EIR 300 - 497





ERIMA 1 APR 2002

Cawangan Ter

TRADING COMPANY



RIDERS MARKETING SDN BHD

FOTOSTAT TILAK DIBENARKAN

UNIT RUJUKAN DAN PERKHIDMATAN PEMBACA UNIVERSITI TEKNOLOGI MARA KAMPUS DUNGUN.

(DCS 4B)

RIDERS MARKETING SDN BHD 253-E Jalan Banggol, 24000 Kuala Terengganu, Terengganu Darul Iman.

PREPARED BY:

- NOR AINI BINTI HASSANUDDIN 2000432091 (DCS 4A)
- NOR SYAHADA BINTI AHMAD 2000431900 (DCS 4A)
- EDATUL MULIANA BINTI GHAZALLI 2000432363 (DCS 4B)

SAWATI BINTI ABDUL GHANI

JULIDA BINTI GHAZAK

20000432594 (DCS 4C)

2000431884

DATE OF SUBMISSION : 18th FEBRUARY 2002



ACKNOWLEDGEMENTS

We gratefully acknowledge to the assistance, support and encouragement of those individuals who have contributed to ETR 300. Specifically, we wish to recognize the very helpful insights provided by many of our colleagues. For their careful comments and helpful reviews of this project paper, we are indebted to :

Professor Madya Puan Norsidah bt. Ahmad Lecturer Tutor ETR 300 MARA University of Technology Dungun, Terengganu.

Professor Madya Encik Farok Zakaria Koordinator MEDEC MARA University of Technology Dungun, Terengganu.

TENOX MARKETING SDN BHD 263-E, Jalan Baru Pak Sabah 23000 Dungun, Terengganu.

We would also like to thank our senior who have provided helpful insight in giving their past project paper for our reference.

As a final word, we express our sincere thanks to all our members in finished the project paper.

FOTOSTAT TIDAK DIBENARKAN



1.0 INTRODUCTION.

RIDERS MARKETING SDN. BHD. is a business that provides motorcycles only. The main reason of choosing this business because there are high demands for motorcycles. Many are more prefer to have motorcycle because the price is cheaper than other vehicles such as car and lorry. Besides, it is small and suitable for all. In other words, it is easy to handle.

Nowadays, our country moves towards industrialization through the objective of vision 2020. Regarding on this objective, we fully involves in achieving country vision and also our own vision. Our country becomes more develop and individual income increase due to industry sector that is more expands. Income per capital increase together to the growth rate consequently people will increase their standard of living. That is why many people buy it for their transport.

Our company, RIDERS MARKETING will commence on 1 January 2003. This private limited company 100% owned by Bumiputra that located at Jalan Banggol, Kuala Terengganu. Our company provides many types of motorcycle especially YAMAHA motor, HONDA and KRISS. Our target customers are local resident and companies. To build up the company, our capital is about RM 83172 and with loan from Bank Bumiputra Commerce amounted RM 75000.

We believe that the potential of this business will expand in the future regarding of it's demand supply in the market. We also believe that our planning and effort on this business will beneficial for us in order to achieve our company's goal.

Hopefully encouragement from government will born many entrepreneurs who were has their own capability to involve themselves in the world of business, which is very challenging.



TABLE OF CONTENTS

Page Title Letter of submission Preface Acknowledgements Logo and Explanation

CHAPTER 1-5

- 1.0 Introduction Business Plan
- 2.0 Business Purpose
- 3.0 Background of the Business
- 4.0 Background of the Partners
- 5.0 Location of the Business
 - 5.1 Location Layout

CHAPTER 6

- 6.0 The Organization Plan
 - 6.1.1 Introduction
 - 6.1.2 Vision
 - 6.1.3 Objective
 - 6.2 Organization Chart
 - 6.3 Administrative Personnel
 - 6.4 Fringe Benefit
 - 6.5 Job Description
 - 6.6 List of Office Furniture, Fixtures, Fittings
 - 6.7 Office Lay-Out
 - 6.8 Administrative Budget

1-10

PAGE

11-21



CHAPTER 7

22-30

- 7.0 Marketing Plan
 - 7.1 Introduction
 - 7.2 List of Products / Services Offered
 - 7.3 Target market
 - 7.4 Market Size
 - 7.5 Competitors
 - 7.6 Market share
 - 7.7 Sales Forecast
 - 7.8 Marketing Strategies
 - 7.9 Marketing Budget

CHAPTER 8

- 8.0 Production/ Operation Plan
 - 8.1 Introduction
 - 8.2 Flow Chart Process
 - 8.3 Operation Process
 - 8.4 Work Schedule / Operation Time
 - 8.5 Output Unit
 - 8.6 Materials / Stocks Requirement
 - 8.7 Forecasted Acquisition of Materials / Stocks
 - 8.8 Operation Budget

CHAPTER 9

- 9.0 Financial Plan
 - 9.1 Introduction
 - 9.2 Project Implementation Cost
 - 9.3 Source of Financing
 - 9.4 Table of Depreciation
 - 9.4.1 Depreciation on Air-Conditioner
 - 9.4.2 Depreciation on Computer Set
 - 9.4.3 Depreciation on Printer
 - 9.4.4 Depreciation on Fax Machine
 - 9.4.5 Depreciation on Sign Board

FOTOSTAL LEAR DESIGNARSAN

31-39

40-57