short Term Objectives	28
Organization Strategies	29
Business Location	30 - 31
Business Location Map	32 - 33
Office Arrangement	34
Table Of Job	35 - 37
Organization Chart	38
Workers Intensive	39 - 40
Working Time Table	41
Remuneration Table	42
Office Equipment Table	43

MARVELLOUS PAINT SERVICES

	Administration Expenses	44
M	ARKETING PLANNER	
	Definition of Marketing	45
	Marketing Concept	45
	Objective	45
	Long Term and Short Term Objective	46
	Marketing Analysis	47
	Marketing Target	48
	Main Competitors	49
	The Competitors Strength & Weakness	50
	MPS Strength & Weakness	51 - 52
	Marketing Strategy	53
	Servicing Strategy	53
	Promotion Strategy	54
	Geographical Strategy	55
	Marketing Expenses	55
	Market Size	56 - 57
	Market Share Before Establish	58
	Market Share After Establish	59
	Pie Chart Before Establish	60
	Pie Chart After Establish	61
	Price Strategy	62 - 63

INTRODUCTION OF THE COMPANY

Marvellous Paint Service Enterprise is fully other races in the country have monopolized Bumiputera Company that is trying to venture in the business of paint servicing that. As a developing country, Malaysia provides many facilities and opportunities especially for bumiputera for becoming entrepreneurs. As a Malaysian citizen, who will go through the era of globalization with the stable economic, political and social condition, we should take the challenge given toward us.

Every participations from all the Malaysian in formed of energy and time will show to the world that Malaysia has proudly proved that we had been successful in the development. Due to this, we had taken some meaningful steps by making an initiative to formed a company by the name of *Marvellous Paint Service Enterprise* which provide services to paint and design a mixture of paint colors for houses and buildings or even offices.

We choose this business because we knew that it has a bright futures and high potential to make profit and will expend successfully with the future demands of Malaysian citizen. As we can see, nowadays Malaysian are very modern in the way of their thinking and always think of a better home living environment as part of their need in life.

Marvellous Paint Service Enterprise, C 125, Lorong 10, Taman Sejati Indah, 08000 Sungai Petani, Kedah Darul Aman. Fully own by bumiputera who has it's own reason to give its customers a full satisfaction by consuming its services. A few advantages to the customers from our service are:

1. Comfort

-Which has been part of our priority in the business. We believe that beautiful paints with matching colors gives a maximum comfort to everyone, melts the heart and warmth the eyes.

2. Great lifestyles

-The color combinations comes from a high qualities of trusted paints producers shows it users has a high taste and great lifestyles.

3. Peace of minds and souls

-In the sense of psychology, we believed colors of paints that is given a smooth touch and combinations can give the owner of a house some peace of mind and relaxed their soul after a long hectic day.

4. Harmonious environment

-With a well-decorated house and nice colors combinations that comes with many tones of colors will bring a harmony environments to a family who lives in the house.

Marvellous Paint Services Enterprise will start it operation on the 1st January 2002 and five (5) shareholders that provide all the capital needed for the business form this company. Our company will serve not only paint services we also provides colors consultation to guide our customers in combining the colors they preferred.

Usually in Malaysia, small sub-contractors that don't have any permanent offices

Provide the paint service and they usually work by either under the construction and
development company or on their own. This is when we saw an opportunity to form the
business in much more proper and convenient ways. We even provide the new technique
and paint consultation services in getting more attention from the potential customers.

We will uses the modern and advance techniques that are gathered from researches made under the paint manufacturers. We will come up with creative ideas and interesting patterns or shades, which will gives variety uses of paints. Our customers can also practice their creativeness with our guidance and support to make it reality that is relevant to our motto, "Your satisfaction is our priority".

To ensure our business runs smoothly we will ensure that we will always helping each other and carry all the responsibility that are put on our shoulder by always referring to each other. If any of our departments is having any difficulties all of us will try to our very best to find the solutions.

Hopefully in the future the *Marvellous Paint Services Enterprise* will expand and manage to maintain it's growth and would be able to open other branches in all the potential places that can bring great opportunities and profits. With the blessing from Allah S.W.T we hopped that we would be able to reach our goals in the near future.