

The Significance Of Inventory Management For Decision-Making: A Case Study Of A Feed Manufacturing Company In The São Bento-Pb Municipality, Northeast Brazil

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Abstract:

Background: Inventory management is a highly important tool for organisations. It plays a crucial role in controlling and organising all types of products and services that an institution provides. In this sense, good inventory management enables managers to gain a deeper understanding of what their company can offer to those who need its products or services.

Materials and Methods: Regarding the methodology used in order to clarify doubts that were shown in the research, the study used a type of research that is considered qualitative, which openly asked the manager's opinion on the questions presented, this research had eight questions to be clarified.

The general objective of the work was to understand how stock organization can contribute to decision-making in the feed company in the municipality of São Bento-PB. To complement the research, we used three specific objectives that served as a guide for the conclusion of this work, the objectives of conceptualizing the importance of inventory control for the company in question, in addition to presenting efficient strategies for inventory control, and by in order to identify the difficulties faced by inventory management and what can affect the company's productivity.

Results: Effective inventory management within a company directly contributes to its growth. It simplifies decision-making processes, including identifying the precise time to purchase inventory, contacting new suppliers for novel products, and employing strategic variables to maintain control. While the company may not utilize all available strategies, those employed are of paramount importance, such as demand monitoring and validity verification, as highlighted by the manager.

Conclusion: The study recommends that the manager continue exercising vigilance over the company's inventory, employing additional tools to enhance control, and maintaining consistent communication with new suppliers to ensure a well-stocked inventory with innovative and diverse products.

Key Word: Stock Management; Decision Making; Inventory control.

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I. Introduction

Since ancient times, people have used inventories because it is a very important tool in the company's organizational processes, because it involves several factors that are essential for management. Control of this tool must maximize the company's profits, reduce losses from damaged products, meet internal needs of managers responsible for stock and external needs in customer satisfaction when finding a certain product in the company.

Performing good stock control requires a lot of practical knowledge regarding development methods and processes that facilitate this work, thus exposing the objectives and goals to be achieved with this control.

This work reinforces the importance of the relationship between theory and practice for good stock control, and that there is both personal and academic knowledge that demonstrates this importance, so this work was developed in an animal feed company in the city of São Bento-PB, and that during the development of the research, the following problem was defined to be studied and clarified: how can the organization of stock contribute to decision-making in the animal feed company in the municipality of São Bento-PB?

Seeking to respond to the problem exposed above, the general objective was to understand how stock organization can contribute to decision-making in the feed company in the municipality of São Bento-PB, and

the following specific objectives were defined: conceptualize the importance of control of stock for companies; present efficient strategies for inventory control and identify the difficulties faced by inventory management and what can affect the company's productivity.

This topic is justified by the importance of the subject within organizations, it is very important for managers to know that stock is one of the points that must be well taken care of within the company, as it serves as a competitive differentiator, this work was developed in a company of feed that requires a correct and organized stock, in addition, a well-aligned stock helps to retain customers who will look for a certain product and find it at the company.

Within the university, it is seen that stock is a mechanism of high administrative control, when there is a good organization, but the topic is still little explored and is always subject to new research to deepen it, as it is important for society a stock with high control, as the customer when looking for a certain product will be able to find it easily and quickly, keeping the stock organized, this will be the guarantee of customer satisfaction and loyalty.

The importance of studying stock comes from the desire to always know the ways in which stock contributes within the company, in addition to always seeking quality and loyalty in customer service when looking for a certain product, since a good customer generates other customers, and thus gradually increases sales, product rotation and market competitiveness.

Regarding the methodology used, this work is characterized as bibliographic and case study, websites and books were used that contributed to the basis. The research is characterized as qualitative as it sought the importance of inventory management for decision-making in the company, and a questionnaire with eight questions was prepared for the manager to answer in an open manner, the results were presented through tables created by the Word program.

The work is divided as follows: Introduction, Theoretical Framework with the subdivisions of Stock Definition, Stock Categories, Efficient Methods for Stock Control, Types of Stock and Storage; Organizational Diagnosis, Activities Developed, Data Analysis and Discussion, Final Considerations, References and Appendices.

It is expected that other academics will be interested in the topic, which is important and quite broad, so that new discoveries regarding the area can be developed.

