



# SUPERGAS CONNECTS

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JULY 2018  
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Dear Reader,

It's time we bring to you another exciting issue of our Newsletter with a special emphasis on "SAFETY"- an important aspect in our day to day life. At SUPERGAS, we have been practicing Safety in all our activities and touch points with the logic of "No activity is so important that safety can be ignored."

Catch a glimpse of our new Filling Plant (under construction) at Jaipur and new ALDS station at Nacharam (Hyderabad). Turn the pages for interesting articles, success stories and more.

Happy Reading!

Kind Regards,  
**SUPERGAS Team.**

## HIGHLIGHTS

YOUR ENERGY FEED

SAFETY

CGMS+: 5 YEARS OF  
AFFLUENT SERVICE

SUPERGAS EVENTS

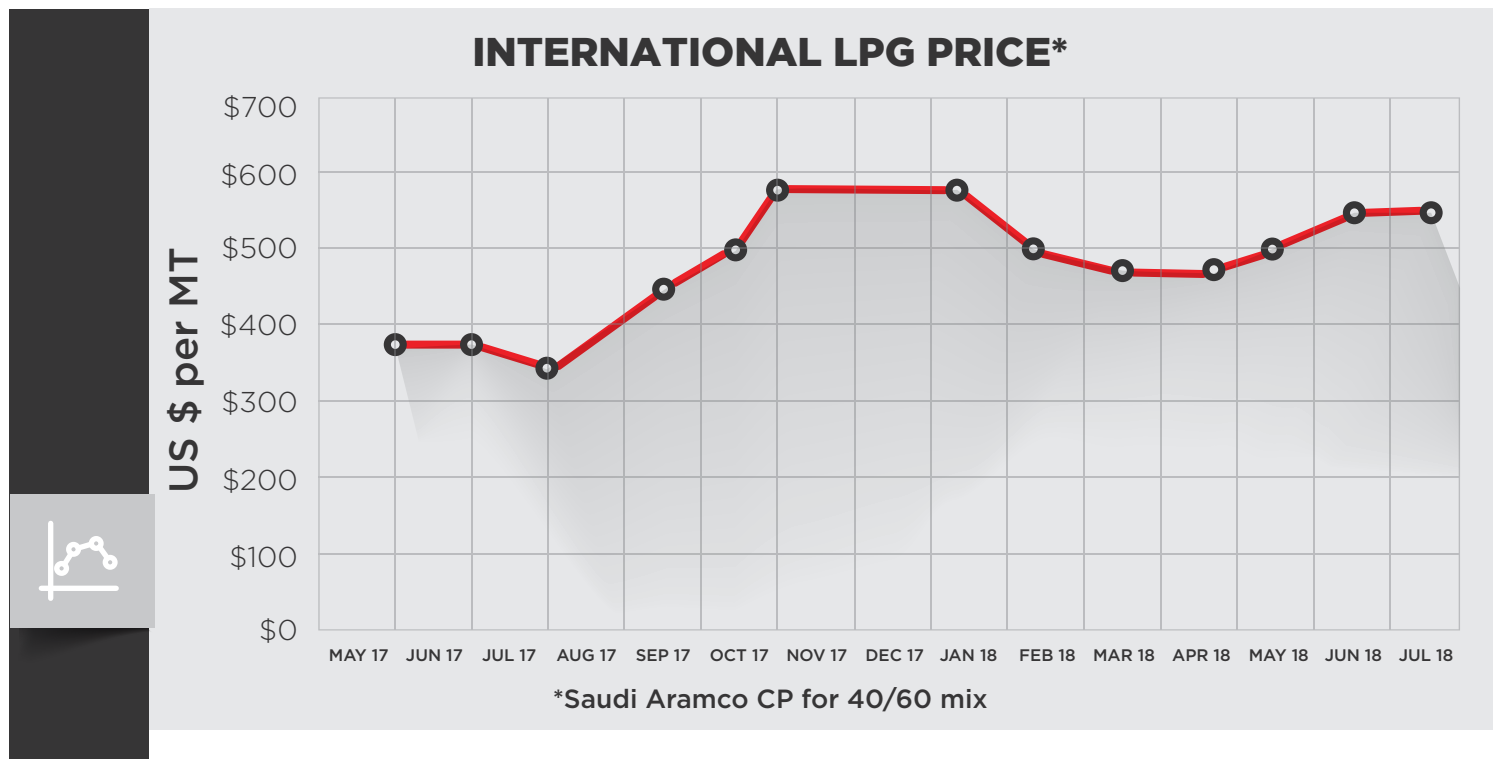
SHARING SUCCESS

FIND THE "ME"



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## YOUR ENERGY FEED.



