

BALMER  
LAWRIE

ONLINE

BLOOM

MONTHLY

BULLETIN



## EDITORIAL

The annual financial results for the year 2017-18 and the results for the quarter and year ended 31<sup>st</sup> March 2018 were announced on 29<sup>th</sup> May. The results were approved by the Board in its Meeting held in New Delhi on the same day. The company had yet another year of excellent performance and posted the highest ever profits in its history. The total income for the fourth quarter of the FY 2017-18 decreased by 3.34% and stood at Rs 517.31 crores as compared to the same period last year. While the Profit Before Tax (PBT) for the quarter ended 31<sup>st</sup> March 2018 was Rs 116.22 crores, the net profit (PAT) for the quarter was Rs 87.95 crores. The gross income of the company stood at Rs 1830.14 crores for the year ended 31<sup>st</sup> March 2018. The net income clocked was Rs 1797.10 crores registering a growth of 1% in net turnover on the levels achieved in 2016-17. While the PBT for the year ended 31<sup>st</sup> March 2018 increased by 2.76% to Rs 261.12 crores, the PAT increased by 8.45% and stood at Rs 184.82 crores. All the six Strategic Business Units continued to register profits and the Board of Directors has recommended a dividend of 100% for the financial year 2017-18 as against 70% dividend paid for the year 2016-17.

We are happy to report that Mr. A Ratna Sekhar has taken over as Director [HR & Corporate Affairs] with effect from 2<sup>nd</sup> May, 2018. Mr. Ratna Sekhar will be overseeing the Human Resources, Corporate Communications, HSE and CSR functions of the company. Prior to assuming charge as Director, Mr. Ratna Sekhar was Sr. Vice President [HR] in the company for the last four years. A leader who leads from the front, Mr. Ratna Sekhar is a thorough gentleman and a "people person". BLOOM wishes him all the best in his new role.



World Environment Day (WED) was observed on 5<sup>th</sup> June! This year the theme is "Beat Plastic Pollution" and India was the global host for the celebrations held on 5<sup>th</sup> June. It's heart rending to learn about the stark reality of plastic pollution. It's shocking to know that over the last ten years we have produced more plastic than during the whole of the last century. 50% of the plastic that we use, is used just once and thrown away. Enough plastic is thrown away each year to circle the earth four times. Annually approximately 500

billion plastic bags are used worldwide. More than one million bags are used every minute. It takes 500 to 1000 years for plastic to degrade. Around one million sea birds and 100000 marine mammals are killed annually from plastic in our oceans. The facts are so many and so horribly alarming! I feel the one and only way to combat plastic pollution is to say "**NO**" to plastic. We will bring you glimpses of the WED celebrations in Balmer Lawrie in the next issue of BLOOM.

As always, will look forward to your suggestions, feedback and contributions. Please email them to me at [mukhopadhyay.mohar@balmerlawrie.com](mailto:mukhopadhyay.mohar@balmerlawrie.com).

Mohar

बामर लॉरी एण्ड कं. लिमिटेड  
(भारत सरकार का एक उद्यम)Balmer Lawrie & Co. Ltd.  
(A Government of India Enterprise)



On 29<sup>th</sup> May 2018, Mr. Prabal Basu, C&MD, signed agreements with the founders of RCHobbytech Solutions Pvt. Ltd. and Kanpur Flowercycling Pvt. Ltd., the two start-ups selected by the Company as part of the Balmer Lawrie Start-up Fund initiative. A fund of Rs 2.7 Crore would be disbursed by the company to the two selected start-ups. The initiative aims at fostering entrepreneurship and promoting innovation by creating an ecosystem that is conducive for growth of the start-ups and is in line with the Startupindia initiative of the Government of India. Apart from the fund, Balmer Lawrie has signed an MoU with IIM Calcutta Innovation Park to ensure that the right ecosystem in terms of work space, knowledge resource, mentoring and handholding by experts, industry connect, networking opportunity etc. is provided to the selected start-ups.



Mr. Prabal Basu, C&MD and Mr. K Swaminathan, Director [Service Business] visited the Temperature Controlled Warehouse (TCW) at Rai, Haryana on 24<sup>th</sup> May 2018 to take stock of the operations. During their visit, they planted trees at the TCW premises.



