

Celebrating 15 years of Ideas





#### **Energising Dealers & Distributors**

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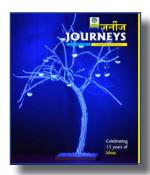
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#### This issue



Celebrating 15 Years of Ideas

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A tiny seed sown in the year 2000, has now grown into a mighty tree, deeply rooted in all the values that BPCL stands for, innovating year after year, to prove that we are reliable and caring. Not just for our people, but our processes and our customers.

Ideas is a platform for the fresh blood and the experienced. Bharat Petroleum is a place where new thoughts guided by experience and wisdom, gains the force of such a powerful change, that you stand up and acclaim now that's a good idea!



Every story has a reason to be heard. The most simple one being that it's a story! Send us your stories, funny anecdotes at work; saving or life changing incidents that inspired your customer or even how a customer brought happiness to you! Interesting ones would be shared in Journeys and you would receive an exclusive gift voucher for your genuine and exclusive creativity!

#### What you must ensure:

- ♦ Original stories from your life or what you have witnessed
- Language : Hindi or Énglish
- Word count : 1000 (Max)
- ♦ Interesting images (At least 2 MB)

**How to send :** Type and send your story with Photograph, Contact Details & CC number.

**Post to:** Editor-Journeys, Bharat Petroleum Corporation Ltd, Bharat Bhavan-1, Currimbhoy Road, Ballard Estate, Mumbai 400001

Please note manuscripts will not be considered





#### EDITORIAL

#### There's lot more than just an idea!

Why we chose to feature Ideas, a very unique platform of Bharat Petroleum in this special issue, is for the fact that it has completed 15 years of successful contribution to the company. An idea can indeed change life, course of action and even make things interesting with really far reaching results.

Generating ideas is nothing new to the dynamic Channel Partners network as you think on your toes, day in and day out. Over the years, many ideas that you have implemented at work, for your staff or your business strategy, brand recall, for propogating initiatives like automation, PFS or Speed, MAK, Bharatgas etc is what has defined your sucess as a channel partner. Initiatives that you have implemented for enhancing customer connect, for improving sales, for promoting brands and above all for fostering relationships are all ideas that have made you leaders of the

We invite you to have a real good feel of the Ideas platform of BPCL and send us your views on coming up with a similar initiative for you. Would you like to share your ideas with us? Would you like to be the talk of the town? Do you have a million dollar suggestion that could boost your services and BPCL brand? Then please write in to us.

This issue is also packed with loads of other celebrations and observances including the Foundation Day, Republic Day and OGCF. If you are not following Bharat Petroleum on the Social Media yet, turn to our special feature on Trending Online to know what you should not be missing. Please stay connected with us!!

for enhancing customer connect, for improving sales, for promoting brands and above all for fostering relationships are all ideas that have made you leaders of the game.

We invite you to have a real good feel of the Ideas platform of BPCL and send us your views on coming up with a similar initiative for you. Would you like to share

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#### Echo it

The company has continued on its pathbreaking voyage to play a key role in the core energy sector and contribute in great measure to India's progress and prosperity

- S Varadarajan C&MD

"

Warm regards Team Journeys



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# **BPCL launches Bharat Arogya Yojana**

In line with its values of being a caring organisation, BPCL has launched BHARAT AROGYA YOJANA, a health and personal accident insurance scheme for employees of its business partners – Delivery Salesmen (DSM) of Retail Outlets, Delivery Boys of LPG distributors and the crew of transporters transporting petroleum products on behalf of BPCL.

The scheme was launched on 24 January 2015, by Mr.S. Varadarajan, Chairman and Managing Director, BPCL in the presence of Mr. G.Srinivasan Chairman and Managing Director, New India Assurance, Mr. K.K.Gupta, Director(Marketing), BPCL Mr. S. Ramesh, Executive Director, (Brand, PR & New Initiatives) BPCL, Mr. George Paul, Executive Director (LPG) BPCL and Mr.GK Patil, DGM New India Assurance; along with other officials of BPCL, New India Assurance and MDIndia at BPCL retail Outlet M/s MAULI PETROLEUM, Pune. The scheme launched in collaboration with New India Assurance will help secure a healthy living and provide an accident cover for employees of Business Partners of Bharat Petroleum.

