

BALMER
LAWRIE

ONLINE

MONTHLY

BULLETIN

BLOOM



EDITORIAL

"Resilience is accepting your new reality, even if it's less good than the one you had before. You can fight it, you can do nothing but scream about what you've lost, or you can accept that and try to put together something that's good." – Elizabeth Edwards

Though we have adopted the new way of life to combat COVID-19 and are taking all measures to keep ourselves safe, somewhere there is an involuntary anxiety that has become a part of our heart and mind. It is said that 'In hope, we are fearless'. In these times we have to remain poised and not panic. We have to be hopeful of good days to return. If we have people around us who are infected, it's important that we follow all the necessary Dos and Don'ts. Wearing a mask and maintaining social distance is absolutely essential. We have to be extremely sensitive to the changes in our ecosystem owing to COVID-19. It is a war that we are fighting together and we have continue fighting together till it is eradicated. So, stay positive, stay fearless, stay happy, stay healthy and stay safe!

The results for the quarter and year ended 31st March 2020 were announced on 24th June 2020. The results were approved by the Board in its Meeting held through video conferencing. The total income for the fourth quarter of the FY 2019-20 stood at Rs 386.06 crores. While the Profit Before Tax (PBT) for the quarter ended 31st March 2020 was Rs 97.21 crores, the net profit (PAT) for the quarter was Rs 74.93 crores. The net income of the Company for the year was Rs 1612.16 crores registering a decline of 13.03% on the levels achieved in 2018-19. The PBT for the year ended 31st March 2020 decreased by 17.02% to Rs 232.44 crores and the PAT decreased by 6.01% and stood at Rs 177.17 crores. All the six Strategic Business Units continued to register profits and the Board of Directors has recommended a dividend of 75% for the FY 2019-20 as against 110% dividend paid for the year 2018-19. All of us are aware that times are difficult and thus, we need to be resilient and do our bit with utmost sincerity such that we are able to tide through these difficult moments successfully.

The Ministry of Petroleum and Natural Gas (MOPNG), GOI observed and celebrated the Swachh Bharat Pakhwara from 1st to 15th July. Balmer Lawrie, being an MOPNG Company, joined the celebrations. The focus was to make people aware of maintaining personal hygiene and cleanliness of the surroundings, to prevent the spread of COVID-19. Various activities involving the employees and the communities residing around our offices and plants were organised during the fortnight.

As always, request all of you to mail your feedback, contributions and suggestions to mukhopadhyay.mohar@balmerlawrie.com.

Mohar



Balmer Lawrie signs MoU with Kerala Tourism



Balmer Lawrie, a market leader in Corporate Travel Management signed an MOU with Kerala Tourism Development Corporation (KTDC) on 12th June 2020. Travel & Vacations (T&V) through this agreement will now offer accommodation facility to all its institutional and retail customers at KTDC star hotels including heritage properties at attractive and discounted tariffs in Kerala. Besides providing end-to-end travel, ticketing and tourism services, T&V also provides hotel accommodation facilities to its customers. The Company has tie-ups with popular hotel chains across 100 locations and this agreement is an enhancement to its bouquet of services. Mr. Adhip Nath Palchaudhuri, Director [Service Business], Balmer Lawrie and Mr. V. R Krishna Teja, Managing Director, KTDC signed the MoU through a Video Conferencing call.

Customer Win

Travel, Chennai clinched the Indian Overseas Bank (IOB) contract for air ticketing in the month of June 2020. Kudos to Mr. M Prabhakar, Regional Manager [Travel] - Southern Region and Mr. S M Muni Krishnan Branch Manager, Travel - Chennai. Initially, the team will be servicing the IOB headquarters at Chennai. Subsequently post six months, zonal offices of IOB pan India will be included based on customer satisfaction. IOB has more than 3500 branches all over the country.

In the month of June 2020, Logistics Services successfully handled various cargo movements for esteemed customers.



