

BALMER  
LAWRIE

ONLINE

MONTHLY

BULLETIN

BLOOM



## EDITORIAL



The new financial year commenced on a positive note with the HR team organising the Town Hall meetings, a forum where C&MD and Directors interact with all Executives and Officers of the company. The meetings are being held over the month of May and we will bring you details in the June 2019 issue of BLOOM. Balmer Lawrie is the founding member of the UN Global Compact in India. The Communication of Progress and the Message of Continued Support to Global Compact from C&MD was uploaded on our website in the end of April 2019. Take a look to know about the good work we are doing in the areas of CSR, HSE and Sustainability.

The United Nations Environment Programme (UNEP) organises the World Environment Day (WED) every year on 5<sup>th</sup> June, which encourages global awareness and action for the protection of the environment and our planet. Over 100 countries around the world celebrate WED since its commencement in 1974. In 2019, China will host the global WED celebrations on the theme, 'Air Pollution'.



All of us are aware about the concern of air pollution today. We can't stop breathing, but we can do something about the quality of air that we breathe. Approximately 7 million people worldwide die prematurely each year from air pollution, with about 4 million of these deaths occurring in Asia-Pacific. On WED 2019 governments, industry, communities and individuals would come together to explore renewable energy and green technologies and improve air quality in cities and regions across the world. It's alarming to learn that 92 per cent of the people worldwide do not breathe clean air, air pollution costs the global economy \$5 trillion every year in welfare costs and ground-level ozone pollution is expected to reduce staple crop yields by 26 per cent by 2030. All of us together have to combat this problem that is growing serious by the day. Be an evangelist and make it a practice to car pool, use bicycles, public transport, CNG vehicles and fuel efficient cars. Do not burn waste like dry leaves or old tyres and use solar power. Let's together make an effort to keep the air we breathe clean! As always, please mail your feedback, contributions and suggestions to [mukhopadhyay.mohar@balmerlawrie.com](mailto:mukhopadhyay.mohar@balmerlawrie.com).





The Travel branch of SBU:T&V at Kolkata was recognized and awarded by Air India for its outstanding performance in the financial years 2017-18 and 2018-19. Air India hosted an award function in Hotel Hindustan International, Kolkata on 26<sup>th</sup> April 2019 where Balmer Lawrie was awarded a Certificate of Excellence for securing the second position in Passenger Sales (Domestic in Eastern India) in the year 2018-19 and the third position in the same category in 2017-18. Mr. Rajib Saikia, Branch Manager, Travel - Kolkata and his team received the award from Ms. Meenakshi Malik, ED [Marketing], Air India and Ms. Jhulan Goswami, ace cricketer and an Air India employee. Congratulations Travel – Kolkata!





In the recent past, the entire Sales team of SBU: IP and two representatives each from SCM and Operations underwent the first phase of Value Selling training workshop by Mercuri Goldman at Lonavala. The main objective of the program was to refresh, enhance and enrich core Sales & Marketing skills, to reflect on the insights that emerge during the course of training and leverage the tools and approaches taught during the workshop to strengthen customer relationships, expand market reach and elevate topline and bottomline. There were several facilitation techniques used by the trainer Mr. Forom Mehta, which included Q&A, brainstorming, group discussions, case study discussions, mock role plays, new product benefit analysis and practical implementation of some of the topics on flip charts and paper sheets. Various training methodologies were used to ensure that all the participants gathered the concepts and practiced what they learnt.

The following core concepts were covered in the training program:

- Factors influencing sales results
- Essentials of value creation
- Understanding customer requirements
- Building a business case
- DAPA method
- Handling customer objections
- Handling the price challenge
- Closing business deals effectively
- Keeping competition away

Mr. Prabal Basu, C&MD, Mr. D Sothi Selvam, Director [Manufacturing Businesses] and Mr. A Ratna Sekhar, Director [HR & CA] addressed the participants during the program and motivated the team to venture into new areas and achieve the set targets.



**Pradhan Mantri Ujjwala Yojana**  
**Clean Fuel Better Life...**







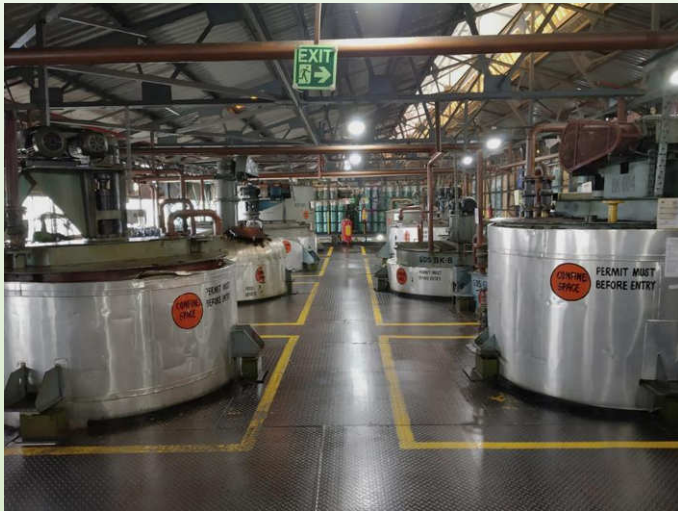
BL-UAE organized a week long Safety campaign from 28<sup>th</sup> April to 2<sup>nd</sup> May 2019 on the occasion of the Annual World Day for Safety and Health at work observed every year on 28<sup>th</sup> April. A safety pledge was administered, safety briefing sessions were conducted and various competitions like safety question, safety speech and accommodation hygiene were organised during the week. In photo are glimpses of various programs.



