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Dear Reader,

Welcome to the 21st issue of SUPER Gas connects.

Safety is an integral part of our business. "Safety we care" is exhibited at all touch points (both internal and external); be at customer's place, our terminals, filling plants or during LPG transportation.

To reinforce safety awareness and embracing it by all stake holders, we celebrated National Safety Week from 1st to 5th March 2016.

We added one more safety product CGMS⁺ to our basket of products and services. In CGMS⁺ apart from alarm at site, SMS alerts are sent to 10 mobile numbers in case of gas leakage. This helps in taking quick remedial measure. For more details about CGMS⁺, do read our innovation section.

Enjoy reading this edition.

Kind Regards

**Marketing Team
SHV India**

Your Energy Feed

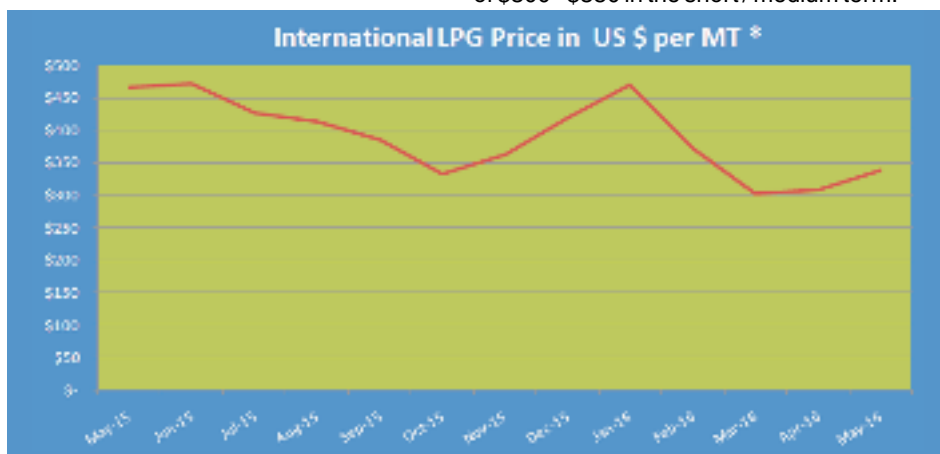
Crude prices are now quite stable averaging at \$45 per barrel. Brent crude oil spot prices decreased by \$7/barrel in January 2016 to a monthly average of \$31/barrel, the lowest monthly average price since December 2003. Ongoing growth in global oil inventories and uncertainty over future global demand growth continued to put downward pressure on oil prices.

However as per analysts, crude price needs to be at a level of \$40 - \$50 to encourage exploration without major effect on consumer pricing of fuels. Below these levels, exploration won't be viable which may drive away investments in this sector, there-by affecting the supply demand balance.

During the recent OPEC meeting, Saudi Arabia and Russia agreed to freeze oil output at near-record levels. However, post lifting of sanctions, Iran has indicated that they will continue to ramp up production to the "Pre Sanction" levels. Based on these factors, the crude prices are expected to stay at around \$35 - \$45 levels at least for the medium / short terms.

LPG prices are also falling down in accordance with the crude prices. The prices which were at \$469 in Dec 15 (60% Butane and 40% Propane LPG Mix) Ex Middle East, is now at \$358 in May 2016.

However considering the crude projections, not much increase is expected in the LPG rates and is projected to be only in the range of \$300 - \$350 in the short / medium term.





Innovation

Continuous Gas Monitoring System Plus (CGMS⁺)



Safety and Health are integral part of our business. We believe that no work, service is so important or urgent that safety can be compromised. We care for customer's business and ensure utmost safety in LPG handling and operation.

CGMS⁺ (Continuous Gas Monitoring System Plus) is a gas detection system having multiple flammable gas sensors, digital

controller unit which monitors the concentration of LPG in the atmosphere. It gives warning much before the explosive limit. In-case of leakage, LPG settles down on the ground and flameproof sensor senses the LPG and transmits inputs to the digital controller unit ; thus initiating the alarm. Simultaneously using the in-built modem, SMS alert is sent to 10 mobile numbers. Thus it's a real time safety device keeping the users informed on any gas leakage wherever they are.

SUPER Gas CGMS⁺ Advantages:-

- Enhanced Safety
- Warning signal at site with alarm and SMS to 10 mobile phones
- Customized solutions (2 channels to 16 channels)
- BIS and PESO approved
- Higher life (semi-conductor type sensors and not the catalytic types)

To know more about CGMS⁺, please visit our website www.supergas.com

March 1st – 5th 2016

National Safety Week-2016

We celebrated the Safety week from March 1st to 5th Customers, transporters, statutory authorities, employees and other stake holders in the business were involved in this event and they appreciated this initiative.



