



# THE BHARAT SCOUTS & GUIDES

National Headquarters

Phones : 91-11-23370724, 23378667, 23378702, Fax : +91-11-23370126

Gram: FLEURDELIS, New Delhi-110 002

E-mail: info@bsgindia.org, Website : www.bsgindia.org

President

Chief National Commissioner : SHRI ASHOK GEHLOT, FORMER CHIEF MINISTER OF RAJASTHAN STATE

: SHRI B.I. NAGARALE, IAS (Retd.)

Ref. No. B.S.G./N.H.Q./

D-3-8/4760/2015-16

Dated: 26/02/2016

To  
All the Members of the  
Supply Service Committee  
The Bharat Scouts & Guides

**SUB.:- Minutes of the Meeting of Supply Service Committee held on 18<sup>th</sup> February, 2016 at the Bharat Scouts & Guides, National Headquarters, New Delhi.**

Dear Sir/Madam,

A Meeting of the Supply Service Committee of the Bharat Scouts & Guides was held at the National Headquarters, Lakshmi Mazumdar Bhawan, 16, M. G. Marg, I. P. Estate, New Delhi-110002 on Thursday, 18<sup>th</sup> February, 2016 at 3.00 P. M. A copy of the Minutes of the same is enclosed for your kind perusal.

The Committee also felt the absence of many of its members, may be due to their pre-occupation.

The Chairman of the Committee is welcoming suggestions from all the members on the minutes.

A copy of Group Photo is attached.

Kindly acknowledge the receipt.

Thanking you,

Yours in Scouting,

(K. Sukumara)  
Director

Encl.:- As above.

Copy submitted to the Hon'ble Chief National Commissioner, Bharat Scouts & Guides for his kind information.

C. c. to :-1. Shri N. A. Khan, Vice-President, BS&G and Chairman, Think Tank for kind information and necessary action.

2. All the Members of Think Tank for kind information and necessary action.

DIR/AS-I/26 Feb. 2016

*Creating a Better India*

**THE BHARAT SOCUTS & GUIDES, NATIONAL HEADQUARTERS, LAKSHMI  
MAZUMDAR BHAWAN, 16.M.G. MARG, I.P.ESTATE, NEW DELHI-110002**

**MINUTES OF THE MEETING OF SUPPLY SERVICE COMMITTEE**

The Minutes of the Meeting of Supply Service Committee held at Bharat Scouts & Guides, National Headquarters, New Delhi on 18<sup>th</sup> February, 2016 at 03.00 P.M. under the Chairmanship of Shri Bhaswar Goswami, State Chief Commissioner, West Bengal State Bharat Scouts & Guides.

**Following members were present:**

1. Shri Bhaswar Goswami, State Chief Commissioner,  
West Bengal State BS&G -Chairman
2. Smt. Neelima Pawar, Maharashtra State BS&G - Vice-Chairman
3. Shri M.P. Thakur, Asstt. State Commissioner (S),  
N.E. Rly State BS&G - Member
4. Smt. Sarala Bhosle,  
Pune Distt. Association, Maharashtra State BS&G - Member
5. Shri Sreenivas Kumar, State Secretary, Bihar State BS&G - Member
6. Shri K. Kamalakannan, LT(S), Tamil Nadu State BS&G - Member
7. Shri Sanjeev Trivedi, STC(S), KVS State BS&G - Member
8. Shri Avinash Kumar Gupta, DCC, West Bengal State BS&G - Member
9. Shri Asutosh Kumar, Manager, Vigilance  
Tata Power Delhi Distribution Ltd. - Member
10. Shri M.A. Khan, DCC, Karnataka State BS&G - Member
11. Shri K. Govindarajulu, Telangana State BS&G, - Member,
12. Shri K. Sukumara, Director, BS&G, NHQ - Special Invitee
13. Smt. Surekha Shrivastava, Jt. Director (SS) I/c, BS&G, NHQ - Special Invitee
14. Shri Krishnaswamy. R, Jt. Director (S), BS&G, NHQ - Special Invitee

15. Shri R.K. Kaushik, Dy. Director Scout (P), BS&G, NHQ - Special Invitee
16. Shri Aroop Sarkar, Assistant Director, BS&G, N.Region - Special Invitee
17. Shri Anand Kumar, Accounts Officer, BS&G, NHQ - Special Invitee
18. Shri Deepak Mehra, Supply Service Officer, BS&G,NHQ - Convenor

The Meeting started with Scout/Guide prayer.

Shri Deepak Mehra, Supply Service Officer, Bharat Scouts & Guides, welcomed Shri Bhaswar Goswami, Chairman and the members of the Supply Service Committee.

Shri K. Sukumara, Director, Bharat Scouts & Guides presented a flower bouquet to Shri Bhaswar Goswami, Chairman and Smt. Surekha Shrivastava, Jt. Director (SS) I/c presented flower bouquet to Smt. Neelima Pawar, Vice Chairman. All the members were welcomed with rose buds by the NHQ officials, followed by self introduction.

