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## Dear Reader

Welcome to 14th Issue of *SUPER Gas connects* Newsletter.

We would like to take this opportunity to thank all our readers for their continued support. *SUPER Gas connects* newsletter has successfully completed 4 years of publication.

Trust our initiative for sharing the information on Global Oil and Gas updates, News and events in SHV and its associates are giving you more insights for your LPG & Energy need. We always try our best to give the information which is interesting and useful to your business.

We look forward for your support and encouragement in the years to come.

We wish you and your Family a Happy and Prosperous New Year.

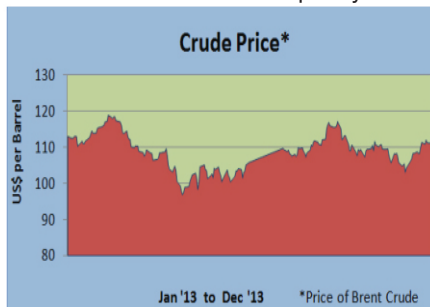
Kind regards,

**Marketing Team  
SHV India**

## Your Energy Feed

The crude oil prices decreased from a monthly average of US \$ 112 per barrel in September 2013 to US \$ 108 per barrel in November. Continued unrest in Libya & ongoing supply disruption with routine maintenance in Nigeria has reduced the Crude Oil production by the Organization of the Petroleum Exporting Countries (OPEC) in the last qtr of 2013. The same was compensated to a great extent by slightly higher production by the Non OPEC countries.

Analysts expect the Brent crude oil price to continue to weaken as non-OPEC supply growth exceeds growth in world consumption. The Brent crude oil price is projected to average US \$ 104 per barrel in 2014. As Crude output by OPEC



and Non OPEC countries are expected to be little bit above normal levels and also considering the fact that there are no major geo political disturbances, not much volatility is expected in the Brent Crude prices at least in the short term.

With regard to International LPG, though the prices fell down in October from the September levels, it started going up again from November due to supply constraints – mainly due to unexpected downtrend in production levels/unplanned shutdowns etc., in all major producing locations – US Gulf, Europe and Middle East. Supply demand gap continued in the month of December forcing Middle East producers to postpone their loading dates to January. This has created a huge demand for spot cargos as the ships were planned based on the earlier committed dates for loading.

This has resulted in December Saudi CP getting posted at the record high levels



at US \$ 1188/MT for LPG mix of 70% Butane and 30% Propane. Butane CP for December -US \$ 1225 is the highest ever in history of CP rates though Propane quoted highest at US \$ 1230 in March 2012 (US \$ 1100 in Dec 13). The spread of US \$ 125/MT between Butane and Propane is also the highest ever recorded due to higher demand for

Butane over Propane.

However this high price levels are unsustainable and the market is expected to come down drastically in the coming months.

## Safety Week Celebration (7<sup>th</sup> -11<sup>th</sup> October 2013)

Focusing on the theme of our Safety Week Celebration “Zero Accident “ many activities were carried out at Customer’s places (Domestic, Commercial and Industrial), Transporters, LPG Filling Plants and Terminals. Our CEO’s message “we must promote our culture of instant reporting of errors and Near Misses without the fear of retribution. So there is a collaboration across all ranks to find safe solutions” that reinforces our commitment to “Safety - We Care”



Community Training at ITI Babra on LPG Safety



Class room training at an Industrial customer, Maharashtra



Mock Drill at Murbad Plant



Fire Extinguisher and Defense driving to transport crew at Murbad



Safety training on Bulk Tanker, Choutuppal

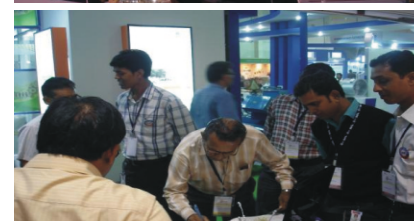


Training on Fire Fighting, Ahmedabad Regional Office

## SUPER Gas at Industrial Exhibitions

SUPER Gas has showcased its products and services in the BIZ BRIDGE Exhibition for Engineering and Manufacturing Industries organized by CII, Kolkata in November 2013.

SUPER Gas also participated in the Technical seminar cum Exhibition organized by SIDBI ( Small Industries Development Bank of India) & BEE



BIZ Bridge Exhibition, CII- Kolkata



(Bureau of Energy Efficiency) in association with FICCI (Federation of Indian Chambers of Commerce and Industry). Our products Heaterless Vaporizer (HLV) and Continuous Gas Monitoring System (CGMS) are well appreciated by the visitors at the exhibition.



