



BLOOM

Balmer Lawrie Online Monthly Bulletin

Vol. 7 Issue 3

March 2016

EDITORIAL

Come March and we all gear up to welcome the new Financial Year. We've been doing well in the last three quarters; however, we need to constantly align ourselves with the organizational goals to better our performance year on year. Let's wish for a great year ahead for our Business Units and hope we get to witness more and more growth opportunities. Customer satisfaction, cost consciousness, quest for high quality and leveraging technology should be our focus always.

The Company announced the third quarter results as per the accounts adopted for the quarter ending 31st December 2015. The results were approved by the Board in its Meeting held in Kolkata on 10th February 2016. The total income for the third quarter registered a decline of 9.8% quarter on quarter and stood at Rs. 663.68 crores as compared to the same period last year. The Profit Before Tax (PBT) saw a gain of 1% and rose to Rs. 51.24 crores for the quarter ended 31 December 2015 as compared to Rs 50.73 crores for the same quarter last year. Correspondingly, the net profit (PAT) during the quarter decreased by 8.9% to Rs. 33 crores compared to Rs. 36.24 crores for the corresponding period last year. The net income for the nine-month period ended 31 December 2015 stood at Rs. 2050.04 crores, a decrease of 3.59% over Rs. 2126.42 crores in the corresponding period last year. PBT for the nine-month period increased by 27.50% to Rs. 148.21 crores as compared to Rs. 116.24 crores in the same period last year.

For Balmer Lawriens the first three months of the calendar year just flew, commencing with preparations for the Foundation Day, followed by the actual celebrations and then looking forward to the Safety Week events in March. We will bring you glimpses of the Safety Week programs held at our different plants and locations to enhance awareness on safety, in the next issue of BLOOM.

With the onset of spring, the earth is adorned with varied colours of nature and we all gear up to celebrate the beautiful and colourful festival of Holi. This year Holi will be celebrated on 23rd & 24th March. BLOOM wishes you and your family a very Happy and colourful Holi!



Do not hesitate to mail your feedback, contributions and suggestions to mukhopadhyay.mohar@balmerlawrie.com.

Mohar



Industrial Packaging (IP), Chittoor was declared the Best Unit for the Year 2014-15. The award was given away by Mr. Prabal Basu, C&MD in the presence of Mr. Sothi Selvam, Director [Manufacturing Businesses], on 2nd March at Mumbai. Congratulations to the team!

Since its inception in the year 2010, IP, Chittoor has been a key driver in the growth of the SBU. Situated in an environment friendly and pollution free location, the plant manufactures 210 ltrs as well as specialised 235 ltrs OH, OHIP and TH barrels. The factory, predominantly catering to the fruit pulp industry, manufactured 2.90 lakh OHIP barrels in the year 2014-15 during the fruit season; an increase of 45% over the previous financial year. The plant recorded highest production of 4635 barrels and highest despatch of 6097 barrels on 31st May, 2014 and 14th June 2014 respectively. This was the highest production and despatch that the plant achieved on a single day. The well-equipped Chittoor plant has met the demands of its sensitive customers successfully through quality production. The plant is efficiently being operated and managed by a small energetic team which continuously strives to deliver their best. The team successfully used 3500 rejected tall sheets to produce OHIP barrels, thereby, saving Rs. 10 lacs. IP, Chittoor is the only Balmer Lawrie plant with women working on the shop floor; an apt example of gender diversity. The plant has also helped to create job opportunities for around 150 rural families, thus, providing long term economic sustenance. In keeping with the environment friendly location of the plant, IP, Chittoor follows firm health and environment best practices. The plant disposed of all unused old machineries and assets. The division does not hold even a single metric ton of rejected sheet. IP, Chittoor is continuously focussed on adopting best practices and providing quality products to its customers.



The Mumbai Branch of Logistics Services, comprising Ahmedabad, Goa, Pune and Andheri Offices was declared the Best Branch for the Year 2014-15. The award was given away by Mr. K Swaminathan, Director [Service Businesses] on 26th February at Mumbai. The Branch achieved a Turnover of INR 102 Crores, which is was the highest ever recorded by a Branch of the SBU. Congratulations Team Mumbai!



Travel & Vacations, Trivandrum won the Best Performer 2014-15 Award for Domestic Sales given away by Air India as part of the Travel Agency Awards, in a function held on 25th February 2016.