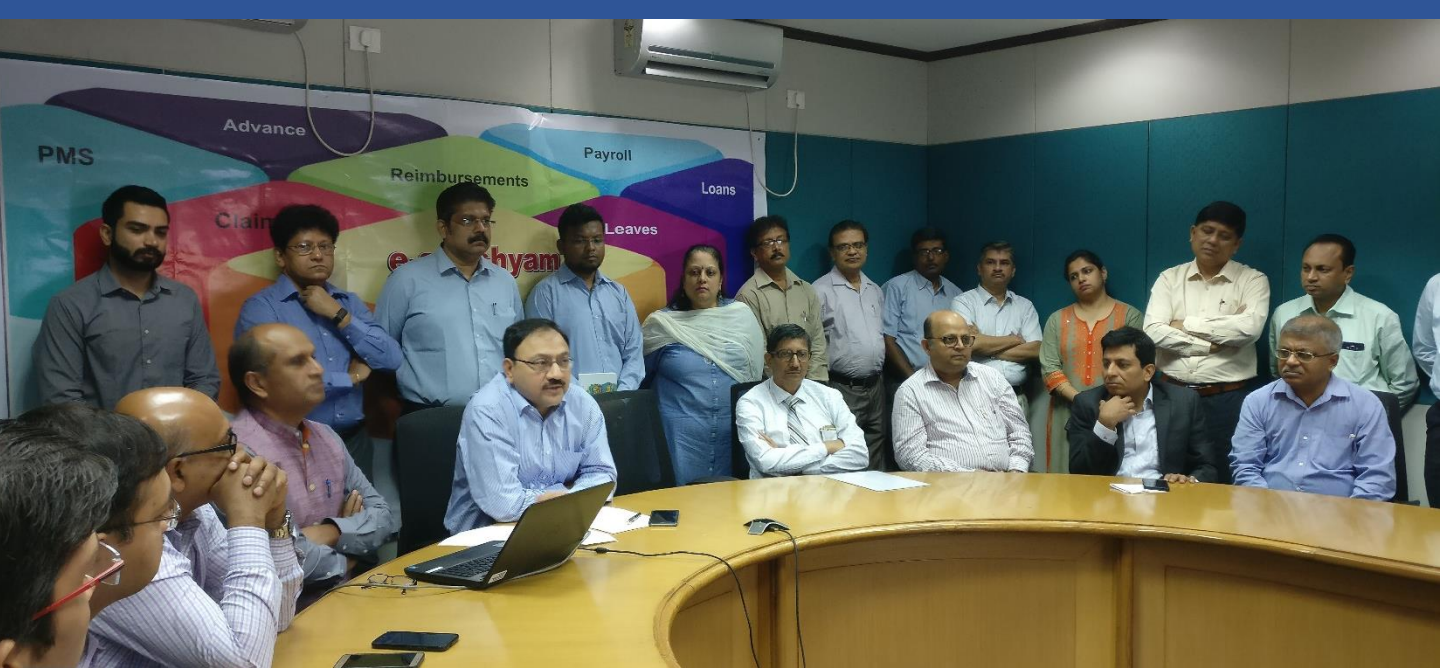
SBU: LI signed the agreement for "Operation & Management of Cargo Operations" of ICP Raxual with Land Port Authority of India (LPAI) in the month May 2018.



CFS, Mumbai rolled out the red carpet for esteemed guests from Interasia Lines, Taipei and Singapore and ONE Line, Singapore during the month of May 2018. Senior Officials from both the organisations visited our container freight station and interacted with the Executives.



The new Logistics Services office at Nehru Place, New Delhi was inaugurated by Mr. Manas Kumar Ganguly, COO [Logistics] on 16<sup>th</sup> April 2018. A puja ceremony at the office premises was organised on the occasion. The address of the new office taken on lease is as follows:  
Unit No. 601-604  
6th Floor, Tower E  
Eros International Trade Tower [ITT]  
Building,  
Nehru Place  
New Delhi - 110019



e-Saksham the SAP ESS system (<https://ess.balmerlawrie.in>) including payroll, performance management system and employee self service was launched by Mr. Prabal Basu, C&MD on 15<sup>th</sup> May at the Corporate Office VC Room in the presence of Director [Finance], ED [NI & PD], CIO, Sr. Officials and the IT, HR and PWC team members. D[HR&CA] joined through VC from Delhi. All other locations pan India with VC facility also joined the inauguration function. The various modules in the project will be implemented in a phased manner. Training sessions on the new SAP ESS system have already been conducted across locations pan India.



Mr. Ashish Kumar, Head [Govt. & PSU Accounts], SBU: Logistics was invited as a guest speaker in the first edition of the CII Madhya Pradesh Logistics Conclave held on 19<sup>th</sup> May in Bhopal. He expressed his views on the topic "Evolving business models in Logistics Industry under GST regime". His address was appreciated by one and all.

