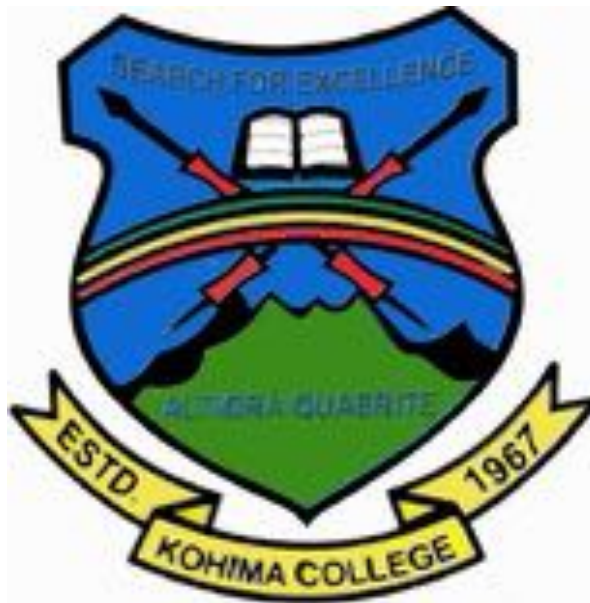


# **A BRIEF STUDY ON CARPENTRY BUSINESS IN KOHIMA**

*Project report submitted to Nagaland University in partial fulfillment for the award of  
the degree of Bachelor of Commerce*

**TSEILHULIE VIYIE**



Department of Commerce

**KOHIMA COLLEGE**

Kohima 797001

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**DEPARTMENT OF COMMERCE**  
**KOHIMA COLLEGE KOHIMA - 797001**  
**NAGALAND**

Date:

**DECLARATION**

I declare that the project report entitled “A Brief Study on Carpentry Business in Kohima” submitted by me for the award of the degree of Bachelor of Commerce of Nagaland University is my own work. The project report has not been submitted for any other degree of this University or any other university.

**TSEILHULIE VIYIE**

**CERTIFICATE**

I forward this project report to be placed before the examiners for evaluation.

**NGIPLON RACHEL CHOHWANGLIM**  
Supervisor

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# **CHAPTER – 1**

# **INTRODUCTION**

## **1.1 – INTRODUCTION TO CARPENTRY**

Carpentry is a skilled art and craft in which the primary work performed is the cutting, shaping and installation of wood/timber for building houses, bridges, structures etc. It was as early as the first century AD that carpenters were recorded in the historical writings of ancient Greeks. Carpenters traditionally worked with natural wood and did rougher work such as framing but today many other materials are used and sometimes the finer trades of cabinet-making and furniture building are considered carpentry. Carpentry is usually done by men because it involves intensive physical activities and women are physically weaker than men. In this modern era, carpentry has become an important part of civilization with building furniture's as one of the most widely used and known activity. Fulfilling the basic necessities, furniture's have also become a part of luxury in the form of decorative piece.

## **1.2 – REVIEW OF LITERATURE**

More often, carpentry has been defined as a basic skill for human being. But with the passage of time and development of the economy, carpentry is now considered a respectable professionalism in many parts of the world. The only problem is that people are not willing to spend a large amount of money to buy them because they do not realize how much effort and skill is required for a fine finish. People usually don't consider the quality of the wood used to build a furniture.

### **1.3 - SCOPE OF THE STUDY**

1. The scope is mainly the coverage of Kohima town.
2. The study helps to know the Income earned from manufacturing.

### **1.4 –OBJECTIVE OF THE STUDY**

1. To know financial position and profitability of the Enterprise.
2. To know their market demand and supply .
3. To know the taste and preference of the customers.
4. To know the market area coverage of the Enterprise.

### **1.5 – RESEARCH QUESTION**

1. Is carpentry business economically viable in Kohima?
2. What are the challenges and problems faced by carpentry business?