Accolades for Travel & Vacations, Chennai

An appreciation letter dated 13th February 2016 was received by Mr. K Swaminathan, Director [Service Business] from the Defence Services Staff College [DSSC], Wellington recently. In the letter, Mr. M Prabhakar, Chief Manager, T&V - Chennai and his team comprising Ms. Latha Parthasarathy, Manager [T&V] and Mr. Munnikrishnan, Dy. Manager [T&V], were highly appreciated for successfully conducting tours for the Officers of the College. These domestic group tours covered different destinations and were spread over August, September & October 2015 and January 2016. The letter highlights the complexities involved in the tours such as fluctuating strength of the officers, weather conditions affecting the movements and other challenges. Mr. Prabhakar and his team were praised for their commendable performance, professionalism and efficient management of the tours. The tours of DSSC are conducted every year and Balmer Lawrie has been providing support unstintingly, as DSSC and other defence organisations are our extremely valued customers.



In the Annual Cultural Program of the General Practitioners Association, Pune held in end of January 2016, T&V, Pune put up a stall to showcase the Vacations Exotica holiday packages. The response was good and our stall was visited by celebrities like Ms. Prajakta Mali, a well-known Marathi Actress and others.



A group tour to Mauritius for Doctors representing General Practitioners Association and their family members was organized by T&V, Pune in the month May 2015. The Doctors were very happy with the vacation and praised the arrangements made during the tour, which they felt were very good and cost effective.



T&V, Delhi successfully organized roadshows in the premises of Oil India Ltd., Noida on 24th February and RBI Officer's Colony, Vasant Vihar, New Delhi on 28th February. The roadshows are an endeavor to reach out to customers at their doorstep and showcase our various holiday packages.



SBU: Logistics participated in the 6th edition of the biennial air cargo event, Air Cargo India held from 23rd to 25th February at the Grand Hyatt, Mumbai. BL's stall at the event had good footfall. Air Cargo India provides a platform for decision makers and players from the air cargo industry to showcase their products and capabilities.



On 2nd & 3rd February 2016 a Channel Partners Meet was organised at G&L, Silvassa for the Industrial Distributors of the Northern Region. 11 distributors participated in the Meet and was highly impressed with the manufacture and testing of lubricants at our state-of-the-art lubricants plant. The team of distributors was taken for a visit to Dudhani as well.



SBU: G&L participated in the 18th Lubricating Grease Conference and Meet organized by National Lubricating Grease Institute, India Chapter at Aamby Valley City, Lonavala from 5th to 7th February 2016. A stall was put up and four papers were presented. Details of the paper presentations are as follows:

- **Development of Advanced Calcium-Lithium Soap Grease with Minimum Uses of Lithium Hydroxide** - Dr. Ashok Kumar Goyal, N. Parameswaran, Dr. Balaram Ghosh, Ananda Sengupta (MG 9961)
- **Development of Extreme Pressure Greases based on a novel ecofriendly Extreme Pressure Additive** - N. Parameswaran, Dr. Ashok Kumar Goyal, Soumya Banerjee, G.S. Manna, Dr. Balaram Ghosh & Ananda Sengupta (MG 9734)
- **Characterization of Synthetic Ester Base Fluids used in Synthetic Lubricants** - S. Murali, Anup Kumar Bhattacharya, Tamajit Biswas, Dr. Balaram Ghosh & Ananda Sengupta (MG 9940)
- **A Case Study for Special Li-Complex Soap Grease with Improved Performance Characteristics in Vibratory Screen Bearings Lubrication in Coal Handling Unit of Captive Power Plant** - Sandip Ranjan Dasgupta, Sushanta Kumar Roy, Soumya Banerjee, Dr. Balaram Ghosh and Ananda Sengupta (MG 9939)



SBU: IP Participated at the Food Processing Conclave – Make in Bengal on the 5th February 2016 at Kolkata. The conclave was a good opportunity for Team IP to interact with few of our esteemed customers like Kaventor, Kejriwal and Cargil.



SBU: LC participated in the 50th Leather Research Industry Get-together (LERIG) 2016, an international event, organized by CSIR-CLRI at the Triple Helix auditorium, Chennai on 30th January 2016. A paper on "GREEN CHEMICALS FOR CLEAN AND SUSTAINABLE LEATHER PROCESSING" was presented by Mr. J K Basu and Dr. Vijaybhaskar. Mr. D Sothi Selvam, Director [Manufacturing Businesses] and Mr. R M Uthayaraja, COO [LC] was present on this occasion.