Crude market has become volatile due to the geo political tensions though there is not much threat on availability. The ongoing tussles between US – China, US – North Korea and Re- imposition of sanctions on Iran by the US are the main reasons for the volatility. Brent which was hovering around \$60 -65 levels shot up above \$ 75 per barrel.

Buoyed by the higher crude prices, lots of investments are happening in exploration / production of crude and this will increase supply availability which may offset the supply constraints from Iran. Hence in all likelihood, Brent Crude may not breach the \$ 80 mark in the short / medium term – currently trading around \$75 levels.

LPG prices also rallied in conjunction with the crude prices in April / May and are currently trading at \$580 levels for both Propane and Butane. Though there is no dearth for LPG supplies, the increase is mainly due to the hike in crude prices. There are not much variations anticipated in the LPG price in 3Q 2018 and most likely to stay within \$550 - \$600 levels.

## SAFETY:

SAFETY is an integral part of our business. We emphasize the importance of safety at our all customers' (domestic/commercial/industrial/ALDS) LPG installations and across other operations; be it terminalling or bottling or transportation of LPG etc. Simply talking about safety norms is not something which we do, but ensure that we implement them across our operations and stakeholders.

We make sure to provide a healthy and safe working environment for all our customers, contractors and third party workers. We ensure that our people do the right job with the right tools. They are informed about the hazardous areas in filling plants and are educated about the usage of PPEs (Personal Protective Equipments). As an awareness program,

## WE DON'T TALK ABOUT IT, WE DO SOMETHING ABOUT IT

any formal meeting starts with a Safety Moment highlighting the need for adherence to safety.

Our franchisees are informed about the importance of LPG safety and related safety programs are conducted for them so that they understand the basics of LPG operations and how to handle an emergency situation be it an LPG leakage or a fire accident. This in turn ensures that our Customers have safe LPG installations and also have a good comfort level in handling of LPG.

With an experienced and expert team, SUPERGAS ensures a safe and sound installation at industrial and commercial location. Immense care is taken of the LPG installations at our customers' premises, i.e. from designing to commissioning with maximum importance given on safety. The materials that go

into the structuring of a sound installation confirm to IS code (IS 2825). Safety and compliance audits are performed across Filling Plants, Terminals, Auto LPG Stations and Franchisee outlets and customers' premises to ensure effective working of the installations, instruments and adherences to all safety and statutory guidelines. In case of any discrepancy, time is allotted to set things right for glitch-free operations. We don't compromise on Safety but bring the deviations to the notice of the Customers for corrective actions. .

For a robust safety approach all the incidents and near misses are reported, analyzed for root-cause and preventive methods are suggested. Learnings are shared with all stakeholders so that this is not repeated. As aptly coined, we follow "Safety -We Care." Do you?

## CGMS+

Our innovative and reliable LPG Leak Detector System CGMS (Continuous Gas Monitoring System) has completed 5 years since its launch on 31<sup>st</sup> May-2013. The product journey cycle has been rewarding and in the process it got rechristened as CGMS+ with the add-on features of SMS alerts. This device has helped us and Customers by alerting through sirens and SMS on the LPG leakages much before the explosive limit. Speaking of its popularity, the device has been a favorite with all Customers ensuring hazard-less LPG installation, and securing lives through warning signals.



## SUPERGAS EVENTS



New Auto LPG Station @ Nacharam, Hyderabad



Porbandar Beach Cleaning Drive, May 2018



INDEXPO Exhibition @ Nashik, June 2018



Our Happy Customer with Carbon Saving Certificate @Hyderabad.

