FEASIBILITY STUDY

with Traditional outlets, Non traditional outlets & individuals to establish sanitary napkins supply chain management for adolescent girls and women

Study conducted in 18 intervention villages of Block Chinhat- Lucknow

Study period- August to September 2012

Under
Menstrual Hygiene management Project
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Background

Limited access to safe, affordable, convenient and culturally appropriate methods for dealing with menstruation has far-reaching implications for the rights and physical, social, and mental wellbeing of many women and adolescent girls in India especially in rural area. Recently in March 2012 Vatsalya with support from WaterAid conducted a study to assess the prevailing knowledge, attitude, practice and behavioural (KAPB) patterns among female members of the community regarding menstrual hygiene and management so as to identify the issues & challenges associated with the same. Some of the major conclusions of the KAPB study pronounce that-

* Only 6.9% of women in the community have use to sanitary napkins
* 37.5% of female respondents consider money as the hurdle for purchasing sanitary napkins whereas rest think awareness and accessibility is the biggest reason for not using sanitary napkins. Even if the napkins are made available at their doorsteps they would certainly not buy or use them into practice as they are simply do not how to use sanitary napkins
* Approximately 93.1% of women and adolescent girls in Chinhat Block of Lucknow resort to employ dirty rags and or cloths during their menstrual periods, because they just can’t afford sanitary napkins.
* Lack of access to sanitary products confines some women and adolescent girls at home during their periods, restricting their mobility and undermining their participation in education, economic and social activities. Under the proposed study we explored the acceptability & provision of availability of sanitary napkins for managing menstruation among girls and women.

Introduction: Menstruation, hygiene & management

Although adolescence is a healthy period of life it moreover brings forth another dimension of health i.e. reproductive health which most of the adolescent girls are ignorant. But apart from the scientific and medical hues and principles of endocrinology, the menstruation has been or rather is connoted and conferred with negative metaphors and fables euphemisms and phrases used as a linguistic substitutes which are handed from generation to generations maintaining the code of secrecy and social stigma under its sleeves, as menstrual hygiene and management is still an unrecognized issue of concern. Girls/women perceive such communiqués believing that the menstrual blood is dirty smelly unhygienic and unclean. With all these negative messages it is natural for women to hide their blood and throw it away as garbage. But menstruation is a natural physical process a harmless by product of a biological product.
The menstrual health is one of the major areas of concern in reproductive health affecting large number of women starting from their adolescence. The menstrual hygiene and management have direct consequences on fertility and reproductive tract infections respectively. During KAPB study it came out that 88% of respondents knew unhygienic practices leads to health problems out of which only 26% knew this can even lead to reproductive tract infection and 4% knew it leads to infertility. This means that people do not have complete knowledge that how harmful it is.

Though often not observed menstruation hygiene & management has an impact in form of growing waste problem in our country where adequate waste management infrastructure is absent (The issue of environment friendly disposal of napkins is absent from waste management training, infrastructure design and impact evaluation; as on an average a woman uses 15,000 sanitary pads (or any kind of absorbent used during menstruation, which if multiplied with number of females in reproductive age group in our country will cumulate into a huge amount) in her lifetime and throwing away 125 to 150 kilograms absorbents used during menstruation which chiefly end up in landfills, or as something the sewage treatment plants must deal with). Additionally due to its indirect effects on school absenteeism and gender discrepancy poor menstrual hygiene and management seriously hampers in realization of Millennium Development Goals for Universal education (MDG-2), Gender equality & women empowerment (MDG-3), Environmental sustainability (MDG-7) etc.

