

**A BRIEF STUDY ON BHARAT PETROLEUM  
CORPORATION LIMITED, NEW SECRETARIAT  
KOHIMA**

*Project report submitted to Nagaland University in partial fulfilment  
For the degree of Bachelor of Commerce*

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**DECLARATION**

I declare that the project report entitled “A Brief Study on Baharat Petroleum Corporation Limited New Secretariat Kohima” Submitted by me for the award of the degree of the **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.

**LUNSOKHIUNG LIMS**

**CERTIFICATE**

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

**NGIPLON RACHEL CHOWWANGLIM**

Supervisor

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VI SEM Commerce

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# CHAPTER 1

## INTRODUCTION

### 1.1 Background:

Bharat petroleum corporation limited (BPCL) or tir station is a private limited gas station owned by Roko Neila located near secretariat road Kohima; Nagaland which started its business in the year 2021 on the month of 10 August and till now has been functioning. It has been serving the public by providing fuel for motor vehicles; BPCL provides different types of fuel such as petroleum and Diesel.

Bharat gas station starts off their work from 8: 30am and continues their work till 7:30 – 8pm. Under the Bharat Petroleum Corporation Limited there exists one manager (Ravindar Kumar) who is in charge of maintaining of record of all the transaction's that takes places and present it to the owner of the business. Under the Tir station there are five employees who are employed to perform the work. Under the gas station there are two fuel pumps, the gas station also accepts cash or debit card for payment. And the basic requirement or qualifications that they demand for their jobs is a matric pass certificate.

The first part that is the (introduction) section is all about the background of the topic and, what the study of the topic is about. The second part that is the (body) part consist of the functions its problems and the scope of the study. The third part that is the (conclusion) portion it contain mainly, what the study was about and the final statement regarding the topic.

The objective of this study was to analyze the number of incomes that the business has earned in the last past 7-8 months and whether the business was running smoothly or how was the business surviving taking in consideration of the number of competitors in the same field. Whether the business was on a profitable site or whether they were constant.

## **1.2 Literature Review**

The basic aim or scope of every business is to earn good quality income. Similarly the work of a gas station is to provide good quality service to their customers as well as serving good quality products to the users of motor vehicles. But often this thing does not happen because of some barriers like workers do not care if the other party is satisfied with their service as they know the fact that for someone to get to the nearest stations would probably take them more than 20-30 minutes.

Every gas station should have

- . Good customer service
- . Good quality products
- . Free space for fueling
- . Two to three petrol fueling pumps
- . 5-6 numbers of workers
- . Sources of online payments

### **1.3 Research Objectives**

1. To check how the business was running
2. Was the business incurring loss or was earning profit
3. Was this the right business to start up
4. To check on how one handles and runs the business
5. If the business favor's low price or high price rates for fuels
6. Job satisfaction
7. If the fluctuation in prices affects their business
8. If their income exceeds their expected estimations
9. Who are the competitors in the business

## **1.4 Research Questions**

1. Is the business a semi-government of private business
2. The obstacles and challenges faced while setting up the business
3. Number of employees hired for the job
4. Outcome and affects of price fluctation
5. Problem of transportation if any
6. Problems with dealers or others if any
7. Has the business suffered or incureed any loss
8. Income of the employees and the manager
9. Name of the traders whom the company trades with
10. A random estimate of the capital incureed on setting up the business
11. Whether income generation exceeds their income estimations
12. Taxes of state and central, how do they handle it
13. Is BPCL a sustainable business in terms of profitability?
14. What are the challenges and problems faced by the business

## **1.5 RESEARCH METHOD**

1. The research method was solely or mostly based on personal interview with the manager of the gas station
2. Partly some data's were collected using secondary source and other references
3. Sources of data were collected through interview
4. Information related to the BPCL were gathered mostly through primarily source as it was a newly set up gas station and moreover much information about them was not put up in the internet
5. Overall the data collected were mostly through interview with the people and coworkers of the gas station



