

Report on

" Contribution of Sonalika Tractor to the transformation of the agricultural sector of
Bangladesh: A study on ACI Motors Ltd."

By,

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An internship report submitted to the BRAC Business School in partial fulfillment of the
requirements for the degree of
Bachelor of Business Administration

BRAC Business School

BRAC University

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Declaration

It is hereby declared that

1. The internship report submitted is my/our own original work while completing degree at Brac University.
2. The report does not contain material previously published or written by a third party, except where this is appropriately cited through full and accurate referencing.
3. The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.
4. I/We have acknowledged all main sources of help.

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MD Safayet Hossain Khan

ID: 17104129

BRAC Business School

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BRAC Business School

Letter of Transmittal

Mr. Riyashad Ahmed
Assistant Professor BRAC Business School
BRAC University
66 Mohakhali, Dhaka-1212

Subject: "Contribution of Sonalika Tractor to the transformation of the agricultural sector of Bangladesh: A study on ACI Motors Ltd."

Dear Sir,

It is great pleasure for me that I have completed my internship report on "Sonalika Tractor and its contribution to the transformation of the agricultural sector of Bangladesh: A study on ACI Motors Ltd."

I have reflected all the knowledge and learning that I gathered while doing my internship at ACI Motors Limited. It would be not possible to complete the report without your proper guideline and support.

I hope that you would be kind enough to review my internship report. Sincerely yours,

MD Safayet Hossain Khan
ID: 17104129
BRAC Business School BRAC University
Date: May 1, 2024

Non-Disclosure Agreement

This agreement is made and entered into by and between ACI Motors Limited and
MD Safayet Hossain Khan as the undersigned student of BRAC University.....

Acknowledgement

At first, I would like to give all credit to my Almighty Allah for this opportunity. Moreover, I would like to express sincere gratitude towards my advisor Mr. Riyashad Ahmed, Assistant Professor of BRAC Business School for supervising and guiding me to complete the report. Moreover, I would also like to thank Mr. Mahfuzur Rahman, senior logistics officer of ACI Motors Limited, for her supervision at the workplace during my internship. I would also like to show my gratitude to my fellow classmates and colleagues for their immense support.

Executive Summary:

This report describes the Supply Chain Insight of the Sonalika tractor and the transformation of the agricultural sector of Bangladesh by using modern agricultural machinery. I completed this report based on my experience while working as an intern at ACI Motors for three months. As ACI is one of the leading reputed business organizations in Bangladesh, the experience I gathered in the last three months is much valued. In ACI motors, I worked in the tractor team in the logistics and supply chain department, working to ensure the information generated by overall transactions during their supply chain module. The report has been divided mainly into two divisions then in some chapters, to put specific emphasis on different aspects.

The first part is the overview of ACI Motors, and its activities and the second half cover The Supply chain insight and the transformation of the agricultural sector of Bangladesh. The paper consists of a broad overview of Sonalika tractors. where the information included about the Sonalika tractor, a Whole overview of the tractor, its model, price, structure, market etc. After that have the whole scenario of the supply chain of the Sonalika tractor. Where ACI motors follow a three-step process of their supply chain module. Here ACI motors imported the tractors from the mother company and after the international transaction, ACI motors uses their own distribution channel to sell the tractors. The next chapter of the paper consists of a vast overview of the company, its history, the authorities and business procedures. where the paper includes the proper body of ACI limited ad ACI motors section. After that, the paper includes the analysis section where the findings of the research are included.

Here the research analysis has been done by using different tools and techniques. I also share my real-life work experience in that section. I tried to paint a complete picture of the Supply chain management system of ACI and store the appropriate information. I used some realistic forecasts and supply chain-related information to make my report detailed. However, certain information has been deliberately skipped, as it had been deemed confidential by ACI Motors.

This report also contains information about the Sonalika tractor business in Bangladesh, the financial process of purchasing a tractor and its contribution to the transformation of the agricultural sector of Bangladesh. I'm hoping that this study will be useful to our university students because supply chain management is currently a hot topic. Supply Chain Management is being used by the majority of businesses, and this area offers several fantastic opportunities.

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Chapter 1

Internship Overview

1.1 Student Information:

Name: MD Safayet Hossain Khan

ID: 17104129

Major: i) Finance, Banking and Insurances.
ii) Computer Information Management (CIM)

1.2 Internship Information:

1.2.1 Company Information

Period: 4 months (20th February 2022 to 19th June 2022)

Company Name: ACI Motors Ltd.

Department: Logistics Address: Head Office

ACI Centre 245, Tejgaon Industrial Area,
Dhaka-1208, Bangladesh.

Phone: 09606-666677

Email: info@ACImotors-bd.com

Fax: +88(02) 8878619

Website: www.ACImotors-bd.com

1.2.2 Internship Company Supervisor's Information

Name: **Mahfuzur Rahman**

Phone: +880 1799-993149

Position: Senior Logistic Officer, ACI Motors Ltd.

1.2.3 Job Scope

Job activities:

After joining as an intern at ACI Motor Ltd. in the logistics department I have completed most of the work related to the logistics and financial side. My task was to complete the registration file of Sonaika Tractor and check the installation of the product and whether the people paid the whole instalment or not. I have learned a lot throughout the whole internship period. Also, I gather knowledge from my on-site supervisor who is very friendly and positive about this work. Throughout the internship period, I learned about the office culture and the environment. And ACI motors is the best place for learning all of this.

1.3 Internship Outcomes:

S1.3.1 Student's contribution to the company

Help out and contribute to the team: As an intern, I don't expect to be in charge of a routine work just yet. I take my time in the beginning of my internship just trying to understand how the company runs and the employee to get a sense of their role. after spending a day or a few extended periods knowing the organization's complex aspects. I start to assist and provide more to the group.

Help my boss to complete day-to-day tasks: I was very lucky to have such a friendly and cooperative supervisor. He makes every task very simple and divides every task in a very simple way so that I did not have to suffer that much for understanding. Also, he gave me regular tasks that I have to complete those tasks and submit to him timely.

Communication: For the registration process I had to communicate in every showroom and take data from the showroom manager and give feedback to them.

They email me the data of the buyers and the outstanding of every tractor buyer. After collecting the data, I make the registration file for them and checked it with my supervisor.

1.3.2 Benefits to the student

Practical work experience: ACI Motors Ltd. gives me real-life job experience. I learn so many the diversity of the job sector. Those things I can relate to my academic studies. I also feel that I am a permanent employee. The working environment was too good for a fresh graduate. I have learned so many things from my team members and bosses. They were also so cooperative.

Monthly remuneration and other benefits: Many firms do not wish to pay students on a monthly basis as interns. But ACI Motors give interns remuneration as an appreciation.

And they provide lunch and afternoon snacks which is very much supportive for us.

1.3.3 Problems/Difficulties (faced during the internship period)

Services for transportation: As my home is too far from my workplace, I had to suffer a few difficulties with the transportation service. I have to wake up early and find the bus and that took almost 2.30 mins to go to my workplace from my home. It was a bit challenging for me.

1.3.4 Recommendations (to the company on future internships)

For recommendation, it is normal arranging transportation service for every employee and staff is very much needed for the company. Also, making space for the employee so that the Covid 19 virus cannot spread that much. Otherwise, everything is going perfectly well.

Chapter 2 Organization Part

2.1 ACI Limited

History:

Magnificent Chemical Industries, a multinational corporation, established a branch in what was then East Pakistan. Following independence, this branch evolved into ICI Bangladesh Manufacturers Limited. In 1992, when ICI rebranded as Advanced Chemical Industries (ACI) Limited, it transferred ownership of its operations in Bangladesh to local management.

ACI Limited operates extensively across Bangladesh through its four major specialized units, establishing itself as one of the country's largest companies with a global reputation. ACI Pharmaceuticals is committed to bolstering the well-being of the Bangladeshi populace by providing innovative and dependable medicinal products.

ACI Consumer Brands enhances consumers' daily lives with a diverse portfolio spanning toiletries, home care, hygiene, electrical and electronics, mobile technology, salt, flour, food items, rice, tea, edible oils, paints, and international products.

"ACI Agribusinesses" serves as Bangladesh's foremost integrator for motorbikes, farm mechanization, livestock, fishing, and infrastructure development services. Additionally, "ACI Retail Chain," the largest corporate retailer in the nation, engages with approximately 45,000 families daily through its 144 SHWAPNO locations, including 34 recently inaugurated express outlets nationwide.