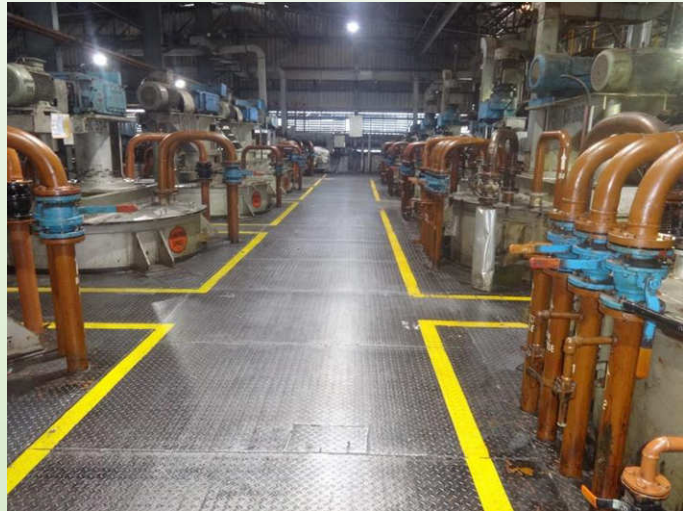
## HSE [HEALTH, SAFETY & ENVIRONMENT] UPDATE

HSE has become a way of life in Balmer Lawrie. Our company achieved Zero LTI [Lost Time Injury] in the financial year 2018-19, the second consecutive year post achievement of the same in FY 2017-18. Internal HSE Audit for the year 2018-19 was conducted in the recent past. Congratulations to G&L, Silvassa for obtaining the highest HSE score among all units.

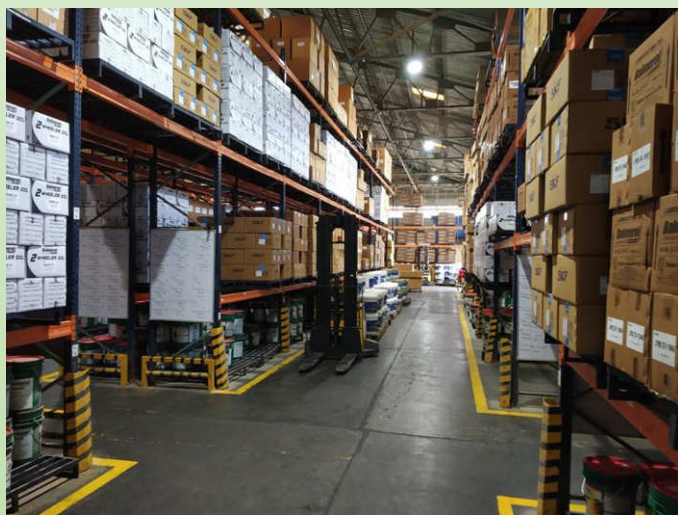
*Glimpses from the manufacturing unit at G&L, Silvassa*



*Lube Oil Blending Plant*



*Grease Plant*



*Storage Racking System*



*Plant Landscaping*

Congratulations to IP, Talaja for obtaining the second highest HSE score among all units in the internal HSE Audit – 2018-19.

*Glimpses from the barrel manufacturing plant at IP, Talaja*



*Steel coil storage area*



*Shop Floor*





*Shop Floor*

Congratulations to IP, Asoti for obtaining the third highest HSE score among all units in the internal HSE Audit – 2018-19.

*Glimpses from the IP, Asoti manufacturing unit*



*Shop Floor*



*Solar power plant*



A new 435 KVAR Capacitor Bank has been installed in the existing APFC Panel at the Corporate Office in Kolkata. This will help to increase the power factor close to 0.99. For this power factor, our company will get an annual rebate of Rs. 5.00 Lakh approximately in the power tariff from CESC.

Two full-day training sessions were organised at the Manali complex in Chennai on 13<sup>th</sup> and 14<sup>th</sup> April 2019 by external expert trainers on EHS aspects of the industry. The topic covered was "Capturing and Analysing Incidents, Handling Hazardous Materials".