## **CHAPTER 2- DATA ANALYSIS AND INTERPRETATION**

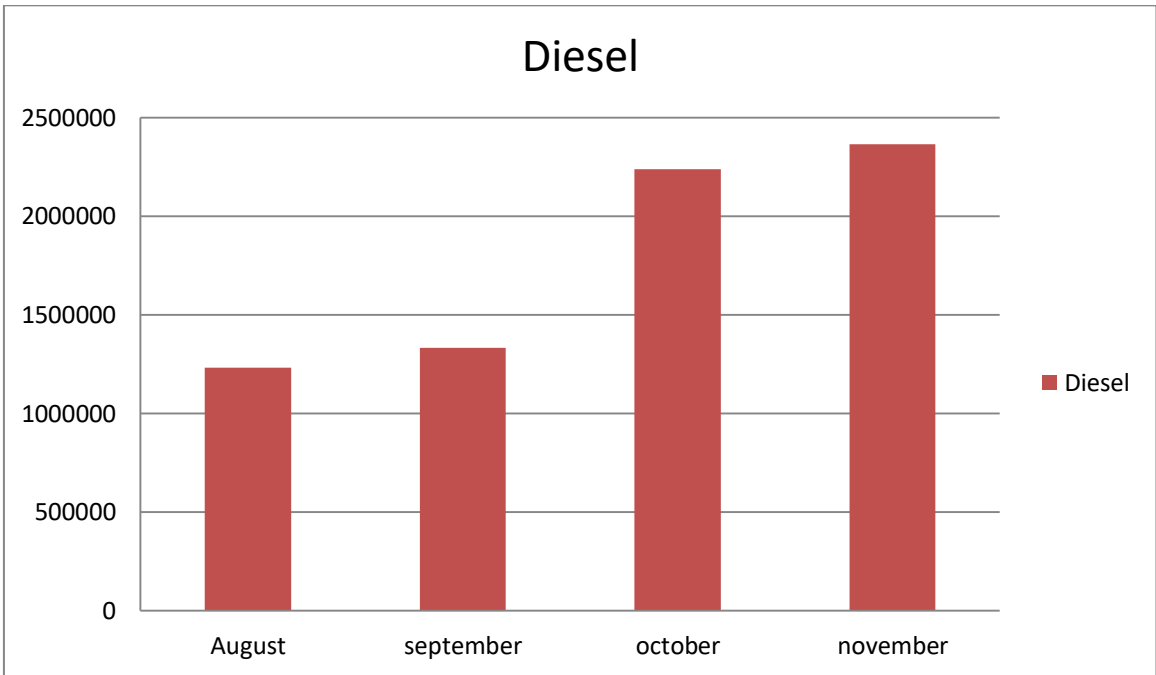
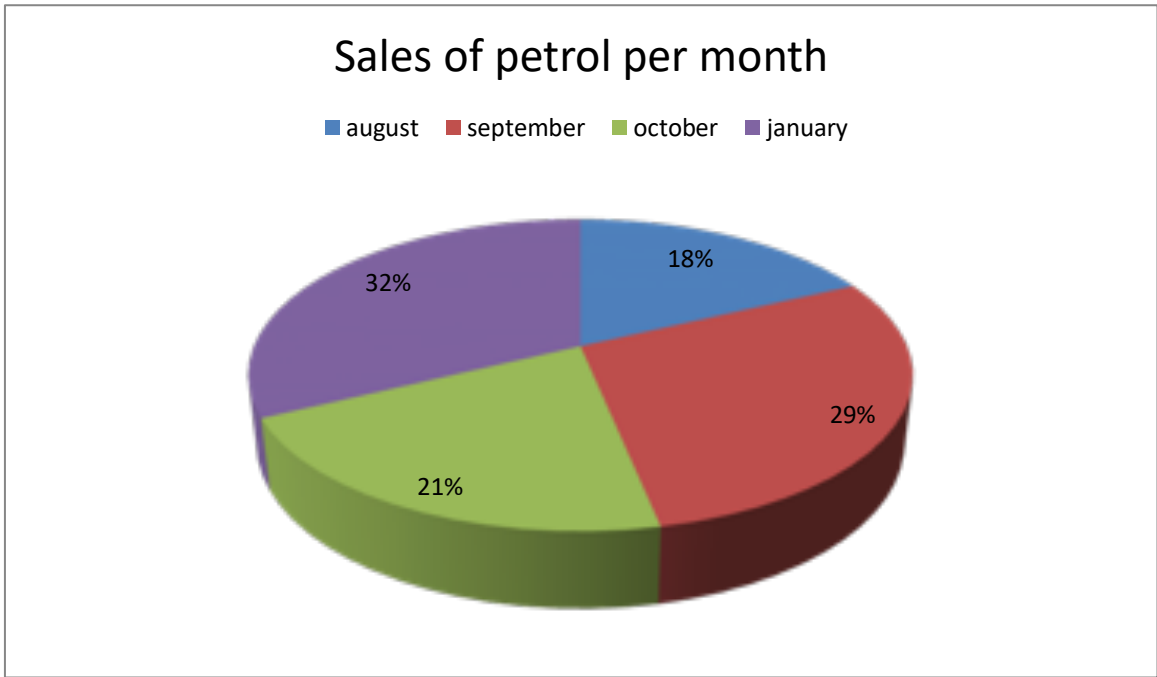
BPCL or Tir station is a newly started gas station which started off their business just recently in the year 2021 and has been performing well till now. Although at the beginning of the business they did go through some losses which eventually happen to all the businesses at the starting of the journey, despite that they are still functioning and running their business efficiently.