**Agenda Item No. 1: Confirmation of the minutes of the last meeting of Supply Service Sub-Committee held at the Bharat Scouts & Guides, National Headquarters, New Delhi on 7<sup>th</sup> September, 2009 and Agenda Item No. 2: Business Arising (Action Report).**

The minutes & Action Taken Report (ATR) were taken for the consideration with the remarks that the last meeting of Supply Service Sub Committee was held in the year 2009. Hence, it will not be of any use to discuss about the last minutes & Action Taken Report (ATR). However, the house has accepted the minutes & ATR as approved proposed by Shri M.P.Thakur of N.E.Railway and Seconded by Smt. Sarala Bhoasale of Maharashtra State Bharat Scouts & Guides.

**Agenda Item No. 3: Out standing dues against States.**

With regard to the outstanding dues of the states, the Chairman expressed that this is an Administrative matter to be taken care of as a routine affair. This was accepted by the house.

#### **Agenda Item No. 4: Income generation.**

The matter related to Income generation was taken up for discussion. The Chairman wanted to know from the Supply Service Officer to present the current scenario of Income.

The Supply Service Officer presented the financial statement (status) showing the operational income from the Supply Service Department in is a nut shell, stated as supplies Rs. 2 Crore (Approx), operational Expenses Rs. 25 Lakhs, Operational Income about Rs. 15 Lakhs (unaudited).

The Chairman expressed his happiness over the positive figures on operational profits. Before proceeding on how to generate income through Supply Services, he wanted to first ascertain the optimum potential of the department so that the target can be set for revenues.

Different angles of the ways and means to explore the end-users were suggested by Shri Sanjeev Trivedi of KVS State and Asutosh Kumar of Tata Power Delhi Distribution Ltd.

The membership growth or members joining the movement annually was considered as the basic factor to arrive at the true potential. The second factor taken into consideration to arrive at a target annual revenue, the items mandatorily to be purchased from BSG, NHQ such as Membership Badge, Cap Badge and Belts with official buckle etc. was considered. Based on this exercise, it was estimated that the total potential revenue for the department is approximately Rs. 10.00 crore annually.

The method of procuring the materials and quality control measures for promoting sales. Shri Ashutosh Kumar suggested that we may use the established online sale agencies like Flipcart, Snapdeal etc. as one option.

Shri M.P. Thakur suggested that our distribution mechanism must be such that each State Associations and Districts can easily procure the materials as per their demand. Shri Sanjeev Trivedi of KVS State informed that getting the material from National Headquarters by the institutions at faraway places like Ladakh etc. can be served by opening NHQ funded sales units at Regional Headquarters levels and state level and where necessary at District Levels also. Smt. Sarala Bhoasle of Maharashtra State explained the practical difficulty in getting the materials by the unit from National Headquarters/ State Headquarters which is allowing the private suppliers to reach out to our members.

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Shri Avinash Gupta of West Bengal stated that hierarchical (DHQ/SHQ) barriers in procuring the material should be removed so that more units can access the supply from the National Headquarters directly.

At the end of this discussions, the Chairman suggested that we should seriously consider outsourcing the entire departmental activities through a competitive, open, tendering process. The outsourced agencies shall be responsible for production, distribution and sale of all products including setting up and operating an online BSG Shop against a fixed Royalty payment to BSG. BSG Supply Service department will be responsible for Quality control and fixing of MRP as well as monitoring the entire process. This proposal was supported by most of the Members present in the meeting and it was strongly recommended by the house.

The Chairman also suggested that we can propose big online marketers such as, Flipkart, Snapdeal, Amazon as well as leading Airlines such as, Jet Airways, Indigo, Spicejet etc. to collect a nominal sum (Rs. 5/-) from each of the customer doing an online transaction as donation to BSG. This way we can collect considerable amount of Donation each day. The house appreciated the idea and recommended to try and implement the same. It was also recommended by the house that a strong team of professionals with Marketing experience may be built at the NHQ who will have the responsibility to implement these and many more such fund raising activities to ensure a smooth and steady revenue generation for BSG.

#### **Agenda Item No. 5: Branding Policy.**

Regarding Branding Policy, the Administrative Officer informed the status of Trade Mark Registration which is under process with the current status that our Emblem has already been forwarded for Vienna Codification and placed for its verification & protests. The colour codification etc. can also be processed after the Emblem is protected under the relevant act.

This has been done with a view to protect the interests of the Association.

#### **Agenda Item No. 6: Souvenir Items (BSG Merchandise)**

The currently sold Merchandise Items were displayed before the committee and future planning for procurement were also discussed. The Committee felt that the right to

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develop, produce and sales of BSG Merchandise may also be offered to the Outsourced agencies against a fixed annual Royalty payment.

**Agenda Item No.7: Any other matter with the permission of the Chair.**

Shri R.K. Kaushik, Dy. Director Scout (Project) wanted to raise the issue of Proof Reading and Printing matter. The Chairman advised that it is the internal administrative matter to be settled at the level of the Director, Bharat Scouts & Guides.

Mr. K. Kamalakannan, LT(S), Tamil Nadu wanted to bring the issue of the Training Handout & Training Handbooks. The Chairman suggested that he may kindly sort out the matter with the Supply Service Officer as he is the designated person to handle these issues.

The meeting ended with vote of thanks to the Chair by Smt. Surekha Shrivastava, Jt. Director (SS) I/c, Bharat Scouts & Guides.



**(Deepak Mehra)**

**Convenor**



**(Bhaswar Goswami)**

**Chairman**