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RANI CHANNAMMA UNIVERSITY  
Vidyasangama, NH-04  
Belagavi-591156  
Karnataka



V.M.V.V SANGHA'S

V.M.K.S.R.VASTRAD ARTS, SCIENCE & VIJAY SHANKARAPPA  
BELLIHAL COMMERCE COLLEGE, HUNGUND.

(Affiliated to 'Rani Channamma University, Belagavi')

**INTRENSHIP PROGRAM PROJECT ON  
SARASWATI AQUA MINERALS ILKAL**

Submitted for fulfilment of requirement for the award of

the Under-Graduation of

**Bachelor of Commerce**

During the Year 2022-23

Submitted by

VIJAYAKUMAR BAILKOOR

B.Com. VIth Semester

Reg.No: C2080080

Under the Guidance of

**Shri. S. S. Patil**

Department of Commerce

**Program Book**

for

**Intrenship Program**

# SARASWATHI AQUA MINERALS

SY NO: 20, PLOT NO: 04 & 09, KANDGAL ROAD, CHIKKA SINGANGUTTI CROSS,  
GUDUR (S, B) ILKAL -587125  
DIST:-BAGALKOT, STATE: - KARNATAKA, INDIA

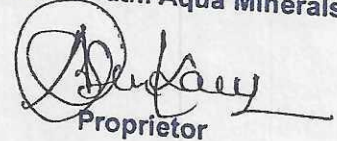
## CERTIFICATE OF INTERNSHIP PROGRAM

This is to certify that **Vijay Bailkoo** B com Sixth Semester, **Registration No : C2080080** V.M.S.R VASTRAD ARTS SCIENCE & V.M COMMERACE COLLEGE HUNAGUND (Affiliated to Rani Channamma University, Belagavi ) in our organization.

The overall performance of the internship program Volunteer during this "Internship program" form 17/08/2023 to 27/08/2023 is found to be **Good**.

**WISH YOU ALL THE BEST**

M/s. Saraswathi Aqua Minerals

  
Proprietor

**SIGNATURE OF HEAD**

Place: ILKAL

Date : 27/08/2023

Address: Saraswathi Aqua Minerals, Kandagal Road, Chikka Singangutti Cross,  
GUDUR (S, B) – ILKAL -587125, Dist: Bagalkot, State: Karanataka. INDIA  
Mob: 7022232758, 7411633993 Email: saraswathiaquaminerals@gmail.com

# DECLARATION

I declare that this project report entitled "INTERSHIP PROGRAMME PROJECT ON SARASWATI AQUA MINERALS ILKAL "independent project carried out by me in partial fulfilment of the requirements for the award of the degree of Commerce by the Rani Channamma University. The project report has been prepared under the guidance of . Shri. S S Patil Guide. Department of Commerce, Rani Channamma University, V M K S R VASTRAD ARTS SCIENCE & VIJAYASHANKRAPPA BELLIHAL COMMERCE COLLEGE HUNGUND.

I have not submitted his project previously to this university or any other university for the award of any degree.

Date : 28/08/2023  
Place : HUNGUND

  
MR. VIJAYAKUMAR BAILKOOR

# CERTIFICATE

This is to certify that MR.VIJAYAKUMAR BAILKOOR is a bonafide student of the Department of Commerce, bearing REG NO : C2080080 during the academic year 2022-23 has satisfactorily completed the project work entitled INTERSHIP PROGRAMME PROJECT ON SARASWATI AQUA MINERALS ILKAL "submitted in partial fulfillment of the requirements for the award of the Degree of Commerce by RANI CHANNAMMA UNIVERSITY under guidance and supervision by Shri. S S PATIL And Prof. B A KANTHI Head of the Department in Commerce.



Prof. B A KANTHI

(HOD OF COMMERCE)

Prof. B. A. Kanthi  
Head, Department of Commerce &  
V.M.K S.R.Vastrad Arts, Science &  
V.S.Bellihal Commerce College  
Hungund-587118



Shri. S S PATIL

(Guide)

Prof. S K MATH

Principal

Principal  
Vijaya Mahantesh Krupaposhit  
S.R Vastrad Art, Science & V.S.Bellihal  
Commerce College, Hungund-587118

# CERTIFICATE

This is to certify that the project work on **INTERSHIP PROGRAMME PROJECT ON SARASWATI AQUA MINERALS ILKAL** has been carried out by **Mr. VIJAYAKUMAR BAILKOOR Com VI** semester under the guidance of **Shri. S S PATIL** Guide, **Prof. B A KANTHI** Head of the Department in Commerce. towards the partial fulfilment of the requirements for the award of degree of department of Commerce by the **Rani Channamma University** during the year **2022-23**.