### **1.6 – RESEARCH METHODS**

The study involved both primary and secondary sources of information.

#### **Primary source of information**

It refers to the information that is collected for the first time i.e., first hand information.

The primary source that was involved in the study was personal interview (face to



face interview). There was a face to face interview with the owner of the Tribal Touch

Enterprise where question related to the background and functioning of the Enterprise were asked. Maximum information obtained through this interview.

### **Secondary source of information**

Irrespective of the amount of information obtained from the interview, there were still data constraints, hence the need for secondary sources aroused. A secondary source of information relates to the information that is already provided by someone else. In other words, it is a second-hand information.

The internet was used as a secondary source of information.

## **1.7 - RESEARCH PROBLEMS**

1. Short time period
2. Ineffective appointment
3. Limited information from the respondent
4. Ineffective communication

**CHAPTER – 2**

**DETAILED REVIEW,  
DATA ANALYSIS AND  
INTERPRETATION**

## **2.1 – PROFILE OF THE STUDY**

Owned and managed by Thejakhrielie Kire, Tribal Touch Furnitures is a small enterprise, located in D.Khel Kohima village, with an initial investment of around two lacs fifty thousand (2,50,000/-) including building and purchasing of machineries and installation. They're involved in the production of furniture's and providing home services related to carpentry. They manufacture furniture's like tables, chairs, shelves, sofa sets, beds, etc. Their services includes installation of and window frames, building ceilings etc.



Mr. Kire, while working for his enterprise himself, also employs four(4) men to assist him in his business. Labeled as head mistiri (skilled worker) two of his employees earns a salary of fifteen thousand (15,000/-) per month. While the other two employees(unskilled worker) are paid a monthly salary of eleven thousand (11,000/-).

The Enterprise mainly manufactures on order basis. They are usually always busy manufacturing ordered products but sometimes they are free of order, at such times they manufactures ready made furniture's especially dining sets that includes a table and four or six set of chairs.

## **2.2 –ANSWERS FROM QUESTIONNAIRE**

1. The Enterprise offers a variety of products. Some of them are dining sets, beds, shelves, tables etc..
2. Mr. Kire started this business with an initial investment of approximately two lacs fifty thousand (2,50,000/-) inclusive of buildings, machineries and installation.
3. The Enterprise provides services like repairing of woodworks at homes, installation of door and window frames, building ceilings etc.
4. The Enterprise employs a total of four employees.
5. Two of the employees (skilled worker) earns fifteen thousand(15,000/-) each monthly and the other two (unskilled) earns eleven thousand (11,000/-) each monthly.
6. The enterprise, on average spends around two lacs (2,00,000/-) monthly which includes salary, procurement of raw material (timber), fuel for generator and miscellaneous expenses.
7. They do not provide transportation service.
8. There are at times when customers supplies their own timber because they want their finished product to be manufactured with that particular timber. But as of other times, they mainly procure the timbers from an unnamed saw-mill located in P.khel Kohima village.
9. Competition is not a threat to them because they barely manages to fulfill the orders of the customers. In fact, the market is wide open for them to always produce more.
10. One of the main problem is that, sometimes the raw materials i.e., timber are

not of standard quality. It is time consuming and risky to work with low standard timbers. Often they cannot produce the desired outcome, deteriorates the quality of the product which is a major threat to the Goodwill for the firm.

11. They tries to work effortlessly to make it up to the expectations of the customers. Yes the customers are satisfied with the final products almost every time.
12. The Enterprise, ever since it started business, is slowly and gradually expanding it works every year in terms of investment in more and better machineries and will keep on expanding even in the coming years.
13. There were times when the business did not perform well and profits went very low however there was never a time when they experienced a loss. With the increase in the fashion value of furniture's and wooden crafts, there is demand to produce more and the business is doing well.

### **2.3 – TYPES OF PRODUCTS THE ENTERPRISE OFFERS**

Following are some of the major products that they offer.



