IDENTIFICATION OF FACTORS AFFECTING INDUSTRIAL GAS AND LIQUID BUSINESS IN SRI LANKA

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DECLARATION

"I certify that this thesis does not incorporate without acknowledgement any material previously submitted for a degree or diploma in any University to the best of my knowledge and belief it does not contain any material previously published, written or orally communicated by another person or myself except where due reference is made in the text. I also hereby give consent for my dissertation, if accepted, to be made available for photocopying and for interlibrary loans, and for the title and summary to be made available to outside organizations"

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ABSTRACT

"Industrial gas companies have played an increasing active role in reducing global dimming. By doing so, scientists have discovered that global dimming has been making the true rate of global warming. Can industrial gas companies play a role in reducing global warming?" The scientists in the environmental fields have asked this question.

Industrial gas and liquid business sectors predominantly consider the industrial and medical sectors, thereby "supporting life and industry". Recent figures produced by industrial analysis show that the industrial gas business grew at an estimated rate of 12.5% in 2004 to reach $44.5 billion. Major gas companies are continuing to report strong growth and also announce new major projects across the globe. In globally, the manufacturing and sales volumes of oxygen and nitrogen have become among the first three places of chemical production items. The main reason is, raw material is freely available. But in locally, there are a few companies manufacturing industrial gas and liquid products and these manufacturing and sales volumes of local companies are less compared to the global market. Sri Lanka is a less developed country and the local industries use very limited technologies for their production. Even though industrial gas and liquid products can be used to achieve quality advancement and cost effectiveness locally this is not practised.

The research has been carried out as a case study type survey and the research objectives of this study are to identify the factors affecting industrial gas and liquid business and put them in a priority matrix. With the use of priority matrix, the high priority, medium priority and low priority factors can be identified. Then the organization can formulate strategies by considering the priority levels of identified factors to achieve the success of the business.
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