The Logistics Services team at Kolkata handled and booked air import movement of more than 7500 kgs of catalyst for a strategic private player based out of West Bengal. The team provided a complete alternative logistics solution that involved bringing the cargo to Delhi instead of Kolkata since passenger / freighter aircraft landing was denied in the Kolkata airport due to lockdown imposition. As a result of this, in spite of local lockdown, the company managed to receive the cargo and was highly satisfied with the alternate solution provided by Balmer Lawrie (BL). BL Logistics provides a whole gamut of solutions and proactively advises customers on cargo movement in crisis moments.



Balmer Lawrie successfully executed mango movements from Lucknow to Middle East [Sohar in Oman and Jebel Ali in UAE]. This is the first time that mangoes from Uttar Pradesh were exported via ocean mode. Balmer Lawrie facilitated this movement successfully within the stipulated timeframe. Movement of this cargo was very critical as mangoes have a shelf life and accordingly had to be on the shelves in the Middle East within the restricted time. Balmer Lawrie ensured that the containers were picked up and placed for stuffing at the pack houses of Lucknow and after stuffing, moved the same to Nhavasheva / Mundhra for onward movement by Ocean; guaranteeing proper monitoring and communication to ensure that all the expected timelines were met and the cargo was delivered successfully to "Delight the Customer".



The Project Logistics team of Balmer Lawrie successfully completed movement of OOG cargo in a 40 ft OT Shipper's own container on an air suspension vehicle from Mumbai Port to Weapon Equipment Depot, Visakhapatnam. The Shipper's own container with very sensitive high value defense cargo with a height of 3.80 mtr was moved in a specialized 50 ft low bed air suspension vehicle. The air suspension vehicle was used to avoid any jerks and maintain smooth movement. The low bed air suspension vehicle was categorically fixed with container shoe to secure the cargo with twist locking system. The activities undertaken in this movement included survey at port and at site, transportation along with escort, coordination with local authorities, toll gate and various permissions enroute for the safe, secured and smooth movement. The entire cargo was delivered successfully at site within the stipulated time frame.

The Logistics Services team at Bangalore successfully handled 54 nos. / 1500 kg Class 3 Flammable Liquid Air Export to Male. The scope of work for Balmer Lawrie involved Cargo packaging as per DG regulation, Strapping & Lashing of cargo and Labelling of the cargo at Bangalore Airport. The cargo was picked up and delivered on time.



Logistics Services, Mumbai successfully handled the movement of four ODC engines to USA and Canada for a PSU Gas Major in the month of June 2020. The door-to-door delivery involved airlifting of one engine weighing 5200 kgs from Mumbai to Houston and three engines of 6300 kgs from Mumbai to Alberta. The customer was very happy with the single window solution provided by Balmer Lawrie in these unprecedented times.

Health Webinar by RHR-East

Regional HR-East organised a one-hour webinar on "Keeping your Heart Healthy in Covid-19 Pandemic" in association with Rabindranath Tagore International Institute of Cardiac Sciences, on 19th June 2020. The session was addressed by Dr. Debdata Majumdar, MD, DM (Cardiology), MRCP (UK). The webinar, organised for employees of the Eastern Region, was very well received.

International Day of Yoga celebrated

The 6th International Day of Yoga was observed and celebrated across the world on 21st June 2020. The mass performance of the Common Yoga Protocol (CYP) — one of the most popular Yoga programs across the world — is the heart of the International Day of Yoga (IDY). However, considering the COVID-19 pandemic situation including restrictions on movement of people, this year IDY was observed in a non-congregative manner. No mass yoga programs or workshops were organised. All employees and their family members were requested to join (from their homes), the 45-minute long CYP drill that was organised by Ministry of AYUSH at 7:00 am on IDY. The Ministry of AYUSH and other stakeholders also ran multiple training programmes on Yoga and CYP prior to IDY, which were streamed on the Ministry's Social Media platforms as well as partner TV Channels.

Below are some photos shared by employees, who joined the CYP drill from home:



Mr. Sairam L B S



Mr. Jitendra Rohit



Mr. Ravi Somani



Mr. Rajkumar



Mr. P N Angira

HSE [HEALTH, SAFETY & ENVIRONMENT] UPDATE

To combat the challenges posed by the COVID-19 pandemic, our organisation has adopted the 'New Normal' in all the units and establishments. All employees are continuing to follow the Dos and Don'ts to contain the spread of the Coronavirus. In keeping with social distancing norms, the HSE Department organised an online awareness program on dealing with the pandemic for all employees in the month of June. Multiple sessions of the program were organised.