II. Theoretical Foundation

Stock control is a very important tool for the organization, this tool plays the role of controlling and organizing all types of products and services that the institution provides, in this sense, the good use of stock allows the manager to obtain knowledge more in-depth than what your company is capable of offering to people who need a product or service from it.

Francischini and Gurgel (2004) state that stock is any quantity of physical goods that are preserved, in an unproductive way, for some period of time. Based on this premise, the use of stock comes even before the emergence of administration, the use of this tool was used to keep raw materials, hunting and fishing tools, food safe, and was used to store animals in periods of rain so that the material would not be lost. herd, and even today managers need to pay extra attention to this tool.

Stock is a term that should be used in all types of companies, as it stores everything that will be passed on to customers, therefore Pozo (2004) ensures that organizations must be extra concerned with stock and its proper control, given that they perform and achieve the company's results in a well-defined way.

Each organization has its own type of stock and knows that it must be used for the different functions available, in order to improve both the organization and customer service. To achieve this, there needs to be a good integration of sectors that depend on each other to the health of the company.

Ching (2006, p. 33) states that "inventories include the function of purchasing, monitoring, storage management, production planning and control and physical distribution management". These functions depend exclusively on the manager's ability to organize each function for good performance within the company.

Even though stock is something that the customer does not perceive as a priority within the company, this tool, when well organized, planned and controlled, brings with it an ease of physical distribution in the organization, improving customer service in terms of speed. and efficiency, aspects that lead to customer satisfaction.

Regarding efficiency in good inventory management, Ballou (2006, p. 272) explains that "inventories provide a level of availability of products or services that, when close to customers, end up satisfying their high expectations in terms of availability."

Still on how necessary it is to use this tool, organizations need good stock control to keep their levels always in balance so that there is no loss of goods and loss of profits with a certain product, for this to happen correctly it is necessary It is necessary that the company's sectors are entirely linked to each other, and that they carry out a specific study of how to keep the company's stock well balanced.

Inventories are not only products that are stored in warehouses or places where they are unproductive, products exposed somewhere for people to see can also be called stock, considering that through this exposure the company will profit from the exit of the product to the consumer.

This demonstrates that organizing the shelves is also a way of taking care of your stock. Through this organization it is possible to know what to buy, when to buy it, classify expiration dates and other types of services that can be obtained through careful stocking of products in shelves.

Good administration only exists when there is a good organization, and for this to happen it is necessary to classify several things that help in a management process to obtain positive results, and for this to occur it is necessary that inventory management is carried out in an efficiently.

Bertaglia (2005, p. 325-326) demonstrates seven categories that the stock falls into. Are the following:

1. Raw Material: Purchased or extracted items that undergo transformation during the production process.
2. Product in process: Refers to the product in its different stages in the manufacturing processes.
3. Semi-finished product: those that are stored waiting for additional products to adapt them for different uses.
4. Finished product: products in which all manufacturing operations have been carried out and completed.
5. Distribution stock: corresponds to the item already inspected and tested, transferred to the distribution center due to logistical needs.
6. Consignment stock: stocks normally of finished products or maintenance spare parts that remain with the customer under their custody.
7. Provision of materials for maintenance, repairs and productive operations – MRO: this category includes items used to support the organization's operations.

In this way, what we can understand in these categories is the connection that exists in sectors that help in the positive performance of the company, sectors such as logistics and inventory go hand in hand so that there is a good distribution of the product from its manufacturing to delivery of the product. already finished, and this is necessary through good management in the company, Ballou (2007) ensures that logistics refers to activities that will move and keep the product stored, and that the flow of this product is facilitated from the raw material to the final consumer.

Another point that Fleury, Wanke and Figueiredo (2000) state that the manager should be concerned about is the stock level, ensuring that the customer will look for a certain product and find it is one of the most important points that must be considered. management, the increasing diversity of products has made it more complicated to maintain inventory levels at a well-balanced point for ordering and a safety point.

To organize stock levels, it is necessary to deal with specific tools that facilitate this control. Monitoring is necessary so that the company can compete with the market, so that it does not waste resources buying products without need and so that it can maximize profits and minimize losses, as previously mentioned, the stock needs to be at a good level to obtain positive results, and to organize these levels, qualified people need total commitment to this.

Several methods are used for good inventory management, these methods vary from company to company, it will depend on the view that each manager has on a certain method, these techniques, in addition to helping to organize inventory well, help the company's effectiveness, below are some methods most used in companies that help managers perform good inventory controls.