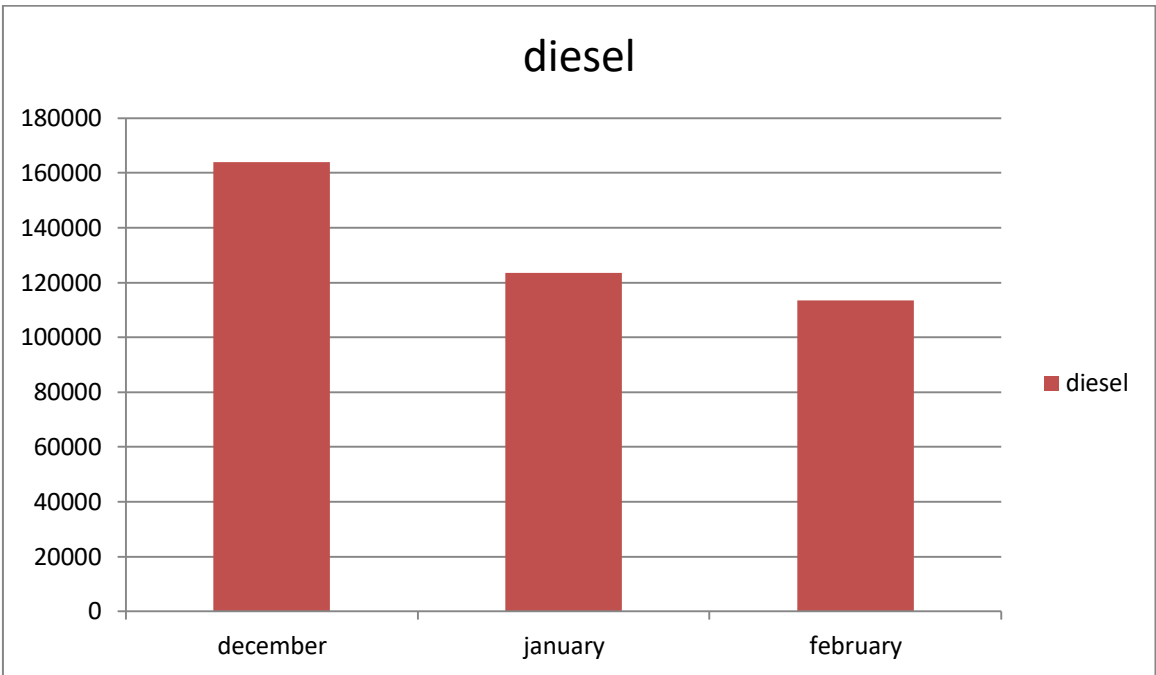
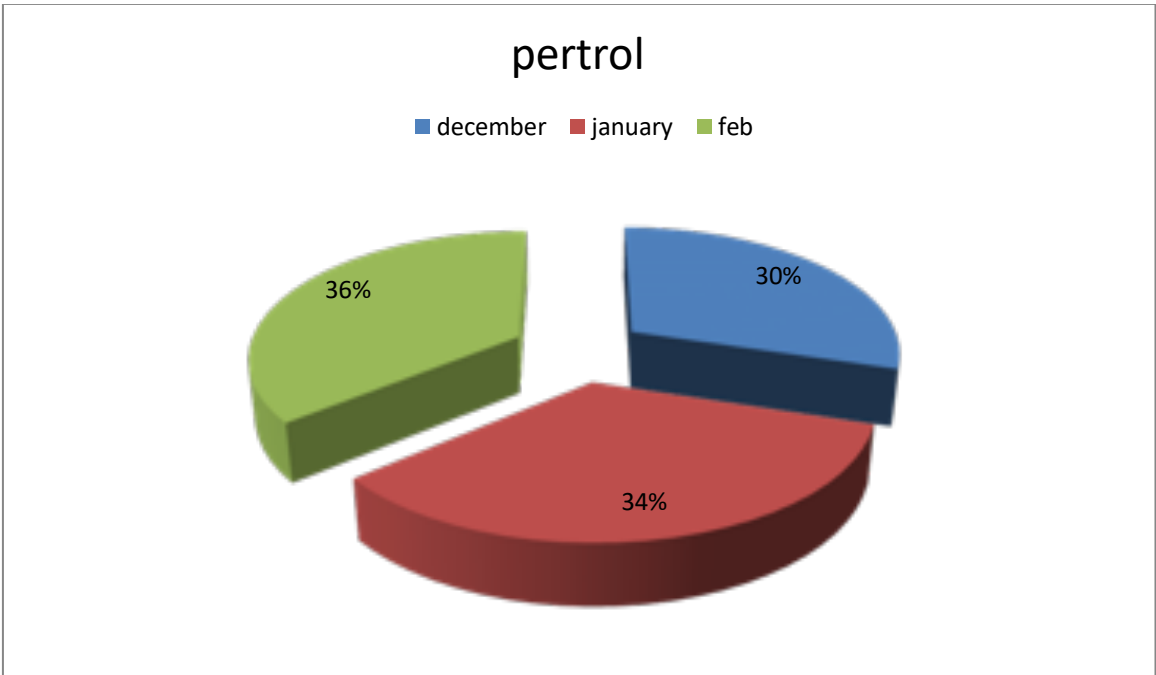
BPCL performs their work starting off from Monday till weekends. Under the Tar station only five employees are employed excluding the manager of the business.