An eye check up camp was organised by Regional HR - East in association with GKB Opticals, Kolkata on 11<sup>th</sup> May 2018 at the Corporate Office, Kolkata. Around 65 employees including two Directors got their eyes checked.





A health awareness session on 'Chest Medicine' and a Pulmonary Function Test (PFT) was organised by Regional HR - East in association with AMRI Hospitals, Kolkata on 24<sup>th</sup> May 2018 at the Corporate Office, Kolkata. Around 65 employees underwent the test and 30 employees attended the health awareness session.

## HSE [HEALTH, SAFETY & ENVIRONMENT] UPDATE

### Working in Confined Spaces

Confined space refers to any place, including any vessel, tank, container, pit, bund, chamber, cellar or any other similar space which, by virtue of its enclosed nature, creates conditions that give rise to a likelihood of an accident, harm or injury.

The hazards associated with confined spaces are:

- ❖ Toxic atmosphere
- ❖ Oxygen deficiency
- ❖ Flammable atmosphere / Explosive atmosphere
- ❖ Flowing liquid
- ❖ Excessive heat

In Balmer Lawrie, most of our units have jobs being carried out in confined spaces. Proper procedure is being followed as per the sequence mentioned below:

- ❖ Training of the personnel on hazards of confined spaces
- ❖ Permit to work system
- ❖ Isolation of all possible energies
- ❖ Checking oxygen levels and monitoring LEL (lower explosive limit)
- ❖ Supervision

		<b>BALMER LAWRIE &amp; CO LTD</b> IP - SILVASSA			
<b>LEL Test results inside ETP cleaning on 23-Feb, 2017</b>					
16:22:34	0 % LEL	21.0 % Oxygen	0 PPM CO	0 PPM H2S	
16:23:34	0 % LEL	21.0 % Oxygen	0 PPM CO	0 PPM H2S	
16:24:34	0 % LEL	21.0 % Oxygen	0 PPM CO	0 PPM H2S	
16:25:34	0 % LEL	21.0 % Oxygen	0 PPM CO	0 PPM H2S	
16:26:34	0 % LEL	21.0 % Oxygen	1 PPM CO	0 PPM H2S	
16:27:34	0 % LEL	21.0 % Oxygen	1 PPM CO	0 PPM H2S	
16:28:34	0 % LEL	40.1 % Oxygen	2 PPM CO	0 PPM H2S	
16:29:34	0 % LEL	21.1 % Oxygen	2 PPM CO	0 PPM H2S	
16:30:34	0 % LEL	21.2 % Oxygen	1 PPM CO	0 PPM H2S	
16:31:34	0 % LEL	21.6 % Oxygen	1 PPM CO	0 PPM H2S	
16:32:04 M	0 % LEL	21.1 % Oxygen	1 PPM CO	0 PPM H2S	
16:32:34	0 % LEL	21.0 % Oxygen	1 PPM CO	0 PPM H2S	
16:32:35 M	0 % LEL	21.0 % Oxygen	1 PPM CO	0 PPM H2S	
16:33:34	0 % LEL	21.0 % Oxygen	2 PPM CO	0 PPM H2S	
16:34:34	0 % LEL	21.1 % Oxygen	2 PPM CO	0 PPM H2S	
16:35:34	0 % LEL	21.0 % Oxygen	1 PPM CO	0 PPM H2S	
16:36:34	0 % LEL	21.1 % Oxygen	1 PPM CO	0 PPM H2S	
16:37:23 M	0 % LEL	21.0 % Oxygen	23 PPM CO	0 PPM H2S	
16:37:34	0 % LEL	21.1 % Oxygen	433 PPM CO	0 PPM H2S	
16:37:34	0 % LEL	21.1 % Oxygen	340 PPM CO	0 PPM H2S	
16:38:34	0 % LEL	21.1 % Oxygen	119 PPM CO	0 PPM H2S	
16:39:34	0 % LEL	21.1 % Oxygen	56 PPM CO	0 PPM H2S	
16:40:34	0 % LEL	21.1 % Oxygen	35 PPM CO	0 PPM H2S	
16:42:01	0 % LEL	21.1 % Oxygen	21 PPM CO	0 PPM H2S	
16:43:01	0 % LEL	21.2 % Oxygen	18 PPM CO	0 PPM H2S	
16:44:01	0 % LEL	21.2 % Oxygen	15 PPM CO	0 PPM H2S	
16:45:01	0 % LEL	21.2 % Oxygen	12 PPM CO	0 PPM H2S	
16:46:01	0 % LEL	21.2 % Oxygen	11 PPM CO	0 PPM H2S	
16:49:28	0 % LEL	21.2 % Oxygen	8 PPM CO	0 PPM H2S	
16:50:28	0 % LEL	21.2 % Oxygen	7 PPM CO	0 PPM H2S	
16:51:28	0 % LEL	21.2 % Oxygen	5 PPM CO	0 PPM H2S	
16:52:47	0 % LEL	21.2 % Oxygen	5 PPM CO	0 PPM H2S	
16:53:47	0 % LEL	21.2 % Oxygen	5 PPM CO	0 PPM H2S	
16:54:47	0 % LEL	21.2 % Oxygen	5 PPM CO	0 PPM H2S	
16:55:47	0 % LEL	21.2 % Oxygen	4 PPM CO	0 PPM H2S	
16:56:47	0 % LEL	21.2 % Oxygen	4 PPM CO	0 PPM H2S	
16:57:47	0 % LEL	21.2 % Oxygen	3 PPM CO	0 PPM H2S	
16:58:47	0 % LEL	21.1 % Oxygen	3 PPM CO	0 PPM H2S	
16:59:01 M	0 % LEL	21.2 % Oxygen	2 PPM CO	0 PPM H2S	