SBU: LC participated in the India International Leather Fair (IILF) 2016 at Chennai ITPO, organized from 1st to 3rd February 2016. Balmer Lawrie put up a stall to showcase the various leather chemicals developed in-house and promote the BL brand in the Leather Industry. The stall was appreciated and we received good response from national and international customers and other stakeholders.



The Annual Sports Meet of the Balmer Lawrie Recreation Club, Kolkata was organized on 14th February 2016 at the Calcutta University Ground. The Meet was inaugurated by Mr. Prabal Basu, C&MD in the presence of the Directors and Senior Officials of the company and the participants. Various events were organised and the winners were given away prizes. There was a huge gathering at the ground comprising members and their families. Overall it was a day full of fun and everyone enjoyed thoroughly.



In keeping with the various Employee Welfare and HSE initiatives, a medical room was inaugurated on 1st February 2016 at our Ballard Estate Office in Mumbai by COO[IP] and COO[T&V]. The room is well equipped to take care of medical emergencies and is used by the visiting doctor for consultation.



As a part of the Swachh Bharat Abhiyan initiatives Balmer Lawrie has set up a Composting Unit at Victoria Memorial, which was inaugurated by Mr. Prabal Basu, C&MD, the Chief Guest of the function. The Unit named as "Foodie" is Kolkata's first of its kind Composting Unit and Solid Waste Management System.

Ms. Manjusha Bhatnagar, Director [HR&CA], Balmer Lawrie was the Guest of Honour. Present on the occasion were Mr. K Swaminathan, Director [Service Business] and Dr. Jayanta Sengupta, Secretary & Curator, Victoria Memorial.

The Composting Unit is equipped with cutting-edge technology and has a capacity to treat 500kg of organic waste daily. Speaking on the occasion Mr. Prabal Basu, C&MD, Balmer Lawrie said that this initiative is a good example of solid waste management and such a model needs to be replicated across the city. This will help supplement our Hon'ble Prime Minister, Shri Narendra Modi's ongoing initiative of Clean India Campaign and Balmer Lawrie is pleased to be able to contribute towards this nationwide cleanliness drive titled Swachh Bharat Abhiyan. The Composting Unit helps to recycle the waste to generate organic manure. Thus the waste is prevented from being sent for landfill, reducing air and soil pollution to a great extent. Dr. Jayanta Sengupta, Secretary & Curator, Victoria Memorial appreciated the efforts of Balmer Lawrie in setting up the Composting Unit. He stated that the compost produced from organic waste is rich in soil nutrients and will be used in-house for gardening thus saving a huge amount spent on fertilizers. He added that Victoria Memorial is one of the important tourist spots attracting huge footfalls daily and with the installation of the Composting Unit, the organic waste collected can be recycled and reused as manure.



As part of our CSR initiatives under the Swachh Bharat Abhiyan Balmer Lawrie has sponsored the construction of a Water Storage Tank at Padghe Village, Taloja, Navi Mumbai in association with Rotary Club of Industrial Town, Panvel. Mr. Prabal Basu, C&MD and Mr. Prashant Thakur, MLA, Panvel inaugurated the Water Storage Tank on 4th March 2016. The Guests of Honour Ms. Manjusha Bhatnagar, Director [HR & CA], Mr. D Sothi Selvam, Director [Manufacturing Businesses], Dr. Girish Gune, PDG- Dist. 3131 and Mr. D N Tetgure, BDO Panchayat Samiti, Panvel were also present on the occasion. The Water Storage Tank with a capacity of 150,000 litres will benefit 10,000 villagers of Padghe Village, which is situated near the Company's High Throughput Barrel Manufacturing Plant at Taloja, Navi Mumbai. This facility will play an important role in reducing the problem of water supply in the village in turn improving sanitation and quality of life of the people. The implementation partner, Rotary Club of Industrial Town, Panvel, executed the project on time.

कार्मिक सूचना - फ़रवरी 2016 / Personnel Information - February 2016

स्थानान्तरण / Transfer

श्री सुभाष तनाजी अगवाने, प्रबन्धक [मा.सं.], क्षेत्रीय मा.सं. - पश्चिम, मुंबई को संबद्ध सेवाएं - चेन्नई में प्रबन्धक [मा.सं.] के रूप में स्थानान्तरित किया गया ।

Mr. Subhash Tanaji Agawane, Manager [HR], Regional HR - West, Mumbai has been transferred to Associate Services - Chennai as Manager [HR].