Fig: A dining table set



Fig: A book shelf



Fig: A small size almirah





Fig: An office table

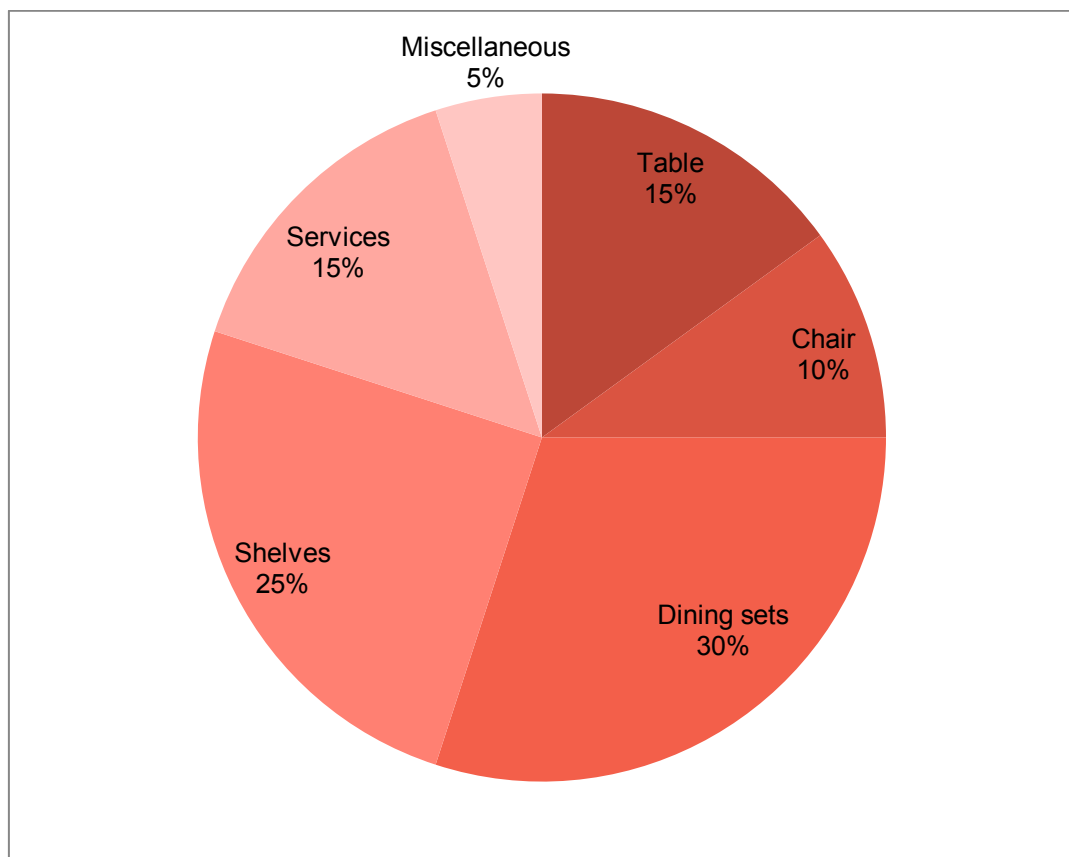


Fig: Stool

**Table 1 –Contribution of different products and services to total income**

Sl. no	1	2	3	4	5	6
Contributions	Table	Chair	Dining sets	Shelves	Services	Miscellaneous income
Percentage	15%	10%	30%	25%	15%	5%

**Fig : Pie chart presentation of different products and their contribution to the total income**



Seen above table 1 and pie chart shows us an approximate figure of the different products manufactured and services provided by the Tribal Touch Furnitures and their percentage contribution to the total income of the enterprise in a financial year.

