

Our Business Makes an Impact

Dear Reader,

We are happy to announce that we are bringing back our SUPERGAS Connects Newsletter after a hiatus of more than 2 years!! Long time we must say! But this year is special to revive all the memories and milestones to see SUPERGAS growing, from inception to it's silver jubilee of 25 years keep from our beginning to where we stand today. The vision lies in celebrating the journey together and the ecosystem of changes we want to bring in, for our purpose of Advancing Energy Together.

Despite challenges and considerable change, we have been persistent in keeping Customers at the center of everything. That has helped us in bringing many new initiatives in business and pushing us to listen more to Customers and adopt the changes. We dedicate our business to all our Customers for their contributions to our success in this short 25 years.

In this edition, we would take you through some of the missing moments, advantages and safety features of Maxima installation and many more interesting articles. **HAPPY READING!**

SUPERGAS Team

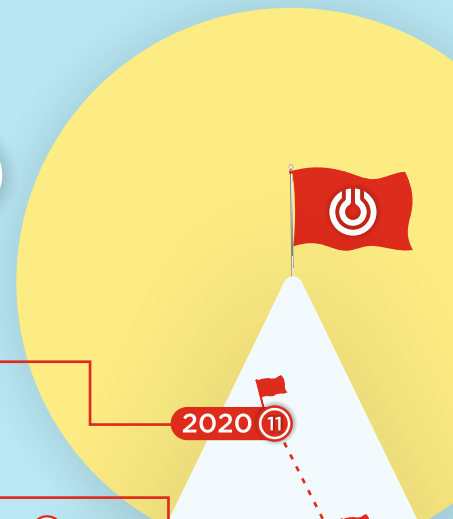

Highlights

- 25 Years Steppingstone
- The Catch
2018 to 2020
- Your Energy Feed
- Maxima Installation
Advantages & Safety features
- SUPERGAS Events
National Safety Week
- Customer Success Story
- Quickies- Quiz





25 Years Stepping stone

11

New website, RPA and Digitization- Easing cust. experience



10

Enhancing Infrastructure - laying of Tuticorin Terminal




8

Gripping the market with 450KG Maxima cylinder



7

Enhancing distribution and infrastructure by acquiring Caltex, part of Chevron group




9

We feel the need to make our world better. Launch of "Advancing Energy Together".




6

Making headway towards an eco-friendly approach- Setting up our 1st Auto LPG station




5

Smiles do matter- Our CSR-from holding chalks to holding hands



4

Pioneering the change in the market: Distinctively making a difference with our exclusive products




3

Starting up with our first commissioning & production to ensure safety and operation-ready facility