**Date :**  
**Place :HUNGUND**

**Prof. SHAKUNTALA K MATH**  
**(PRINCIPAL )**

**Principal**  
**Vijaya Mahantesh Krupaposhit**  
**S.R Vastrad Art, Science & V.S.Bellihal**  
**Commerce College, Hungund-587118**

# Acknowledgement

I am greatly indebted to my guide, **Shri. S S PATIL** Co-ordinator, *Department of Commerce, Rani Channamma University, V M K S R VASTRAD ARTS SCIENCE & VIJAYA SHANKRAPP BELLIHAL COMMERCE COLLEGE HUNGUND* for his inspiring guidance. In spite of several busy assignments, he has been kind enough to spare his time for giving me pleasure and privilege to work under his guidance.

Further I am also thankful Principal **Prof. S K MATH** and **Mr. B S HOSAMANI** and **Prof. B A KANTHI** Head of the Department in Commerce. **Mr. SHREESHAIL BOMMASAGAR** for their encouragement and help in carrying out this project work.

I take an opportunity to express my gratitude and sincere thanks **Shri. R D KANVALI** permitting me as well as guiding me throughout my project work. And I am extremely thankful to management **SARASWATI AQUA MINERALS ILKAL** "for furnishing the information.

My sincere thanks to all for supporting me in carrying out project report and I also thanks to library staff and all my friends for their co-operation during the course of project work and I am also thankful to printers of their skilful printing this work.

My parents are main soul for my confidence, determination and strength throughout my life. The sweet hopes and wishes have made me able to present this work.

Last but not the least I take this opportunity to thank and remember all my friends i.e., Reshma, Pallavi, Aliya, Rekha who are with me and who have helped me throughout my life from the place they have resided in making me feel that I am also one among them who can achieve things as we want.

Date :

Place : HUNGUND

  
Mr. VIJAYAKUMAR BAILKOOR

**COMPANY PROFILE**

## COMPANY PROFILE

M/S. Deepa aqua mineral water was established in 2002 with ISI (14543) registered. Basically it is a partnership firm now it's maintaining managing director Mr. Ashok.M.Bhogapur. The company invested the capital or Rs.40.lakhs and the company has increased the profit 25% per year.

<b>Name of the firm</b>	M/S. Deepa Aqua Minerals
<b>Product</b>	Caribou, Packaged Drinking Water
<b>Year of establishment</b>	July 2002
<b>Proprietorship</b>	Partnership.
<b>Managing director</b>	ASHOK.M .BHOGAPUR
<b>Capital investment</b>	RS 40,00,000.00
<b>Number of employees</b>	30 workers 2 managers
<b>Competitors</b>	Omkar, Gokool, Kemps, others.
<b>Address:</b>	Deepa Aqua Minerals Gorbali Village, (Near to Ilkal) Hungund Taluk, Bagalkot District, Karnataka.



**A) Background and Inception of the company**

60 years ago the wholesale saree manufacturing firm was established in ILKAL under the partnership of Veerangouda Patil and Mahantappa Bhogapur with the initial investment of RS. 10,000 as a partnership firm.

The objective of firm was to manufacture quality traditional ILKAL handloom sarees. In this context manufacturer means master weaver. The firm initially started with 26\*26 cotton rough quality saree targeting rural agricultural women over the years the type of product has been changed into 40\*40 counts, cotton + art silk and cotton + silk etc. This firm had established its trademark "NANDI" for quality products in this reason. Quality in terms of color, size and material used. The firm was very particularly about material, size and color of the saree. It had a very good quality control system although the production processes.

The focused geographical region of the market was an undivided - Bijapur, Raichur and Gulbarga district. The firm had a very good rapport amongst its retailers through value based relationship. The founders were visionary and knew the art of understanding the needs of the people of the region. Patil and bhogapur firm diversified its operation backward in textiles

Business and new area in agriculture related cement pipe manufacturing. The partnership firms are:

1. R.L.Chillal & Co. (saree manufacturing) ILKAL.
2. Jaikisan cement pipe factory (Cement Pipe Manufacturing) Ilkal.
3. Jaikisan twisting factory (Art Silk Wrapping) ILKAL.
4. Wholesale cloth shop Raichur, etc.

