

Safety We Care!

Advancing Health and Safety Together

Dear Reader,

SUPERGAS Connects is back again with a bang! Can't believe that it's the 26th issue already, isn't it? Time indeed flies, and hope this issue lives up to your expectations!!!

This issue of SUPERGAS Connects focuses on the theme of **Health & Safety** with an emphasis on our efficient transport management, why LPG is the need of the hour as per the statutory norms released by various state governments and what our loyal customers speak about us.

SUPERGAS believes that a safe workplace is a sound business. As we focus on achieving goals, measuring performance & evaluating outcomes, our workplace & culture have been progressing towards higher levels of safety & health achievement. Sustainability too has greater importance in our culture & we strive to cultivate it in all our activities. Read on to know more about the hustle & bustle in our company!

Happy reading,
SUPERGAS team.



Advancing **Safety**
>> Together



Highlights

- Health and Safety at SUPERGAS
- The Energy Feed and Paving the way to a Sustainable Future
- The Focal Points of our Transport Management and SGF's Philanthropic Activities
- Customer Testimonials:
 - Cylinder Franchisee
 - Industrial Customer
- Events at SUPERGAS

Health and Safety at SUPERGAS

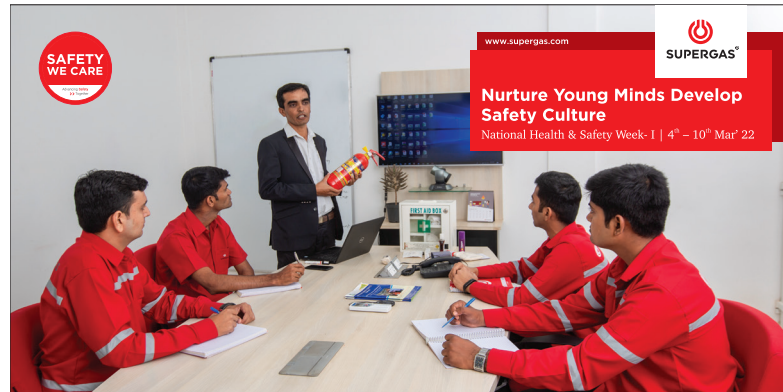
A spotlight on the National Health & Safety Week- Nurture Young Minds Develop Safety Culture

Safety culture is a term that is debated, often simplified, and developed in an organisation. In a nutshell, it refers to safety attitudes and behaviours within an organisation (or) it's simply 'how things are done.' If an organisation has a positive safety culture, this means things are done safely!

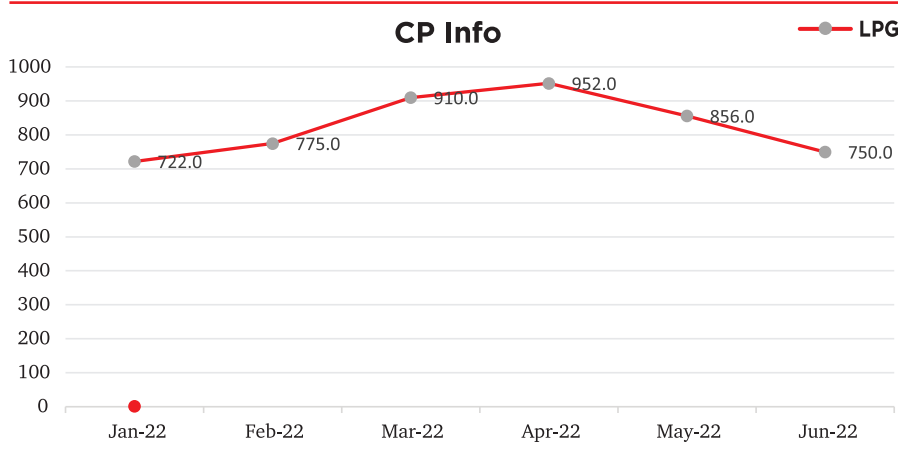
The National Health & Safety Week, celebrated from 4th-10th of March at SUPERGAS, aims to renew the commitment of employees and the stakeholders to work safely throughout the year. The campaign's ultimate objective is to ensure the integration of OSH (Occupational Safety & Health) into work culture and lifestyle.

Aligning the Theme of 2022 i.e., “Nurturing young minds-develop Safety culture”, the SUPERGAS safety team embarked on educating youngsters through H & S communication, training, and encouraging them to report a hazard.