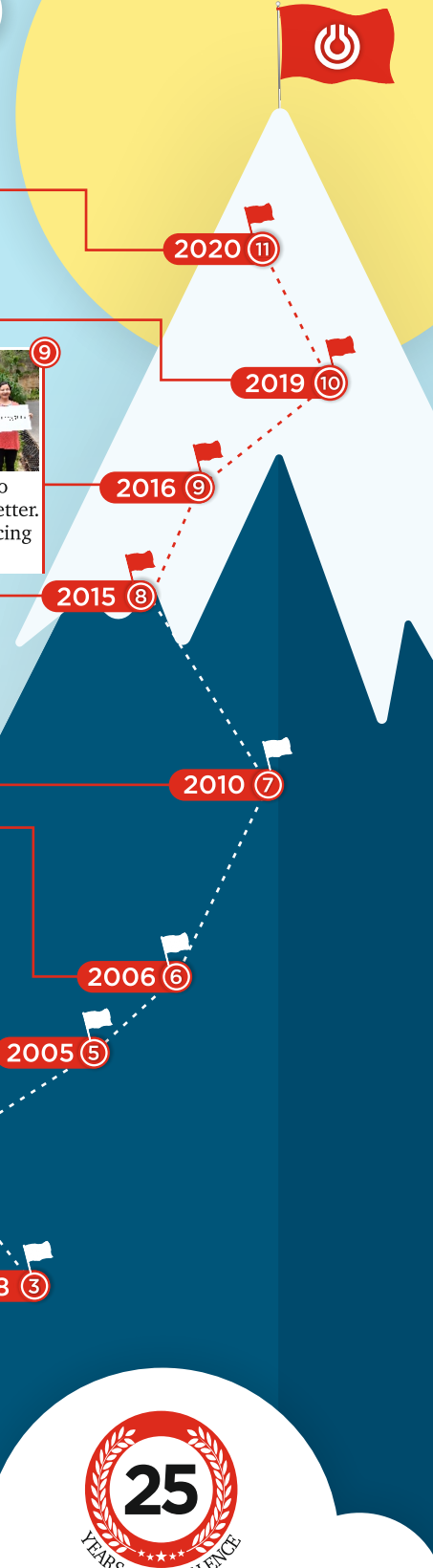
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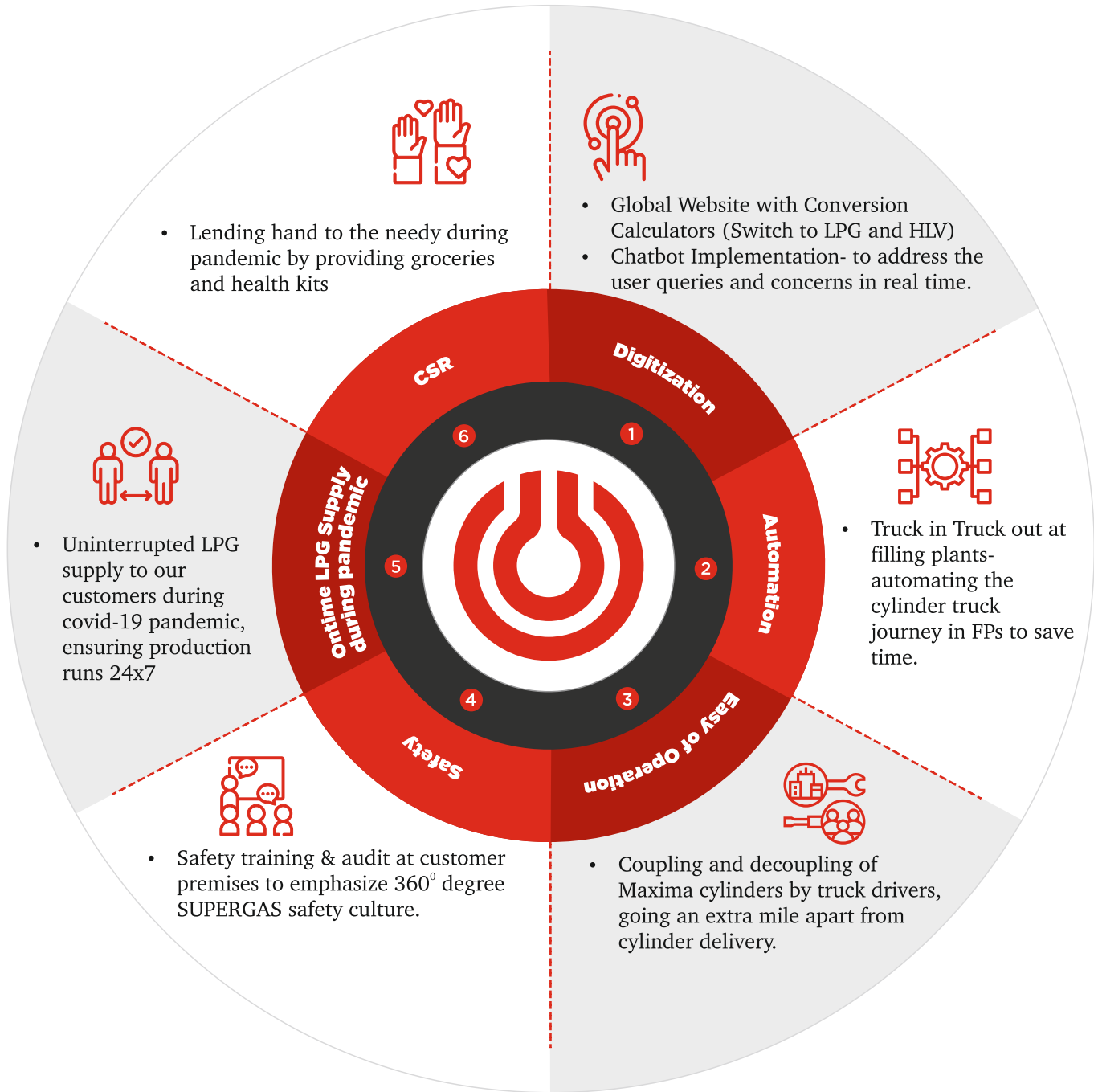
First Terminal-setting our first step towards sustainability