The scheme extends a health insurance cover to the beneficiary and his family consisting of spouse and two children for hospital expenses of upto Rs. 1 lakh per annum. The beneficiary will also get a personal accident cover for Rs. 2 lakhs in case of death due to accident. MDIndia Healthcare Services Pvt. Ltd. the third party administrators for this scheme have tie-ups with over 6000 hospitals in the country where the beneficiary would enjoy cashless hospitalization.

# **BPCL inks MoU with** MoP&NG for 2015-16



 $B^{\text{PCL}}$  has entered into a Memorandum of Understanding (MoU) with MoP&NG for 2015-16. The MoU was signed in Delhi on 31 March, 2015 by Mr. Saurabh Chandra, Secretary, MoP&NG and Mr. S. Varadarajan, C&MD, BPCL in the presence of Dr. S.C. Khuntia, SS & FA MOP&NG, JS



Marketing Dr N Mittal, JS Refining, Mr. S Poundrik, Mr. P Balasubramaniam Dir(Finance) BPCL, Mr. K.K. Gupta Dir(Mktg) BPCL, other senior MoP&NG and BPCL officials.

BPCL has been consistently awarded 'Excellent' rating for their annual performance against MoU from the time of its inception, and is committed to forging ahead with even better performance in the years ahead.





#### **BPCL's First Green Office**

↑ r. S. Varadarajan , Chairman & Managing Director, BPCL inaugurated the new Western Regional Office at Kharghar, Navi Mumbai in the presence of Mr. K.K. Gupta Director (Marketing), Mr. B.K. Datta, Director (Refineries) and Mr. S.P. Gathoo, Director (HR) on 2 February 2015.

The Office Building has been designed as per Green Rating for Integrated Habitat Assessment (GRIHA) norms. The office has been constructed with double walled Glass Facade to maximize use of natural light and also to reduce heat retained inside the building. A Building Management System (BMS) is in place to monitor all the systems including fire fighting, AC, STP and power supply. The green office has a vertical garden on the front Compound Wall and Retractable Roof System for cafeteria on top floor to get the closest to Nature!

### **BPCL** wins "Corporate Governance & Sustainability Vision award 2015".



 $B^{\rm PCL}$  has bagged the " Corporate Governance & Sustainability Vision award 2015" instituted by the Indian Chamber of Commerce (ICC). The Award is for taking a leadership role and making significant difference by undertaking various initiatives in the area of Corporate Governance and sustainability.

Mr. P C Srivastava, Executive Director (HSSE) received the award from Dr. Kirit S Parikh, Jury Chair, Awards Committee, at the Sustainability Vision Summit organized by Indian Chamber of Commerce in New Delhi on 3 March 2015. Mr. P C Srivastava also spoke on "Sustainability: Changing paradigms of new age world" highlighting initiatives undertaken by BPCL.



#### **BPCL fuels Air Asia**

Bharat Petroleum has bagged Air Arabia Contract for the first time this year, at Trivandrum Airport despite stiff competition from OMC's and emerged as the preferred jet fuel supplier. With this award of Air Arabia, 95% of International customers at Trivandrum are refueled by BPCL, thus maintaining our No.1 position at Trivandrum Airport among OMCs.

# KR bags two awards

BPCL Kochi Refinery has bagged the "KMA Corporate Excellence Award - 2014" for Green Initiatives. The award is fro the various initiatives undertaken by Kochi Refinery for improving the environment including reduction of green house gas emissions. Reduction of about 15% in carbon dioxide was achieved by Kochi Refinery during 2013-14. The award was given away during the valedictory function of the Annual Convention of Kerala Management Association (KMA) held in January at Kochi.

KR also bagged the Rotary Binani Zinc CSR Excellence Award 2015 for the fifth consecutive year.



# "Excellence in IT" award for BPCL's in-house CCS



Spardha Singhal, Nasreen Khan and Caismer Quadros with the Trophy

Instituted by the Computer Society of India, BPCL received this recognition in the category of Infrastructure and Manufacturing (Oil and Gas) for its in-house designed Customer Care package. Kudos to ERP CC team, CCS (Customer Care System ) task force and CUBE team on this achievement. Keeping Customer satisfaction in mind CUBE studied how different organizations deal with their customers' complaint/query/feedback via call centers focusing mainly on the following aspects: various kind of systems incorporated for registering customer interaction, the flow of complaints, process for proper closure and process for customer satisfaction feedback. Recently BPCL also introduced SMART LINE 1800224344 for customer service pan India. The CCS is integrated with the corporate website at www.bharatpetroleum. in/customer-care.aspx.