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## SHARING SUCCESS

Gabriel India Limited is a leading name in the Indian Auto Component Industry. Established in 1961, it is the provider of the widest range of ride control products in India. Gabriel's Parwanoo project (Himachal Pradesh) has experienced LPG conversion from High Speed Diesel. Following are the abridged excerpts of interview with Mr. M. R. Sharma, (Head Maintenance), Gabriel.

**"Pioneers of Ride Control Products in India."  
That's how Gabriel would like people to know them.**

### Briefly say about Gabriel's journey so far?

Gabriel India Limited is the flagship company of ANAND Group, and a leading name in the Indian auto component industry. Established in 1961, the company provides the widest range of ride control products in India, including shock absorbers, struts, and front forks, across every automotive segment and 300 product models are on the offerings. Its business units include Commercial Vehicles & Railways, 2-Wheelers & 3-Wheelers, Defense, Passenger Cars and Aftermarket. Since the last 57 years, Gabriel India has established itself as a provider of innovative and proprietary products.

Gabriel India commenced operations with a single plant in Mumbai, and today has seven manufacturing facilities across the country at Chakan, Khandsa, Nashik, Hosur, Dewas, Parwanoo and Sanand.

### How did Gabriel come to know about SUPERGAS?

Being a user of LPG at various manufacturing units, we have a long association with SUPERGAS as a preferred fuel supplier. SUPERGAS Team approached our Parwanoo facility for HSD to LPG conversion around 3 years back; but due to various reasons, we had delayed for this change. However, the persistence approach and conviction displayed by SUPERGAS team motivated us to switch to this gaseous fuel.

### Please share your experience after converting to LPG? Was it beneficial?

After LPG conversion, the feeling that we got was why did we delay? We experienced a reduction in our fuel consumption by 35%. It's more than what the SUPERGAS team had claimed on fuel savings. Our initial start-time was reduced by 50% which resulted in more production during same working hours. The Heater Less Vaporizer brought about a controlled temperature in ovens. We are getting 50% reduction in manufacturing cost; the rejection rate has gone down drastically compared to earlier manufacturing process through HSD. We take pride in our decision and give our full credit to SUPERGAS's sustainable solutions.

### How would you describe your experience with SUPERGAS?

It has been a very healthy and smooth relationship with SUPERGAS team. SUPERGAS is a total solution provider for all energy needs. We can confidently say that they have stood as fore-runners in extending their best support and solutions. They have the technical expertise built and also a keen eye for safety in whatever they do. We hope this partnership flourishes for long and paves way for stronger bonds between the two organizations. We wish SUPERGAS a very prosperous future.



## Find The "Me"

Read on the clues given to identify the products. Send in your entries to [marketing@supergas.com](mailto:marketing@supergas.com) by 15<sup>th</sup> August 2018. Exciting gifts for first 10 early bird winners!

- My 5th birthday was on 31st May, 2018. I am a safety product that detects LPG leakage on real time basis. Who am I?

**A:** EACD **B:** Mass Flow Meter  
**C:** CGMS+ **D:** Liquid Trap
- I am a special type of cylinder launched for the very first time in India by SUPERGAS in 2003. Can you name me?

**A:** LOT LPG Cylinders **B:** FLOT (Forklift) LPG Cylinders  
**C:** 12kg Cylinders **D:** None of the above
- I have a lot of lovers and many aspire to get me. I hate consuming electricity and help in converting liquid LPG to Vapor LPG. Who am I?

**A:** Natural Gas Piping **B:** LPG Leak Detector  
**C:** Vortex Flow Meter **D:** HLV
- I am the big boss in the group of SUPERGAS Cylinders. I am quite robust and am made up of high quality steel. I have the capacity of 450 kg. Name me?

**A:** Bulk LPG Cylinder **B:** SUPER LOT Plus  
**C:** Maxima Cylinder **D:** None of the above
- If you ignore me, I may play truant... if you follow me, I would reciprocate with care. Whole world respects me and show respects by doing audits to see if my processes are in place. Coin the same tag line for me as done by SUPERGAS.

**A:** Advancing Energy Together **B:** On time, every time  
**C:** Safety...we care **D:** Beware...danger ahead