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Dear Reader,

Welcome to 10th Issue of **SUPER Gas** connects.

This issue covers the latest updates in SHV India from launching of energy saving product to giving back to communities through our new entity - **SUPER Gas** Foundation.

SUPER Gas is now in LinkedIn -social media site for professionals. We request you to join us on LinkedIn by visiting our company page.

Your feedback is very valuable and your encouragement has helped us to put our best efforts in bringing to you this newsletter since 2009. We look forward to hearing from you.

We wish all our readers a Happy festive season.

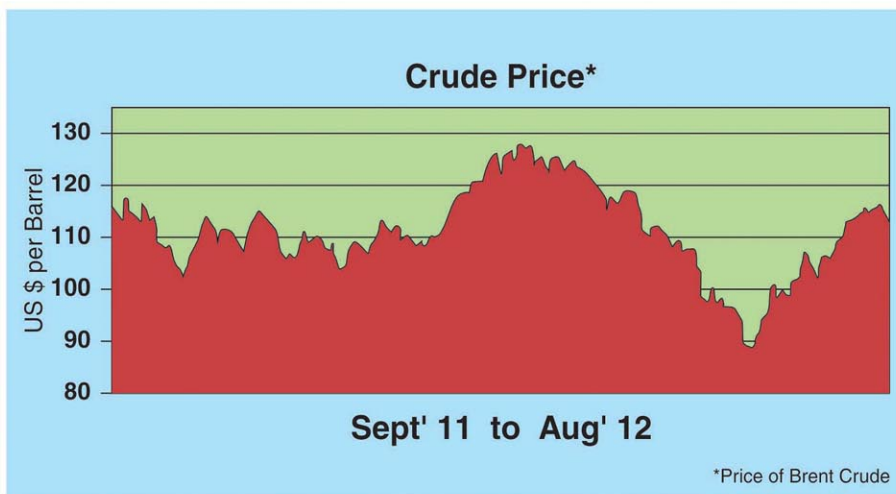
Kind Regards
Marketing Team
SHV India

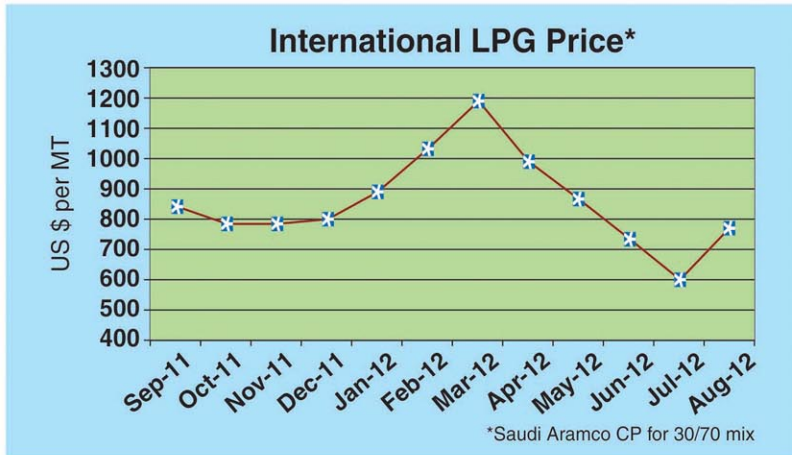
The Crude oil prices were volatile in the last four months, it traded from US \$ 89 to US \$ 112 a barrel and currently being traded at around US \$ 116 a barrel. Experts are of the opinion that the lower production from members of the Organization of the Petroleum Exporting Countries (OPEC) is driving the reduction in global supplies and in turn pushing up the prices. The decrease in OPEC crude oil production is expected to be offset somewhat by increase in both Non OPEC liquid fuel supplies and OPEC non crude liquids. Market

Your Energy Feed

analysts are looking for the possibilities of US federal reserves which will have a positive impact on crude prices.

On the International LPG front, the prices continued the downward trend in view of the climatic conditions and ample supply scenario. The price was at US \$ 1195 per MT in Mar'12 and had moved down to US \$ 606 per MT in the month of Aug'12. The prices started moving up again from Aug'12 as market felt that the rates had already bottomed out. This combined with the renewed demand pushed up the prices further and it is now





trading at US \$ 942 per MT. Some market experts are of the view that with winter approaching, there could be further increase in consumption which will have an adverse effect on the prices. However, possibility of enhanced supply from the Middle East region will have a balancing effect on supply demand scenario and will result in moderation of the prices.

In Focus

Heater Less Vaporizer (HLV) - A revolutionary energy saving product

Innovation is always borne out of a specific user need. Heater Less Vaporizer (HLV) is a revolutionary energy saving product which is marketed by SHV.

In conventional electrical vaporizer, the liquid LPG is passed through a coil immersed into a hot water bath maintained at a temperature of 60 degree centigrade and above, wherein electrical heaters are used to heat the water. Heat is absorbed by the liquid LPG from the surroundings hot water and converts to LPG vapor whereas in our Heaterless Vaporizer external heating is not required.

The Heaterless Vaporizer works on the principle of thermodynamics- the system is designed to reduce the pressure and temperature of liquid LPG. The process to

bring the cooled LPG to ambient temperature is achieved by a special heat exchanger.

The heat exchanger works on continuous flow of water in ambient temperature from a water storage tank in a closed loop



► Heater Less Vaporizer

circulation without water consumption. The whole process achieves LPG in vapor form at the requisite pressure and flow rate, which is then used at the end application.