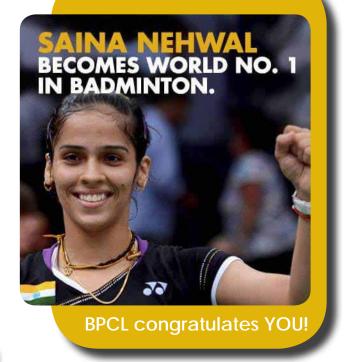
## Silver in Analytics Olympiad

PCL Mumbai Refinery has won the National level 2nd Position in the Analytics Olympiad organized by M/s UNICOM. In the Corporate Quiz on Analytics, BPCL secured the Silver Medal while DELL took the Gold Ms. Anuradha Shenoy, Manager (IS-MR) bagged it at the conference on "India Analytics & Big Data Summit 2015" in Bangalore recently.



Padmashri for Sindhu

BPCL congratulates P.V. Sindhu, badminton sportsperson, on receiving India's fourth highest civilian honour, the Padma Shri, which was awarded on 30 March 2015. Sindhu who remains the only Indian women shuttler to have won two Bronze medals at the World Championships, is currently ranked 12th in the world.



#### **ICAI** award for CSR

PCL has been declared as the Winner of the 2014 ICAI Award in Corporate Social Responsibility in the Rural Development Category offered by the Institute of Chartered Accountants of India (ICAI) on 5 February 2015. The award was received by Mr. R.R. Nair, GM (HRS) together with Mr. Pankaj Kumar, DGM Finance (IT) at a ceremony in Mumbai. BPCL was shortlisted as the finalist in three categories - Women Empowerment, Education and Rural Development. The ICAI, under the aegis of Committee for Cooperative and NPOs Sector and Committee for members in Industry, has launched this CSR & Good Governance Award to honour the Corporate, Non-Profit Organizations and Co-operatives who have contributed immensely in the social and economic upliftment of society.

#### **BPCL** bags ABCI awards



PCL has bagged the silver for "Petro Plus" and bronze for the Corporate Calendar at the 54th ABCI Awards Nite in Mumbai. The Association of Business Communicators of India (ABCI) is the only Association of its kind in India to promote excellence in business communications. The awards were distributed at the ABCI Communication Fest, which is a Convention to bring together the finest minds in business Communications, listen to them and participate in discussions with professionals from the world of PR, Finance, Management, Advertising and Journalism, and deliberate on issues that impact the course of communications. The focus this year was on "Statutory Goes Strategic". Ms. Marianne Karmarkar and Ms. Kavitha Mathew of the Brand & PR Team received the awards for BPCL.



#### **OGCF** at BPCL

Various activation camps were taken out across Bharat Petroleum to mark the Oil and Gas Fortnight 2015 observed from 16 January to 31 January 2015.

Mr.K. K. Gupta, Director (Marketing) led the pledge which was also shared on the Official fan page of BPCL. The pledge was also taken at all offices of BPCL in Mumbai, regional offices and operating locations.

Conservation of oil and gas is not a ritual observed only during the OGCF Conservation Fortnight, but something that we have imbibed as a habit as part of our 24 X 7 x 365 operating system. With the energy from the very compelling theme, *Indhan Bachao, Jan Dhan Bhadhao* several initiatives have been introduced while strengthening and sustaining ongoing programmes. Vehicle emission checks, safety quiz, awareness talks, and various contests made oil and gas conservation the keywords of the fortnight across the country. We bring you glimpses from the events across locations. Know more at: Pg 30.













# Dealer panel meet in picturesque Kochi

erala State Dealers' Panel Meet was held in Kochi on 29 January 2015. Mr. Pramod Sharma, Executive Director (Retail) launched the meet in the presence of Mr. Santosh Kumar, Head (Retail) South and Mr. V Anand, GM (Sales) Retail HQ. Dealers from Ernakulam and Calicut Territories, representing all sections of the dealer fraternity in the state of Kerala attended the meeting.

