PREFACE AND ACKNOWLEDGEMENT

The Materials Management concerned with those management factors circumscribed in the materials cycle like purchasing, receiving, recovery, inventory control, inspection, handling, transfer and physical distribution. Materials Management is the planning, directing, controlling and coordinating of all those activities concerned with material and inventory requirements from the point of their inception to their introduction to the manufacturing processes. It begins with the determination of Material quality and quantity ends with its issuance to production in time to meet customer demands on schedule and at the lowest cost.

The earnings of the organisation can be enhanced either by increasing the sales or by decreasing the expenditure on direct and indirect cost in the organisation on materials. In both cases, the optimum utilisation of the funds is aimed at. This requirement of survival of the industry to provide regular and uninterrupted flow of materials has created the need of Materials department, so as to achieve proper performance of the plant and equipment by procuring
in regular flow of basic raw materials and spare parts in order to utilise the equipment at optimum output and efficiency.

In a study "Pattern of Corporate Expenses", conducted by the Research Bureau of the Economic Times, Bombay, pointed out "even a slight change in the prices of new materials and components is bound to make the largest impact on the cost of an article manufactured in India. And also it observed that the cost of raw materials and components is disproportionately very high in India and there are no signs of abatement from this rising costs of materials. This indicates the growing importance of materials management. Significant economies can be effected by the use of modern scientific methods of materials management employing inventory control and operations research.

Materials Management is playing an important role in consumers co-operatives. Due to ineffective Materials Management many co-operative societies started incurring losses. Some societies were closed down due to heavy losses. Therefore the present study is aimed at examining the Materials Management in the Hindupur Co-operative Stores Ltd.
The present study is divided into six chapters. They are 1) Introduction, 2) Organisation, 3) Purchasing Function, 4) Stores Function, 5) Sales Function and 6) Conclusions and Suggestions.

The author deems it a great pleasure to express his sincere and deep sense of gratitude to his revered teacher Dr. M. Hampanna, M.Com., M.Phil., Ph.D., Reader, Sri Krishnadevaraya Institute of Management, S.K.University, Anantapur for his cooperation, goodness, invaluable inspiring, illuminating and inspiring guidance throughout the course of study.

The author expresses his deep sense of gratitude to Prof. T. Subbi Reddy, M.Com., Ph.D., Professor, Department of Commerce, Sri Krishnadevaraya University, Anantapur for his help in every step in the progress of the research work. He thanks to Sri. Venugopal Reddy, M.Com., Ph.D. Professor, Sri Krishnadevaraya Institute of Management, S.K. University, Anantapur for his interest in throughout the research work. He thanks to Dr. B. Phaniswara Raju, M.Com., M.Phil., Ph.D. Reader, Department of Commerce, Sri Krishnadevaraya University, Anantapur for his interest in study.
He feels it his responsibility to thank the authorities of the Hindupur Co-operative Stores Ltd., Hindupur and authorities of the Office of Co-operative Deputy Registrar, Hindupur for providing the necessary information in research work.

He profoundly greatful to Sri. A.S. Raja Rao, M.Com., Ph.D., L.L.B, Head, Department of Commerce and M.B.A., S.D.G.S.College, Hindupur and Dr. P. Kallu Rao, M.Com., M.Phil., Ph.D., Associate Professor, Department of Commerce, Manipur University, Impal for their encouragement which helped him in enriching his research work.

He thanks Mr. G. Venugopal, Research Scholar, Sri Krishnadevaraya Institute of Management, S.K. University, Anantapur, for extending his co-operation in progress of his research work.

He thanks his wife Smt. B. Sujatha in extending her co-operation in completion of research work. He thanks Sri. P. Lokanna, for the nice typing work. His thanks are to his parents and brothers.

Finally he thanks his children.

N.C. ANJINAPPA