During the fiscal year 2019–2020, the company contributed significantly to the national exchequer, with corporate taxes, customs duties, and value-added taxes amounting to Taka 4,318 million.

2.1.1 Mission:

ACI's aim is to make people feel happy by using what we know, being creative, and doing things well. We want to make great products, come up with new ideas, and have enthusiastic people working with us to make sure our customers are happy.

2.1.2 Vision:

To make our goal a reality, ACI will:

Make sure our customers get really good stuff and services that they can rely on and that give them back what they invested.

Try to be leaders in everything we do.

Help our team members get better by supporting them, appreciating their hard work, and giving them chances to do more.

Encourage everyone to keep learning and getting better.

Do things better and faster by using what we have wisely and trying new ideas.

Help our partners and suppliers do well too so that we all grow together.

Make sure we make good profits by managing our resources well and doing our jobs the best we can with what we're good at.

2.1.3 Values:

1. Quality
2. Client Focus
3. Development
4. Reasonableness
5. Straightforwardness
6. Consistent Improvement

(Source: ACI Limited Website)

2.2 ACI Motors Ltd.

2.2.1 Introduction:

In 2007, ACI Motors started helping farmers in the countryside use machines for farming. They wanted to change how farming is done. ACI Motors wants to make farming easier for farmers. They

offer different machines like tractors, tillers, and harvesters for every step of farming, from preparing the land to protecting crops. In 2014, ACI Motors brought CASE Construction Equipment to Bangladesh for building things. And in 2016, they started selling YAMAHA motorcycles, which are very popular in Bangladesh.

For farming machinery: ACI Motors provides a variety of strong tools for rural areas. They began by selling different farming equipment like tractors and power tillers, along with good spare parts and support after purchase. ACI Motors also introduced the Sonalika Tractor from ITL, which is made specifically for Bangladesh's narrow streets and small fields. They also added the Daedong Combine Harvester and Diesel Engine to their collection.

Now, ACI Motors has a big collection of products including the ACI Mini Combine Harvester, ACI Diesel Engine, ACI Reaper, ACI Rice Transplanter, ACI Water Pump, and ACI Rice Transplanter. These machines are made to be eco-friendly and work well with Bangladesh's soil and crops. Farmers have really liked these brands. ACI Motors even built a facility to fix tractors to help farming grow.

Automobiles:

In 2016, ACI Motors became the YAMAHA Motorcycles wholesaler. The dynamic FAZER FI, YZF R15, and FZS FI, designed with great ergonomics for the daring with the open riding position and seat ensuring the rider can partake in an end-of-week escape or head off on a visiting occasion; the appropriate family bicycles SALUTO Disk and SALUTO Drum, designed with a need on mileage and common sense; and SZ-RR for the "Strong and Stylish Commuter."

(Source: ACI Limited Website)

2.2.2 Mission:

The goal of ACI is to enhance people's sense of fulfillment by the thoughtful application of knowledge, creativity, and skills. ACI is committed to pursuing excellence through excellent

products, creative processes, and enthusiastic representatives in order to provide our customers with the highest degree of fulfillment possible.

2.2.3 Vision:

To know what we aim to do, ACI will:

- Make sure our customers get really good stuff and services they can rely on, and they get back what they put into it.
- Try to be leaders in everything we do.
- Help our team members get better by supporting them, rewarding them, and giving them chances to grow.
- Encourage everyone to keep learning and getting better.
- Do things better and faster by using what we have well and trying new ideas.

2.2.4 Products:

Category	Product Name	Product image	Benefits to the customers

Agricultural Machinery	Sonalika Tractor		Highest Backup & Maximum Torque Best Speed Combinations Best Lifting Strong HDM Engine Heavy Duty Parts
	Sonalika 75 MAX Tiger		-Multiple PTO speeds - Heavy Duty Mileage -A bigger operator area The segment's highest torque and increased lift capacity
	Sonalika 50 RX Limited Edition		Best speed combinations, a strong HDM engine, the highest backup and maximum torque, the best lifting capacity, and heavy-duty parts

	Power Tiller		-More Durable and Cost-Effective -Deeper groove in pinion for Better Performance -Clutch cover manufactured by nut bolt connecting system rather than welding - Fork built of Solid Cast Iron rather than welding
	Diesel Engine		-Nut bolt connecting technology used to construct clutch covers rather than welding - Fork manufactured from solid cast iron rather than being welded
	ACI Water Pump		High capacity, simple loading, and low power consumption

	Rice & Wheat Reaper		-Able to Cut More Crops in Less Time - Crop Conservation is possible in Digester by reaping crops in a short time duration. -No Loss Occurs when Cutting Crops
Agricultural Machinery	Rice Transplanter		90 trays are needed to transplant a 1-acre field using a walking-type transplanter, which can transplant an acre of land in 2.25 hours and use relatively little fuel.
	Rotavator		-Able to Cut More Crops in Less Time - Crop Conservation is possible in Digester by reaping crops in a short time duration.

	Combine Harvester		-No Loss Occurs when Cutting Crops -Production Cost is Minimum for using Petrol
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Category	Product Name	Product image	Benefits to the customers
Yamaha Bike	Yamaha MT-15		Raised 155cc Liquid Cooled 4V SOHC FI Engine with a 6-Speed Transmission and an LED taillight
	Yamaha FZS FI Double Disc		Separate seat, comfortable, superresponsive engine with fuel injection -Newly Created

Foton	Yamaha Fazer FI	 -New fuel injection technology -Stylish new graphics Twin headlights that are sporty
	Yamaha FZS- FI V 3.0	 149cc FI Engine with Powerful Chrome Duct Plating and Monocross Suspension
	1 Ton TM Pickup	 Front and rear leaf springs, a modern cabin, a colorful digital LCD dashboard, power steering, and

3.5 Ton
Mini
Truck



Power steering, a colorful digital LED dashboard, a Cummins engine, and a dual stage mirror

Dump
Truck 16
CBM



Powerful ZF gearbox; Wei Chai engine; stylish dashboard; sleeper AC cabin

Infrastructure Dev. Machinery	KOBELCO SK 140 HDLC		-Adjusts for an MITSUBISHI engine (Japan) Diesel Engine: Highest Productivity and Best Fuel Economy with Turbocharger and Intercooler - New technologies, -Extraordinary Stability
	CASE 770EX MAGNUM		Rough Terrain HeavyDuty Front Axle 36% Fuel Efficient a larger cabin for improved visibility and operator comfort. A "S"-Styled Boom wi Greater Breakout Force for 4 Efficient Load Carrying

Table 1: ACI Motors products

2.3 Management practices

Organization Organogram

According to the organogram, the core team sales team will be led by the Director, Sales & Marketing team by the Portfolio-wise General Manager & Marketing Manager. Yamaha the business will be a separate operation through Business Manager and General Manager, Sales will be reporting to Business Manager.

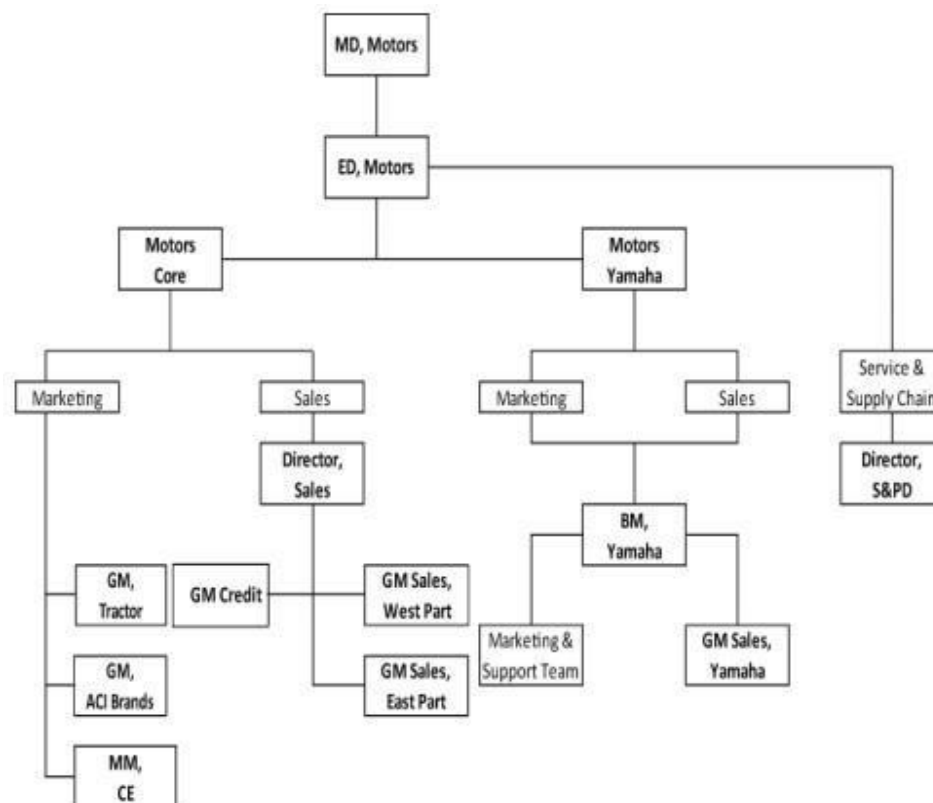


Figure 1: Organogram of ACI Motor

ACI Motors uses democratic leadership for their company. This means that this type of leadership lets everyone in the team get involved in making decisions. Experts found that this way of leading is often one of the best because it makes the team work better together, makes people feel more committed, and boosts their confidence.