In the year 1972 firm started its new venture wholesale cloth shop. The growth of both firms was showing good progress. The 1980s decade witness lot of changes in the management. There was a smooth transition of baton to 2<sup>nd</sup> generation. The team of 2<sup>nd</sup> generation was well educated and capable of managing the firms continued to perform well. The 1990s Decade was the recession period for Ilkal handloom saree and same affected the growth of the firm. As in past, in 2002 the firm decided to diversify. The SWOT analysis has clearly indicated the strength and opportunities in food processing industry in this region. The firm finally decided to produce packaged drinking water due to availability of excellent water source, growing market and climate conditions. As a result of this **Deep Aqua Mineral** was established in the year 2002. Also, as an extension of the same, firm acquired the dealership of Pepsi Co. for Hungund taluka. The firm has built on storage foundation of value system. The value systems of the firm are:

1. Business through relationship.
2. Quality a prime concern.
3. Honesty and trustworthiness.

**B) Nature of the business carried**

As a result of this **Deepa Aqua Mineral** was established in the year 2002. Also, as an extension of the same, firm acquired the dealership of Pepsi Co. for Hungund taluka. The firm has built on storage foundation of value system. And Deepa Acque Mineral Having One brand Name Caribou packaged drinking water.

### **C) Vision, Mission and Quality Policy**

#### **Vision**

“Establish a unique business model by utilizing good technology that promote health, efficiency, and environmental harmony to create national sift in the way we live”

#### **Mission**

“To develop a sustainable business with a minimal carbon foot print, packaging, selling & distributing clean water.”

#### **Quality policy**

“We are one of the leading suppliers of packaged drinking water & industrial catering with proven performance and reliability. Over the period, we have proved our customer service orientation with focus, intent and ability to provide service on a 24 x 7 basis. Total service to the customer – the mainstay policy of the company will be guiding principle in the company’s dealings. We provide end to end solution from concept to completion backed by quality service”.

**D) Product/Service Profile**



**E) Area of Operation**

- Ilkal
- Mudagal
- Lingasur
- Sindhanoor
- Koppal
- Kustagi
- Sangam
- Allmatti
- Bagalkot
- Modhol
- Jamkhandi
- Lokapur
- Gulbarga
- Gudur
- Hungund
- Kamatagi
- Shahpur
- Gadag
- Gajendragad
- Mahalingpur
- Badami
- Ron

**F) Ownership Pattern**

Deepa Aqua Mineral water is a Partnership firm

**Owner's investment**



Total investment 40,00,000

**Financial institution**

**Loan**

They took loan from various banks they are state bank of India, ING vysya bank,

**Rate of interest:** 7.5%

**Waste disposal:**

As factory is located in the farm the waste is used for irrigation purpose.

**G) Competitors Information**

1. Omkar,
2. Gokool,
3. Kemps,
4. SLV
5. Aquanice
6. Aquafina
7. Nice
8. Kingfisher
9. Bisleri
10. Kinley

These all are competitor companies exiting the present market

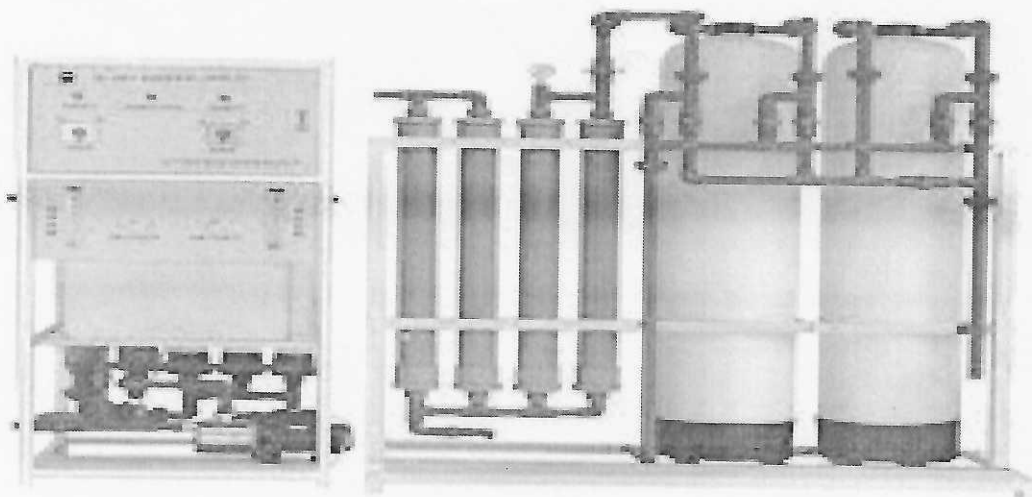
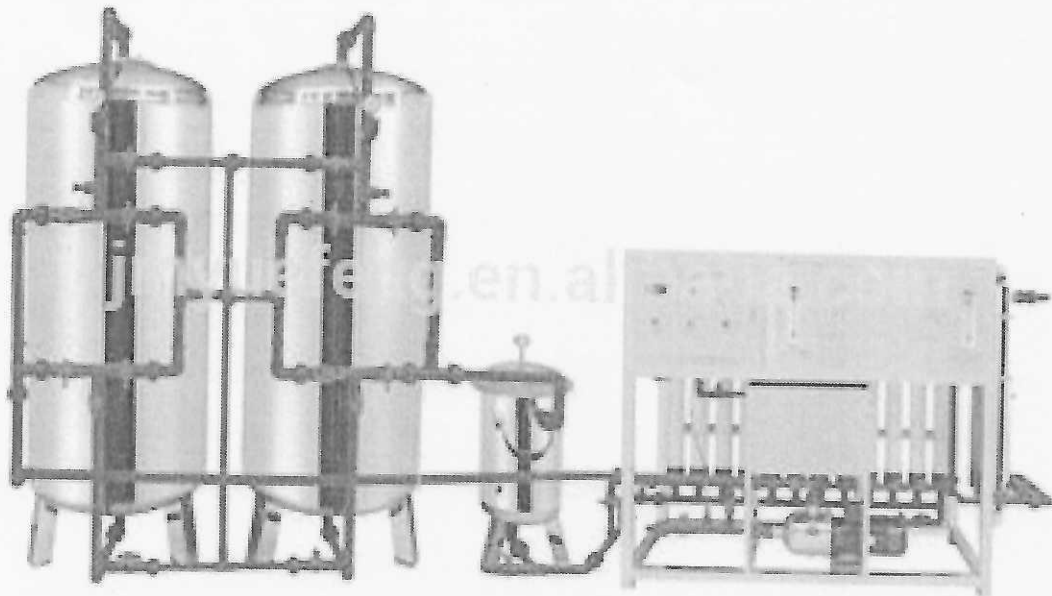
**H) Infrastructure Facility**