**Need of feasibility study- objective**

The objective/s of the study was

1) To investigate the availability of sanitary napkins in the operational villages of Block Chinhat

2) To regularize and establish the supply chain management in Block Chinhat so as to build a sustainable sanitary napkins outlets and consequently identify the focal points for such depots which are by far assessable to the beneficiaries

3) To observe social behaviour (of both male & females), myths around the subject of menstrual hygiene & management, and the dynamics behind purchase & disposal of sanitary napkins

4) Establish a feasible network to streamline the supply chain management in the intervention villages of block Chinhat
Study design

1) A common meeting was done with the core team regarding the questionnaire development

2) A questionnaire was developed in a meeting which was held with diverse agencies & Vatsalya project staff of breaking silence project, followed by research on different aspects of a supply chain management of sanitary napkins in rural community with questions reflecting the knowledge, attitude, practice and behaviour pertaining to the menstrual hygiene and management & factors affecting the demand & supply dynamics and management pertaining to the sanitary napkins

3) A separate questionnaire was made for TOs/NTOs and a guideline for conducting FGD was prepared. The field testing of questionnaire was also ensured. Correspondingly the inputs were incorporated in the same.

4) The field & project staff was entailed about the background of issue pertaining to the study so that credible and relevant depot holders can be identified so as to streamline the supply of sanitary napkins in operational villages of block Chinhat

i. **Sample size** – 64 (which included the under mentioned respondents)

ii. **Study duration** – August 2012 to September 2012

iii. **Area** – adjoining 18 operational villages in Chinhat Block of Lucknow district

iv. **Type of respondents** –

   o Traditional Outlets – chemists (It was proposed but as there were no chemists they were not part of the study. Ideally we thought to conduct interview with them)

   o Non Traditional Outlets – parlour, general stores, local shopkeepers, health care providers (ASHA & AWW worker)/those who had space and option was there to keep sanitary napkins and sell them

   o Peer from school going adolescent girls group- above 15 years

   o Peer from Non school going girls group- above 15 years

   o Peer from Women group – both married & unmarried
Methodology:

* The primary source of data emanated from field during the FGDs & interview with TOs & NTOs. The adopted methodology during the study was both more of qualitative in nature. A theme was prepared around which the information and views of the respondents were elicited via structured questionnaire in shape of personal interviews and intensive focused group discussions (FGD) that were conducted in 18 villages. Each session of FGD was carried out with specific respondents which are mentioned below.

* Focus group discussions was conducted with women groups/girls group on demand side & direct interview with Traditional Outlets/ Non Traditional Outlets owners at supply side respectively, so as to, to gain information regarding accessibility, availability and awareness on sanitary napkins in the community and also to identify at least 2-3 outlets in each village from a common consensus.

* FGD was conducted in 18 villages. In one day two FGDs were conducted in one village. For one village 2 focal points were selected. In big villages three focal points were made. Out of 2 one focal point was shopkeeper & other was from community. The concept of selecting two focal points as a depot for sanitary napkin was pre designed so as to cover and cater the need of entire population for the sanitary napkin.

The focal persons who agreed to keep sanitary napkins were questioned about their willingness to come for the training; while a point of space for a depot holder for the upkeep of sanitary napkins. The present study is relied on desk review from secondary sources, primary data collection by FGD and personal interviews with key respondents to yield both quantitative information and qualitative perceptions which will be the base of the study to guide us in the future intervention.

The questionnaire for TOs/NTOs & FGD focused on under mentioned themes exploring the various facets of the subject:

a. Perception (KAPB) around menstrual hygiene  
b. Health related issues  
c. Availability & kind of absorbents used during menstruation  
d. Related social practices of social exclusion
e. Availability of sanitary napkins - demand & supply
f. Need of sanitary napkins if available to the beneficiaries
g. Disposal of used napkins/absorbents

**Direct interview (Non traditional outlets- NTOs)**

* The direct interview was upheld with 12 Anganwadi workers & 8 ASHA (health service providers)

What we found:

1) Majority of stakeholders essayed that the usage of sanitary napkins in villages is quite low because of

   a. deficient knowledge in reference to the menstrual hygiene & management
   b. zero availability of sanitary napkins in our vicinity
   c. economic factor/s which prevents in procuring the former
   d. fewer demand for sanitary napkins in village
   e. girls feel shy and hesitate in purchasing or asking for sanitary napkins. Though married women ask their husbands to get sanitary napkins from market
   f. commercially available sanitary napkins are quite costly than the home made napkins which also adds to their predicament

2) Regarding the awareness generation for sanitary napkins in the village, the aforementioned stakeholders pronounced that they will certainly communicate the importance in usage of sanitary napkins during menstruation via mouth to mouth advocacy and holding community group meetings in villages.