One of the best-known methods among managers is the ABC curve, emerging in the mid-19th century, by the Italian Vilfredo Pareto, who, according to Miazzo and Parinos (2016), was necessary to verify the distribution of income and wealth for the population. . Therefore, the ABC curve is extremely useful for companies to make important decisions in the organization.

The principle of the ABC curve according to Bertaglia (2005) is to separate items into three classes, according to their consumption or sales value. Based on this premise, it is necessary to know what these classes are, how they are divided, and which items go into each class. . This division is classified into three groups, A, B and C, which will be shown below.

- Class A: in this class the manager must exercise the greatest care, a good investment and a higher importance, as it contains the items of greatest value, and which add the highest percentage of profit to the company.
- Class B: items in this class deserve average attention, just routine analysis, without the same rigidity as items in class A.
- Class C: the items with the lowest value and the lowest turnover are found in this class, and therefore the effort is minimal.

The following table shows how the items are distributed on the ABC curve, and the profitability that these products bring.

Table no 1: ABC Classification.

ABC Classification	Percentage of Products in Stock	Percentage of Collection for the Company
A	20%	80%
B	30%	15%
C	50%	5%

Source: adapted from Bertaglia (2005)

The ABC curve presents the criteria from the previous table, with all product distributions, and how they are classified. It is one of the most common tools in companies due to its ease, in addition to serving as an important decision-making instrument, it is easy to its elaboration within the company.

For this tool to be very effective, it goes through an assembly process, and this process is divided into four stages of elaboration, which are shown in the table below:

Table no 2: Steps for preparing the ABC classification.

Steps	Procedures
1	A survey made of all items of the problem that will solved, with all the necessary data, such as: quantities, single and total prices.
2	The next step is to order all the items in a table, a descending order of the total prices and their entire sum, the table needs the following data: item, name or part number, unit price, total product price, accumulated price and its percentage.
3	In the third process it is necessary to divide each total value item by item by the total sum of all items and place a percentage that obtained in the column.
4	Finally, all items must divide into classes A, B and C, according to priority and time available to make decisions on a given problem.

Source: adapted from Pozo (2004)

Through these processes it is possible to assemble the board according to need, this way the control of items will be much more organized. This tool has made it easier for stock managers, as it has become more effective to identify products that make the company profitable, making it clearer when making decisions for a given task.

One of the methods used for good stock control is just in time, which translated into Portuguese means 'at the right time', this tool emerged in Japan in the 70s, and its idea was developed by the construction company Toyota, which was looking for a model that could control the specific demand for different cars, separating by models, colors and others, its main interest was to avoid delays in these productions (CORRÊA and GIANESI, 1993).

The use of this tool is applied mainly to reduce and even eliminate waste that occurs in processes within the company, such as purchasing, production, delivery of products, among other support within the organization, according to Pozo (2004), this tool uses three basic components in the organization, flow, quality and employee involvement.

The Just in time method requires five principles that guide the tool, and through these principles the method will be well used. Ching (2006) confirms these principles as follows:

1. Quality: must be high because disturbances in production due to quality errors will reduce the flow of materials.
2. Speed: essential if you intend to meet the demand of customers directly connected with production, instead of through stocks.
3. Reliability: prerequisite for having a fast production flow.
4. Flexibility: important to be able to produce in small batches, achieve fast flow and short lead times.
5. Commitment: essential commitment between supplier and buyer so that the customer receives their goods on time and at a specified location without there being any type of problem in the process of entering goods for sale.

The main objective behind using this tool is that all processes that have waste, delays, and poor control are brought to zero, and that the results are high, the desired quality is achieved, the batches are always at good levels, and that neither the company nor the customer lose out in this process.

In addition to the various principles used in this tool, there are also benefits that, when implemented in the company, will be of immeasurable importance, and which demonstrates why the company uses JIT, on the other hand, the use of just-in-time causes limitations within the organization , as with any other tool to be implemented, these limitations extend from employee relationships, even to sector managers. Below are the benefits, advantages and limitations that implementing the model brings to the company:

Table no 3: Benefits, advantages and limitations of JIT.