1

Beginning of our journey



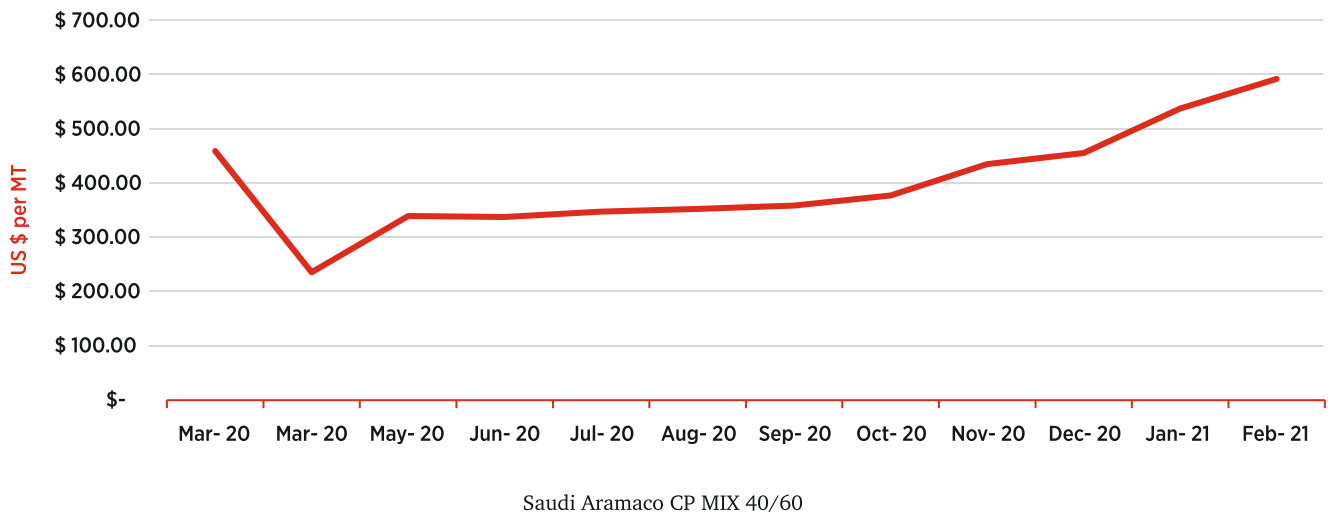


THE CATCH 2018 TO 2020



Energy Feed

International LPG Price*



Month	Saudi Aramaco CP MIX 40/60 LPG Mix
Mar-20	\$ 460.00
Apr-20	\$ 236.00
May-20	\$ 340.00
Jun-20	\$ 338.00
Jul-20	\$ 348.00
Aug-20	\$ 353.00
Sep-20	\$ 359.00
Oct-20	\$ 378.00
Nov-20	\$ 436.00
Dec-20	\$ 456.00
Jan-21	\$ 538.00
Feb-21	\$ 593.00

The Crude Market has strengthened, and Brent consolidated over \$60 from its historic low in April-2020 when WTI plunged into negative aftermath of pandemic-related lockdown across the globe. With life getting to normal, petroleum product demand is also getting back to pre-pandemic level. It may further gain momentum with increased vaccination coverage. LPG follows the trend and touched \$600 in Feb-21. Winter snap in some parts of Europe and USA has also bolstered the heating demand of LPG. On the other side, higher Butane price makes it less attractive compared to Naphtha for feedstock and hence butane price flipped to discount with respect to Propane for the last couple of months. Propane price is supported by both heating demand and correspondingly the demand from China in PDH plant feedstock.

LPG demand in India continued to be firm, with higher penetration supported by the GOI initiative under PMUY. However, domestic LPG coverage is now almost reaching 100%, and further growth may be muted on this front. With the increased demand for LPG and indigenous refinery production not ramped up, dependency on imports has grown up substantially to above 55%. This may further increase with more refinery producing output mix while LPG is recycled for feed.

Maxima Installation

For high fuel consumption and available limited space for the LPG installation, 450kg Maxima installation is the best choice for you. Made up of high-quality steel and adhering to European Safety Standards, the Maxima cylinders are compact, safe, highly energy-efficient, & readily available. With customizable configurations beginning at two cylinders and going up to a 16-cylinder manifold, the various components in the installation increase your efficiency and keep you safe. With SUPERGAS's team of experts, installation and supply are only a few steps away from your next milestone.

Advantages:

- Only 4 no's of Maxima Cylinders can replace 60 no's of LOT 33 Kg cylinders. As a result, it gives a highly safe and space-efficient solution.
- It makes the installation safer by reducing the joints by roughly 90% compared to LOT installation.
- Only two people are required for cylinder handling, reducing the workforce requirement.
- The Rochester gauge on top of the cylinder helps in measuring LPG in the cylinder and stock planning.
- The installation comes equipped with an Electronic Automatic Change-over Device (EACD Plus), so there is no need to go to the installation for changing cylinder banks.
- Easier maintenance of installation compared to LOT and Bulk installations.



Safety Features of Maxima:

1 Rochester Gauge

Monitoring the liquid level in the cylinder – in case the cylinder is being overfilled, it can be clearly observed from the Rochester Gauge.



2 SRV (Safety Release Valve)

If the pressure inside the cylinder exceeds a specific limit, it opens and lets out the excess strain.



3 EFCV (Excess Flow Check Valve)

Prevents excess gas from being drawn from the cylinder.



4 QRC (Quick Release Coupling)

Ensure ease of engaging & disengaging Maxima cylinders with manifold and ensures leakage-free operation.