3) During the discussion few women actively showed their interest and confidently came forward. For example: Smt. Rekha Gupta of Raitha village (ASHA) and Anganwadi helper from Munshikhedha village assured to employ their centre/s as a traditional outlet for dispensing the sanitary napkins.

**Direct interview (Non traditional outlets- NTOs)**

* The direct interview was upheld with **local 64 shopkeepers** of 18 villages, out of which 23 were female and three of them do the business of stitching & embroidery
**What we found:**

1) 44 shopkeepers asserted that they will maintain the stock for sanitary napkins at their shops, which according to them should be sold to both men & women irrespective of their gender roles/inhibitions

2) Pointing towards the dynamics of demand & supply, the shopkeepers emphasized that they never received any demand from the community regarding the availability of sanitary napkins at their outlets; hence they do not store & provide the same to the community. If the demand generates & comes to us then they will certainly start the supply management of napkins

**Focus group discussions**

**What we found:**

1) Out of majority of adolescent girls (92 in number) 85 girls asserted they shall buy sanitary napkins contrary to cosmetic substance (which they referred for the Fair & Lovely cream) if they have money for the same

2) It was found that some women/girls know the brands of sanitary napkins like stayfree, whisper etc. For say Ms. Poonam & Ms. Vandana (the adolescent girls from community who had come for FGD) shared that they got informed about the usage & name of sanitary napkins (like stayfree & whisper) from their television

3) During the discussion it came out that a common sanitary napkin pack comes in for rupees 22/- & 26/- at retail price. Most of the participants stated that they can sufficiently spend upto rupees 30-32/- on the aforesaid. They concluded that if the sanitary napkins are available to them via local purchasers then they the community members will certainly buy it for the purpose of managing the menstrual hygiene

4) FGD conducted in different villages shows that some stakeholders (irrespective of their gender identity) came upfront to support and be a part of and in building a sustainable outlet/depot for sanitary napkins while some remained reluctant

5) The shopkeepers during the discussion emphasized that if customers and their demand comes to them they will cater the supply of the sanitary napkins; and this was largely acceptable by all

6) The adolescent girls & women during discussion shared that it would be quite appreciative & acceptable of them if the sanitary napkins are only dispensed by female members of the
community contrary to men. So that the majority of beneficiaries can be at ease during the exchange

7) During the discussion it came out that primarily those shops should keep the sanitary napkins which are owned by the female members of the community, as it would become easier for beneficiaries to buy sanitary napkins from women contrary to the men

8) At some places it came forward that ASHA & AWW should not sell sanitary napkins because people would take it otherwise and think that such sanitary napkins are supplied free of cost

9) Selling should be done strictly on cash basis and not on credit sale

**Observation/s:**

* Minimal efforts by the manufacturers/companies have gone into the production and social marketing of low cost napkins/reusable absorbent materials (for menstruation) or something biodegradable etc.

* The efforts have been limited to commercial ventures are unable to market sanitary products that are affordable and accessible to the poorest of poor.

* Even though the taxes on spots have been axed by the government on sanitary napkins we still need to create a big demand for it. Since women and young girls do not understand the significance of the former in maintaining menstrual hygiene they are less aware and even lesser sensitized neglecting their well being. Consequently a limited supply results into reduced availability and accessibility.

* Women and girls (in rural areas) can afford to buy the sanitary napkins but absence of the supply of the former increase their ordeal

* People prefer to keep sanitary napkins which have wings, because they are better absorbent and provide much more safety

**Limitations of FGDs**

* Due to the non availability of chemists in the intervention community the views of the former could not be observed

* The findings which have come are the perceptions drawn from a smaller group

* All the departmental stores of the community were not selected for the study (keeping in mind only those who can take care of the napkins as per the size of the shops)
* Young adolescent girls (around 10-14 years) were not taken as a respondent, seeing onto their age. The information related to school, which came forward does not necessarily highlight the situation prevalent in schools of the interventional area because schools till class 8th standard are in the interventional area (where the study was conducted). Therefore the group discussion had to be conducted outside the intervention area.