Employees come together to talk and decide on things, and everyone gets to share their ideas. Everyone gets a chance to join in, share their thoughts, and the discussions are lively because of this leadership style. But the leader of the group needs to give guidance and direction to keep the team focused on their goals.

An important managerial duty is to prepare the human resources. It matters because human resources provide a business an advantage. Businesses are focusing on representative knowledge and skills during the contest period.

The focus of human activities, particularly in business and industry, will be on human resources. Separate HRP sections have been set up in the most prominent business organizations due to its importance to hierarchical viability. Positively, many associations have suggested that they may have an advantage over their opponents in terms of human resources.

2.4 Marketing Practices

Mechanized farming is very important in Bangladesh. Farmers need machines to prepare their land and transport their crops to the market. But they didn't have enough support and faced challenges because there weren't enough workers. Using machines would make farming more efficient, improve the quality of land preparation, and reduce the time between crops. In response to this need, ACI Motors started focusing on farming equipment in November 2007. They offer a wide range of machinery like tractors, power tillers, and small combine harvesters. ACI promised to provide good quality equipment and proper service after selling them.

Upper leg tendon Motors has been named as the public conveyance of ITL, India for promoting "Sonalika" Tractor, which is the quickest developing brand in India. This farm truck is particularly intended for the little and thin streets of Bangladesh. From development on one's territory and offering rental assistance, a rancher can get profit from his speculation inside multi months from a work vehicle,

ACI likewise gave adaptable credit offices to ranchers and built up a few deals' administration, fix and

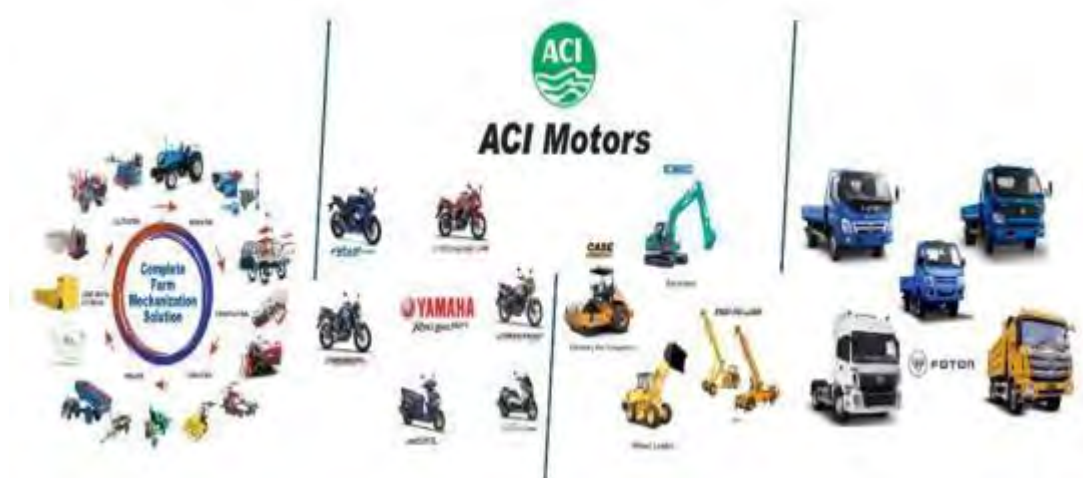
extra parts.²⁰ 'Bull Power' and small Combine reaper are ACI'S brands that have gotten huge reactions from the ranchers. ACI Motor is wanting to present light business vehicle pickups and scaled-down trucks to help ranchers to complete horticultural growth. Additionally, excellent diesel motors and siphons for water system reasons will be advertised.

Promoting channels assume a vital part in the progress of a business. A portion of the critical elements of showcasing channels are:

- Planned operations and appropriation: Marketing channels assume a significant part in moving the item or administration from the producer to the end customer. They are liable for guaranteeing that the picked items arrive at clients through their conveyance network at a reasonable cost and as soon as possible.
- Advancement: Marketing channels likewise further advance an item by giving showcasing messages and different notices to designated crowds, which assists them with building major areas of strength for a picture and notoriety.
- Conditional capabilities: These channels are indispensable to empowering the exchange of item possession from producers to customers. They help organizations in charging, invoicing, and gathering instalments from clients.
- Working with capabilities: Marketing channels additionally offer other significant administrations like capacity, bundling, credit offices, and after-deals administration that enhance the item or administration being advertised.
- Risk sharing: Marketing channels assist organizations with imparting the gamble by holding hands with them, as they can decrease their dangers and misfortunes by lessening openness to a wide range of vulnerabilities. This diminishes the general expenses of selling an item or administration since producers are not bearing the whole misfortune themselves.

By working with advertising channels, organizations can guarantee that their items or administrations arrive at the ideal client brilliantly and in place. This assists with further developing consumer loyalty levels as well as the proficiency and viability of organizations.

Products: ACI Motors began its journey in 2007 by introducing the Sonalika Tractor to the market. Currently, ACI Motors has three main products in its portfolio. It sells agricultural equipment such as Sonalika tractors, power tillers, diesel engines, combined harvesters, ACI water pumps, and threshers introduced continuously from 2007 to 2013. In 2014, ACI motors meandered into the universe of improvement mechanical assemblies with extraordinarily well-known brands, for instance, CASE and the standard Indian brand Escort. ACI furthermore transformed into the power dealer of Yamaha bicycles in Bangladesh in 2016 with things like the YZF R15, Fazer-Fl, Saluto, SZ-RR Blue Core etc.



Mechanized farming is really important in Bangladesh. Farmers need machines to get their land ready and move their crops to the market. But, they didn't have enough help and had a hard time because there weren't enough workers. Using machines would make farming better, make the land ready more evenly, and make the time between crops shorter. To help with this, ACI Motors started working on farming machines in November 2007. They offer a wide range of machinery like tractors, power tillers, and small combine harvesters. ACI promised to make sure they provide good equipment and proper service after selling it.

Upper leg ligament Motors has been named as the public movement of ITL, India for advancing the "Sonalika" Tractor, which is the speediest creating brand in India. This homestead truck is especially expected for the little and slight roads of Bangladesh.

From improvement on one's domain, furthermore, offering rental help, a farmer can get benefit from his hypothesis inside multi months from a work vehicle; ACI moreover gave versatile credit workplaces to farmers and developed a couple arrangements' organization, fix and extra parts.²⁰ 'Bull

Power' and little Combine harvester are ACI'S brands that have gotten enormous responses from the farmers. ACI Motor is needing to introduce light business vehicle pickups and scaled-down trucks to assist farmers with finishing plant development. Also, amazing diesel motors and direct water framework reasons will be publicized.

2.4.1 Financial Analysis and practices:

ACI Motors Ltd. hasn't shared their financial statement as they consider it a strategic move, so I couldn't collect financial details. Instead, they've given the financial information displayed below.