Analysis and Conclusions: All test values are under permissible range.

Sample report of the Industrial Packaging plant at Silvassa where oxygen levels and LEL is monitored by a meter, while carrying out jobs in confined spaces.

**बामर लॉरी में बोर्ड स्तर की नियुक्ति / Board Level Appointment at Balmer Lawrie**



29 मई 2018 को बामर लॉरी ने बोर्ड स्तर पर एक महत्वपूर्ण नेतृत्व परिवर्तन की घोषणा की है। **श्री ए रत्न शेखर** ने 02 मई 2018 से निदेशक[मानव संसाधन और कॉर्पोरेट कार्य]के रूप में कार्यभार संभाला है। श्री रत्न शेखर मानव संसाधन, कॉर्पोरेट संचार, एचएसई और कंपनी के सीएसआर कार्यों की देखरेख करेंगे। निदेशक के रूप में प्रभार संभालने से पहले श्री रत्न शेखर पिछले चार वर्षों में कंपनी में वरिष्ठ उपाध्यक्ष [मानव संसाधन] रहे ।

बामर लॉरी में शामिल होने से पहले, श्री रत्न शेखर टाटा प्रोजेक्ट्स लिमिटेड, भारत इलेक्ट्रॉनिक्स लिमिटेड, रामकी समूह जैसे और अन्य प्रतिष्ठित निगमों से जुड़े रहे । वह सार्वजनिक क्षेत्र, निजी कंपनियों और बहुराष्ट्रीय कंपनियों में 30 से अधिक वर्षों के अनुभव के साथ एक अनुभवी पेशेवर हैं । श्री रत्न शेखर विभिन्न संगठनों में अपने कार्यकाल के दौरान मानव संसाधन पहलों को चलाने में महत्वपूर्ण भूमिका निभाते रहे ।

On 29<sup>th</sup> May 2018, Balmer Lawrie announced an important leadership change at the Board level. **Mr. A Ratna Sekhar** has taken over as Director [HR & Corporate Affairs] with effect from May 02, 2018. Mr. Ratna Sekhar will be overseeing the Human Resources, Corporate Communications, HSE and CSR functions of the company. Prior to assuming charge as Director, Mr. Ratna Sekhar was Sr. Vice President [HR] in the company for the last four years.

Before his stint with Balmer Lawrie, Mr. Ratna Sekhar was associated with reputed corporates like Tata Projects Ltd., Bharat Electronics Ltd., Ramky Group and others. He is a seasoned professional with an experience of over 30 years in the public sector, private companies and MNCs. Mr. Ratna Sekhar was instrumental in successfully driving key HR initiatives during his stint in the various organisations.

**पुनः पदनाम/ Re-designation**

**श्रीमती टी इंदिरा**, वरिष्ठ प्रबंधक [वाणिज्य & विपणन] – एलसी, चर्म रसायन, मनाली – चेन्नई को वरिष्ठ प्रबंधक [वाणिज्य], चर्म रसायन, मनाली – चेन्नई के रूप में पुनः पदनामित किया गया है ।

**Ms. T Indhira**, Sr. Manager [Comm & Marketing] - LC, Leather Chemicals, Manali - Chennai has been re-designated as Sr. Manager [Commercial], Leather Chemicals, Manali - Chennai.