**Outcome of the study**

* The supply chain management with the consensus of the community stakeholders (TOs/NTOs) has been established in the community

* 5 agencies (depot holders) have been established to meet the demand and cater the supply of sanitary napkins to the beneficiaries of the 18 operational villages of block Chinhat

  ○ The list of depot holders in 18 interventional villages of block Chinhat, which as following:

<table>
<thead>
<tr>
<th>S. No.</th>
<th>Panchayat</th>
<th>Village</th>
<th>1st Depot holder (Name / Contact Number)</th>
<th>2nd Depot Holder (Name / Contact Number)</th>
</tr>
</thead>
<tbody>
<tr>
<td>01.</td>
<td>Laxmipur</td>
<td>kodhri</td>
<td>Ramadevi</td>
<td>Shashi Verma</td>
</tr>
<tr>
<td>02.</td>
<td>Laxmipur</td>
<td>Kamlabad</td>
<td>Ramadevi Rawat</td>
<td>Anita</td>
</tr>
<tr>
<td>03.</td>
<td>Laxmipur</td>
<td>Meena Mishra</td>
<td>Keshkali</td>
<td></td>
</tr>
<tr>
<td>04.</td>
<td>Duggaur</td>
<td>Dubaila</td>
<td>Gadiya</td>
<td>Kamlesh</td>
</tr>
<tr>
<td>05.</td>
<td>Duggaur</td>
<td>Duggaur</td>
<td>Vidya Singh</td>
<td>Sangita Singh</td>
</tr>
<tr>
<td>06.</td>
<td>Beerampur</td>
<td>Meena</td>
<td></td>
<td></td>
</tr>
<tr>
<td>07.</td>
<td>Duggaur</td>
<td>Shivkumari</td>
<td></td>
<td></td>
</tr>
<tr>
<td>08.</td>
<td>Borumau</td>
<td>Lisawati</td>
<td></td>
<td></td>
</tr>
<tr>
<td>09.</td>
<td>Borumau</td>
<td>Meena</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10.</td>
<td>Borumau</td>
<td>Munshikveda</td>
<td></td>
<td></td>
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<tr>
<td>11.</td>
<td>Dhatingra</td>
<td>Dhatingra</td>
<td>Ranjita</td>
<td>Premadevi</td>
</tr>
<tr>
<td>12.</td>
<td>Dhatingra</td>
<td>Basawanpur</td>
<td>Kusma</td>
<td>Gayatri</td>
</tr>
<tr>
<td>13.</td>
<td>Dhatingra</td>
<td>Samadhanpur</td>
<td>Sarvesh</td>
<td>Kiran</td>
</tr>
<tr>
<td>14.</td>
<td>Paschim Gaon</td>
<td>Paschim Gaon</td>
<td>Indrawati</td>
<td>Rani Rawat</td>
</tr>
<tr>
<td>15.</td>
<td>Khanipur</td>
<td>Meena</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16.</td>
<td>Raitha</td>
<td>Baisanbagh</td>
<td>Kamla</td>
<td>Parvati</td>
</tr>
<tr>
<td>17.</td>
<td>Raitha</td>
<td>Astal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18.</td>
<td>Raitha</td>
<td>Sunita</td>
<td></td>
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To build the understanding & capacities of the identified stakeholders on the subject of menstrual hygiene & management a

**Two days depot holder/s training workshop** (was conducted in Lucknow)

**The major highlights are as following**

<table>
<thead>
<tr>
<th>Date</th>
<th>Venue</th>
<th>Nature of participants</th>
<th>Total no. of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>14th &amp; 15th</td>
<td>Sehbgagi Shikshan Kendra, Sitapur road- Lucknow</td>
<td>Community members TOS/NTOs</td>
<td>35</td>
</tr>
</tbody>
</table>