श्री किरण डमगल्ला, सहायक प्रबन्धक [ओसन], लॉजिस्टिक्स – दिल्ली को लॉजिस्टिक्स - हैदराबाद में सहायक प्रबन्धक [ओसन] के रूप में स्थानान्तरित किया गया ।

Mr. Kiran Damagalla, Asst. Manager [Ocean], Logistics - Delhi has been transferred to Logistics - Hyderabad as Asst. Manager [Ocean].

आपको नए कार्यभार की शुभकामनाएं।

Wish you all the best in your new role!

विदाई / Farewell



श्री आनंद सेनगुप्ता, कार्यपालक निदेशक, एसबीयू : ग्रीसेस & लुब्रिकेंट्स लगभग 15 वर्षों की सफलतापूर्वक सेवाएं संपूर्ण कर 29 फ़रवरी, 2016 को सेवानिवृत्त हो गए ।

Mr. Ananda Sengupta, Executive Director, SBU: Greases & Lubricants superannuated on 29th February, 2016 after successfully completing around 15 years of service.

हम आपके भविष्य की मंगलमय कामना करते हैं।

We wish you all the best in your future life.

नए सदस्य / New Member



श्रीमती संगीता बरुआ की नियुक्ति 1 फ़रवरी, 2016 को ट्रेवल & वेकेसंस, गुडगाँव में उप प्रबंधक [कार्यान्वयन] के रूप में हुई ।

Ms. Sangita Baruah joined Travel & Vacations, Gurgaon as Dy. Manager [Implementation] on 1st February, 2016.



श्री अर्जुन वर्मा आर की नियुक्ति 10 फ़रवरी, 2016 को इंडस्ट्रियल पैकेजिंग, तलोजा में सहायक प्रबंधक [उत्पादन] के रूप में हुई ।

Mr. Arjun Varma R joined Industrial Packaging, Taloja as Asst. Manager [Production] on 10th February, 2016.



श्री श्रीकान्त श्रीधर की नियुक्ति 22 फ़रवरी, 2016 को कॉर्पोरेट एचआरडी, कोलकाता में सहायक प्रबंधक [मा.सं.] के रूप में हुई ।

Mr. Srikanth Sridhar joined Corporate HRD, Kolkata as Asst. Manager [HR] on 22nd February, 2016.



श्रीमती रिधि शर्मा की नियुक्ति 1 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, दिल्ली में अधिकारी [टी&वी] के रूप में हुई ।

Ms. Ridhi Sharma joined Travel & Vacations, Delhi as Officer [T&V] on 1st February, 2016.



श्री सुरेन्द्र कुमार की नियुक्ति 1 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, दिल्ली में अधिकारी [यात्रा] के रूप में हुई ।

Mr. Surender Kumar joined Travel & Vacations, Delhi as Officer [Travel] on 1st February, 2016.



श्रीमति ज्योति मेहरा की नियुक्ति 1 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, दिल्ली में कनिष्ठ अधिकारी [यात्रा] के रूप में हुई ।

Ms. Jyoti Mehra joined Travel & Vacations, Delhi as Jr. Officer [Travel] on 1st February, 2016.



श्री शशिकुमार एस एम की नियुक्ति 24 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, बंगलोर में कनिष्ठ अधिकारी [यात्रा] के रूप में हुई ।

Mr. Shashikumar S M joined Travel & Vacations, Bangalore as Jr. Officer [Travel] on 24th February, 2016.



श्री जॉर्ज डैन साइमन की नियुक्ति 26 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, मुंबई में कनिष्ठ अधिकारी [चैनल] के रूप में हुई ।

Mr. George Dan Simon joined Travel & Vacations, Mumbai as Jr. Officer [Channel] on 26th February, 2016.



श्री सुमीत परमेश्वर अंभोर की नियुक्ति 26 फ़रवरी, 2016 को ट्रैवल & वेकेसंस, मुंबई में कनिष्ठ अधिकारी [विक्री] के रूप में हुई ।

Mr. Sumeet Parameshwar Ambhore joined Travel & Vacations, Mumbai as Jr. Officer [Sales] on 26th February, 2016.

*बामर लॉरी परिवार में आपका स्वागत है एवं आपलोगों को हार्दिक शुभकामनाएं ।
Welcome you to the Balmer Lawrie family and wish you all the best!*