	2019	2020	2021
Cost of Sales	827,954,497	882,309,761	795,753,652
Cost Of Manufactured goods	816,278,144	864,072,355	889,887,989
Cost Of Materials Consumed	796,728,365	858,938,187	766,705,542
Trade Receivables	453,813,840	519,752,043	561,605,441
Revenue	1,110,405,726	1,150,830,769	1,080,898,879

Table 1: Financial Assessment

(Source: Financial Statement ACI Limited)

In the financial year 2019–20, it's evident that there are fluctuations in both product costs and sales compared to the years 2019 and 2020. And during the last three years, it has been forced to reduce the amount of trade receivables, which has also had an impact on revenue. For the cost of manufactured goods, the amount for 2019 is lower than in 2020 which is approximately 20% of others, and in 2021 the amount stands at 889,887,989 which is higher than in

the past 2 years. The amount cost of materials consumed is also the same. Which is up forward. And for the trade receivables, the amount is increasing from 2019 to 2021 which is a good sign. And finally, the revenue slightly increased from 2019 to 2020. But in 2021 the amount of revenue decreased which is not a good sign.

1. **Budget preparation:** ACI Motors intends to base its budget on transactions from the previous year. They concentrate on their new budget as well so that each timeline can be adequately maintained. They also put forth work to achieve their plans and vision.
 2. **Making vouchers:** Accountants make vouchers to write down all important information. These vouchers include details like the number, type, date, amount owed, amount paid, total, and any other important info needed at the time.
-
1. **Credit Management:** The executive unit has a dedicated credit line at ACI Motors Ltd. They justify the credit strategy, investigate customers' credit breaking points, and provide suggestions for clients' credit offices in this section.
 2. **ACI Motors deals with taxes and VAT:** Following the company's plan, ACI Limited's finance team takes care of these tasks for ACI Motors. This means the finance team handles the tax and VAT accounts, keeps all records safe, and helps preserve important documents.

2.5 Operations Management and Information System Practices

Operation Management:

Operations management is a corporate function. The management of operations is crucial to ACI Motors Ltd.

- **The buying process:** The financial productivity of any organization depends on a strong procurement procedure. It helps you follow through on the proper cost for labor and goods, reduces delivery times, and helps you choose the ideal partners to collaborate with your organization.

- **Determine the goods or services that are required.** By doing this, the business provides an incredible level of permeability to all anticipated spending within their organization. By putting money aside and cutting costs, they may narrow down the area of the company that they can investigate.
- **Take into account a supplier list:** It's crucial to choose the best provider for the organization, thus it's not a decision that should be taken lightly. The company's entire operation could be impacted if it chooses to engage with an unreliable provider. In addition to paying more than you should for its labor and goods, the delivery timeframes might not be appropriate for the business, which could delay the duties related to the firm.



Figure 2: Distribution Network

Information system:

ACI Limited is expanding its business into new areas to improve. Two of these new ventures are ACI Formulation Limited and ACI Agrolink Limited. ACI Formulation Ltd., located in Gazipur near Dhaka, is a part of ACI Limited. Along with pharmaceuticals, it produces many products for ACI Strategic Business Limited. The factory is equipped with modern facilities for product development, including advanced tools like HPLC and GLC.

Their product range includes crop protection chemicals like insecticides, herbicides, and fungicides, as well as household items like toilet cleaners and hand wash. ACI Agrolink Ltd., another company under ACI Limited, was established in July 2006 under the Companies Act of 1994 in Dhaka, Bangladesh. ACI Limited owns most of the shares in ACI Agrolink Limited, headquartered at ACI Center in Dhaka. ACI Agrolink Limited mainly focuses on producing, packaging, and distributing insecticides, fertilizers, plant nutrients, animal feed, and related products.

2.6 Industry and Competitive Analysis

2.6.1 Porter Five forces for ACI Motors:

Porter Five forces for ACI Motors:

1. Competition in the industry	Significant
2. Potential of new entrants into the industry	Average
3. Power of suppliers	Average
4. Power of customers	Average
5. Threat of substitute products	Minimal

Table 2: Porter's Five Forces

1. **Competing in the industry:** The motor industry in Bangladesh has a lot of competition. There are companies like Group AG Motors, Bangladesh Auto Industry Limited (BAIL), Bangladesh Honda Private Limited (a part of Honda), Bangladesh Machine Tools Factory (BMTF), Fair Technology Limited (Hyundai), Ifad Motors Ltd (Ashok Leyland), Jamuna Motors, Nitol

Motors, Niloy-Hero Motors (a joint venture between Hero MotoCorp and Niloy Motors), and Pragati PHP Moto.

2. **Implicit of new entrants into the assiduity:** ACI Motors is a crucial component of the machine industry. Without the proper registration, it is impossible to determine the age and movement of machinery, as was demonstrated inside the bus. Read the Board Act of 2006 and the Control of Basic Commodities Act of 1956 together. Following are a few of the supported forms listed in the machines administration rules from 2007. · Building of corridors o Importation of equipment Bus advertising, transportation, and sales are all done for the purpose of recharging an investment. Once the forms, along with other required documents related to the machine type, thesis design, and important test, are submitted, we also expect to receive additional documents such as an Exchange Grant, a Charge Recognition Verification Number, and a Value Added Tax (VAT) basket that require a countersignature.
3. **Power of suppliers:** Over the last decade, bus companies mostly grew their operations in growing markets like Latin America, China, and Asia-Pacific. They urged European and American suppliers to start their businesses in these developing regions to create a reliable network of providers. This eventually led to the rise of major suppliers. They arrived from all around the world. Automobile manufacturers focused on establishing dealer networks, marketing strategies, and sales capabilities. In their private meetings with directors, suppliers spend a lot of money on exploration. The best supplier in the world is Bosch. In 2013, it exhausted 9.9 of its R&D (research and development) contracts. It's interesting to note that General Motors (GM) used up 3.5 of their R&D contracts. The best suppliers provide colorful brands with comparable information. the third-best in the world merchandising power expanded as automakers turned out to be more reliant upon smaller providers.
 - Enormous number of providers
 - Many providers are enormous still most of them are little
 - Associations use one further kind of material (use one essence rather than another) still just kindly (plastic rather than essence)
 - Accoutrements generally available
 - Providers represent no peril of encouraging conciliation

4. **Power of Purchaser:** Power refers to a person's ability to negotiate prices that concentrate the broker's profit. The main buyers of machine vehicles are private individuals, business organizations, and nations. With several exemptions, buyers can forego a bargain they could live without and take

their purchase from a seller of a like maker or good in a somewhat different way altogether or at a different stage. Individual buyers have some influence over price inside a specific exchange, but they still have limited sway over the directors. Visitors can actually switch to other vehicle merchandisers for a low cost. Merchandisers add another layer to the condition of the buyer. Through extraordinary backing, seller purchasers frequently purchase their car shares from the directors. Because of Ford, merchandisers use Ford Motor Credit to purchase their inventory. Ford should engage in combat with the cornucopia force on the off occasion that merchandisers choose not to purchase stock from the manufacturing facilities. Recently, there has been a strong force of buyers. People who are buying new cars prefer to look at different options, gathering a lot of information online. They then use this information to negotiate with many sellers. Additionally, because exchanging prices are modest and new ideas are genuinely significant and distinct, potential demand patterns attract significant chunks of the buyer's demand from one vehicle customer and onward. The overall result is strong purchasing power.

5. **trouble of cover products:** The way the bus industry has grown suggests that rivalry is fierce and that disagreement will only spread over time. Assiduity development is position, and colorful

competitors fighting for power have similar share of the pie. Each player has enormous capital influence. Japanese rivals have introduced administrative advantages, which North American customers, including GM and Chrysler, are already attempting to imitate. Directors must prioritize maintaining a Machiavellian mindset during the current stage of the car industry's life cycle. Leave barriers are high because these associations have actively developed an interest in products and services; as a result, it makes more sense for them to continue operating and continuously reduce expenses.

2.6.2 SWOT Analysis:

Strength: The car industry is growing fast and always getting better. Cars now make it possible for people to live, work, and travel in easier ways than before. Because of cars, life is more convenient and enjoyable. This means more people will want cars in the future.

Continual item development and mechanical advancement: The car industry is using more electric cars and different types of fuel like Shell gas and natural gas. They're also doing more research to make cars better. They want to use renewable energy like solar and wind in the future.

Creating offices in Asian nations to reduce costs: Car companies like Harley-Davidson, Volvo, and Bharat-Benz are building factories in countries like China and India. They do this to save money and keep an eye on their profits, which are getting smaller. These countries are near rich countries, have lots of workers, and own a lot of valuable things. This makes them good places for car companies to grow.

Weakness:

Over the last thirty-five years, the car market has shifted from being exclusive to more like a big marketplace. Customers have a lot of freedom to choose from many different types of cars. There's tough competition among these choices, and people have a wide range of options to think about before deciding.