- Location : Gorebal
- Water : Borewell
- Power : KPTCL Hubli
- Transportation : Vehicle

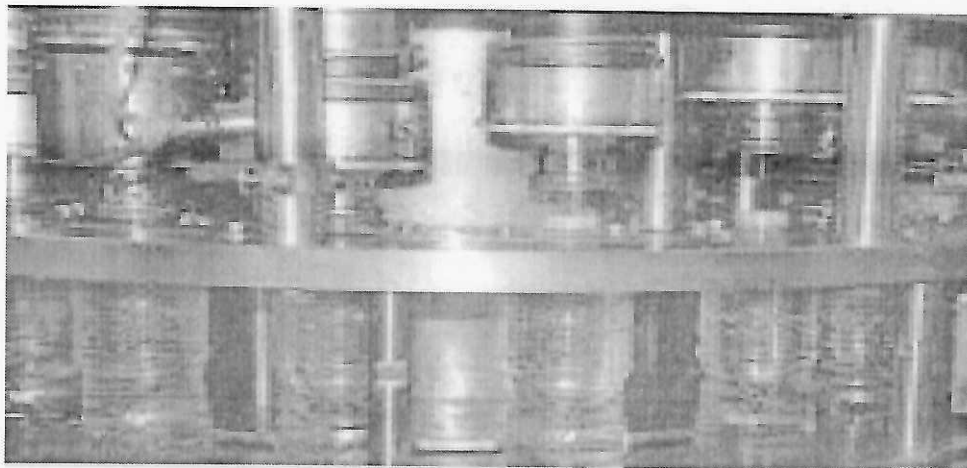
**I) Achievements and Awards**

1. Establish brand image through quality product.
2. Increase sales by 25% per year.
3. Establish at least 5 distribution centers every year.
4. Expand the organization in related field