Product that is (petroleum and diesel) is exported from Assam Numaligarh, where fuel tanks are hired by the Tir station for transporting fuel from one state to another. Moreover transportation charges are higher as the package has to travel a long distance to reach its destination.

Problems that arises in the gas station:

- . Transportation problem arises as the gas station does not owns its own fuel tanks
- . Competitors in the same business field
- . Customer's preferences
- . Performance of retailing mix and customer relationship





## **Interpretation of the above given data**

As presented in the above charts, this chart represents the various incomes that the business has earned on sales of their products that are petroleum and diesel. These charts also represent the various earning that the business has made in their monthly sale of their products.

As this BPCL gas station was a newly incorporated business which was established in the year 2021 on the month of August, and as presented in the above data the business didn't boom in the beginning of the journey instead the business suffered loss. This is a normal thing in business as you don't start making profit just because one has started a business. And from then on the ongoing months the business was slowly starting to get a hold of their business and was earning the income it needed and was slowly becoming more stable which is required for one to survive in this field.

As presented in the charts and figures above this figures represents the various percentage of income made or earned by the gas station in the course of seven months.

## **CHAPTER 3 – CONCLUSION**

### **1.1 Findings**

Some findings regarding the study are mentioned below

1. Competitors are less in the area where the business had been set up
2. Spot or area of the business, where it has been set up is a good position as passersby are high and availability free space area
3. Customers availability is infinite
4. Good road condition
5. Stability of the business is assured
6. Labor force employed is few compared to other gas station
7. There are only two petrol fueling pumps
8. It is still in an ongoing construction process

## 3.2 Suggestions

After going about some research, study and interview with the BPCL, some few points and feedbacks can be highlighted, regarding the gas station. Following the theory of SWOT that is Strength Weaknesses Opportunities and Threats there are some few points that I would like to highlight.

### 1. Strength

- . As the business is set up on an area where there are a high number of passersby they should try to use it to their own advantage
- . It is the only nearby gas station available, so it would be a plus point if they could attract more of the motor vehicles' users
- . It has freeway roads which interconnects different routes with the gas station

### 2. Weaknesses

- . Very few fuels pumps available for fueling fuels
- . Less number of employee's are dispatched for work
- . Online payment processes should be installed for quick payment and to cope up with the advance technologies

### 3. Opportunities

- . New businesses are under process near the area which is beneficial for them as it will attract more customers
- . With development taking place near the station and other parliament offices coming in it should try to earn a good image and reputation for itself as well
- . It can also help the other new businesses taking place near it to gain a suitable imagine of the gas station

### 4. Threats

- . With new business coming up near it should also keep in mind of the threats that this new businesses brings along with it
- . It should also keep in mind to make earnings in terms of profit to keep the business going

## **1.2 Conclusion**

BPCL or Tir Station which is a newly business which has been set up for only some months back an till now has been running smoothly so to say as of now. Although the station doesn't have a renowned name of itself till now may be in upcoming years it will have a renowned name of its own, and be known for its good services towards the customers.

Keeping in mind of all the other gas station been set up in Kohima it still took a risk of setting up a gas station near Secretariat road and have been performing well for the past few months which is a good sign of the business performing well. So a fair statement conclusion can be made or can be stated from business view point that it was right thing to set up a gas station despite the risk it has to face.

## **BIBLOGRAPHY**

### WORK CITED

The information provided above in the following chapters was collected both by primary source and secondary source.

#### Primary source

. Through personal interview with the manger and the employees of the gas the station

. Personal feedbacks from the customer's

#### Secondary source

. Financial Management by Shashi k Gupta

#### Website

1. <https://support.microsoft.com>
2. <https://www.visualcapitalist.com>
3. <https://oxbridgehomelearning.uk>
4. <https://www.goodreturns.in>
5. <https://www.nrl.co.in>
6. <https://scholar.google.com>



## Appendix





Fuel pumps currently available in the Bharat Petroleum Corporation Limited.

## Questionnaire

The main purpose behind this questionnaire was to analyze and study the BPCL gas station.

Answers regarding the based question are to be kept confidential and not to be disclosed to anyone

1. What form of business is it?
2. Income of the employees?
3. Income of the manager?
4. Total estimate of the capital incurred in setting up the business?
5. Whether income generation exceeds their estimations?
6. Transportation charges?
7. Expenditure incurred monthly or weekly?
8. Any future plan of establishing the business?
9. GDP implementation?
10. Different types of taxes paid
11. What are their weekly or monthly earnings?
12. Tons of fuel sold per day, weekly and monthly