Car groups face big challenges because of certain rules. These rules include having to focus on specific things, not allowing cars from other places into the state, making the time to choose a car shorter, and the prices of fuel changing a lot. All these things affect how the company grows.

High delegate turnover: When compared to one or two regions, the automotive industry's delegate turnover is thought to be higher. Additionally, finding and keeping agents in the car industry can be particularly challenging, especially when competitors are exerting every effort to acquire the best talent.

Opportunities:

Fuel-driven start engine optimization and cost viability initiatives are excellent entry points for the automotive industry. Building commercial spaces will forevermore be the primary force behind technological growth, hence environmentally friendly automobiles are essential.

Client social gatherings and shifting lifestyles: More data and information available, changes in what customers like, and the need for better security and efficiency will make this industry grow. The market will also grow by going into new places like Asia and BRIC nations, which will reduce the cost of vehicles. Also, new business opportunities will likely come up soon

Threat:

There are a lot of companies in the car industry, which causes specific problems. Some companies compete so much that they take away customers from others, making it hard for new companies to join.

In a slow-growing economy, big factors like weakness, a downturn, and people not having jobs will affect the car industry for a long time.

Unusual gasoline cost factors: Fuel price volatility is still the preferred variable for improvement in the consumer area. The inventories are also being impacted by unofficial rules relating to the use of elective powers like Shell gas and CNG.

2.7 Key Problems:

The auto business is switching gears with new progressions that are energy-powerful, green, and wise. With late prevailing fashions, arise new troubles and the automakers in like manner face various deterrents with their business processes. We ought to research a piece of these issues that are trying the auto scene.

Vehicle parts creators have been facing the risk of fakes for a seriously significant time frame and there's no effective system put in position to stop it. The shortfall of a response for tracking spare parts in the creation network dynamically is inviting fake parts producers to enter the market. Besides causing the cash-related incidents, it in like manner impacts the prosperity of the

drivers and voyagers, hence hurting the remaining vehicle brands.

The latest advances in the auto segment, for instance, free vehicles make an enormous proportion of data and to ensure security, this data ought to be taken care of, made do, and stalled. Vehicle associations are ceaselessly working on making feasible structures to manage driver and vehicle data securely without choosing efficiency and driver prosperity to make the rounds. If any weakness is represented in a particular cluster of vehicles, there are no practical means to find and survey the vehicles once they leave the display areas. This makes the looking into the framework monotonous and complex. The shortfall of a real worldwide situating system moreover raises the probability of blackmail in the used vehicle and additional parts market. For instance, odometer parts, taken vehicles, etc, are trying to be followed since the vehicle and ownership history are not open immediately.

2.8 Recommendation:

ACI Motors should pay close attention to collecting credit because the amount of money owed keeps getting bigger each year. They should especially focus on customers who haven't paid for more than 560 days. Additionally, they can offer a commission for collecting overdue payments.

Chapter 3 Report Part

3.1.1 Background Information

In 2007, ACI Motors began its mission to modernize farming practices and revolutionize agriculture. To achieve this goal, ACI Motors is dedicated to providing farmers with a comprehensive range of farming equipment, including Tractors, Power Turners, Reapers, Mini Combine Harvesters, Rice Transplanters, and more. These tools cover every stage of farming, from land preparation to harvest protection. In 2014, ACI Motors introduced CASE Construction Equipment to Bangladesh for construction purposes. Then, in 2016, they became the authorized distributor of popular YAMAHA motorcycles in Bangladesh.

3.1.2 Topic: " Contribution of Sonalika Tractor to the transformation of the agricultural sector of Bangladesh: A study on ACI Motors Ltd."

3.1.3 Objectives:

To analysis how much ACI Motors helps in farming.

To Examine how this study will change ACI Motors's business.

3.1.4 Significance of the issue:

Issues won't be hidden here. Al the readers could have a good understanding of the way agricultural machinery aids in our nation's development and why these factors are responsible for changes in the agricultural sectors through this study. This report will help those understudies how the agricultural machine helps us to grow fast in our agricultural sector. Toward the finish of the report, there will be a few suggestions considering the assortment of information also, breaking down the consequences of that information.

3.2 Methodology

I used primary and secondary data as two types of approach in chapter 3 of the project portion. I created certain questions and conducted in-person interviews with the motors manager, assistant managers, and associated personnel of ACI Motors Limited during the initial data collection to gain a deeper understanding. I make a questionnaire Survey of the employees of ACI Motors Limited. The research is based on the technique of judgmental sampling.

Research work requires a sample design. The sample design process in the report consists of institution selection, study year selection and study duration. As for the Secondary Sources of Data, as the study shows both qualitative and quantitative findings, So the paper consists of vast information. Some of the data were collected from many webs site, including the company's annual report, Different research articles and various websites.

Tool for Data Analysis:

SPSS

Microsoft Excel Sample design

A survey was conducted among 20 or so ACI Motors employees. The database for this study will be provided by all of the employees. The sample will be gathered based on the sales department's contribution to Bangladesh's agricultural sector at ACI Motors.

3.3 Findings and Analysis:

The study highlights the significant role ACI Motors plays in improving farming efficiency in Bangladesh. Their major contribution is through the provision of agro-machinery like the Sonalika tractor, which positively impacts agricultural productivity. ACI Motors demonstrates a strong commitment to supporting the agricultural sector, reflected in their mission to contribute beyond product sales. Their efficient supply chain ensures the widespread availability of Sonalika tractors across the country, making essential farming equipment more accessible to farmers and meeting the sector's needs effectively.

Furthermore, the study emphasizes ACI Motors' key strengths, particularly their advanced and efficient supply chain system, which outperforms those of competitors. This advantage supports their leading

market position, as evidenced by their 31% market share in Sonalika tractors. The findings also identify opportunities for growth, such as increasing their contributions to agriculture and further optimizing their supply chain. These insights provide ACI Motors with actionable strategies to maintain their competitive edge and better align their business objectives with the needs of the farming community.

Hypothesis analysis and Survey Findings

The review depends on 20 reactions from ACI Motors Limited. I work for ACI Motors and they all connect with his Sonalika farm truck business. every one of them pretty much inspired by the ACI motor's production network module, some of which are we work straightforwardly with ACI Motors' production network division, some of which incorporate work in a roundabout way, however, everybody requirements to work with the store network group. absolute The situation shows that all workers are exceptionally certain about the store network module ACI motor.

These reactions exhibit that ACI Motors has a reasonable production network vision. They are superior to different rivals as far as supply chain. How to import Sonalika's parent organization's farm hauliers are not generally delivered as parts.

Worried about the creation of Sonarika work vehicles, they are worried about the development of Sonarika farm trucks' client necessities. ACI Motors then essentially began its chain of provisions. Import of items. Fundamentally, it will be put away after imported farm hauliers. Endlessly distribution centres convey items to retailers and own their display area.

Utilizing these techniques, our inventory network group covered the whole Bangladesh market. Furthermore, most representatives solidly accept that the ACI Engine's store network module is awesome. Quicker and better than different contenders. What's more, that is the reason Sonalika work vehicles are surprising the market.

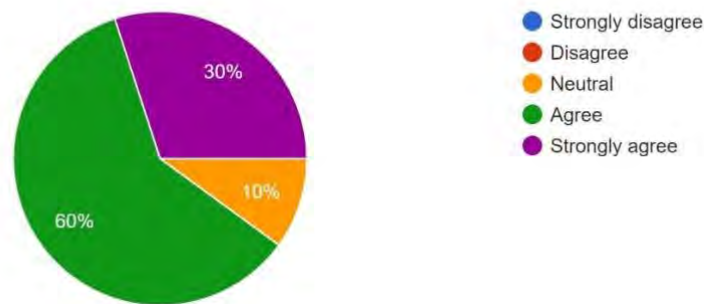
The top situation with 31% piece of the pie. Furthermore, they don't simply deal with deals Produced and benefits. The ACI motor has consistently had the farming area as a primary concern. the most significant. ACI Motors' vision is connected with serving the horticultural area. Furthermore, they add to our agribusiness through deals all along. Rural hardware like the Sonalika farm haulier is a major move toward changing the horticulture area of Bangladesh.

Survey Analysis

Questionnaires for Employees

Survey Question 1: Agricultural machinery contribute properly to the agricultural sector in Bangladesh.