Online awareness program on COVID-19 on pan India basis

The HSE Dept. introduced virtual fortnightly HSE Meetings on pan India basis, which was inaugurated by Shri Adika Ratna Sekhar, Director [HR&CA] on 26th June 2020. The Department also introduced a cloud-based HSE Management System and web-based continual HSE Audit Protocol for all the manufacturing plants and service units from June 2020.



Awareness training program on COVID-19 at HO, Kolkata and G&L, Silvassa

World Environment Day was celebrated on 5th June 2020 in units and establishments across locations. While all the manufacturing and service units organised sapling plantation to increase the green cover, an online quiz contest was organised for all employees to create awareness on key environmental issues. Winners of the contest were given away prizes.

The winners of the Environment Quiz are as follows:

Name	Department
Pannalal Das	G&L, Silvassa
Chaitali Datta	Taxation, HO - Kolkata
Prabir Kumar Jana	LC – Mktg., Jalandhar
Lokeshkumar Babarao Ramteke	IP, Vadodara
Sk Abu Jafor	ROFS, HO - Kolkata
Vijay Kumar Das	Corporate IT Dept., HO - Kolkata
Mrityunjay Acharjee	Accounts & Finance, HO - Kolkata
Mehul Vala	IP, Silvassa
Soumya Datta	T&V, HO - Kolkata
Dhritiman Nandi	ROFS, HO - Kolkata
Prapa Ganguly	Legal, HO - Kolkata
Shalin Joshi	IP, Mumbai

Congratulations to all the winners!



World Environment Day prize distribution



Tree plantation on the occasion of World Environment Day

Transfer

- **Mr. Niraj Jha**, Deputy Manager [A&F], Logistics Services, Chennai has been transferred to Logistics Infrastructure, Manali - Chennai as Deputy Manager [A&F].
- **Mr. Elaya A**, Junior Officer [Warehouse Operation], Temperature Controlled Warehouse, Hyderabad has been transferred to Logistics Infrastructure, Manali - Chennai as Junior Officer [Operations].

Wish you all the best in your new role!

New Members



Mr. Pristy Kurian joined Regional HR - West, Mumbai as Chief Manager [HR & ER] on 29th June, 2020.



Mr. Jayanta Das joined Greases & Lubricants, Kolkata as Deputy Manager [Sales Coordination] on 1st June, 2020.



Ms. Priyanka Sethia joined Corporate Accounts & Finance, Kolkata as Asst. Manager [A&F] on 1st June, 2020.



Mr. Nitesh Kumar joined Temperature Controlled Warehouse, Mumbai as Asst. Manager [Marketing] on 1st June, 2020.



Mr. Roashan Kumar joined Refinery & Oil Field Services, Kolkata as Asst. Manager [Project-In-Charge] on 2nd June, 2020.

New Members



Mr. Srinivas Utla joined Industrial Packaging, Mumbai as Asst. Manager [IT] on 8th June, 2020.



Mr. Chandan Gogoi joined Refinery & Oil Field Services, Kolkata as Asst. Manager [Project-In-Charge] on 12th June, 2020.



Mr. Rahul Sharma joined Regional HR - East, Kolkata as Asst. Manager [HR] on 17th June, 2020.



Mr. Priyam Saha joined Regional HR - North, Delhi as Asst. Manager [HR & Administration] on 29th June, 2020.



Mr. Shaik Basha joined Temperature Controlled Warehouse, Hyderabad as Asst. Manager [Marketing] on 22nd June, 2020.



Mr. Pramod Behera joined Leather Chemicals, Chennai as Junior Officer [Production] on 2nd June, 2020.

Welcome you to the Balmer Lawrie family and wish you all the best!

PREVENTION



WASH HANDS



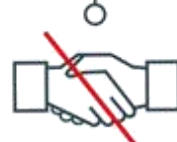
USE SOAP



AVOID CROWDS



WEAR MASK



AVOID HANDSHAKE



DISINFECT

LET'S FIGHT COVID-19 TOGETHER!