ED (Retail) emphasized the need to elevate customer experience at retail outlets and ward off any competition thrown in by the changing environment. Stressing on the



3D (Dealer, DSM, Driver) strategy, he urged dealers to focus on creating an immediate connect. The initiatives being implemented at supply locations such as NANO compliance at all supply locations, Geo location locks with GPRS for tank lorries etc. were also explained. He also urged Dealers to invest in the welfare of their staff and their families and to make them partners in their social and economic growth. The meet deliberated on Challenges and Preparedness to face competition in the deregulated environment, Service Standards in urban markets, how to improve Loyalty Program and Leveraging automation/technology.

# 'DATE A BIKE' and cruise through ECR, Chennai

Four wheels move the body, two wheels move the soul! It is every biker's dream to cruise on a "Harley Davidson" or a "Triumph" or a "Royal Enfield". The only thing that could possibly match the pleasure of riding these premium bikes would be the picturesque highway on which one rides them. Chennai Retail Territory commissioned 'Date a Bike' at M/s Kris Enterprises, Neelankarai, Kanchipuram District which is a retail outlet operated by Krishnamachary Srikanth, the pride of Indian Cricket.

"Date A Bike" is a unique proposition in the country that allows customers ride some of the world's most premium bikes, crafted with passion like the Harley Davidson, Triumph,

Royal Enfield's continental GT. These are provided to customers at a nominal rent on hourly or daily basis. There is also a cafe inside that serves snacks and refreshments to the bikers taking off on their rides. Biking accessories such as helmets, gloves and of premium brands are also available to the consumers in the outlet. The BPCL outlet where this is available is located at Neelankarai in East Coast Road (ECR) of Chennai. The ECR is

a stretch filled with centres of entertainment and adventure. It is frequently used by bike and car enthusiasts for leisure rides. ECR connects Chennai with Mahabalipuram (which has the famous shore temple) and further upto Pondicherry. The stretch is called the scenic highway of Chennai. Thin strips of land play hide and seek with sea and the horizons as you travel along this highway which is truly a visual treat.

The outlet was inaugurated by its owners Vikram and Girish along with BPCL Territory Manager (Retail), Chennai Mr. Debashis Naik, Territory Coordinator, Mr. Ravikumar Natta, Dy Manager (ALPG and ARB), Mrs. R. Sangathamil, Asst Manager (Sales) Sujeet Jayarajan and Dy Manager (Engg), Mr. M. Mahesh on 14 February 2015, Valentines day.

Several biking groups attended the inauguration and expressed their pleasure in having such a dedicated joint opened on the ECR. There were several inquiries from the general public who were excited at this unique concept. ECR attracts many local and foreign tourists all year round. Since leisure biking is a popular activity around the world it is expected that several such tourists will use this service.

# Safety Check



Executive Director OISD Mr. Hirak Datta visited BPCL Sewree Installation along with Mr. D. K. Adhikari Director(MO) OISD & Mr. K. C. Nandi Jt. Director (MO) OISD. Mr. N. Manohar Rao, GM (Operations), RHQ, Mr. L. R. Jain DGM OPS (RHQ) and Mr. Sanjeev Raina COM. (Retail), WR and senior officials of IOCL & HPCL were also present. Mr. Ranjan Nair, SM (OPS i/c), Sewree welcomed them

# Biometric Access system for Tank Lorry Drivers

A second level of authentication through Biometric Access system for Tank Lorry Drivers was launched by Mr. N. Manohar Rao, GM (Operations), RHQ at Visakha Installation on 22 January 2015. This is the first of its kind at any Depot/Installation and captures critical details like Tank Lorry Number, Driver's Finger prints, Photo, Address, Mobile Number, Driving License Number, validity of Hazardous Endorsement by RTA

Biometric Access Control System after reading the finger prints of the Driver from the reader provided at entrance Gate, verifies with the already registered data and on successful validation, communicates required data to Terminal Automation System (TAS). TAS, which in turn, gets the Truck Number from the proximity access card which a driver shows at the Gate as hitherto and verifies Biometric data before it gives command to open the Entry gate. Similar process is done when the driver leaves the Installation at the Exit gate with the assigned tank lorry. Customised MIS also gives an overview on different parameters which assist in management and control of associated operations. This system is envisaged to strengthen

# Safety Award for Manmad Installation



Lorey Major Accident Hazard (MAH) location conducts a Disaster Control Management Drill half yearly, to assess its safety/emergency preparedness. Thus, Directorate of Industrial Safety & Health (DISH), Nasik organised an annual competition for the best mock drill amongst all industries in their region, which includes major industries like Mahindra & Mahindra, Crompton Greaves, ThyssenKrupp, Ceat Tyres, Bosch, VIP, Parle, NMC, IOC & HPCL.