Training on LPG Safety, Emergency handling, Hazard identification & reporting them, Competency development training on “Safe Handling of Mobile Scaffolding Tower”, Road safety, and Self-Assessment E-Tests on H & S Awareness were some of the activities undertaken at various locations of Industrial & Retail Customer premises, Franchisees, Offices, Filling plants, Terminals, and Auto LPG stations.



The Energy Feed



Month	LPG
Jan - 22	722.0
Feb - 22	775.0
Mar - 22	910.0
Apr - 22	952.0
May - 22	856.0
Jun - 22	750.0

Amidst the Russia-Ukraine conflict, the overall energy market has been quite volatile, and all the commodity prices have skyrocketed due to the looming uncertainty. The crude oil prices touched as high as 128\$/barrel from 73\$/barrel some-time back. A similar trend was witnessed in LPG, with prices increasing to 952 \$/MT. Very recently, i.e., in June, LPG prices have cooled off, primarily due to the summer effect. As per the market sources, LPG prices may remain volatile in coming times due to prevailing uncertainties in the global environment.

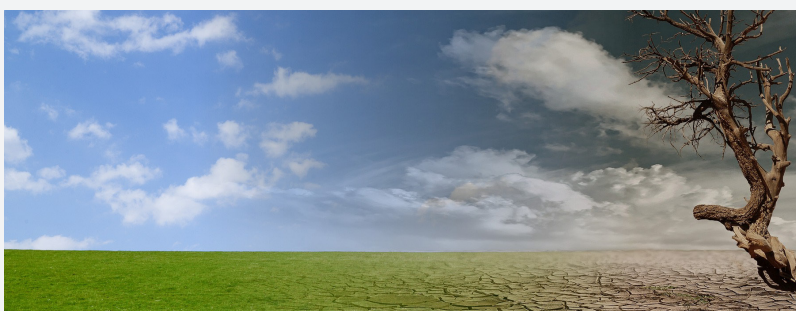
Paving The Way To A Sustainable Future

Danger bells of pollution are ringing for some years and the governments are also stressing the usage of cleaner fuels & switching to LPG. It can immediately have a positive impact on global warming.

The NCR states of Haryana, Rajasthan, and Uttar Pradesh have banned the use of Pet Coke and Furnace Oil, and recently, West Bengal also followed suit. The governments have directed that industrial operations and processes not running on cleaner fuels shall operate only up to eight hours a day from Monday to Friday and shall not be allowed to operate on Saturdays and Sundays.

How can clean, green and eco-friendly LPG help industries?

- Lower Carbon Footprint as compared to Electricity, Liquid and solid fuels
- Uniform burning, heat distribution, and easy temperature control
- Less initial heating time and higher heating rate, meaning quick start-up of the manufacturing process
- Lower unburnt carbon; therefore, the combustion system needs lower maintenance
- Lesser fuel cost and better heating capabilities; thus, higher productivity and increased savings
- Better quality finish of the end product



SUPERGAS's team of experts with vast and varied industry experience help the customers choose the right combustion system, appropriate controls and equipment, and the right vendor and assist with the process of conversion. We are the pioneers in this service and are continuously adding esteemed clientele who have converted from HSD, LDO, FO, SKO and other solid fuels to LPG.

Transport Management- Reaching New Realms With Digitalisation

When we talk about ‘smart transportation,’ for SUPERGAS, it is not merely carrying LPG cylinders or bulk from one place to another but also embarking on the digitization keeping the customers and process as the core. This would ensure a seamless service to customers, higher efficiency and a lower carbon footprint.

Truck In, Truck Out: Sustainability In, Carbon Footprint lowered

Historically, all the LPG movements, Inward and Outward, are recorded in a maze of manual registers. Each location of SUPERGAS used to maintain these logs. We estimated that across all our Filling Plants/Terminals, our people manually fill up 30 million fields a year, investing in pen and paper, manual efforts and difficulty in the retrieval of old data!! Many of the fields are repetitive in nature.

