338-1068 Au 7G 1993

068

IVERSAL ROBINA CORPORATION (FEEDS DEPARTMENT)

QUEZON CITY: A CASE STUDY

GIRLIE M. AUSTRIA

Department of Agricultural Economics

and Agri-business

DON SEVERINO AGRICULTURAL COLLEGE

Indang, Cavite

April, 1993

UNIVERSAL ROBINA CORPORATION (FEEDS DEPARTMENT)-QUEZON CITY: A CASE STUDY

A Case Study

Presented to the Faculty of the

Department of Agricultural Economics and Agribusiness

Don Severino Agricultural College

Indang, Cavite

In Partial Fulfillment
of the Requirements for the Degree of
Bachelor of Science in Agribusiness



GIRLIE M. AUSTRIA
April 1993

ABSTRACT

AUSTRIA, GIRLIE MENDOZA. "UNIVERSAL ROBINA CORPORATION (FEEDS DEPARTMENT)". An Undergraduate Case Study. Bachelor of Science in Agribusiness. Don Severino Agricultural College. April 1993. Adviser: Ms. Lina C. Abogadie.

three-month field study was conducted at Universal Robina Corporation - Feeds Department, located at 110 Rodgriguez Ave., Libis, Quezon City. It aimed to apply theoretical knowledge, skills gained and tools in agribusiness management into practical and useful experiences in the field. During the whole duration of study, problems were identified and possible solutions were recommended.

It was found out that the business was facing problems on superior-employee relationship and resistance of the employees to the reorganization. To solve this problem, policies and guidelines regarding employees' discipline should be enforced strictly.

Maintaining good quality products was also one of the problems that the department was facing. Strict quality control of the processes in making the products should be implemented to produce quality products.

Lastly, monitoring and evaluation of the competitors' products should be maintained in order for the business to be competitive.

TABLE OF CONTENTS

Pa	age
ACKNOWLEDGMENT i i	ii
ABSTRACT	/i
LIST OF TABLES	ii
LIST OF FIGURES	iχ
LIST OF APPENDIX TABLES	κi
LIST OF APPENDIX FIGURES	<ii< td=""></ii<>
INTRODUCTION	1
Objectives of the Study	3
METHODOLOGY	4
Scope and Limitations of the Study	5
DESCRIPTION OF THE FIRM	6
Historical Background	6
	LO
Production	13
Monlooking	.9
	30
ANIAI VOLG OF THE TIPE	30
	35
CONCLUSION AND RECOMMENDATION	39
BIBLIOGRAPHY	0

LIST OF TABLES

Table No.	Title	Page
1	Comparative Commercial Feed Prices	22
2	URC-Feeds Department Price List	23
3	Duck Farm Product Prices	25
4	Sales Contribution of Feeds Department	28
5	Sales Performance by Feed Type	29
6	Internal Sales Performance of Robina Starfeeds	31
7	Feed Sales Performance (In Bags)	32
8	Estimated Income Statement	33

LIST OF FIGURES

Figure	No.	Title	Page
1		Geographical Location of Feeds Department	7
2		Geographical Location of URC Feedmill	8
3		URC Duck Breeder Location Map	9
4		Organizational Chart of URC-Feeds Department	12
5		Production Process of Starfeeds 555	15

LIST OF EXHIBITS

Exhibit	No. Title	Page
1	Timetable of Activities	42
2	Employees' Discipline: Policies and Guidelines	43
3	Deliduck Premium Duct Meat Product Brief	56
4	Cherry Valley Super CV-2000	58
5	Feeding RSF-555 for Efficiency and Profit	59
6	Other Products Available	62
7	List of Feed Ingredients	63
8	Regular Customers - Feeds	64
9	Regular Customers - Duck Farm Products	70
10	Robina Starfeeds 555 Freight Rates	73
11	Terms of Sale	74

LIST OF APPENDIX TABLES

Appendix Table No.	Title	Page
1	Feed Sales (Luzon) Staff Duties and Responsibilities	77
2	Key Positions for URC-Feeds Department	92

LIST OF APPENDIX FIGURES

Appendix Figure No.	Title	Page
1	Sample Feed Labels	93
2a	Taste Test for Deliduck Meat at Rustan's Tower, Shangri-la Plaza	94
2b	Taste Test: Children Love Deliduck Meat and Deliduck Meat Loves Children	95
2c	Taste Test conducted at Shrangri-la Plaza	96
За	Hog Feeds Brochure	97
3b	Broiler Feeds Brochure	98
Зс	Duck Feeds Brochure	99
3d	Layer Feeds Brochure	100
3e	Fish Feeds Brochure	101
3 f	Deliduck Meat Brochure	102
3g	Cherry Valley 2000 Brochure	103

by

GIRLIE M. AUSTRIA

 $^{1/}$ A case study presented to the faculty of the Department of Agricultural Economics and Agribusiness, Severino Agricultural College, Indang, Cavite in partial fulfillment of the requirements for Graduation with Degree of Bachelor of Science in Agribusiness (BSAB). AB - 93-10. COntribution No. Prepared in Department of Ag. Economics and Agribusiness under the supervision and guidance of Miss Lina C. Abogadie, Adviser.

INTRODUCTION

The feedmilling industry is on its rapid growth and development due to the increasing demand in animal and by-products. According to Private Development Corporation of the Philippines (PDCP), the country has a total of 262 feedmills registered in the Bureau of Animal Industry as of 1991. Out of 262 feedmills, 189 commercial feedmills and 73 are producing for their own requirements. Ten large commercial feedmillers dominate the industry with 47% of the total rated capacity of 7,213.12 MT. But inspite of these, there is still shortage of feeds because of the increasing demand and unstable supply of feed