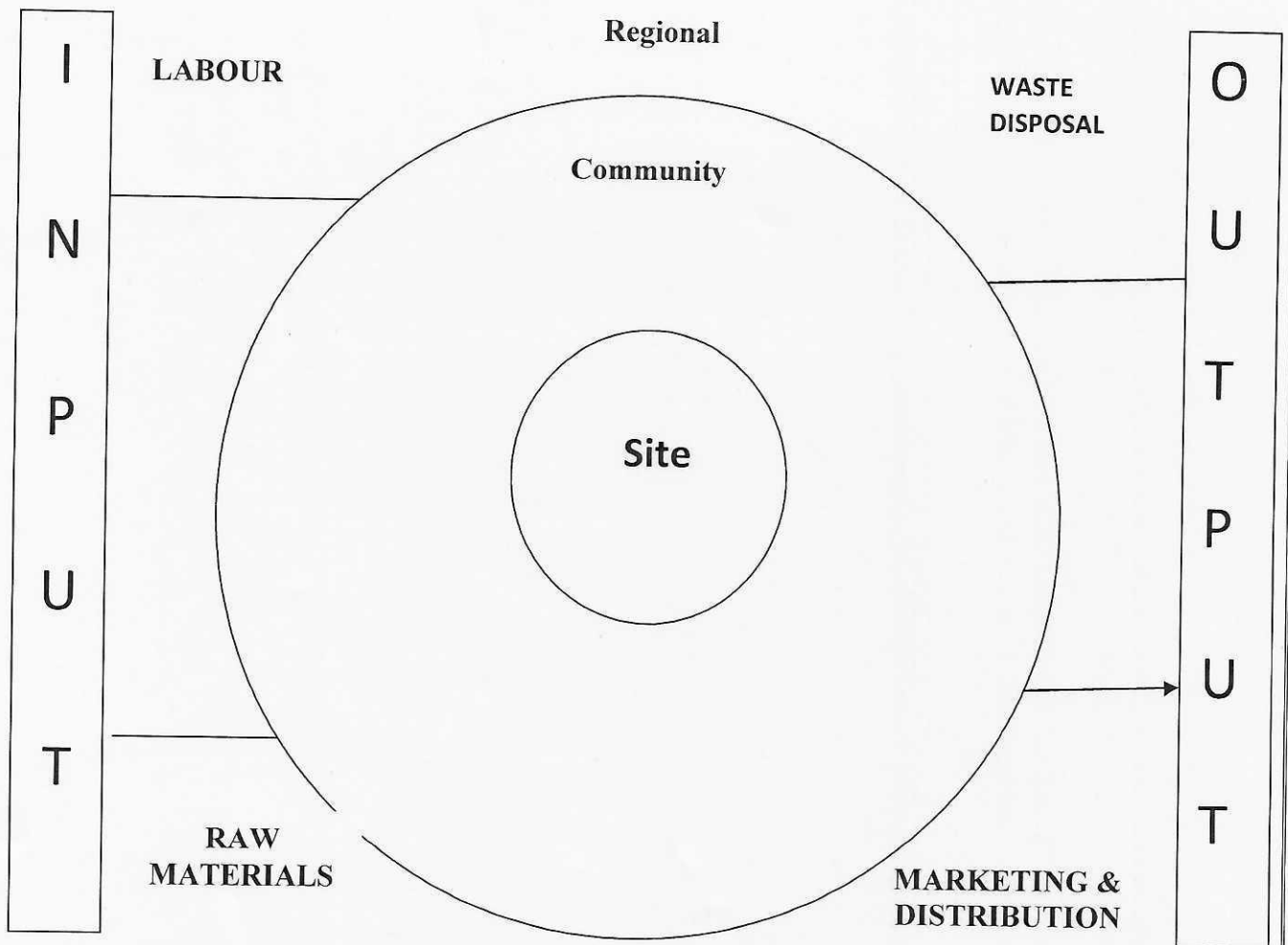
J) Mineral water equipments







**K) Work Flow Model**



Supply of unskilled workforce is not a problem. There was a problem of skilled workers in the initial stage. Now organization has all required workforces and operations are very effective.

Costs: Cost of labor is less as compared to LSI.

**Raw materials:**

Raw materials required for the organization are given below:

1. Raw water
2. caps
3. 20 liters cans
4. performs of 1 liter & 2 liters bottles
5. pouch roll

**Source of raw water is Bore Well**

After extracting the raw water, the water is stored in the tank called storage tank.

**There are different stages in this process they are:**

**1<sup>st</sup> stage**

Initial densification:

It is done with initial chlorination and required doses of sodium hypoflourid are pumped continues along with water, which is to be processed.

**2<sup>nd</sup> stage**

After 1<sup>st</sup> stage is passed through activated carbon channels. Activated carbon is having capacity to absolve all type chemicals.

**3<sup>rd</sup> stage**

The water is passed through 10 micron and 5 micron so that if any particle which is present in the water is removed.

Particles like sand, water etc.

#### **4<sup>th</sup> stage**

After 3<sup>rd</sup> stage water is passed under high pressure through high pressure pump to the R.O membrane.

#### **5<sup>th</sup> stage**

Reverse osmosis: (R.O)

This is very important stage in this process. At R.O only pure water is permitted and waste is rejected. The permitted water is not suitable for drinking because of hypo tonicity so; it is blended with raw water.

#### **6<sup>th</sup> stage**

The portable water is stored as S, S tank (stainless steel)

#### **7<sup>th</sup> stage**

It is passed through 0.45 micron filter. This filtration removes any bacteria present in the water.

#### **8<sup>th</sup> stage**

This is the last stage of the process.

The last stage of process is that before packing the water is subjected to ionization.

