



Happy Diwali



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Dear Reader

Welcome to the 17th Issue of SUPER Gas Connects Newsletter.

In our pursuit for excellence in pioneering the efficient energy solutions, we have added one more product offering i.e. Mass Flow Meter to our customers. This product measures the fuel consumption and helps to optimize the cost. Don't forget to read the article on Mass Flow Meter in the Innovation section.

Our activities on sustainability are gaining momentum. South regional team took the initiative of reaching to Customers on Sustainability during the event "A day out at Customers (ADO@C)". Please watch our video at YouTube.

This festival season, we wish you and your family a Happy and Safe Diwali.

Kind Regards

Marketing Team
SHV India

Your Energy Feed

Crude oil prices are steadily coming down and now trading below US \$90/bbl. Increased Oil output especially from the US outstrips the demand, in spite of the supply risks due to the ongoing geo-political issues in the Middle East.

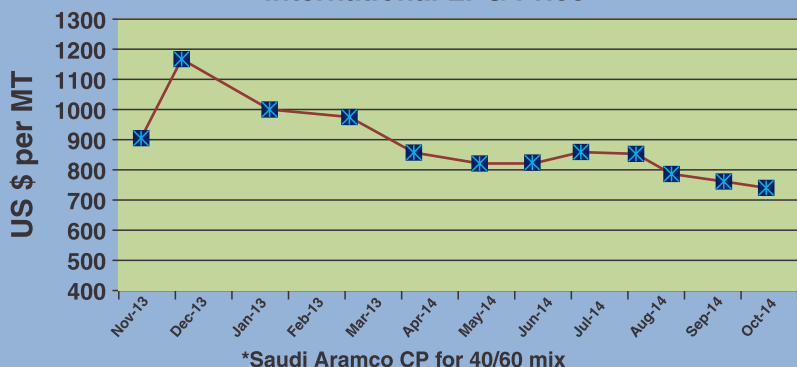
It is expected that OPEC producers may not allow this down trend to continue as it will be unsustainable to maintain their economics at such price levels. This may force them to cut the production to control the price of crude oil.

LPG prices are in backwardation throughout the 3rd Quarter of 2014 and the trend continues in October /

November also. This is mainly due to the fall in crude and naphtha prices and excess production from the US shale. In fact, the average prices of LPG are in the downward trend from 2012. Average Saudi CP for LPG (40% Propane and 60% Butane Mix) in 2012 was US \$917, went down to US \$ 874 in 2013 and US \$ 846 for the period Jan – Oct 14.

With continued excess production of LPG and lower price levels of crude / naphtha, LPG prices are also expected to be at the same levels, if not lower, during 4th Quarter of 2014.

International LPG Price*





Innovation

Measure and Save – Mass Flow Meter for LPG/ Propane Users

In most of the Industries, Fuel cost is one of the major components of manufacturing cost. Fuel cost is also rising day by day. Hi-tech machineries are being used to optimize the fuel consumption. Have you ever asked the following questions?

- Do you have enough control over your consumption of LPG/Propane gas in your industry?
- Are you able to correctly measure its use to optimize fuel cost?

SUPER Gas helps you to answer the queries by offering a high quality, robust and accurate product called – Mass Flow Meter (Endress + Hauser make). This product has been launched recently.



Mass flow meter measures rate of mass flow, density, temperature and viscosity simultaneously.

Working Principle

LPG/ Propane Mass Flow Meter utilizes the Coriolis Principle to measure the mass flow rate. As soon as the fluid (LPG / Propane) starts to flow in the tube, additional twisting is imposed on the oscillation as a result of fluid's inertia. Due to Coriolis Principle, the inlet and outlet sections oscillate in different directions which is detected by the highly sensitive sensors. This gives a direct measure of the flow of Liquid or Gas in the pipe.