Benefits and advantages of JIT	JIT limitations
<ul style="list-style-type: none"> • Reduction of cycle time. • Reduction in stock level. <ul style="list-style-type: none"> • Better use of space. • Reduction in quality cost; 	<ul style="list-style-type: none"> • Cultural differences. • Traditional approach. • Capable, flexible and committed employees. <ul style="list-style-type: none"> • Changes within the organization. • Loss of autonomy • Relationship between managers and subordinates.

Source: adapted from Bertaglia (2005)

It is seen that JIT assists managers in decision making and helps them combat waste, but it was seen in the previous table that for the implementation of the tool there are benefits and advantages that contribute to the success of the organization, but it is also noted that There are limitations, and managers must be able to overcome them in a way that benefits both the company and employees.

This method aims to organize the entry and exit of goods from the organization, thus facilitating the chronological order of these goods. Using this method, all goods that are sold and consumed will have value at the prices of the first purchases made, thus acquiring the value of the cost of sales, as stated by Nelo (1999).

As each batch is controlled separately in chronological order, this tool is also essential for older and newer goods, with it you can organize and prevent possible waste due to expiration dates.

Unlike the previous method, this method reverses the output order, it will cause the last purchased merchandise to be sold first, even if there are older merchandise. The UEPS method is not adopted by Brazilian tax legislation, as according to Dantas (2015) there is the possibility of a rise in inflation and stocks becoming depreciated, considerably reducing the company's chances of profit.

This method is used to calculate the final cost of a given product in the company. Managers arrive at a certain value using the total number of products available, which is divided by the total stock, thus finding the pricing.

According to CPC 16 R1 (2013), using this average cost criterion, each item has its cost determined through the weighted average of other similar items at the beginning of a period, and the cost of these same items that were purchased or produced during this period. As the aforementioned author mentioned, this calculation can be carried out several times, and as a result, the prices of new goods must change.

Companies use stocks for different reasons, whether to maintain good levels, to avoid waste, for decision making, etc., but for each stock there is a certain type that is suitable for each moment mentioned above, in this case context Slack, et al (1999) state that there are four types of stocks that are essential to help managers, these stocks are: insulating or safety stock, cycle stock, anticipation stock and channel stock. These stocks can facilitate managers' understanding when adapting something in their organization.

Insulating stock or traditionally known as safety stock aims to compensate for any type of insecurity in a given supply. This type of stock is used so that the company manager can always have the level of his stock in a safe situation, even though he cannot predict it. the quantity of products that will be sold, this stock requires a direct connection with the company's suppliers, it ensures that you can always have a large quantity of products in your stock.

Slack, Chambers and Johnston (2002, p. 383) guarantee that the idea of isolating inventory is: “to compensate for uncertainties in the process of supplying goods to the store and the demand for goods outside the store”. In this sense, it is important to have this type of stock in the organization so that it has an essential guarantee of stock levels, and thus always maintain the guarantee that a certain product will be available to the customer.

Cycle inventory is used in companies that have an intense rotation of goods, and that need to maintain inventory optimization. This type of stock exists because in the production process of a given product several stages are used and it is not possible to place several products to be produced simultaneously, because of this there is a need to divide the stages so that the products are available. For customers, as the name suggests, a production cycle is created that depends entirely on the production sector to produce and keep a certain product in stock.

This type of stock is used in organizations that wish to anticipate a certain demand for their orders or products. This is very common in seasonal times when a certain product is more saleable, for example: chocolate at Easter, panettone at Christmas, beer During Carnival, etc., with the advance purchase of these orders, the guarantee of greater profitability is great. Another factor that justifies the anticipation of a certain product is when the manager is aware that this product will experience difficulties in its production, and this could affect purchases in the future.

Slack, Chambers and Johnston (2002) report that this type of stock can be used when there are variations in the supply of food, such as canned foods, which depend on other processes for their production. This stock is a good alternative for managers who have a good sales perspective in the future, they can guarantee a good profit margin if they act at the right time.

Known as stock in transit, this stock can be defined as that in which the products are on the way from the manufacturer to the distributor, from the moment the manufacturer has the product ready, and carries out all the transition processes until it arrives for unloading at the distributor. passes through several channels that help this product to be delivered, channels such as carriers, ship containers, planes and several other types of channels that can be used to deliver goods, therefore Slack, Chambers and Johnston (2002) ensure that all stock that moves or has to move to reach the consumer, it is called channel stock.