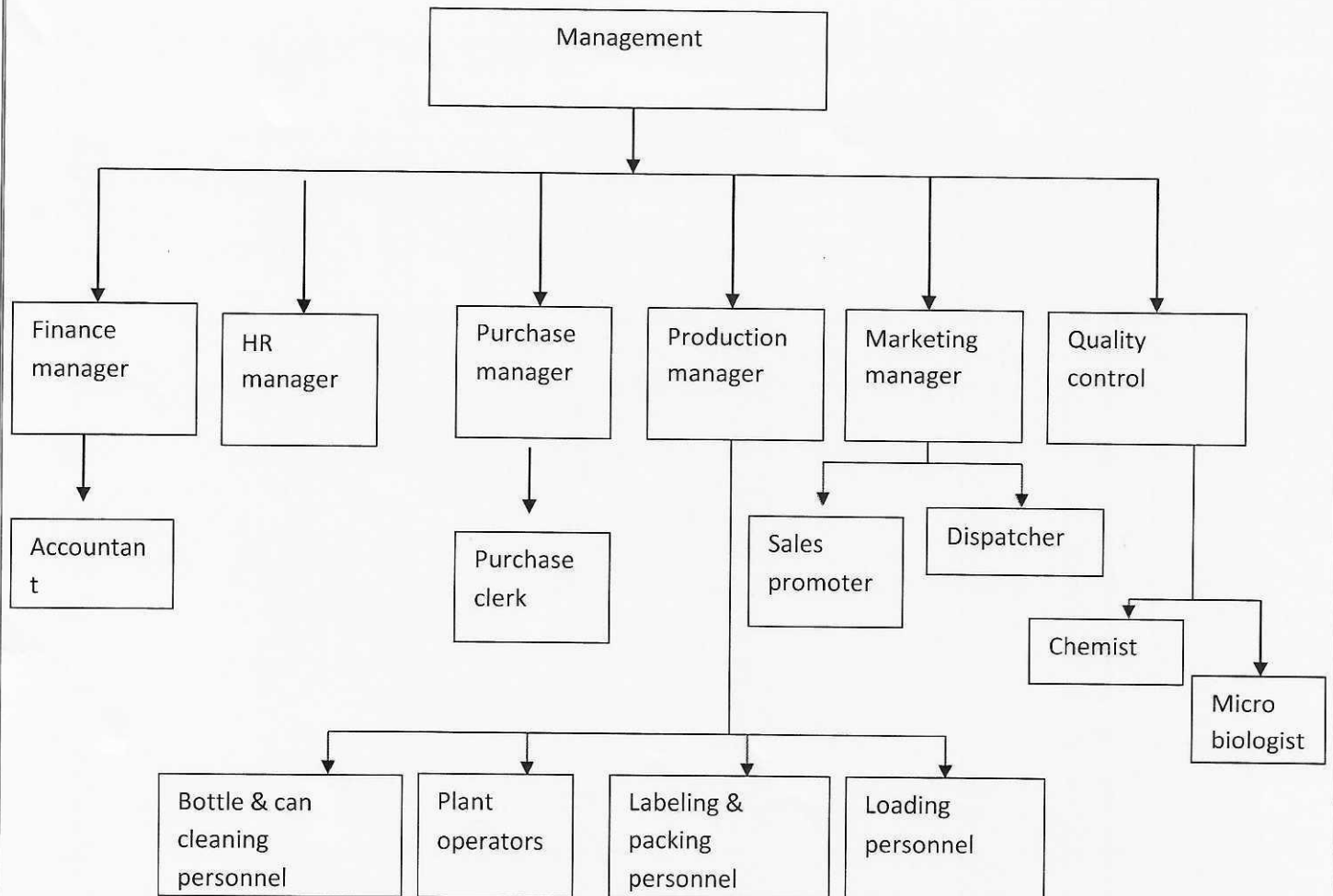
**L) Future Growth and prospects**

To increase sales by 25% per year and expand the organization in related field and Establish at least 5 distribution centers every year.

- it specify the roles and responsibilities of each and every department managers, employees of the organization.

**Skills:** The actual skills and competencies of the employees working for the company. Also includes distinct capabilities of the personnel or of the whole organization, as well Skills are the most important attributes for each and every member of organization where they should implement their ideas and thoughts.

**Structure**



**SALES PROMOTION TOOLS:-**

This is an a important tool for Caribou .Actually these king of promotional tools are helps to providing high quality product to the final consumers. Caribou mineral water has taken the following promotional activities for increasing sales.