5 Solenoid Valves

Controls the flow of liquid or gaseous LPG in manifold by being energized from the pressure switch to avoid an increase in pressure in the LPG line.



6 Y Strainer

Prevents any unwanted particles from flowing into the liquid line and in turn, prevents the damage of other components.



7 TRV (Thermal Release Valve)

lets off excess pressure, which can build-up due to an increase in the temperature of the manifold.



8 Filter

Prevents any unwanted particles from flowing into the vapor line and in turn, prevents the damage of the regulator.



9 Slam Shut Off Valve

Cuts off the pressure in case it exceeds beyond 1.5 kg/hr. The Slam Shut-off valve senses the outlet pressure from a pilot line connected to the outlet.



10 NRV (Non-Return Valve)

Prevents LPG from flowing in a reverse direction.



*For more details **watch the video** of 3D - Working Principle of 450 KG SUPERGAS Maxima Installation

SUPERGAS Events

National Health & Safety Week

Health & Safety has always been a high priority and of paramount importance at SUPERGAS. In this regard, National Health & Safety Week commenced from 4th to 10th March 2021 with the theme “**Learn from Disaster and Prepare for a Safer Future.**” We conducted several safety awareness programs throughout our organization and at our customer premises. It makes people understand the importance of Health & Safety and emphasize them to learn from any such disasters happening around & implement learnings to continue business in a safer way.



Here are some glimpses of the events-



Customer Success Story

Sundram Fasteners Limited (SFL) is one of the flagship companies of the TVS group. Sundram fasteners Autolec division was established in 1985. Sundram Fasteners Limited has experienced LPG conversion from High-Speed Diesel. Following are the abridged excerpts of an interview with Mr. Kabilan (DGM - Operations) Sundaram Fasteners Limited, Chennai.



1 About Sundaram Fasteners Limited and its journey so far?

Sundram Fasteners Limited is one of the flagship companies of the TVS group. Sundram fasteners Autolec division was established in 1985. The Autolec Division is modern and has World-class machining facilities for engine components and oil pumps and water pumps, fuel pumps, integrated front cover assemblies with backward integration for bearings, mechanical seals, aluminium die casting, and grey iron/SG iron castings. SFL Autolec having a major contribution to the Indian automotive industries gets its major turnover of 82% from the domestic market though it has its export business too. Its customer portfolio includes Maruti Suzuki India Limited (MSIL), and dealing with reputed OEM customer like Mahindra & Mahindra, Ford, Tata Motors, General Motors.

2 How Sundaram Fasteners came to know about SUPERGAS?

TVS group was associated with SUPERGAS for a long period of time. SUPERGAS was supplying Maxima LPG cylinders to our group unit of SFL for Heat treatment. SUPERGAS team approached us for the fuel conversion in the year 2018 for our Aluminium Melting application which was running with HSD. We had a space constraint in our factory premises; however, the Guidance & consistent approach of the SUPERGAS team motivates us to switch over from HSD to LPG with suitable space suggestions within the expectation of SFL.

3 Please share your experience after converting to LPG

After converting to LPG as a fuel for our furnace, we experienced a cost savings of around 25%. We also benefited through less rejection in manufacturing cost the maintenance of combustion system.

The additional workforce cost is eliminated for the same. The melting time of Aluminium is less in LPG firing compared to HSD, which yields more productivity for us. We appreciate the assistance and guidance of the SUPERGAS team for their efforts & provided a solution for our fuel cost saving.

➤➤ SUPERGAS provided us a turnkey solution for all our energy needs & guidance for LPG installation as per regulation. They have a knowledgeable young team with expert guidance which helps us to convert from HSD to LPG in a smoother manner. We have been guided by SUPERGAS towards the safety of the LPG system and the compliance norms to operate safely. We are delighted with their service and assistance towards technically and through the supply of LPG on time by having full-fledged support functions. ◀◀

IT'S TIME TO TEST YOUR KNOWLEDGE!

Let's do some quick trivia?

- How many Maxima cylinders can replace 60 no. of 33 Kg LOT cylinders?
 - 10
 - 8
 - 4
 - 6
- Rochester Gauge in the Maxima cylinder is used to measure _____?
 - Liquid level
 - Vapour level
 - Water level
 - All the above
- Slam shut off valve cuts off the pressure if it exceeds _____
 - 1 Kg/hr
 - 1.5 Kg/hr
 - 2 Kg/hr
 - 2.5 Kg/hr
- Which safety component prevents excess gas drawn from the cylinder?
 - NRV
 - EFCV
 - SRV
 - TRV
- How much % (approx.) of joints can be reduced in Maxima Installation compared to LOT installation?
 - 75%
 - 80%
 - 90%
 - 95%

Thanks to all contributors
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