Incorrect storage has directly affected the useful life of materials and products, careless storage or overcrowding of places quickly results in product loss, as stated by Ogden (2001). Over the years, managers have placed the storage of their products as one of the bases for maintaining quality products to distribute to their customers. The importance that this current manager has given to this topic is why it has become essential to know how correct way of keeping products stored. To achieve this, there are decisions that must be made regarding storage, decisions such as: physical space, storage structure, products to be stored and others.

There are functions for storing products to facilitate the nature of the services it represents, below Ballou (2006) shows four types of functions that storage has and that can be used in warehouses that carry out these methods, the functions are as follows:

1. Product Shelter - The most common, this function stores products, provides protection for goods, record keeping, stock rotation and repairs.
2. Consolidation - The structure of freight tables, the consolidation warehouse is most used in the supply of materials.
3. Transfer and Transshipment – This storage function is completely contrary to the previous one, as the logistical principle of shipping as far as possible with the highest level of products applies.
4. Grouping – In this function, products are grouped according to the order that was placed, in addition the cost is lower and results in larger batches.

These functions exist for the correct direction of the manager, who will use one of them in his storage space in a way that facilitates the entire process of storing products since the objective of storage is to efficiently use the space in all possible dimensions, Warehouse facilities must ensure the rapid movement of supplies from arrival to departure, as evidenced by Braga, Pimenta and Vieira (2008).

Storing products is not easy, since its costs can range from 12% to 40% of the company's logistics expenses, Ballou (2006) however states that it is necessary, as it is important to keep it well stored and with the Impeccable quality products that will satisfy customers, and this is only possible with the use of warehouses with good structures and equipment that guarantee this service.

III. Organizational Diagnosis And Activities Developed

The ideal warehouse is a company that sells animal feed in the city of São Bento, backhands of Paraíba, the owner Francimar Manoel, popularly known as “Nego Bá Carnaúba” had the idea and the courage to implement this segment in the city, in the decade 90, with the perspective that it would be a good business within the city that invested little in this area, together with the experience and courage to undertake Nego Bá started his sales in a well-located part of the city, where he is still active today, on Rua Tiradentes , city center.

With the company name called Lucicleide Estevão Fernandes dos Santos, registered in the National Register of Legal Entities (CNPJ) 00.701.727/0001-04, the company's trade name is ARMAZÉM IDÉAL, its opening hours are Monday with the defined hours of 7:00 am to 6:00 pm, thus not closing for lunch, and from Tuesday to Friday from 7:00 am to 12:00 pm, and from 2:00 pm to 6:00 pm in the afternoon, and on Saturdays from 7:00 am to noon, thus ending the weekly business hours. The warehouse, according to the businessman, is the main sales location in the city, selling to all the rural communities of São Bento, and neighbouring cities such as Brejo do Cruz, Paulista, Riacho dos Cavalos, and even managing sales in the neighbouring state of Rio Grande do Sul. North, much as Jardim de Piranhas and Serra Negra do Norte.

Francimar always emphasizes that its products are of first quality, proof of this is its large fleet of cars searching for goods in the various states of Ceará, Bahia, Rio Grande do Norte, Paraíba and Maranhão, its commitment to quality and customer satisfaction is always in the first place.

Its mission is to provide quality products to the population of São Bento and the region, with great prices, good quality and in a satisfactory manner. Its vision is to be the reference in the feed segment and be recognized as the best option in São Bento and the region, Its values are trust, quality, humility and respect for its customers.

The feed company has seven employees distributed as follows: a stock, sales and logistics manager, three drivers, and the other three are part of the distribution, loading, unloading and checking team, and finally the main manager who commands the entire team within the company.

In order to prepare a report on the importance of stock management for decision-making in a feed warehouse in the city of São Bento-PB, the study developed an internship period, lasting three hundred hours in that company in order to obtain the knowledge necessary to carry out the report.

At the beginning of the internship, the study carried out observational analyses within the company, saw how the process of selling goods, leaving stock, how control was carried out, what the relationship between employees was like, and how the manager made decisions regarding ordering products. Soon after the first moment of contact at the company, the intern was given the task of producing control tables for the company's truck fleet, thus assembling the table that made it easier for the manager to control the revenues and expenses with his fleet of trucks that went to different destinations. locals in search of new products.