Technical Seminar cum Exhibition, FICCI-Kolhapur



## Sharing Success

### Fermator (Tecno Doors Pvt. Ltd) - Focusing on Quality and R&D



**Mr. Abey George**  
GM, Plant, Fermator.

Fermator Group is a Spanish group with presence in 90 countries having 9 manufacturing units in 3 continents. It is the largest mono-product manufacturer of automatic doors for lifts in the world. These doors are installed for lifts (light, medium & heavy duty), for domestic use, offices, airports, hotels and public buildings. The Fermator Group has a major worldwide market share.

Following are the edited excerpts from an email interview with Mr. Abey George, GM, Plant, Fermator.

**Fermator (Tecno Doors Private Limited) is well established brand in India. Kindly**

#### tell us about the journey so far?

Fermator as a brand is well known in India for the last 15 years. Fermator products were available in India through imports from our factories in Spain and Greece. In 2006 we decided to establish a factory in India at Chennai. The factory came into operation in January 2009. The plant has a capacity of about 2 lakh doors per annum. Being a very well established and recognized brand, the Indian market has responded with great enthusiasm. Brand Fermator is symbolic with technology, quality and customized solutions. This has given us significant market advantages resulting in higher growth rates above the market rate.

#### How do you differentiate your offerings from competitors in the market place?

Fermator is the pioneer for using the VVf technology for controlling the door operation. This has replaced the old mechanical type door operator which had many moving parts. This has made Fermator a household name in the elevator industry.

We are a single product manufacturer of Automatic doors for lifts. We deploy technology to customize the product to the customer requirements. Also Fermator products are known for their simplicity in erection and usage to the extent that it is copied rampantly.

We offer the full range of automatic doors for elevators in terms of sizes, finishes and options.

#### What initiatives you took towards sustainability of the business?

Sustainability is dependent on the business meeting the expectation of the customers in terms of Quality, Cost and Delivery. We have long term agreements with major OEMs in the industry. We are in constant contact with all the elevator manufacturers in India to understand and to provide solutions for their complex and non-standard requirements. While we service their non standard requirement, we also cater to their normal door requirements.

We provide quality and consistent product. Fermator products are a



standard by themselves. We have built up our capability to deliver our products on time as required by the customer. We strive towards providing value for money solutions leveraging our R & D capabilities and process orientation.

We provide service support to our customers at site and also conduct training programmes to the customer technicians in our factory on installation procedures.

Where do you see Fermator in India 5 years from now?

In five years time Fermator will be the largest producer of Automatic doors for Lifts in India. We will have one more production facility in the western part of India. We would be working with all the major OEMs (national and multinational) for their requirement of doors.

**Fermator (Tecno Doors Private Limited) has been associated with SUPER Gas since 2007. What does this partnership mean to you?**

SUPER Gas as a company has served Fermator impressively. The expectation

that we have from a utility services provider is simply that we should not have any supply issues at any point of time. We have allowed SUPER Gas to manage the installation which is their sphere of expertise. This frees our valuable engineering resources, which we use in other areas of the factory. The supply chain agility is good and reliable to say the least. This partnership has gone through its share of ups and downs. However, on the overall it has been a mutually fulfilling relationship and we wish it continues into the future.

## From the Archive

January 1970



*It is this what we can expect this winter? A repeat of seven years ago, in the winter of '62/'63? As temperatures froze the telephones at the SHV coal and oil office became hot-lines! The demand for coal, oil and LPG was unending. SHV'ers were busy from dawn to dusk. The weather experts say that we can expect another hard winter...*

*Déjà vu?*

## It's time for New Year's Resolutions!

Most of us think that New Year resolution has lost its flavor. But with little planning and patience we can make a real difference. Some of the tips which might help making your resolution really work.

- Jot down important areas of your life – say - work, games, family, love, travel, new skills, vacation etc
- Shortlist the ones you think about achieving this New Year
- Select one that excites you



\*Courtesy: Google Search

- Share your resolution with your family and friends only
- Get set go.....

Disclaimer: Information featured herein is for informative purpose only, hence no liability is assumed

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 WORLD'S No.1 LPG COMPANY