The benefits of Heaterless Vaporizer is as follows

- Cost effective: It saves the expensive electrical charges.
- Safe and Environment friendly
- Lower Maintenance: As there is no electrical heater, hence lower maintenance.

To know more about Heaterless Vaporizer (HLV) - SMS 'SUPERGAS' to 56070 or visit www.supergas.com.



SUPER Gas Foundation
...smiles do matter

SUPER Gas Foundation

Giving back to the communities

SUPER Gas Foundation is a charitable trust working towards the empowerment of poor and unprivileged children in the society. It is every child's right that he/she gets a basic education in his/her childhood. **SUPER Gas Foundation** addresses to this issue providing support to institutions that have the same objectives and goals.

The foundation was established in the year 2011 with education and development of child as prime objective. Other ancillary objectives include natural calamities rehabilitation, health camps in rural areas etcetera. **SUPER Gas** has been contributing since 2005 and some of the initiatives and development activities are listed below.

We have contributed to the infrastructure and development of CHORD school at Bachupally, Hyderabad. Since then it has grown very strong and today it has 400+ children and a vocational college with facilities like science lab and computer lab. It gives us immense happiness and a sense of pride for being part of this endeavor.



SUPER Gas Foundation very recently sponsored the multipurpose cultural stage in S. Lingotam village near our Filling Plant in Hyderabad. Through this stage the children can involve in various cultural

activities and display their varied interests and talents.

SUPER Gas Foundation endeavors to make a difference in a child's life by bringing in smiles. We need your support in

achieving the objectives and giving back to the communities we live in. For further details, you may contact sreeman@supergasfoundation.com or visit www.supergas.com



► Inauguration of multi-purpose stage



► multi-purpose stage

Sharing Success

Tamil Nadu Hotel Association (TNHA): Service - a single motto for success

Tamil Nadu Hotel Association (TNHA) was organized in the year 1938 prior to the liberation of the country from colonial rule. After the linguistic bifurcation of States, the Tamil Nadu Hotels Association has become the apex body of all the District hotels Associations including Chennai city functioning in the State of Tamil Nadu. The TNHA has completed 74 glorious years of service and growing from strength to strength by supporting hospitality industry. Following are the excerpts from a discussion with **Mr. M. Venkada Subbu**, President of Tamil Nadu Hotel Association (TNHA) and MD of Darling Group of Hotels.

What are the major activities of Tamil Nadu Hotels Association (TNHA)?

Tamil Nadu Hotel Association (TNHA) acts

as a bridge between our members, customers and government in solving many issues. TNHA continuously protects the rights of the members. Association has grown from 50 members to 5000 members. During the shortage of food grains and sugar in the state, association arranged the commodities from other states to our members. Association also bargains with suppliers on various commodities and arrange at reasonable price to the members.

What are the developments you see ahead in Hotel Industry?

The hotel Industry is becoming ever competitive and the consumer spending pattern has also seen a rise for last few years. Thus, we foresee a surge in growth in hotel industry, especially in the tier 2 &

tier 3 cities. The hotel industry will inculcate better technology to save on fuel, and maintain consistent quality. This Industry is providing the maximum Jobs in the country for both skilled and unskilled personnel.

In what ways have the Tamil Nadu Hotel Association bringing out changes in the Hospitality industry?

The association represents a unified front of all involved in food industry and we work towards uplifting the hospitality standards through regular training on various important topics such as hygiene management, customer satisfaction, etcetera. With government setting stringent standards for food safety, we are setting up food safety labs and training centers across the state. We have partnered with experts on this topic to



conduct district wise training programs. Regarding fire safety and fuel optimization, we arrange training program through **SUPER Gas** to our members and hotel staff. Tamil Nadu Hotels Association goal is to make the members provide hygienic, tasty food at reasonable cost. I am proud to mention that other state associations consider TNHA as role model.

Your family business - Darling Group of Hotels has been associated with **SUPER Gas** for last 15 years. What has been your experience?

SUPER Gas is supplying quality product at reasonable cost with very good service, especially the entire hierarchy of company staffs are approachable at any time and are courteous. The technical support provided by them is really appreciable. We are happy with the inventory management with **SUPER Gas** and are now rendering services to our Institutional catering center at VIT. Tamil Nadu Hotels Association also recommending **SUPER Gas** technical services to our members for fuel optimization and safe practices.



Mr. M. Venkata Subbu
President of TNHA and
MD of Darling Group of Hotels.

From the Archive



1939

A depression in the fishing industry in The Netherlands led to a merger of three important shipping companies. 'De Verenigde Exploitiemij' (VEM) was established with SHV as majority shareholder. SHV sold its first oil to this company for the benefit of the recently launched - motor trawlers used for fishing.

SUPER Gas on LinkedIn

SUPER Gas is now on LinkedIn. You can now connect with us on this professional site by visiting our company page at www.linkedin.com/company/super-gas. Just by clicking on the "Follow Company" button you can receive all the latest updates from **SUPER Gas**. This platform will be used for discussion on various issues and aspects of fuel/energy sector where we can share knowledge to have effective and efficient work places.

You can also view all the products and services listed in the products section. And since you being an esteemed customer, we request a brief recommendation on our product/service, which we can include on our company page. We value your business and look forward to strengthening our relationship through your active interaction on LinkedIn.



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