Agricultural machineries contribute properly for the agricultural sector in Bangladesh.
20 responses



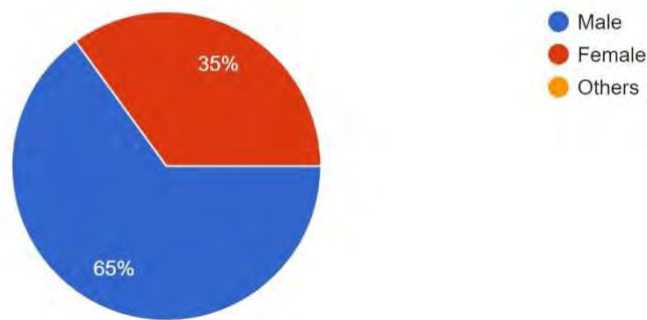
Analysis: Here the Pie chart shows that the majority of the employees believe that the agricultural types of machinery contribute properly to the agricultural sector in Bangladesh. Out of 20 employees, 60% of employees agree with the fact and they believe the contribution of ACI motors and 10% of the people are neutral. Most importantly, 30% of the employee strongly agree with the statement. Farmers used to grow a lot of crops, but they only obtained a small amount since they couldn't adequately manage all of the personnel. But today's highly effective agricultural machinery makes farming easier and contributes to the finest output in this industry.

Survey Question 2: Gender.

	Male	Female	Others
Number of employees	13	7	
Percentage	65%	35%	

Graph:

Gender?
20 responses

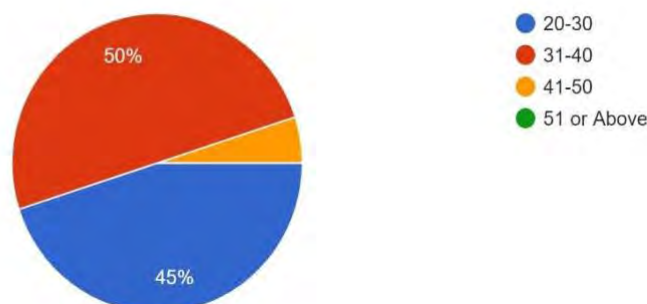


Analysis: From the ACI head office, 20 employees from the motors section participate in the survey analysis. And 35% which means 7 people are female and 65% which means 13 people the male participated in the survey analysis and give their opinion.

Survey Question 3: Age?

Graph:

Age?
20 responses



Analysis: ACI motors department has so many young employees and they have recruited many employees for expanding their business. The ratio of 20-30 years people was 45% and most of them

were executive and senior executives. After that 30-40 years employee ratio is 50% and they are the senior employee of the company. And lastly, in 41-50 years which ratio is only 5%.

Survey Question 4: The position you have held?

Graph:

■ Survey Question 6 Analysis

Types of Tractors:

- Utility Tractor: 65%
- Compact Tractor: 20%
- Row Crop Tractor: 10%

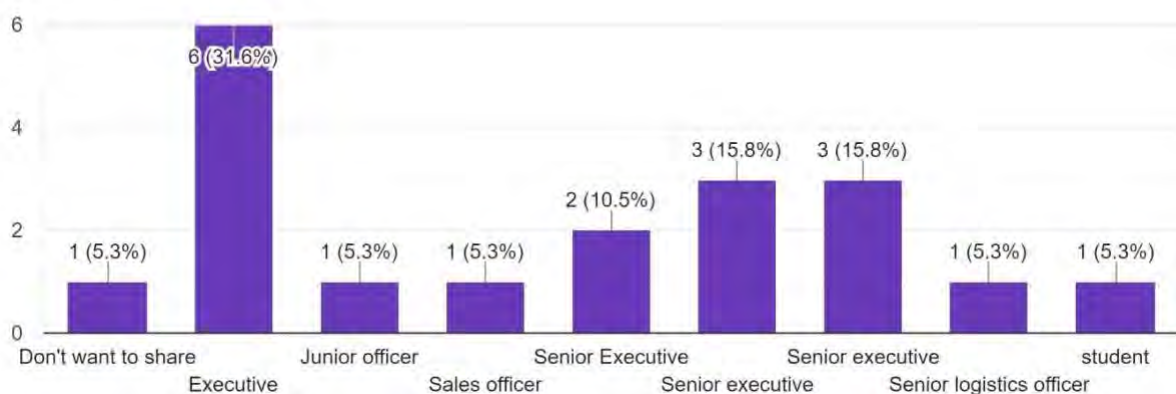
■ Survey Question 7 Analysis

■ Features in Sonalika Tractor:

- Engine: 13%
- Design: 12%
- Oil-Immersed Brake: 10%
- Power Steering: 5%

The position you have held?

19 responses

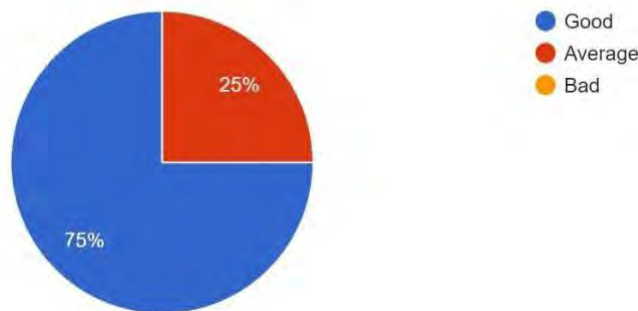


Analysis: Of the employees who participated in the survey most of them was executive whose ratio was nearly 31% and after that 15% of them was a senior executive and some officers and some of them do not want to share.

Survey Question 5: How do you evaluate Sonalika Tractor?

Graph:

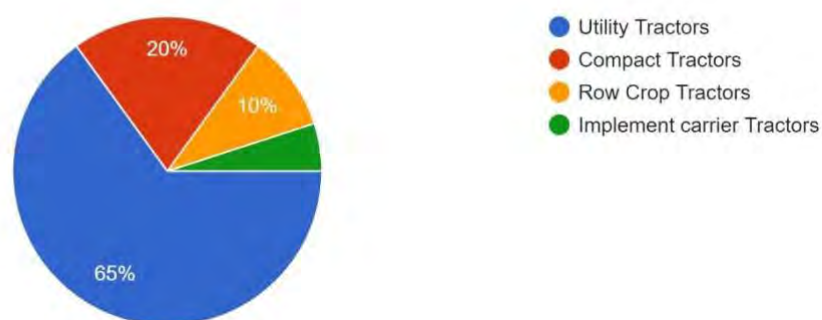
How do you evaluate Sonalika Tractor?
20 responses



Analysis: There were 3 options for this question, Good, Average and bad. So the ratio of Good was 75% and the rest of 25% was average for the evaluation of Sonalika tractor.

Survey Question 6: What kind of Tractors are used in the agricultural sector in Bangladesh?

What kind of Tractors are used for agricultural sector in Bangladesh?
20 responses

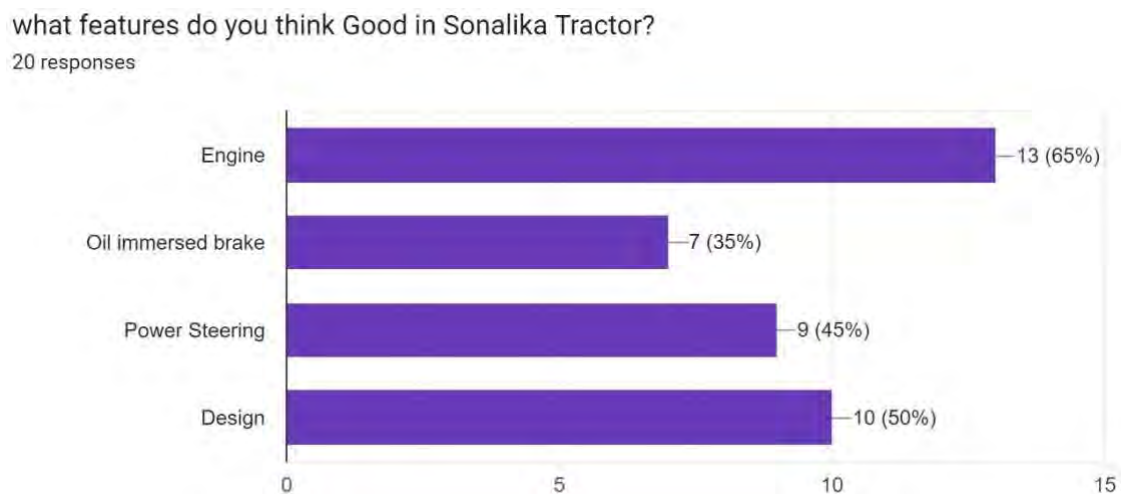


Analysis: There are four types of tractors used in Bangladesh for agriculture. The most common tractor is the Utility tractor. It is the most used tractor which can use both ways for agriculture and transportation. And the ratio of the use of the tractor is 65%. After that the compact tractor which is also famous in the village and it is a little bit expensive. The ratio for using a

compact tractor is 20%. Lastly, the row crop tractor is new in Bangladesh and currently use in some places and the ratio of the tractor is 10%.