## कार्मिक सूचना – अप्रैल 2019 / Personnel Information – April 2019

### स्थानंतरण / Transfers

श्री रतिकान्त पण्डा, उप प्रबंधक [मा.सं.], एमएमएलएच – विशाखापत्तनम को ग्रीसेस & लुब्रिकैंट्स – कोलकाता में उप प्रबंधक [मा.सं.] के रूप में स्थानांतरित किया गया ।

**Mr. Ratikanta Panda**, Deputy Manager [HR], MMLH - Visakhapatnam has been transferred to Greases & Lubricants - Kolkata as Deputy Manager [HR].

*आपको नए कार्यभार की शुभकामनाएं।*

*Wish you all the best in your new role!*

### विदाई / Farewell

श्री अरूप कुमार मुखर्जी, उप प्रबंधक [ले&वि], आरओएफएस – कोलकाता ने लगभग 34 वर्षों की सफलतापूर्वक सेवाएं पूर्ण कर 30 अप्रैल, 2019 को सेवानिवृत्त हो गए ।

**Mr. Arup Kumar Mukherjee**, Deputy Manager [A&F], Refinery & Oil Field Services - Kolkata superannuated on 30<sup>th</sup> April, 2019 after successfully completing around 34 years of service.

श्री ध्रुव कुमार बासु, वरिष्ठ प्रबंधक [परिचालन], लॉजिस्टिक्स इंफ्रास्ट्रक्चर – कोलकाता ने लगभग 29 एवं ½ वर्षों की सफलतापूर्वक सेवाएं पूर्ण कर 30 अप्रैल, 2019 को सेवानिवृत्त हो गए ।

**Mr. Dhruva Kumar Basu**, Senior Manager [Operations], Logistics Infrastructure - Kolkata superannuated on 30<sup>th</sup> April, 2019 after successfully completing around 29 and half years of service.

*हम आपके भविष्य की मंगलमय कामना करते हैं।*

*We wish you all the best in your future life.*



## नए सदस्य / New Members



श्री अमन चढ़ा की नियुक्ति 2 अप्रैल, 2019 को तापमान नियंत्रित गोदाम (टीसीडब्ल्यू), राई में प्रधान [परिचालन] के रूप में हुई।  
**Mr. Aman Chadha** joined Temperature Controlled Warehouse (TCW), Rai as Head [Operations] on 2<sup>nd</sup> April, 2019.



श्री हर प्रसाद राउत की नियुक्ति 8 अप्रैल, 2019 को ट्रेवल & वेकेशंस, त्रिवेन्द्रम में सहायक प्रबंधक [ले&वि] के रूप में हुई।  
**Mr. Hara Prasad Rout** joined Travel & Vacations, Trivandrum as Asst. Manager [A&F] on 8<sup>th</sup> April, 2019.



सुश्री छाया की नियुक्ति 18 अप्रैल, 2019 को लॉजिस्टिक्स सर्विसेस, मुंबई में सहायक प्रबंधक [विक्रय] के रूप में हुई।  
**Ms. Chhaya** joined Logistics Services, Mumbai as Asst. Manager [Sales] on 18<sup>th</sup> April, 2019.



श्री रोहित डोड्डामणि की नियुक्ति 22 अप्रैल, 2019 को लॉजिस्टिक्स सर्विसेस, बंगलोर में सहायक प्रबंधक [विक्रय]-एफएफ के रूप में हुई।  
**Mr. Rohit Doddamani** joined Logistics Services, Bangalore as Asst. Manager [Sales]-FF on 22<sup>nd</sup> April, 2019.



श्री परेशभाई प्रकाशभाई पुरोहित की नियुक्ति 26 अप्रैल, 2019 को इंडस्ट्रियल पैकेजिंग, बड़ोदा में सहायक प्रबंधक [ले&वि] के रूप में हुई।  
**Mr. Pareshbhai Prakashbhai Purohit** joined Industrial Packaging, Baroda as Asst. Manager [A&F] on 26<sup>th</sup> April, 2019.



श्री राकेश लक्ष्मण निमादी की नियुक्ति 8 अप्रैल, 2019 को ट्रेवल & वेकेशंस, मुंबई में कनिष्ठ अधिकारी [यात्रा] के रूप में हुई।  
**Mr. Rakesh Laxman Nemadi** joined Travel & Vacations, Mumbai as Junior Officer [Travel] on 8<sup>th</sup> April, 2019.



श्री सलमान मोहम्मद शरीफ चौगले की नियुक्ति 24 अप्रैल, 2019 को ट्रेवल & वेकेशंस, मुंबई में कनिष्ठ अधिकारी [यात्रा] के रूप में हुई।  
**Mr. Salman Mohd Sharif Chougale** joined Travel & Vacations, Mumbai as Junior Officer [Travel] on 24<sup>th</sup> April, 2019.

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!



**SWACHH BHARAT ABHIYAN**  
एक कदम स्वच्छता की ओर...