Out of the 90 DCMP drills witnessed, in Nasik, Dhule and Jalgaon Districts, Manmad Installation bagged the Runner-up prize. The award was received in a function on 6 January 2015 presided over by Director Industrial Safety & Health, Government of Maharashtra, Mr. Vilas More.



the access system and shall ensure that the assigned driver with valid license, who has undergone mandatory safety training, is only allowed to enter licensed area for filling. During the launch, Sri. Sanjeev Agrawal, DGM (Ops-Automation),RHQ and Sri. T. Lakshminarayana, COM I/c South and TM Vizag apart from the officers of the location were present while flagging a tank lorry with successful validation from the combo system of Biometric System and TAS.

It is planned to replicate similar system duly integrated with TAS at all automated location in the near future.



>

Training on Safety Harness System was organsed for the benefit of all contract workmen at Bakania Depot, in MBLR Compliance jobs involving hot works at height and blasting / painting at Height. Faculy from M/s Karam Industries.



I&C & Logistics Meet: Mr. R.P Natekar, ED-I&C stressed on the need to focus on customers first all actions and deliverables and that Logistics & Finance should have to endeavour together to develop initiatives that can provide flexibility to the Sales team in taking decisions faster in the competitive market. "Leveraging Supply chain for enhancing profitability" was the theme for the I&C Logistics & Finance Meet -2015 during 5,6 February 2015. I&C Logistics & Finance Team from the Regions & HQ, along with I&C Metro TMs participated.



Yoga Camp was organised at Shahjahanpur Depot on 02 February 2015 under the guidance of Baba Rameshchand who taught the 50 participants a sequence of eight pranayam, which is actually the control of one's breath. He gave several health tips and also shared the secrets of Yoga that has helped him maintain his health even at the age of 85.



Fostering relationships: To strengthen the bond with colleagues and network, Meerut Retail Territory in coordination with LPG & Lubes SBUs organized a get-together for dealers, LPG distributors & their families. The occasion also included a Cricket Tournament between BPCL Staff and Retail Outlet dealers, LPG distributors on the 22 Feb 2015.





# Hon'ble Minister of State (MoP&NG) launches 5 KG Cylinder at Bhubaneswar

on'ble Minister of State (I/C) MoP&NG, Dharmendra Pradhan launched the sale of 5 Kg cylinders at "Salia Sahi" in Bhubaneswar, for the benefit of BPL families and others.

Gracing the occasion were Mr. Alok Tripathi, Dir (LPG), MoP&NG, Mr. George Paul, ED(LPG) and other dignitaries. MOS also launched the expanded CSR scheme to cover BPL families living in urban areas. The scheme envisages release of deposit free connections to BPL families.

## CYLTECH 2015- Indian LPG Cylinder Manufacturer Workshop

PG Equipment Research Centre (LERC), Bangalore a joint undertaking of three PSU Oil companies namely IOCL, BPCL & HPCL has organized for the first time in India a two day Indian LPG Cylinder Manufacturer Workshop, Cyltech 2015, The Cyltech 2015 workshop, in February 2015 was aimed at bringing different stake holders such as LPG cylinder manufacturing units, Steel industry, Bureau of Indian Standards and the Oil Companies to one common platform so as to primarily focus on sustained quality enhancement of LPG cylinders. More than 65 delegates participated in the workshop.

Expert knowledge was shared on quality, manufacturing process and supply of materials for LPG cylinders, best practices for zero defect cylinders manufacturing, achieving best surface finishing, logistics management, QA implementation through

Quality Management Systems ISO compliance and advanced test & inspection equipment for testing of LPG cylinders.

On the second day at LERC, Bangalore, the sessions fully focussed on the analysis and deliberations on the results of the various tests carried out on LPG cylinders at LERC. Test results of LPG cylinders including the material properties were presented by LERC and the various reasons related to the failure of the same were analysed in depth.