Over the weeks, the intern was assigned to organize the stock according to each product and make the environment easier for the entry and exit of goods, ensuring that the customer can clearly see each product that exists within the company. During the time he was at the company, the study had the help of an employee who always helped with the organization of stocks and any questions that might exist.

During the internship, the study was designed to sell the various products together with the employee, in order to acquire knowledge in sales, this was accompanied by stock control which is under the responsibility of the employee who is at the same time a manager. of stock, and as the products were sold, they were released into the company's manual stock.

The intern's activity was to use the company's tax system, registering notes, customers and new products, taking notes for consumers from different locations, organizing the company's system, so that the manager could have knowledge of how the activities were carried out. in the tax system, which until then he did not have, as it was always done through his accountant.

Every day, the intern's role was to carry out the company's banking operations, going to the city's banks to make payment slips and bank deposits in order to confirm purchases that were made through the main manager. The intern also had the role of collecting debts from defaulters in the company, despite having existed for many years, the company has always had the famous 'own credit' which is common in companies in the Brazilian interior.

During the time he spent within the company, the intern found that there were flaws in the issue of product output, because as there are two people selling within the organization, and only one inventory system, sometimes one did not communicate the sale to the other and ended up making an error when checking inventory at the end of the day, so the intern proposed creating a system that both could have access to so that there would be no more problems.

However, within all the limitations that the company has, as well as the entire company, the intern saw that the warehouse has a huge field of study in the inventory area and that he believes that there is enormous potential for the company's growth, since the manager showed a tendency to always improve the organization of his company's stock, with the vision of always offering the best to the customer and expanding its products throughout the region.

The intern ended the internship very grateful for the opportunity to learn a little about the day-to-day life of the company in question, in addition to providing knowledge for the company, which was one of the missions he had to fulfil, and left the company with a lot of learning, even in other areas such as sales and tax, in addition to the great wealth of knowledge and friendships he acquired during the time he was present at the company.

IV. Result

In order to obtain information about the importance of stock management, and why its methods are important, the study sought out a company rich in this context, which was an animal feed warehouse in the municipality of São Bento-PB, and carried out qualitative research so that main manager could make his contribution to the work, this survey has eight questions in order to clarify the importance of inventory management. Below are the questions prepared by the author and presented to the manager.

At the beginning of the research, it was asked why inventory management was important in the manager's view.

Why is inventory management important to you?

Answer Inventory management is important due to the issue of organization and precise control for the company.

The study sought to find out the manager's opinion on how important inventory management was for him, and he was emphatic in saying that inventory management is important on two points, first to maintain the company's organization, and the second point It is the control that inventory can bring to the company.

In the second question, still from the manager's perspective, he was asked why inventory management should be used in companies.

In his opinion, why should inventory management be used in companies?

Answer Due to the issue of control and improvement in customer service, when looking for a certain product you will find it easily and quickly in the company, achieving customer satisfaction and loyalty.

The second question emphasized why inventory management should be used in the company, and the manager responded that it was important to control products and respectively, with this control, the improvement of customer service will be achieved, which in the search for the products he offers will find it easily, resulting in customer satisfaction and loyalty.

The third question was prepared due to the manager's long experience in the feed market and the study sought his opinion to find out whether, in his opinion, a good inventory organization can contribute to the company's growth.

With your long experience in this segment, can good inventory organization contribute to the company's growth? Explain.

Answer Yes, good organization of stock and the company as a whole can contribute to growth, as it makes it easier to analyse problems, create processes and make any type of decision.

The answer to the previous question wanted to show whether good inventory organization could contribute to the company's growth, and the manager was emphatic in saying yes, that through good organization the company tends to grow due to the ease of analysing problems, create processes that help the company and enable it to make the right decisions.

Question four aimed to organize the stock and what can contribute to decision making.

In his opinion, how can organizing inventory contribute to decision-making in your company?

Answer The organization of stock always contributes in a positive way so that I can make a certain decision, as I know the right time to buy new products, always paying attention to stock levels so that I can purchase a product.

The previous question focused on how stock organization would help the manager's decision making, and he responded that organized stock always contributes positively, as he knows the right time to place new orders, paying attention to stock levels so he can decide when to buy a new product for the company.

The next question seeks to know what types of strategies would be used in the company to achieve greater inventory control.

What types of strategies do you use to organize inventory?

