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**M. MALIGAYA LUMBER AND CONSTRUCTION SUPPLY BRANCH  
IN GENERAL EMILIO AGUINALDO, CAVITE**

**FIELD STUDY**

**GLEND A DE PADUA DINLASAN**

**College of Economics, Management  
and Development Studies**

**CAVITE STATE UNIVERSITY**

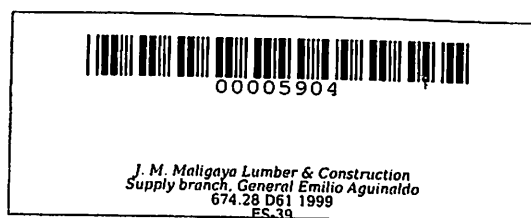
**Indang, Cavite**

**April 1999**

**J.M. MALIGAYA LUMBER AND CONSTRUCTION SUPPLY BRANCH  
GENERAL EMILIO AGUINALDO, CAVITE**

**Field Study  
Submitted to the Faculty of the  
Cavite State University  
Indang, Cavite**

**In Partial Fulfillment  
Of the Requirements for the Degree of  
Bachelor of Science in Business Management  
(Major in Marketing)**



**GLEND A DE PADUA DINLASAN  
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## **ABSTRACT**

**DINLASAN, GLENDA de PADUA, "J.M. Maligaya Lumber and Construction Supply Branch." Field Study.** Bachelor of Science in Business Management (BSBM) Major in Marketing. Cavite State University, Indang , Cavite, April 1999. Adviser: Mr. Ivy R. Diez.

A three-month field study was conducted at J.M. Maligaya Lumber and Construction Supply Branch located at Castaños Lejos, General Emilio Aguinaldo, Cavite. Specifically, it was aimed to analyze management and operations of the firm, gain practical experiences which could help the student in her future endeavor related to her field and identify problems encountered in the construction supply business and recommend possible solutions. This study, therefore, would give the student a chance to apply his acquired knowledge in business management to actual life situation.

Data and information were gathered through direct observation of activities and actual participation in the firm's activities and informal interviews with the manager and staff.

Organizations bring about order in a system. It provides proper channeling of responsibilities to the members of system to work with direction. Without an organization, the business will not realize its objectives. The organizational structure of the firm is shown in Figure 3. The proprietress, Mrs. Juana Maligaya, Mrs. Amy Arubio is the bookeeper, Mr. Cesar Bergado, the salesman and Mr. Melanio Binauhan is the company driver of the delivery truck.

The construction supply is open daily from 8:00 a.m. to 5:00 p.m. including Saturdays and Sundays. The initial capital of the firm was P300, 000.00 which was self financed and was used for the construction of building and purchasing of raw materials and necessary equipment. After the evaluation of the business, it was found out that the problems of the firm included delayed payments of some of the regular customers. The firm should strictly imposed payment procedure so that the customers will be obliged to pay their debt as soon as possible

The main problem identified in the firm were lack of delivery truck. This problem can be minimized by having two more delivery trucks in order to mobilized their delivery This will lessen the tendency of delayed delivery of ordered supplies of the customers.

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**J.M. MALIGAYA LUMBER AND CONSTRUCTION SUPPLY BRANCH  
GENERAL AGUINALDO, CAVITE**

**Glenda P. Dinlasan**

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A Field Study report presented to the faculty of the Department of Mangement, College of Economics, Management, and Development Studies, Cavite State University, Indang, Cavite in partial fulfillment of the requirements for graduation with the degree of Bachelor of Science in Business Management major in Marketing, with Contribution No. <sup>F-1079-BM-02</sup><sub>004</sub>. Prepared under the supervision of Mr. Ivy Diez.

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**INTRODUCTION**

Trading is a business, which is engage in buying and selling of product or services. A construction supply industry provides an excellent example. Because like any developing countries, the construction industry in the Philippines, is an essential contributor to national development and economic growth. It provides necessary infrastructure facilities needed to stimulate, sustain and support growth in various sector of the economy (Philippine Architecture, Engineering and Construction Records, April 1998).

The Philippine Construction industry will have to start upgrading its equipment and technology “now” if it wants to remain competitive. They should need to showcase the most advanced construction devices, equipment, products, suppliers, services and technologies.