A multi-discipline committee comprising of officials from Steel industry, LPG manufacturing units, Oil industry & LERC was constituted to look into the manufacturing process, quality aspects, testing procedures and come out with a concurrent decision so as to improve the system. The session was followed by visit to the LERC testing facilities for cylinders.



#### Fire drill at Roorkee LPG Plant



A mock fire drill was carried out at Roorkee LPG Plant on 24 February 2015. During the mock drill, Chief fire officer, Haridwar, Officer in charge safety of M/s. Birla Tyres Luxure, Local Police Chauki Incharge, Doctors along with ambulance and representatives of IOCL and HPCL as mutual aid members were present to witness the preparedness.

# GAS SBU pioneers LNG bunkering in India

With air emission requirements becoming more stringent for sea going vessels, one of the possible solutions for compliance with the stricter emission standards is the use of LNG as a propulsion fuel for shipping. It is estimated that by the year 2020, there will be 1000 LNG fuelled vessels calling at various ports across the globe. A study done on the potential of LNG as bunkering fuel shows that by the year 2020, the demand for LNG will be to the tune of 4-7 MMT per annum.

While some of the Ports in European countries seek to promote the use of LNG as a marine fuel and is pressing ahead with preparations to receive LNG fuelled ships, the infrastructure to provide LNG as bunker fuel is in the nascent stages of development in the terminal facilities in Asia.

Kochi, after being the first port in India to handle containers in the 70's, BPCL took up initiatives to bring the bunkering of LNG to Indian shores and once again created history at Kochi. A new vessel MV KVITBJORN which had called on the Kochi Port on her maiden voyage to Europe for taking bunker fuel has been successfully fuelled by BPCL using the LNG loading facilities of PLL. This vessel owned by the NOR LINES based at Norway has taken approx. 130 MT of LNG.





Khurda LPG Plant now has a Quality Circle. A team consisting of officers and workmen under the guidance of Mr. Sathish Kumar Territory Manager (LPG) Khurda and Mr. Anmol Bara Territory Coordinator (LPG) Khurda undertook the training on various aspects of Quality Circle. The roles and responsibility of circle members and circle leaders were discussed in details. The workshop in January 2015, ended with a real time Quality Circle action meet.



Eye care camp for PCVO crew at Uran LPG Plant was organised as defective eye-sight of drivers is a major concern that contributes to vehicle accidents. Hence the thrust of the camp was to identify and provide free consultation and treatment to the needy drivers. Check up was done by doctors from M/s.Vasan Eye care, Vashi, Navi Mumbai.

Being the first LNG bunkering activity in the country, this was a challenging task accomplished with the support and guidance of agencies such as DG Shipping, Mercantile Marine Department, Kochi Port Trust, Customs, PLL and above all by quick decisions and timely assistance from Gas SBU HQ.

Kochi terminal is the only one in India having the facility. As reported in The HINDU, the LNG terminal of Petronet LNG Limited, located at Puthuvype here, is set to gain additional revenue by means of bunkering. The procedure could be replicated, effectively adding to the capacity utilization of the terminal. The LNG terminal is utilizing less than 10 per cent of its capacity of 5 mmtpa (million metric tones per annum) now. Modifications had been incorporated at the terminal to supply LNG to marine vessels, a top official of Petronet LNG Limited told The Hindu on Friday. The bunkering operation is the first of its kind in the country and the Asian region, according to him. It could be a potential revenue-earning mode for the terminal and the government by way of VAT, he said.

"As per reliable information, there are 50 more such ships under construction at various ship yards in China and all these ships are meant for delivery to it's owners in Europe. Almost all of these ships are likely to call up on Kochi Port, as facilities to supply LNG as bunker fuel is still not operational at other ports. This offers a big opportunity not only to BPCL, but to PLL which is operating their Kochi Terminal much below its installed capacity and also to Kochi Port which is looking at all avenues to earn additional revenues.



#### Possible at Dhaka too!

s Bangladesh is strategically located and considered as the gateway to south-east Asia, MAK entered into a distributorship agreement with M/s. Chemlube Ltd. Dhaka for distribution of MAK Lubricants in the country. Mr. K.P. Chandy, ED (Lubes), Mr. Sanjeeb Kr Paul, RM (Lubes), ER and Mr. Debamalya Sinha, Dy.Mgr. Export (Lubes), ER visited Bangladesh to discuss our future business plans.