**Agenda:**

1) Menstrual hygiene & management- scientific information
2) How to manage menstruation- sanitary & homemade napkins (brands & options available)
3) Benefits and barriers in purchasing sanitary napkins
4) Benefits and barriers in selling sanitary napkins
5) How can sanitary napkins help in reducing health hazards – RTI
6) Demonstration of sanitary napkins manufactured by HLFPP – Product/ cost/distribution/profit margin
7) How to use sanitary napkin – Demonstration
8) Things that should be taken care off while selling sanitary napkins – key messages that needs to be given
9) How can sale of sanitary napkins increased
10) Essentials of good leadership
11) How to form a group, regularize the meetings, experience sharing and its benefits
12) Supply chain for selling sanitary napkins and profit margin
13) Stock keeping and necessary record maintenance
14) Demonstration of sanitary napkins manufactured by HLFPP – Product/ cost/distribution/profit margin
15) Strategic Programme Planning

**Objective of training:**

The purpose of the training was-
To build capacity of selected community members (from the 18 villages itself) on the subject of menstrual hygiene & management and how to administer the sanitary napkin depots in the concerned villages of block Chinhat

* To make them understand how to facilitate in bridging the gap between the demand & supply side pertaining to the availability of the sanitary napkins in the villages

* To build the capacity of partakers (TOs/NTOs) for stock keeping & basic accounting

* To provide counselling regarding safe sanitary practices to every buyer

**Sharing of KAPB study report:**

Ms. Divya Chaddha (project coordinator- breaking silence project) welcomed the participants and shared the major findings of the KAPB study report (which was conducted in block Chinhat itself). The lady essayed about various issues related to the menstrual hygiene under following heads-

* Basics of menstrual hygiene management or menstruation in particular

* Lack of correct information from credible sources on viable alternatives enforce unhealthy mal practices among adolescent girls and women

* Unhygienic menstrual practices lead to health problems like reproductive tract infections

* Social stigma, cultural myths & stereotypes prevalent in the community influence practices & behaviour directed towards menstruation

* Adolescence, school dropouts & menstruation

* Types of absorbents/sanitary material/napkins used during menstruation and their disposal

**Display of sanitary napkins:**

Mr. Narendra from Hindustan Latex shared & displayed the sanitary napkin named SAKHI to the partakers. He said that the company is making the low cost sanitary napkins for the beneficiaries so that the demand side can easily avail them and without any economical constraint. He further asserted that the buying & the selling price for a sanitary packet is rupees 15/- & 20/- respectively.

**Introduction to menstruation:**

* The session was initiated by Ms. Neelima Singh (IEC specialist & training coordinator - breaking silence project). The lady explained that the menstruation or the monthly shedding of uterine lining is the visible portion of a woman's menstrual cycle. Using an average of four days per
period most girls undergo days of menstrual cycle in a year totalling 13 cycles per year. In order for women and girls to live healthy productive and dignified lives it is essential that they manage menstrual bleeding effectively. This requires access to appropriate water sanitation and hygiene services including clean water for washing clothes used to absorb menstrual blood and having privacy to change dry or dispose sanitary pads, and access to information to understand the menstrual cycle and how to manage menstruation hygienically.

* Following the same Ms. Mala Singh (Community mobilizer- breaking silence project) with the aid of apron described the process of menstruation and how does it occurs in form of cyclical form.

* The partakers were divided into four groups and card game was played with them to increase their understanding on the subject and perceptions related to it.

* Ms. Mala Kashyap demonstrated an exercise to the partakers so that they can learn a soft technique of pain management during menstruation. Discussion was also made on how to maintain menstrual hygiene.

* Ms. Neelima Singh entailed the participants about the importance of maintenance of hygiene (including hand wash) during menstruation and the dietary supplementation & its need during/post menstruation.

**Disposal of sanitary napkins:**

The participants were entailed to adopt the correct practice to dispose the sanitary napkins in a dustbin or should be grounded in soil. As mostly observed they should not be disposed openly as they will serve as a reservoir of infection/pollutant for the environment, exclaimed Ms. Neelima Singh during the workshop.