Benefits of our Mass Flow Meter

- Universal measuring principle for liquids and gases
- Easy to install
 - Plug and Play type
 - Can be installed both horizontally and vertically
- Highly accurate (Liquid: $\pm 0.30\%$; Vapour: $\pm 0.75\%$)
- Measuring principle is independent of the physical fluid properties
- Remains unaffected by flow profile
- Easy to operate and maintain

To know more details you can visit our website www.supergas.com or SMS 'SUPER GAS' to 56070

SUPER Gas @ Various Expos – Some Glimpses

Food Trade Expo, Ahmedabad - 4th to 6th August, 2014





Aahar Chennai – 14th to 16th August, 2014 organised by the India Trade Promotion Organization (ITPO)



Aahar Jaipur – 6th to 8th September, 2014 organised by Jaipur Halwai Caterers Kalyan Samithi



Sharing Success

Buhler India – Growing into the future



Mr. Onkare Gowda K.C
General Manager - Head Manufacturing & Logistics, Buhler (India) Private Limited

Buhler is a global technology company for plant and equipment and related services for processing foods and manufacturing advanced materials. It operates in more than 140 countries and with over 150 years of experience, it has a market leader position. Buhler helps customers to roll out unique and innovative solutions. Following are the edited excerpts from an Interview with **Mr. Onkare Gowda K.C**, General Manager - Head Manufacturing & Logistics, Buhler (India) Private Limited.

Buhler Group started its Indian operation in 1992. Kindly tell us about the journey so far?

Buhler started its Indian operation in the year 1992 catering mainly to the food processing industry. We initially started manufacturing single machine with a small team of people in fulfillment, engineering, manufacturing and sales.

Today Buhler India offers complete turnkey solutions and systems to suit specific customer needs and is a market leader. It provides the entire range of products and services of the Buhler Group, such as equipment for rice milling, flour milling, colour sorting, animal feed technology, oil milling, grinding and dispersion technology and die casting systems, complete with engineering, project management and automation. Since customer needs vary widely across the region, Buhler India provides individually optimized solutions for maximum customer benefit.

What differentiate Buhler Group from competitors in the market place?

Constant innovation is an integral part of

Buhler's corporate culture. It helps the company to stay one step ahead of its competition. Innovations for a better world, reminds us of our responsibility towards people to live well within the limits of the planet. Every year Buhler allocates 4% - 5% of its global turnover towards Research and Development activities. This has enabled us to develop many new innovative products and solutions for the market. We have very stringent quality process in manufacturing and ensure the manufactured products are world class.

What initiatives are you taking towards sustainability of the business?

We give consideration to the environmental and social impacts of our activities. Focus is more for what we can influence first and foremost for our customers, their own customers, our employees, suppliers and partners.

Buhler's Sustainable value chain:

We aim for continuous improvement at our own production sites through reduction of specific energy, material and water usage and sustainable



sourcing.

Customer's Sustainable value chain:

We strive for continuous improvement of our products and services to engineer sustainable value addition to our customers by reducing raw material losses, setting the industry standard for safe and healthy food, resource-efficiency and reducing water requirement. We build, share and apply knowledge in-house together with our customers aiming to create the best solutions.

Where do you see Buhler Group in India 5 years from now?

Today Buhler India is one among the key global manufacturing locations within the Buhler Group worldwide. We are having a state-of-the-art manufacturing facility at Bangalore. We are currently manufacturing a complete range of machines for rice milling, pulses milling, coffee roasters, snack dryers etc. These machines not only meet the local demand but also are exported worldwide.

In the coming years, we would be adding many more products for manufacturing at our Bangalore factory in the food processing segment and would serve as

a global manufacturing hub.

Buhler (India) Private Limited has been associated with SUPER Gas for the last seven years. What are your views about our LPG product and services?

We are happy to be associated with SUPER Gas for the last seven years. This long association shows that we have chosen a right partner for our green fuel requirement. Your team has been very supportive and the service is excellent. We wish you all the best.

From The Archive



Transportation of LPG Storage Bullet to Peddapuram Filling Plant - 1998

Sustainability Tips



Switch Off

The stand-by needs in electrical appliances is not eco-friendly. Switch off your TV set, DVD player, Laptops and stereo completely when you are not using them.



Drive Smooth

Check the tyre pressure regularly; don't accelerate fast or move gears swiftly. Switch off the engine at the traffic signal. This enhances the vehicle efficiency and reduces fuel consumption and emission.



Save Water

Water is one of our most precious natural resources. Conserve and save water. Repair the leaky taps, recycle waste water and follow rain water harvesting



Let's Car Pool

Plan the travel by car pool to office with your colleagues. This will save fuel and reduces CO2 emission. Moreover, it will lead to fewer cars on the roads for a comfortable drive

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