A dealer meet was arranged at Dhaka, in which MAK 4T NXT was launched with great fanfare. ED (Lubes) spoke about BPCL's various initiatives and emphasized on the superiority of our MAK Base Oil. RM (Lubes), ER stressed on the importance of service in lubricants marketing. A lucky draw was also arranged and the winning dealers were given attractive prizes, like Refrigerator, LCD TV, Micro oven etc.

# Growing fast in Sri Lanka

MAK Lubricants has emerged as the 2nd fastest growing Lubricant brand in Sri Lanka in 2013 and in FY 2014-15, MAK Lubricants has grown at 30% in a contracting market. The 4th MAK Business Associates Meet 2015, held on 19.1.2015 at Colombo was attended by our distributor in Sri Lanka, M/s. TVS Automotives (Pvt) Ltd. and over 200 high performing channel partners and institutional customers. Mr. K.P. Chandy, ED (Lubes) held discussions with the newly appointed Secretary, Ministry of Petroleum Industries, Sri Lanka, Dr. B.M.S. Batagoda Mr. A.H.S. Wijesinghe, Additional Secretary Planning, MOPI to pursue our desire of blending MAK Lubricants in Sri Lanka. He also inaugurated two MAK Mobile van operators, a very successful distribution model in Sri Lanka, which has aided in increased penetration, lowered distribution cost, enabled delivery of smaller drop size and ensured high visibility for the MAK brand.



#### MAK wins Best Vendor Award



 $B^{\text{PCL}}$  has been recognised with the "Best Vendor Award" by M/s. Nelcast, who are currently one of the Highest Volume Lube Consumer in Chennai (D) Territory with an annual uptake of around 100 KL. Out of 300 vendors, only 10 were recognized and BPCL was the only PSU on the list. Chennai (Direct) Lubes Team received the award from Mr. Vijay Bhaskar Reddy, Jt. MD of Nelcast Ltd. during their 30th anniversary celebrations held in Chennai in January 2015. M/s Nelcast Ltd. is India's largest producer of Ductile Iron Castings and a leading producer of Grey Iron Castings. Nelcast manufactures parts to be used in various applications in automobiles and also caters to the tractor, railways & pipe fitting industries. The MAK Teams at Chennai have built an excellent relationship and rapport with this customer over 15 years of service.

#### Run for a Reason

Fifteen runners of the MAK Team participated in the Standard Chartered Mumbai Marathon 2015 with a feeling of togetherness and pride. With the theme of this edition being "Run for a Reason", a total of 40,485 runners participated in this event, which is one of the top 10 marathons in the world and is not only a platform to test an individual's athletic excellence, but also a unique fund raising event for charity.

With every year of existence, it has assumed a stature of eminence, being the single largest philanthropic sporting event in India.

For the third year in succession, MAK was associated with the SCMM in the "Corporate Challenge" event, specially designed for companies who wish to sponsor their employee teams to participate, supporting a particular cause or charity. Participants could choose to participate in the Dream Run – 6 kms, Half Marathon – 21 kms or Full Marathon – 42 kms.

The cause supported was "Isha Vidya", a not for profit organisation, that works for the economic and social empowerment of rural children in villages in South India. While



the primary reason was running for the cause we supported, some ran to prove their fitness to themselves, some just to step out of their comfort zones, a few to make new friends, and all to inspire others and achieve a sense of accomplishment. Being a part of this mega event was a lifetime experience! There are plenty of good reasons to train and run for a marathon. For the MAK Team, participating was a great opportunity for them to come together to face up to their own challenges, be a part of a mammoth group bursting with energy, and truly live the marathon mantra of 'Run For a Reason'!



Trichy Territory M/s. Annamalaiyar Fuels and BP Trichy hosted the Mega Mechanic Meet as a part of OGCF on 30 and 31 january respectively. Mechanics / Service Personnel of Top showrooms M/s TATA, Toyota, Maruti, TVS & VST, Hyundai, Fiat ,Vythees and other popular local garages / workshops were invited personally by SO & Dealer for the meet and they participated in huge numbers.