**श्री आर सुरेश**, प्रबंधक [एससीएम] – एलसी, चर्म रसायन, मनाली – चेन्नई को प्रबंधक [विपणन], चर्म रसायन, मनाली – चेन्नई के रूप में पुनः पदनामित किया गया है ।

**Mr. R Suresh**, Manager [SCM] - LC, Leather Chemicals, Manali - Chennai has been re-designated as Manager [Marketing], Leather Chemicals, Manali - Chennai.

**श्रीमती एम वलरमती**, प्रबंधक [परियोजना], चर्म रसायन, मनाली – चेन्नई को प्रबंधक [एससीएम – कैपेक्स & प्रोजेक्ट], चर्म रसायन, मनाली – चेन्नई के रूप में पुनः पदनामित किया गया है ।

**Ms. M Valarmathi**, Manager [Projects], Leather Chemicals, Manali - Chennai has been re-designated as Manager [SCM - Capex & Project], Leather Chemicals, Manali - Chennai.

**श्री द्यानेश्वर बाबुराव सोनवने**, प्रधान [विक्रय], एफएफ [मुंबई], लॉजिस्टिक्स सर्विस, मुंबई को प्रधान – विक्रय [पश्चिम], लॉजिस्टिक्स सर्विस, मुंबई के रूप में पुनः पदनामित किया गया है ।

**Mr. Dnyaneshwar Baburao Sonawane**, Head [Sales] - FF (Mumbai), Logistics Services, Mumbai has been redesignated as Head - Sales [West], Logistics Services, Mumbai.



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



श्री अर्पण चौधरी, प्रधान [विक्रय], एफएफ [बेंगलुरु], लॉजिस्टिक्स सर्विस, बेंगलुरु को प्रधान – विक्रय [दक्षिण – वेस्ट कोस्ट], लॉजिस्टिक्स सर्विस, बेंगलुरु के रूप में पुनः पदनामित किया गया है।

**Mr. Arpan Choudhury, Head [Sales] - FF (Bengaluru), Logistics Services, Bengaluru has been re-designated as Head - Sales [South-West Coast], Logistics Services, Bengaluru.**

श्री गंगिरी उमा महेश्वर राव, प्रधान [विक्रय], एफएफ [चेन्नई & हैदराबाद], लॉजिस्टिक्स सर्विस, चेन्नई को प्रधान – विक्रय [दक्षिण – ईस्ट कोस्ट], लॉजिस्टिक्स सर्विस, चेन्नई के रूप में पुनः पदनामित किया गया है।

**Mr. Gangiri Uma Maheswar Rao, Head [Sales] - FF (Chennai & Hyderabad), Logistics Services, Chennai has been re-designated as Head - Sales [South-East Coast], Logistics Services, Chennai.**

*आपको नए कार्यभार की शुभकामनाएं।*

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

## **विदाई / Farewell**

श्री श्रीकुमार चटर्जी, वरिष्ठ प्रबन्धक [एक्साइज़, कर & विधि], ग्रीस & लुब्रिकेंट्स - कोलकाता लगभग 37 वर्षों की सफलतापूर्वक सेवाएं संपूर्ण कर 31 मई, 2018 को सेवानिवृत्त हो गए।

**Mr. Sreekumar Chatterjee, Sr. Manager [Excise, Taxation & Legal], Greases & Lubricants - Kolkata superannuated on 31<sup>st</sup> May, 2018 after successfully completing around 37 years of service.**

*हम आपके भविष्य की मंगलमय कामना करते हैं।*

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

## **Swachh Bharat Mission Brings About a Sanitation Revolution**

Rapid construction of toilets ensuring dignity of women & eradicating open defecation



**7.25 crore Toilets built**

**Over 3.6 lakh villages, over 17 States/ UTs declared Open Defecation Free**

Sanitation coverage goes up **38% in 2014 to 83% in 2018**

## **Swachh Bharat Mission**

Heralding a revolution in sanitation



Construction of toilets to prevent **open defecation & ensure dignity of women**

**Over 7.25 crore toilets built, over 3.6 lakh villages & over 17 States/UTs declared ODF**

Sanitation coverage goes up **from 38% in 2014 to 83%**



Source: <https://www.narendramodi.in/category/infographics> (May 25, 2018)



एक कदम स्वच्छता की ओर

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