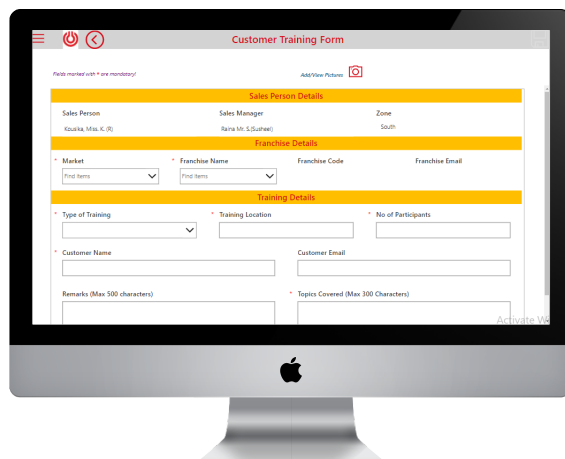
After extensive deep diving into insights and groundwork, we have implemented Truck in Truck out (TITO) at Filling plants and Terminals. TITO has helped save more than 600 KG of papers per annum along with valuable man-hours! In addition to getting rid of millions of manually entered repetitive fields, some useful reports are available with the click of a button, like Truck Servicing Time in the plants, Truck Waiting Time and many more. This would help in higher efficiency and better customer service apart from the Carbon savings.



Power-Apps: Shattering the barriers of digitisation

The Power Apps, O365 platform-based apps are used for all our Safety Audits like Godown Audit, Manifold Audit, LOT QVR & End Customer Training.

A detailed report is sent to the respective Franchisees and Customers so that they are aware about the outcomes of the audit and training. The final report generated is sent to the Franchisee or Customers helping them to know about the Compliance with Safety Standards.



Smiles matter: Philanthropic activities by SUPERGAS Foundation

SGF continued its encompassing activities on charity and sustainability.

It includes organizing the graduation ceremony of ‘speech and hearing impaired’ a skill trainees of Ashray Akruti (Ashray Akruti is one of the best NGOs in Hyderabad in the field of disability. It gives children and youth with disabilities a chance to prepare themselves for the real world and provides them with the confidence to lead a life of dignity), plantation activity on the 2 km approach road near our Choutuppall filling plant, donation of furniture and sports items to a school at Bavla, classroom benches and tables to a school at Jaipur, installation of CCTV network at the Vadakkal highway and streetlights at the Kolar Village and the renovation of the Panchayat School, Vadakkal.

Our small steps, straight from the hearts, would go on; to bring smiles to the needy.



SUPERGAS Foundation

... smiles do matter



Progress Through Partnership

Our Invaluable Cylinder Franchisee



**- RAGHAVENDRA RUNGTA,
PUSHPREKHA UDYOG,
DHANBAD**

1 How did you know about the SUPERGAS cylinder franchisee opportunity?

While having casual lunch at a friend's restaurant, we came to know about the issues in the supply of LPG. We did some homework and got interested in the business. One of our well-wishers suggested SUPERGAS as the only reliable private LPG company. We applied through the website of the company and went through the various discussions, market survey & finally I am very happy to be a part of the SUPERGAS family.

2 Explain your journey with SUPERGAS?

The journey so far has been very enriching. We are in Dhanbad, known for its Coalfields. Other than facing established PSUs as competitors (needless to mention various other private players), placing our product in the competence of easy & cheap availability of Coal as an alternate fuel has been challenging. The credit for our business development goes to together working with the SUPERGAS team which I would say is able & balanced with a process-driven approach supported by marketing. SUPERGAS's willingness to upskill our team on product knowledge and soft skills for customer experience is praiseworthy. Their decisions in a time of need also add to the business growth. We are thankful for being with the company and look forward to continued association.

4 How do you see safety as a distinct advantage or a value proposition?

Safety as the most important business parameter has always a distinct advantage and a value proposition. As learnt from SUPERGAS, we have zero tolerance in the matter of safety non-compliance. It takes a good amount of effort to explain to Customers on the Safety aspects as it's taken for granted. We are spreading the culture of Safety through various awareness and sensitizing programs like Safety Training, Safety audit at Customer's places and it is encouraging when it's being acknowledged as one of the key for everyone's benefit.

3 Please share your learning experience in this journey?

In our four years of togetherness, we have learnt so much from SUPERGAS that mentioning each point is impossible. The most crucial point that SUPERGAS taught us is to reflect and learn while we lose any customer. This is business and hence quite dynamic. So, losing one and winning one or more all the time goes hand-in-hand. SUPERGAS says it is never a big deal when a customer switches or we lose a customer; the problem arises when we do not gain a new one parallelly. With the support of the company, we have a presence at various places like - Hotels, Restaurants, Clubs, Schools, educational institutes, Food Industries, Metal Industries & many more.