**Sanitary napkin depot centre:**

It was decided in the training that for 18 village’s 36 depot centres will be formed. At the under mentioned Gram Panchayat of Chinhat block the complete stock of the sanitary napkins will be dispatched via HLFPPT organization (which was selected unanimously by the partakers as the product of the former was not only cost effective but manifolds superior in quality contrary to products of other companies*), from where the depot holders can ensure and take delivery of the same- which are as following:
<table>
<thead>
<tr>
<th>S. no.</th>
<th>Name of Gram Panchayat</th>
<th>Accountable person</th>
<th>Nature of stakeholder</th>
</tr>
</thead>
<tbody>
<tr>
<td>01.</td>
<td>Dhatingra</td>
<td>Smt. Prema Devi</td>
<td>Anganwadi helper</td>
</tr>
<tr>
<td>02.</td>
<td>Lakshmipur</td>
<td>Smt. Vimla w/o Ramratan</td>
<td>Community member</td>
</tr>
<tr>
<td>03.</td>
<td>Duggaur</td>
<td>Smt. Vidyawati</td>
<td>Community member</td>
</tr>
<tr>
<td>04.</td>
<td>Raitha</td>
<td>Smt. Sunita Gupta</td>
<td>Shopkeeper</td>
</tr>
<tr>
<td>05.</td>
<td>Bauramau</td>
<td>Smt. Ranjana Dixit</td>
<td>Panachayat Motivator</td>
</tr>
</tbody>
</table>

During the event Mr. Kartik Sharma of Sarthi development foundation demonstrated their sanitary product named Garima, with a buying & the selling price for a rupees 13/- & 15/- respectively.

**Formation of groups & roles of depots:**

During the event the groups were formed. The partakers were acknowledged about the essence and quality of leadership. It was further opined that the stakeholders will conduct a community meeting at their Panchayat with the community members regarding the subject and share their experiences on the same. Thus sensitizing and promoting the awareness in community. The following weekdays for the meetings were recorded which are as following:

<table>
<thead>
<tr>
<th>S. no.</th>
<th>Name of Gram Panchayat</th>
<th>Weekday</th>
<th>Venue</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>01.</td>
<td>Dhatingra</td>
<td>2nd Saturday of month</td>
<td>At Panchayat Bhawan</td>
<td>11 to 12 pm</td>
</tr>
<tr>
<td>02.</td>
<td>Bauramau</td>
<td>2nd Friday of month</td>
<td>At community temple</td>
<td>11 to 12 pm</td>
</tr>
<tr>
<td>03.</td>
<td>Raitha</td>
<td>3rd Monday of month</td>
<td>At Sunita’s home</td>
<td>12 to 2 pm</td>
</tr>
<tr>
<td>04.</td>
<td>Duggaur</td>
<td>3rd Friday of month</td>
<td>At Viadyawati’s home</td>
<td>11 to 12 pm</td>
</tr>
<tr>
<td>05.</td>
<td>Lakshmipur</td>
<td>2nd Wednesday of month</td>
<td>At Panchayat Bhawan- Kodri</td>
<td>11 to 12 pm</td>
</tr>
</tbody>
</table>

It was certained that the role of the sanitary napkins depot holders will be to:

* Ensure the supply chain management
* Counsel community members (esp. Adolescent girls & reproductive age group women) about menstrual hygiene & management
* Deliver important massages pertaining to the subject in various context (which has been discussed earlier)
* Demonstrate the usage of sanitary napkins as per the need
* Demonstrate how to make homemade sanitary napkins to those who are not willing to purchase sanitary napkin or if they cannot afford

*Note: 1st stock with 21 pair of sanitary napkins was kept by Vatsalya at the outlets of the depot holders while one has been advised to be kept in reserve for demonstration to the beneficiaries*
**Maintenance of records:**

The partakers were acquainted about the nitty-gritty associated in maintaining the stock register and further oriented upon how to update the same.

**Rules for sale and purchase:**

Provisions regarding the sale & purchase of the sanitary napkins were made in the event which is as following:

* The selling & buying price of the sanitary napkins will be rupees 15/- & 20/- respectively
* Every sale & purchase record will be maintained/documentated
* The capital gain from the sale of sanitary napkins will be reserved in a different box
* Every depot holder will upkeep the advisory booklet for the visitors/customers
* The work/responsibility taken by the depot holders need to be accomplished sincerely
* Deliver the learning/s received in the training to the community members during monthly meetings in villages

**Outcome of two days training:**

After two days training participants were fully sensitized on the issue of menstrual hygiene and management and had build a positive approach towards the subject.