Survey Question 7: what features do you think are good in Sonalika Tractor?

Graph:



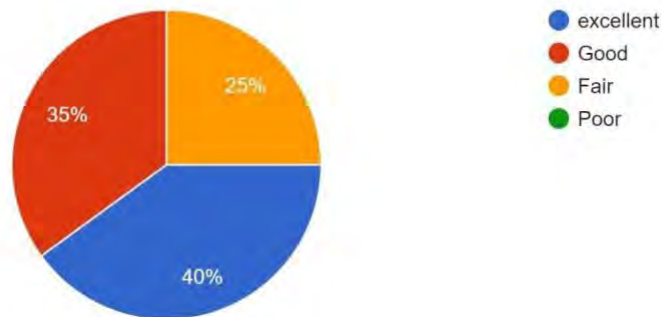
Analysis: Sonalika tractor is famous for its engine. The engine is really powerful. It has also a very good design which the farmers like most. In the survey, the employees vote for the engine whose ratio was 13% and then they select the Sonalika tractor for the design. After that the oilimmersed brake is very good and sharp it has also very cool power steering features which make the Sonalika tractor the best and most user-friendly.

Survey Question 8: What do you think of the performance of Sonalika in its quality according to the customer experience?

Graph:

What do you think of the performance of Sonalika in it's quality according to the customer experience?

20 responses



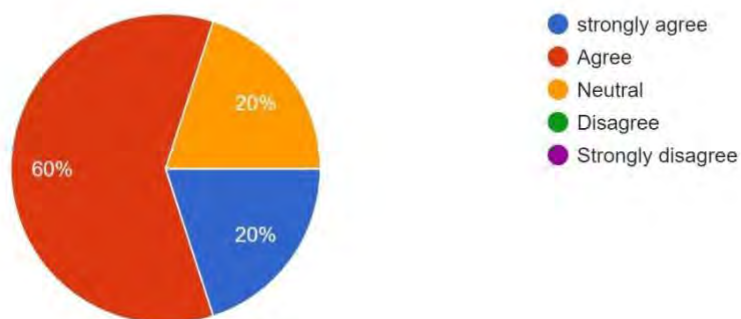
Analysis: For the customer experience, the Sonalika tractor has so many distribution centres where they can complain or give their opinion about the tractor and its quality. So, in the user experience, they give a 40% ratio for excellent because Sonalika tractor has a very good user experience. After that 35% of employees think that the user experience is good. And the rest 25% think that the user experience is fair.

Survey Question 9: Sonalika Tractor is leading the market because of the company's effective supply chain management.

Graph:

Sonalika Tractor is leading the market because of company's effective supply chain management.

20 responses



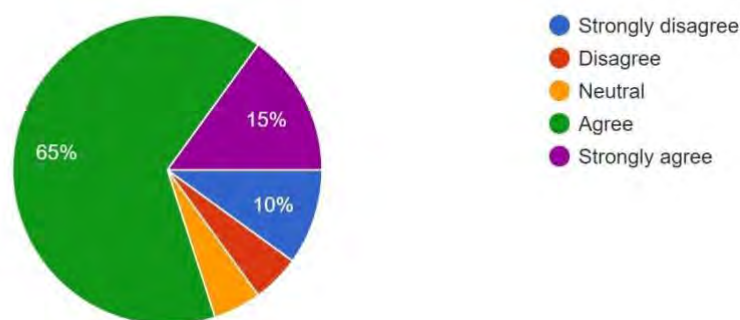
Analysis: Here, the pie chart demonstrates that the majority of employees think that the Sonalika tractor's efficient supply chain module lowers total costs. As is common knowledge, if a business can guarantee an efficient and dynamic supply chain module, costs will be down and profit margins will be high. And the majority of ACI Motors employees think that the company's efficient supply chain team delivers great profitability at a cheap cost.

Survey Question 10:

ACI Motors contribute to the transformation of Bangladesh's agriculture by selling Agro-machineries'

Graph:

ACI Motors contribute to the transformation of Bangladesh's agricultural by selling Agro-machineries'
20 responses

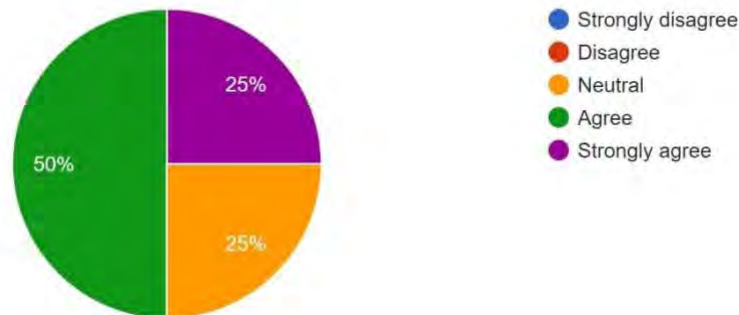


Analysis: ACI Motors is constantly concerned for all Department employees. The employees have access to training and development opportunities, and as a result of these learning opportunities, the majority of employees now understand what is good and poor. Throughout their value chain, they are constantly looking for the optimum solution. It's an operation, too. It placed a strong emphasis on the Supply chain module's standardization. Here, the results from the response reveal the real situation.

Survey Question 11:

Information exchange between our organization and its trading
(from where the tractor is imported) partners is timely. Graph:

Information exchange between our organization and its trading (from where the tractor imported)
partners is timely.
20 responses

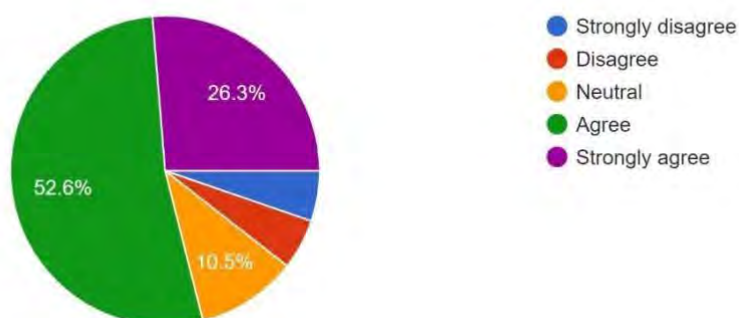


Analysis: ACI Motors makes every effort to maintain a transparent and productive business relationship with its supplier. The commercial and supply chain team has a tremendous amount of obligation to uphold because ACI Motors brought tractors from India here. Most of the workers here think that ACI motors promptly shares information and works closely with its international supplier.

Survey Question 12:

The products of our company are kept in convenient
distribution locations close to customers. Graph:

Our organization's goods are stored at appropriate distribution points close to customers.
19 responses



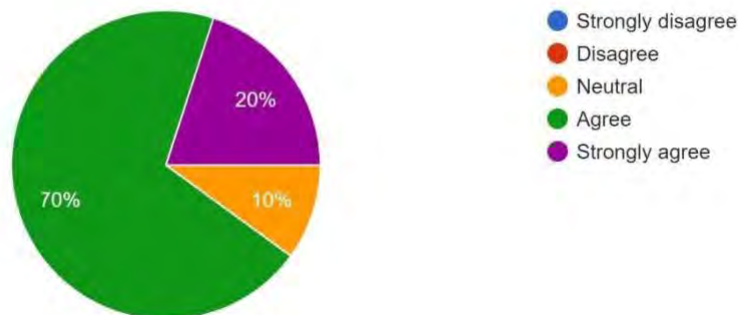
Analysis: ACI Motors is constantly concerned for all Department employees. The employees have access to training and development opportunities, and as a result of these learning opportunities, the majority of employees now understand what is good and poor. Throughout their value chain, they are constantly looking for the optimum solution. It's an operation, too. It placed a strong emphasis on the Supply chain module's standardization. Here, the results from the response reveal the real situation.

Survey Question

13: Agricultural machinery contributes properly to the agricultural sector in Bangladesh.