**A) Consumer promotional tools :-** It includes

- 1) Samples
- 2) Coupons
- 3) Cash refunds
- 4) Refused price
- 5) Games.
- 6) Advertising specialties
- 7) Premium

**B) Trade promotional tools:-**

- 1) Price off
- 2) Off invoice
- 3) Discount of
- 4) Cash purchase

**C) Business promotion tools: -** it includes

- 1) Convention
- 2) Trade shows
- 3) Sales tasks

**SWOT ANALYSIS:-**

<p><b><u>Strengths</u></b></p> <ul style="list-style-type: none"><li>• To establish brand image through quality product.</li><li>• To increase sales by 25% per year.</li><li>• It is passed through 0.45 micron filter. This filtration removes any bacteria present in the water.</li><li>• It is using Reverse osmosis Technology</li></ul>	<p><b><u>Weakness</u></b></p> <ul style="list-style-type: none"><li>• Lack of promotional activities.</li><li>• Less Workers</li><li>• Less advertisement facilities</li></ul>
<p><b><u>Opportunities</u></b></p> <ul style="list-style-type: none"><li>• Capturing newer markets.</li><li>• Establish at least 5 distribution centers every year.</li><li>• They can create the market by conducting in promotional activities Like advertisement in local media</li><li>• They can recruit local workers as people are in search of job</li><li>• They can build brand image in local market</li></ul>	<p><b><u>Threats</u></b></p> <ul style="list-style-type: none"><li>• less Workers</li><li>• cost of labor is less as compared to LSI</li><li>• competitors like Omkar, Aquafina .</li></ul>



**PROMOTONAL METHODS:**

The caribou mineral water has taken some important activities these promotion influences buy or behaviour in doing so, different methods of promotion are used either individually or by combining two or more methods, these are mainly four type of promotional methods taken by caribou minerals water as follows

1. Advertising
2. Personal selling
3. Sales promotion

**ADVERTAISEMENT:** The term advertising originates from Latin 'ADVERIO' means to turn around. Thus advertising denotes the means employed to draw attention to any object or purpose

**ROLE OF ADVERTISING :-**

- (1) Advertising as a communication medium informs consumer about of company product.
- (2) Personal selling, sales promotion and marketing mix are driveled at seeking consumer favorable response.
- (3) Develop the brand preference.
- (4) It influence sales volume
- (5) It helps to reduces cost per unit .
- (6) Meets completion.
- (7)Enhance consumer satisfaction.

**COMPETITORS :**

The market is dominated by the very few players like Bisleri. Aquafina. Kinley. Himalayan and Oxrich and they are trying to increase their market share by product introduction price, packing, and volume as water. Primary competitors stand as Kinley, Aquafina, and Himalayan. Secondary includes Oxrich, Bailey, and other local players.

**DIFFERENT TYPES OF COMPETITORS**

Kinley launched :- August 2000	Aquafina launched :- 2001
Earlier positioning [Bold Blood main vishwas ( trust in every drop)	Positioning:- pure water perfect taste 300 ml,500ml, liter for rupees 5.8 and 12 respectively
Omkar Minerals launched:- 2006 .new position:- vishwaskaro. recent:- Bottle design changes :- Bottle design	Adarsha Aqua Mineral :- launched 2006 .New position :-50% less plastic used than earlier bottles
Himalayan minerals launched :-may 2008 positioning name :- water directly from Himalayas and These very pure and healthy available in 500 ml and 1liter priced at rupees 20 and 50 respectively.	Bailey Launched :- 2006 Available 300 ml and 500 ml and liter priced rupees 20 and 22 respectively

## **INTRODUCTION OF THE STUDY**

## **INTRODUCTION OF THE STUDY**

Advertising is nothing but a paid form of non-personal presentation or promotion of ideas, goods or services by an identified sponsor with a view to disseminate information concerning an idea, product or service.

The message which is presented or disseminated is called advertisement. In the present day marketing activities hardly is there any business in the modern world which does not advertise. However, the form of advertisement differs from business to business.

Advertisement has been defined differently by different persons. A few definitions are being reproduced below:

According to Wood, "Advertising is causing to know to remember, to do."

According to Wheeler, "Advertising is any form of paid non-personal presentation of ideas, goods or services for the purpose of inducing people to buy."

According to Richard Buskirk, "Advertising is a paid form of non-personal presentation of ideas, goods or services by an identified sponsor."

According to William J. Stanton, "Advertising consists of all the activities involves in presenting to a group, a non-personal, oral or visual, openly sponsored message regarding disseminated through one or more media and is paid for by an identified sponsor."

The above definitions clearly reveal the nature of advertisement. This is a powerful element of the promotion mix. Essentially advertising means spreading of information about the characteristics of the product to the prospective customers with a view to sell the product or increase the sale volume.

**The main features of advertise are as under:**

- It is directed towards increasing the sales of business.
- Advertising is a paid form of publicity
- It is non-personal. They are directed at a mass audience and nor at the individual as is in the case of personal selling.
- Advertisement are identifiable with their sponsor of originator which is not always the case with publicity or propaganda.

**Objective / Functions of advertising**

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The purpose of advertising is nothing but to sell something -a product, a service or an idea. The real objective of advertising is effective communication between producers and consumers. The following are the main objectives of advertising:

**Preparing Ground for New Product**

New product needs introduction because potential customers have never used such product earlier and the advertisement prepare a ground for that new product.