**Table2 - Average sales and expenses of Tribal  
Touch Furnitures for the year 2021**

Particulars	Monthly	Annually
Sales	2,40,000	28,80,000
less: expenses		
-Salary	52,000	6,24,000
-Procuring timber	96,000	11,52,000
-Fuel for generator	36,000	4,32,000
-Miscellaneous	20,000	2,40,000
expenses	3,000	36,000
-Depreciation		
Profits	33,000	3,96,000

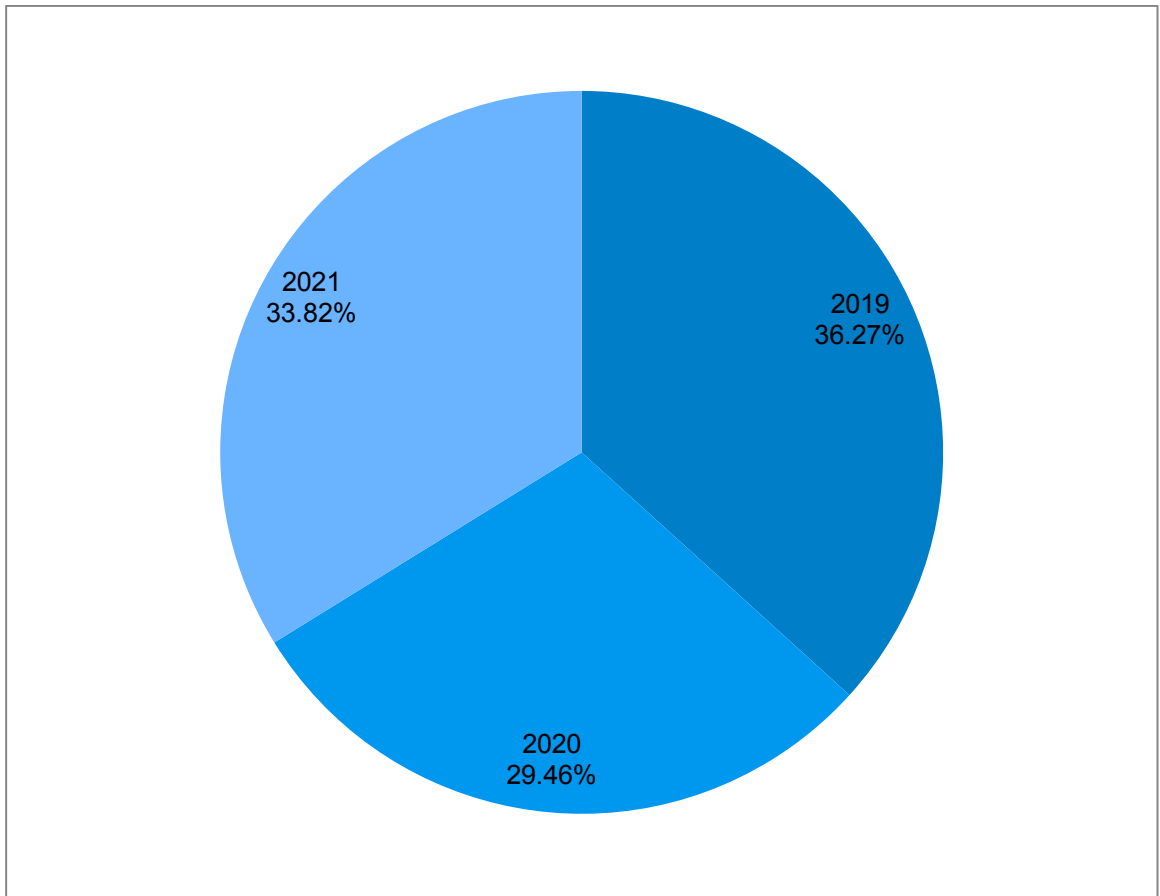
From the above table, we can learn about the sales made and all of the different expenses incurred by Tribal Touch Furnitures enterprise in the year 2022.

Deducting all of the expenses from the monthly sales, we get a profit of thirty three thousand(33,000/-). Likewise, deducting all of the annual expenses from the annual sales we get a profit of three lacs ninety six thousand(3,96,000/-).