5 Anything you would like to say about SUPERGAS?

All we can say about SUPERGAS is that - when the going gets tough, the tough get going. The marketplace is dynamic, and we too are learning it, but we are happy that with SUPERGAS's support we are driving it through successfully.

Progress Through Partnership

Our Invaluable Industrial Customer



**- SHARAD SINGH,
SENIOR MANAGER,
TOKAI IMPERIAL HYDRAULICS**

1 Can you please give a brief about your company?

TOKAI IMPERIAL HYDRAULICS INDIA PRIVATE LIMITED is in Gurugram, Haryana, India and is part of the Rubber Product Manufacturing Industry. There are 126 companies in the TOKAI IMPERIAL HYDRAULICS INDIA PRIVATE LIMITED corporate family. TOKAI IMPERIAL HYDRAULICS INDIA PRIVATE LIMITED is the foremost manufacturer of a high-quality range of gaskets and washers. Our products are well-known for features like long working life, high functionality, and minimal maintenance. Tokai has converted from polluting fuel HSD to Greener fuel SUPERGAS LPG in its Neemrana unit.

2 What triggered your switch to LPG from HSD and why did you choose SUPERGAS?

We used HSD as a fuel, and as an MNC, we were focused on reducing our carbon footprint by switching to greener fuel. LPG is a greener and cost-efficient fuel compared to HSD.

SUPERGAS team approached our Neemrana facility for HSD to LPG conversion around three years back, but we delayed this change for various reasons. However, the persistent approach and conviction displayed by the SUPERGAS team motivated us to switch to LPG. We preferred SUPERGAS, considering them to be safe and trustworthy. In our area, they supply LPG to many other customers and provide SR grade LPG, which is beneficial in industries. Also, they approached us for the Supplier Gas System (SGS) model in which investment in installation, AMC, Safety Audit, Safety Training, Insurance, and Spares all are in SUPERGAS's scope, which in nutshell is a peace of mind for us.

4 What suggestions would you give us, or what more services do you need from SUPERGAS?

SUPERGAS has guided and supported us during our initial stages with a very professional approach and provided suitable turnkey solutions for all the energy requirements and making the smooth transition during manifold upgradation. SUPERGAS is a total solution provider for all energy needs. We can confidently say that they have stood as forerunners in extending their best support & solutions. SUPERGAS tries to give a better customer experience through innovative products like EACD Plus (where there is an auto change over from the running cylinder bank to the stand-by bank upon completion of the gas in the running bank) and new initiatives like Loading and Unloading and connections of Maxima cylinders by their experienced transport crew, which is a very good safety initiative. We hope this partnership flourishes for a long time & paves the way for a stronger bond between the two organizations. We wish SUPERGAS a very prosperous future.

3 How many years have you been associated with SUPERGAS & how is your journey with SUPERGAS?

We started using SUPERGAS LPG in March 2021. After LPG conversion, we questioned ourselves why were we delaying it to avail so many benefits? We experienced a reduction in our fuel consumption by 25%. It's more than what the SUPERGAS team had assured on fuel savings. Our initial start-up time was reduced, resulting in more production during the same working hours. The Heater Less Vaporizer brought about a controlled temperature in the Boiler. We are getting a 20 to 25% reduction in manufacturing costs; the rejection rate has gone down drastically compared to earlier manufacturing processes through HSD, and our maintenance cost has also decreased. We take pride in our decision and give our full credit to SUPERGAS's sustainable solutions. We are delighted to get a very good response from the SUPERGAS Team.

5 Would you like to convey any message to the industry professionals?

Considering current pollution issues, every industry should use greener fuels. SUPERGAS provides Straight Run grade LPG, and they are a very safety-oriented company. So, we recommend SUPERGAS as a preferred LPG supplier.

SUPERGAS Events

Release of the Sustainability Report & Celebration of the World Environment Day

Proclaiming our love towards the planet, we released our Sustainability Report on the eve of Valentine's Day, i.e., February 14th. The report covers our carbon footprint and various initiatives taken in reducing the Carbon Footprint. We have introduced carbon certificates to our customers.



As a part of the WED celebration with this year's theme 'Only One Earth', we had our Global Director, Sustainable fuels, Mrs Rebecca Groen speaking and interacting with all our employees on our plan and progress on Energy Transition to Non-fossil fuel by 2040. Various new initiatives like Green Ambassador (internal employees who would work together to build up culture & initiatives on Sustainability), planting trees on employee birthdays were rolled out. We stand committed to our goal of 25by2025 i.e., Reducing our carbon intensity by 25% by 2025.