### **Creation of Demand**

The main objective of the advertisement is to create a favorable climate for maintaining of improving sales. Customers are to be reminded about the product and the brand. It may induce new customers to buy the product by informing them its qualities since it is possible that some of the customers may change their brands.

### **Facing the Competition**

Another important objective of the advertisement is to face to competition. Under competitive conditions, advertisement helps to build up brand image and brand loyalty and when customers have developed brand loyalty, becomes difficult for the middlemen to change it.

**Creating or Enhancing Goodwill:** Large scale advertising is often undertaken with the objective of creating or enhancing the goodwill of the advertising company. This, in turn, increases the market receptiveness of the company's product and helps the salesmen to win customers easily.

### **Informing the Changes to the Customers**

Whenever changes are made in the prices, channels of distribution or in the product by way of any improvement in quality, size, weight, brand, packing, etc., they must be informed to the public by the producer through advertisement.

### **Neutralizing Competitor's Advertising**

Advertising is unavoidable to compete with or neutralize competitor's advertising. When competitors are adopting intensive advertising as their promotional strategy, it is reasonable to follow similar practices to neutralize their effects. In such cases, it is essential for the manufacturer to create a different image of his product.

### **Barring New Entrants**

From the advertiser's point of view, a strongly built image through long advertising helps to keep new entrants away. The advertisement builds up a certain monopoly for the product in which new entrants find it difficult to enter.

In short, advertising aims at benefiting the producer, educating the consumer and supplementing the salesmen. Above all it is a link between the producer and the consumer.

### **Benefits or Importance of Advertisement**

Advertising broadens the knowledge of the consumers. With the aid of advertising, consumers find and buy necessary products without much waste of time. This speeds up the sales of commodities, increases the efficiency of labor in distribution, and diminishes the costs of selling. It is an accepted fact that without market stimulus of heavy advertising, consumers might have waited another sixty years for the product evaluation that took place in less than ten years – it took after all over sixty years from the invention of the safety razor before the first acceptable stainless steel blades appeared in the market. These words are more than enough to testify the potentialities of advertising in the field of modern marketing system. The main benefits of advertising may be narrated as follows:



### **Benefits to Manufacturers**

- It increases sales volume by creating attraction towards the product.
- It helps easy introduction of new products into the markets by the same manufacturer.
- It helps to create an image and reputation not only of the products but also of the producer or advertiser. In this way, it creates goodwill for the manufacturer.
- Retail price, maintenance is also possible by advertising where price appeal is the promotional strategy.
- It helps to establish a direct contact between manufacturers and consumers.
- It leads to smoothen the demand of the product. It saves the product from seasonal fluctuations by discovering new and new usage of the product.
- It creates a highly responsive market and thereby quickens the turnover that results in lower inventory.
- Selling cost per unit is reduced because of increased sale volume. Consequently, product overheads are also reduced due to mass production and sale.
- Advertising gives the employees a feeling of pride in their jobs and to be in the service of such a concern of repute. It, thus inspires the executives and worker to improve their efficiency.
- Advertising is necessary to meet the competition in the market and to survive.

### **Benefits to Wholesalers and Retailers**

- Easy sale of the products is possible since consumers are aware of the product and its quality.
- It increases the rate of the turn-over of the stock because demand is already created by advertisement.
- It supplements the selling activities.
- The reputation created is shared by the wholesalers and retailers alike because they need not spend anything for the advertising of already a well advertised product.
- It ensures more economical selling because selling overheads are reduced.
- It enables them to have product information.

### **Benefits to Consumers**

- Advertising stresses quality and very often prices. This forms an indirect guarantee to the consumers of the quality and price. Further large scale production assumed by advertising enables the seller to sell product at a lower cost.
- Advertising helps in eliminating the middlemen by establishing direct contacts between producers and consumers. It results in cheaper goods.
- It helps them to know where and when the products are available. This reduces their shopping time.
- It provides an opportunity to the customers to compare the merits and demerits of various substitute products.
- This is perhaps the only medium through which consumers could know the varied and new uses of the product.
- Modern advertisements are highly informative.

### **Benefits to Salesmen**

- Salesmanship is incomplete without advertising. Advertising serves as the forerunner of a salesman in the distribution of goods. Sales is benefited the advertisement in following ways:
- Introducing the product becomes quite easy and convenient because manufacturer has already advertised the goods informing the consumers about the product and its quality.
- Advertising prepares necessary ground for a salesman to begin his work effectively. Hence sales efforts are reduced.
- The contact established with the customer by a salesman is made permanent through effective advertising because a customer is assured of the quality and price of the product.
- The salesman can weigh the effectiveness of advertising when he makes direct contact with the consumers.