Answer I use day-to-day strategies, such as checking validity, checking whether products are always organized in batches, in addition to ensuring that goods are not missing so that the customer can always find what they are looking for, I am always in contact with my suppliers, and I always I stay ahead of demand to check product turnover.

The study in the fifth question asked what strategies the manager used to organize stock in his company, and the answer was that he uses strategies for checking validity, organizing batches, in addition to using frequent contacts with suppliers, checking the levels of goods to not losing sales and always being ahead of the company's demand to monitor the turnover of each company's product.

The following question was asked to seek information about the types of tools that were used in the company to control inventory.

Do you use any type of tool to control your inventory?

Answer Yes, I use a notebook to manually enter and exit products, and at the end of the day I feed them into a computerized system.

In response to the sixth question asking about the tools he used to control stock, the manager responded that he uses two tools, first a notebook in which he manually fills in and out goods, and secondly a computerized system that is fed at the end of each working day.

In the seventh question of the survey, it was asked whether the manager recorded all stock movements, and why if he did so.

Do you record all movements in your stock? If yes, why?

Answer Yes, I register to have greater control of the products, and to know what is selling most frequently so that I can place larger orders.

The previous question was asked to find out if the manager recorded the movement of stock, and why this recording would be important, he replied that it is important to have greater control, it is necessary to know the products that have a higher frequency of output, which will help the decision to make a new purchase with a larger quantity of a certain product that is being shipped frequently.

The eighth and final question was about poor inventory management, which could affect the company.

What can poor inventory management have on the company's growth and development?

Answer Bad management can only generate losses for the company, the loss of customers is imminent and consequently the loss of sales, and this can lead to bankruptcy for the company.

In the last question, the manager responded that poor inventory management could cause losses for the company, as it would lose customers, lose sales and this could lead to the company going bankrupt in a short time.

V. Conclusion

This work was developed in an animal feed warehouse, located in the municipality of São Bento-PB, with the proposed theme "The importance of stock management for decision making: a case study in a feed company in the municipality of São Bento-PB", through research and daily observations, the intern understood more about the topic and sought to solve the problem that was questioned, which would be how the organization of stock can contribute to decision-making in the animal feed company in the municipality of São Bento-PB.

Regarding the methodology used in order to clarify doubts that were shown in the research, the study used a type of research that is considered qualitative, which openly asked the manager's opinion on the questions presented, this research had eight questions to be clarified .

The general objective of the work was to understand how stock organization can contribute to decision-making in the feed company in the municipality of São Bento-PB. To complement the research, we used three specific objectives that served as a guide for the conclusion of this work, the objectives of conceptualizing the importance of inventory control for the company in question, in addition to presenting efficient strategies for inventory control, and by in order to identify the difficulties faced by inventory management and what can affect the company's productivity.

In the intern's view of the work, the objectives were achieved, because the answers from the manager responsible for the company's stock were clear and succinct regarding the questions, as he believes that stock management is important for his company, which It is a company that needs special care with inventory.

Another important case is his opinion regarding why inventory management should be used in companies, and he was clear in saying that for greater control, qualified inventory management is necessary, in addition to that inventory management contributes to the growth of company in his opinion.

Inventory management within the company directly contributes to its growth, as decision-making becomes easier, the exact time to buy, contacting new suppliers in search of new products and the variable strategies used to remain determined control, as the company does not use all types of strategies, those that are used are of great importance, such as monitoring demand and checking validity as reported by the manager.

Just like strategies, there are tools that facilitate control, and in the company in question only two are used, but there is potential for the use of more tools for more effective control, since the notebook that is used may suffer some type of damage. alteration or even forgetting to fill in the goods coming in and out.

Poor inventory management can lead to consequences that lead to company bankruptcy, and the manager agrees that disorganization brings with it the loss of products, customers and sales, and consequently losses for the company, care is needed to ensure that this does not happen. within the sectors responsible for this stock issue.

The study proposes that managers continue to be careful with their company's stock, that they use more tools for greater control, and that they can always maintain contact with new suppliers so that their stock contains innovative products with plenty of variety.

And finally, given the applied work, the study concludes that it was an incredible, innovative and learning experience to enter a company with a great stock potential, and which, even with difficulties, is concerned about stock, due to the manager's attention to in relation to this, and also believes that the company has the potential for constant growth with the good use of its stock, thus satisfying its customers.

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