3 MW Solar Power Plant at the Tuticorin Terminal



We are committed to sustainable energy and have an ambitious plan to increase the use of solar power at our various locations. With the help of Soursource (a group company), SUPERGAS has planned to set up a 3.6MWp solar plant for its newly expanded Refrigerated Terminal (LPG) at Tuticorin. This would help a considerable reduction in Carbon footprint. This is expected to be commissioned by the last quarter of 2022.

Two Million Safe Man-hours at the Tuticorin Expansion Project



Completing a project successfully comes with its own adventures. Handling the Health & Safety (H&S) of such a large-scale Tuticorin Expansion project with 700+ people at the site needs good amount of walk-the-talk and process adherence. Even a single incident can take a heavy toll on project schedule, time & cost. With robust safety systems and practices, safety induction by our dedicated H&S teams, a medical examination by staff, risk assessment before starting any work, following Permit to Work systems, etc., we achieved more than 2.5 million manhours with NIL incidents. Truly Safety-We Care!

Inauguration of our 2 new Auto LPG Stations



2 new Auto LPG stations were commissioned in this year taking the total numbers to 48. These would continue to add benefits to the auto-fuel segment and on eco-friendly approach.

SUPERGAS at various expos & trade fairs



As a part of building our network and aiming to highlight our exemplary products and services to customers from various industries, we participate in various expos and events. In recent times, SUPERGAS has set up its stall at Hometex Tech Expo, Garment Technology Expo, GlobeTech Engineering Expo, and Textile Expo, to name a few.

From The Archives-2012

New Service Offering - Flue Gas Analysis

Today's environment has to deal with larger concentrations of pollutants due to the use of all types of fossil fuels. The path to environment friendly energy production is to reduce the emission of pollutants, which is only possible when the existing combustion system is working in optimum range of the fuel. Flue gas analysis or a flue gas analyzer enables to measure the concentrations of the pollutants present in the emissions and helps to adjust the burners for optimum combustion.

Combustion is the act or process of burning fuel and oxygen (air) to produce heat and light. When fuels are burnt certain gases of combustion are produced, these gases of combustion are called "Heating Gases". Heating gases will transfer its heat to absorbing surfaces like Chimney. These gases are called Flue gases.

Combustion is the rapid oxidation of fuel that results in heat & light (Eg: LPG)

$1\text{kg} (\text{C}_3\text{H}_8 + \text{C}_4\text{H}_{10}) + \text{O}_2 \rightarrow \text{CO}_2 + \text{H}_2\text{O} + 10900$
Kcal

Flue gas analysis

A Flue gas analyzer measures the pollutants of flue gases vented in factories and industries. Place the probe of the flue gas analyzer in the stud opening of chimney to measure the concentrations of Oxygen (O_2), Carbon Monoxide (CO), Carbon Dioxide (CO_2), Oxides of Sulphur (SO_x), Oxides of Nitrogen (NO_x) and flue gas temperature.

The appropriate concentration levels of gases dependent on the fuel consumption of the burner. The higher the consumption, the more important it is to optimize the process. Fuel consumption will be effected by a number of factors that can be measured with a flue gas analyzer. The air/fuel ratio is an obvious parameter, collectively with the excess air and pressure drop in the stack. The carbon monoxide and excess air produced along with few other factors decides the efficiency of the combustion system.

Typically, improper mix of fuel/air results in

incomplete combustion. Heat is wasted due to the presence of excess air and harmful NO_x emissions are vented into the atmosphere. As per PCRA, reduction of every 10% excess air will lead to fuel savings of approximately 1% to 2%. However, precautions should be taken that ambient air is not mixed/diluted with the flue gases in the entire combustion loop, where results may go erratic. Hence a closed loop combustion system is suggested for performing flue gas analysis. Experts consider three or four checks a year is an acceptable level of testing.

For flue gas analysis in your factory or Industry, please send us the enquiry on shv@supergas.com or SMS 'SUPERGAS' to 56070.



Indebted to the Contributors

- 1) Mr. Sharad Singh
(Industrial Customer)
- 2) Mr. Raghavendra Rungta
(Cylinder Franchisee)
- 3) Hardik V
- 4) Kousika R
- 5) Sivraj R
- 6) Pavani K
- 7) Vineela K
- 8) Raghava K