**Table 3–Profits of Tribal Touch Furnitures for the last three years**

Sl. no	Year	Profit amount	Percentage
1	2019	4,30,000	36.72%
2	2020	3,45,000	29.46%
3	2021	3,96,000	33.82%
	Total	11,71,000	100%

Fig: Pie chart presentation of profit for the year 2019, 2020, 2021



The above table 3 and the pie chart shows us the profit of the Tribal Touch Furnitures of the last three years i.e., 2019, 2020 and 2021. In the year 2019, the enterprise made a profit of whopping Four Lacs Thirty Thousand(4,30,000/-). However in the year 2020 and 2021, with the hit of the pandemic – covid 19, they made a relatively lesser profit

**CHAPTER – 3**  
**FINDINGS, SUGGESTIONS AND**  
**CONCLUSION**

### **3.1 – FINDINGS**

It has been found that :

1. Carpentry business in Kohima is flourishing.
2. The enterprise made an average profit of around 4 lacs annually for the last three years.
3. The prices of furniture's satisfies both the producers and the costumers as well.
4. Raw materials (timber) are available in bulk.
5. There is less market competition till date.
6. The interest of people in luxury furniture is increasing.
7. Furniture's have high market potential in the near future.

### **3.2 – SUGGESTIONS**

With information's from the research, some of the suggestions that can interest the carpentry business in Kohima are :

1. Use more of work efficient and effective machines.
2. Develop the working environment.
3. Learn advance wood processing and seasoning methods.
4. Set up work station away from densely inhibited areas to prevent noise pollution.
5. Recycling of wood waste (scraps and saw dust).

### **3.3 – CONCLUSION**

With the increase in the demand for luxury wood produces, the carpentry business in Kohima is gradually increasing . It is not only the business that is growing wide, but skilled carpenters and sculptors are taking their creativity to the next level contributing a lot to the goodwill of the carpentry industry in general.

There are a multiple carpentry workshops in and around Kohima alone of which I chose to study on the working and management of a small enterprise called

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Tribal Touch Furnitures located at D.Khel Kohima village. It is a solely owned by a man named Thejakhrielie Kire of Kohima village. He not only makes money for himself and enjoying luxury, but also provides employment to as much as four(4).

The enterprise brings in raw materials from the nearby mills, works on them from scratch , from cutting to chopping to drilling and many more and make it into a beautiful piece of furniture ready for the market. There is barely competition market because there are less enterprises engaging in furniture works.

From working 6 days a week, 24 days a month and approximately 260 days in a year, Mr. Kire earns an annual income of about 4 lacs provided that he also pays handsomely his four employees.

Carpentry, particularly furniture making requires a delicate hand and a lot of skills and experience. It takes a lot of practices to master the profession. However from the study above, we can see that this line of business has a very wide scope especially in a developing city like Kohima. Young talents should be engaged into these works rather than spending many years studying just to be jobless at the end of the day.

Business had been rough the last few couple of years, yet ,determined, Mr. Kire is still trying his best to grow large with business and show the people that determination and hard work is all it takes to succeed.

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1. <https://en.m.wikipedia.org>
2. <https://m.indiamart.com>
3. <https://www.princemachines.in>
4. Personal interview with owner of the enterprise
5. Personal interview with an employee of the enterprise

# ANNEXURE

## QUESTIONNAIRE

1. What are the variety of products that your enterprise offers?
2. What is your initial capital investment for setting up this enterprise?
3. What are the services that you provide?
4. How many employees do you employ?
5. What are their daily wage/monthly salary?
6. How much is your weekly/monthly expenses?
7. Do you provide transportation?
8. Where do you procure your raw materials?
9. Do you have any competition in the market?
10. What are your major problems?
11. Are the customers satisfied with your goods and services?
12. Do you plan on expanding your business?
13. Ever since you started, have you experienced any loss?