Safety mock drill at Murbad Filling Plant



Delivery sales person safety training at Chennai



Security training at Rohtak Filling Plant



Safety Training at Commercial Customer, Kolkata



EVENTS@SUPER Gas



“Robust infrastructure in ensuring a Happy Customer”-
Inauguration of Pune Filling Plant - Feb'2016



Reaching out to customers, vendors and users at CII's BIZ Bridge event at Kolkata organised by CII (Dec-2015)

SHARING SUCCESS

KANGARO GROUP - Organising Document .The world over



Mr. R.G Gupta
Vice President (Wire Division)
-Kangaro Group.



KANGARO GROUP is a well-known manufacturers and exporter of various products such as Staplers, Staples, Staple Removers, Paper Punches, Scissors, Carbon Papers, Gun Tackers, Pneumatic Tools and Industrial staples.

The innovative approach and quick response to Customer's need has taken the company to its leadership position. Following are the edited excerpts from an email interview with Mr. R.G Gupta, Vice President (Wire Division) -Kangaro Group.

1)“Organising Documents. The World Over “- that's an interesting punch line from Kangaro. Please tell us about your company and its journey in India since 1958.

“Kangaro” group was established in 1958. Today “Kangaro” stands as a recognised brand in its line of activities. Since its inception, the company has grown manifold in its operations and

performance, mainly because of its commitment to quality and swiftness in responding to market needs with innovative and value added products.

“Kangaro” holds the major share of Indian market and its products are exported to over 100 countries around the world, besides being the OEM supplier to many international brands.

“Kangaro” plants are equipped with state-of-the-art machinery. All units are vertically integrated, wherein all manufacturing operations are performed in-house, right from manufacturing of smallest part, spring, rivet etc. to complex multi-part components. This helps “Kangaro” to maintain the desired quality consistently.

2) What are the initiatives taken by Kangaro for a sustainable business and environment?

“Kangaro” has a well equipped Research

and Development Centre. It has an ultra modern Tool Room having the latest CAD / CAM facilities with modern Tooling Jigs and Fixtures. This enables “Kangaro” to manufacture the required international quality products. “Kangaro” has the flexibility to develop any item as per customer's specifications. This has been one of the driving factors of our success and we keep on innovating new products and process simplification.

As one of the leading manufacturers and suppliers, “Kangaro” recognises its responsibility towards environment and is committed to improvement of its environment footprint by using renewable energy such as Solar.

3) What is your collaborative approach for business growth and Customer satisfaction?

We have increased our capacity three folds by strengthening infrastructure and adopting the latest technologies in



production. We have enhanced our technical expertise by continuous R and D to substitute costly materials by equivalent local raw materials having the same quality standards. We have also started Vacuum Castings, to cater to health care industry and complicated aerospace castings that are being imported today.

4) Where do you see Kangaro 5 years from now?

Our goal is to supply in a big way to Aerospace, Defence and Railways. By 2020, we will produce 2500 Tons of castings per year and also add a few more technologies.

5) Kangaro has been associated with SUPER Gas since 16 years. What does this association mean to you?

We use LPG for heating of chemicals and heat treatment operation. LPG is supplied by SUPER Gas. The quality of LPG and the expertise of SUPER Gas team made us feel safe to operate. We are able to make more consistent product because of less maintenance and low shutdown. This is possible with the support of the SUPER Gas team who are active and keep providing safety training to our people, maintenance of LPG installation and conducting safety audit. Their timely delivery ensures uninterrupted production by us. We being satisfied with their services, wish SUPER Gas to keep growing successfully.

Journey of 20 Years



"SUPER Gas has completed 20 years in India. Our gratitude to customers for giving us the opportunity to serve them and our people made it more special for customers.

From The Archive

Customers, Partners, People and We. Can we take a flashback? Wow... we are going through this exciting journey of serving energy solutions through LPG for the last 20 years. Thank you all for your patronage and we look ahead to serve Customers better and together.



Laying of foundation stone for Porbandar Terminal by Port minister in 1997



First Ship "Gas East" at Vishakhapatnam in 1998



Inauguration of Bavla LPG filling plant in 1998



Receipt of first ship "Gas Lingfield" at Porbandar- 2001

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