Asking the partakers whether to sell the sanitary napkins by wrapping in paper or black packet/polythene, very unanimously Smt. Raitha Singh of Raitha village voiced “हम तो काली झिल्ली में नहीं बेचते” as this would help in demystifying the stigma associated with the subject and correspondingly in breaking the silence around MHM- menstrual hygiene & management.
Strategy outlined for establishing the supply chain management in operational villages of block Chinhat

MANUFACTURER/retailer

IDENTIFIED COMMON OUTLET

District level

Panchayat level

Village level

WOMEN/ GIRLS

SUPPLY CHAIN MANAGEMENT FOR SANITARY NAPKINS
<table>
<thead>
<tr>
<th>S.no</th>
<th>Name of Company</th>
<th>Product</th>
<th>Feedback</th>
<th>Contact Person</th>
<th>Contact number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Shanti Surgicals Pvt. Limited</td>
<td>sanitray napkins without wings</td>
<td>Properties: Properties: • 100% cotton core (made up of completely natural fibres) • Highly absorbent • No wet feeling • No synthetic layer • Blue shield to stop leakage • With belt &amp; without belt Packing Details : • Packed in packets of 10 pads Applications: • Especially made for use in maternity cases Rs. 26 - 8 napkins AS THE NAPKINS WERE QUITE EXPENSIVE SO IT WAS NOT SELECTED</td>
<td>Mr. Sanket Kheria (Manager)</td>
<td>9956291891</td>
</tr>
<tr>
<td>2</td>
<td>Hindustan Latex Family Planning Trust</td>
<td>Sakhi - Sanitary Napkins without wings</td>
<td>Rs. 15 - 8 napkins. Napkin is smooth, soft, cottony cover, 18 leak lock channel, anti stain sheet, super absorbency, wide adhesive strips hold the pad firmly, keeps you protected. As the product was found to be best so it was selected</td>
<td>Swati Verma</td>
<td>9935960444</td>
</tr>
<tr>
<td>3</td>
<td>Sarthi Foundation</td>
<td>Sanitary Napkins without wings</td>
<td>Made from wood pulp, pads are sterilized, operated by SHG group Rs. 13 - 6 pads. As the quality was not up to mark sanitary napkin was not selected</td>
<td>Mr. Karteken</td>
<td>9838047891</td>
</tr>
<tr>
<td>4</td>
<td>Central Institute Of Medicinal And Aromatic Plants</td>
<td>Sanitary Napkins without wings</td>
<td>Technology for producing low cost sanitary napkins.</td>
<td>Dr. Bansal</td>
<td>9739032802</td>
</tr>
</tbody>
</table>
| 5 | Miracle Healthcare Pvt. Ltd. | Tension free - Sanitary Napkins without wings & with wings | Superabsorbent pads with wings and without wings sold
1. Regular napkins at MRP Rs. 26 in which 6 napkins are there 2. With wings Rs. 22 with 8 pads 3. With wings superabsorbent Rs. 26 - 8 pads. Along with this maxi and ultra thin are also manufactured **AS THE NAPKINS WERE QUITE EXPENSIVE SO IT WAS NOT SELECTED** | Mr. Vishal Kesarwani | 8381983083 |
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<tbody>
<tr>
<td>6</td>
<td>R.S. General Stores</td>
<td>Stayfree - Sanitary napkins</td>
<td>Rs. 8.92 - 4 napkins and Rs. 19.65 - 8 napkins <strong>AS THE NAPKINS WERE QUITE EXPENSIVE SO IT WAS NOT SELECTED</strong></td>
<td>Mr. Singh</td>
<td>4022325</td>
</tr>
</tbody>
</table>
Pictures of Training

Ms. Divya entailing the objective of w/s

Ms. Nilima addressing the issue of MHM with partakers

Ms. Mala addressing process of menstruation

Depot holders testing sanitary napkins

Demonstration & disposal of sanitary napkin

Smt. Kumkum Tripathi addressing depot holders
Pictures of feasibility study