Graph:

Agricultural machineries contribute properly for the agricultural sector in Bangladesh.
20 responses



Analysis: Farmers used to grow a lot of crops, but they only obtained a small amount since they couldn't adequately manage all of the personnel. But today's highly effective agricultural machinery makes farming easier and contributes to the finest output in this industry. such that is why nearly 70% of respondents think agricultural machinery has a significant impact on Bangladesh's agricultural industry. And 20% of them strongly agree with the statement.

3.4 Summary and conclusion:

ACI Motors will make sure that their partners and consumers are valued (Mother company of Sonalika). Political and governmental influence on the entire business infrastructure, along with increased opportunities for conglomerates like ACI to carry out their import-related activities, will unquestionably pave the way for the expansion of our business on a worldwide scale.

Hopefully soon, ACI Motors will decide to establish its own fully functional supply chain module after noticing the growing demand from its clients and increased respect as a local brand.

Many tasks and duties can be handled by various alternatives to tractors. Subcompact or compact tractors with a horsepower range of 15hp to 40hp are great for demanding landscaping jobs and activities such as digging, moving, or plowing on extensive gardens, fields, and pastures. Thus, it can be concluded that the findings and analysis in the third section address and back the report's goals. This conclusion and report will undoubtedly offer a clear grasp of the report's aims and will thus fulfill that aspect of the objectives.

Recommendation:

Any organization's management system is a very complex and impulsive component because it directly affects how effectively and efficiently a business operates. ACI has empowered itself in these challenges, much like the other market competitors. After researching the ACI Motors supply chain, I would like to suggest a few things that will unquestionably help them become more efficient:

Finding Innovative Partners: Consistently more research must be done to determine which supply chain partners can add the most value in terms of innovative methods. This kind of strategy will create fresh opportunities to cut costs and waste.

- **Create a model KPI:** ACI does not yet have any KPIs for evaluating the presentation of its supply chain management. Setting up a KPI is, therefore, necessary to ensure clear execution development and identify the gaps needed to surpass the established goals.
- **Training and Development:** Due to a lack of qualified Supply Chain Management personnel, ACI asks other office representatives to handle local interactions while still doing their core duties. Although this expansion of responsibility reduces the cost in terms of remuneration, it does not guarantee effectiveness because specialists will gain more valuable and specialized knowledge from the framework. Thus, planning and development are required to determine the optimal structure for the current workforce regarding cargo framework, transportation organization, legal difficulties, and so on.
- **Technical Support:** To handle supply chain management, ACI should develop a bespoke ERP program that will computerize the communication. The framework should coordinate the supply chain, finances, business transactions, and activity. It may very easily be included in a way that will support the flexible following and continual updates of the conversation upon request.
- **Market research and analysis:** ACI just recently unveiled the creative work, which is to say, a late technique, a few months ago. They make sure to concentrate on the development of this office so they may start the statistical surveys on the item demands, client section inclinations, cost investigation, pattern examination, gauging future requests, and reasonable future challenges. This will enable ACI to achieve its supply chain management procedure's effectiveness goal.

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Appendices

Visiting Cards of the employees of ACI motors.



Survey Form:

The image shows a Google Forms interface for a survey. At the top, the title is "Survey of Sonalika Tractor and its contribution to the transformation of th" followed by a star icon. To the right are icons for help, preview, undo, redo, and a "Send" button. Below the title bar are tabs for "Questions", "Responses" (with a count of 20), and "Settings". The main content area has a title "Survey of Sonalika Tractor and its contribution to the transformation of the agricultural sector of Bangladesh" and a "Form description" field. The first question is "Gender?" with three radio button options: "Male", "Female", and "Others". The second question is "Age?" with two radio button options: "20-30" and "31-40". A vertical toolbar on the right side of the form contains icons for adding, deleting, duplicating, moving, and other editing functions. A help icon is visible in the bottom right corner.

Survey of Sonalika Tractor and its contribution to the transformation of th ★

Questions Responses 20 Settings

Survey of Sonalika Tractor and its contribution to the transformation of the agricultural sector of Bangladesh

Form description

Gender?

☐ Male

☐ Female

☐ Others

Age?

☐ 20-30

☐ 31-40



ACI Motors Ltd.



২৪৫ তেজগাঁও ইন্ডাস্ট্রিয়াল এরিয়া	245, Tejgaon Industrial Area	
ঢাকা ১২০৬, বাংলাদেশ	Dhaka 1206, Bangladesh	
টেলিফোন ৯৮২ ৫৬৯৪	Telephone (8802) 568 5694	
Your ref	Our ref	Date

জনাব/জনাবা

আপনার মূল্য অবগতির জন্য জানাশো যাচ্ছে যে, আপনি এ সি আই মোটরস লিমিটেড এর নিকট হইতে -----টি ট্রাক্টর মডেল -----

----- গ ----- কিস্তিতে ক্রয় করিয়াছেন। কোম্পানীর সাথে বিক্রয় চুক্তির কিস্তি

সিডিউল অনুসারে বর্তমানে টাকা বকেয়া রহিয়াছে। কোম্পানী বিশ্বাস করে আপনার অজান্তে হইতো এই বকেয়ার সৃষ্টি হয়েছে।

অতএব কোম্পানী আশা করে যে অতিপ্রান্তিক সময়ে মধ্য আপনার সমুদয় বকেয়া কিস্তি এবং চলতি মাসের কিস্তি সম্পূর্ণ

টাকা পরিশোধ

করে ব্যবসায়িক সুখাম অশুভ রাখবেন

ধন্যবাদান্তে

এ. সি. আই মোটরস লিমিটেড

অনুলিপি:

১. বিজনেস ডিরেক্টর
২. হেড অব হাজার পারফেস
৩. হেড অব রিকোর্ডারি
৪. সেলস ম্যানেজার
৫. রিজনাল সেলস ম্যানেজার/এরিয়া ম্যানেজার/সিঃ মেরিটোরি ম্যানেজার/টেরিটোরি ম্যানেজার/টেরিটোরি ইনচার্জ

নিউ: এই পত্রটি কম্পিউটারাইজড বলে স্বাক্ষরের প্রয়োজন নাই। যদি আপনি এই ডিগ্রিটি পাওয়ার আগে আপনার বকেয়া টাকা পরিশোধ করে থাকেন, তাহলে এই ডিগ্রিটি আমলে নেওয়ার প্রয়োজন নাই। যে কোন তথ্যের জন্য আপনাকে ক্রেডিট অপারেশনস, এক্সিবিজনেসেস এর সাথে যোগাযোগ করার জন্য অনুরোধ করা যাচ্ছে। মোবাইল: ০১৭৫০০২৪৪৬৪, ০১৭৫৫৬০৮৪০০, ০১৭১০০৯৯৯৭৪।

LC Paper of Sonalika Tractor:

Ministry of Finance
Customs Headquarters

শুদ্রায়ন সমাও ASYCUDA

Assessment Notice

Customs office: 601 - Benapole Custom House

Declaration reference				
Model	Customs reference	Declarant reference	Assessment reference	Packages
IM 4	04/02/2020 C 8379	2020 7518	04/02/2020 A 5365	10.00
Declarant			Consignee	
ED1130003			DP1684429-0103	
ACI LIMITED			ACI Motors Ltd.	
DR. ARIF DOWLA			C-71, Vogra, Ward-15, Goshpur Sadar	

Global taxes

Tax code	Tax Description	Tax code
ITC	Income Tax on C & F Commission	1.890.04
CV	VAT on C&F Commission	2.828.03
DP	Document Processing Fee	20.00
PF	Fine/Fees	2.00
Total Global taxes		4,760.07

Item taxes

Tax code	Tax Description	Tax value
CD	Customs Duty	38,451.30
ED	Regulatory Duty	0.00
SD	Supplementary Duty	0.00
VAT	Value Added Tax	0.00
AIT	Advanced Income Tax	283,000.21
AT	Advance Tax	283,000.07
ATV	Advance Trade VAT	0.00
Total Item		564,451.58

টু=৬,২৭,২২৩/৩৭

Total assessed amount for the declaration 427,593.37
Total amount to be paid: 427,593.37

স্বাক্ষরিত হয়েছে সন ২০২০ চন্দ্রনাথ মজুমদার

KM FAYSAL
Asst. Revenue Officer
Assessment Group-05
Custom House, Benapole

04 FEB 2020
সন ২০২০ চন্দ্রনাথ মজুমদার

04 FEB 2020
সন ২০২০ চন্দ্রনাথ মজুমদার