PFS Mobile Lab, Hyderabad participated in the Mega Customer Meet organised as part of OGCF in January, 2015. Approximately 225 customers from the Automobile Workshop and Truck Driver community actively participated in the programme conducted at Retail outlet M/S Anupama Enterprises, L B Nagar, Hyderabad. Felicitated by State Coordinator (Andhra Pradesh), TM (Retail), Hyderabad, Retail & Lube Sales officers, Territory Engineers and Dealers. Mr. Seetharaman, Assistant Commissioner of Police was the Chief Guest.





# **JOURNEYS**

# Celebrating 15 years of IDEAS

A tiny seed sown in the year 2000, has now grown into a mighty tree. Deeply rooted in all the values that BPCL stands for, innovating year after year, to prove that we are reliable and caring. Not just for our people, but our processes and our customers.

Ideas is a platform for the fresh blood and the experienced. Bharat Petroleum is a place where new thoughts guided by experience and wisdom, gains the force of such a powerful change, that you stand up and acclaim now that's a good idea!

It is not surprising that the "Ideas" platform, created by Bharat Petroleum, was recognized with the Award of Excellence in Creativity & Innovation (2000-01) in the Enterprise Category by National Petroleum Management Program and after 15 long years IDEAS is no more an idea, it's a phenomenon. We bring you cherished moments of the celebrations of this phenomenon of Ideas

Ideas started as an Annual Innovation Contest to reward and recognize new ideas implemented by employees and to enhance their motivation levels. The purpose was to provide an ecosystem within the company that encourages employees to ideate. Subsequently, it has acted as a catalyst for the workforce to team up, come together and implement innovative solutions.

Over the past decade, this platform has evolved significantly and has advanced even further on its journey of creativity. Thousands of ideas that were generated across the organization have made tremendous improvements in the work processes and the way employees collaborate to work as a cross functional team to make the work place more energetic and lively. "Ideas" has since then become an integral part of BPCL's



#### An idea for Ideas

A spark of light has always symbolised the birth of an idea. A similar spark of light came alive from tiny solar lamps that were used to light up the "Tree of Ideas". Using the solar lamps in itself was an idea for Ideas!!

Promoted by Bharatgas through the Beyond LPG Basket, these solar lamps had, over a period of three years, made a dramatic impact. Figures like 4,297,000 lives empowered, 1,074,000 school aged children reached with solar lighting, 99,913,000 USD saved in energy related expenses, 986,380,000 productive hours created for working and studying, 386,000 tons of CO2 offset and 4,127,000 kWh generated from renewable energy sources in fact tells us of the definite impact by these humble lamps.

The scale and magnitude of this exercise was so large that Bharatgas featured in the list of top 5 global partners of 'd.light Design Inc', a San Francisco based company which is pioneering the use of solar devices the world over. This concerted effort has also won BPCL the Global recognition for Social Impact by Bharatgas.



#### **Ideas, the Awards**

In 2008, three new categories for Ideas were introduced in order to make the Ideas platform more vibrant and also to maximize participation. The three categories are "Creative Stroke": For ideas already successfully implemented, "Mind's Eye": For ideas that may not have found right platform for implementation but have huge potential in terms of business benefits and "Echo": Replication of already implemented ideas in locations other than the location of origin.

Awards were given under these broad categories in the area of Technology, Systems and Processes and Customer Delight.

Director (Marketing), Mr. K.K. Gupta presented the awards in the MIND's EYE Marketing Group. The awards for the REFINERY Group were distributed by Director (Refineries), Mr. B.K. Datta

The Echo Awards recognize people who have implemented ideas already created and replicated them at their work place and the awards in this category were presented by CVO, Mr. Manoj Pant.

#### Socratix

The awards for the BPCL case study challenge were given away by Director (Finance), Mr. P Balasubramanian.

#### Mercurix

Mercurix is an unmatched platform that aims at developing leaders by nurturing the ability to inspire, engage and lead people through story-telling. This year, Mercurix donned a new avatar - where it was connected with the national theme on BHARAT — focusing on belongingness, happiness, aspiration, recognition, authenticity and triumph. The winners of Mercurix received their awards from Dir (HR), Mr. Gathoo.

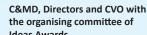
#### **Creative Strokes**

Director (Refineries), Mr. BK Datta presented the awards in this category for Refineries: Technical and Process & Systems Improvement.

Creative Stroke Award in Marketing were presented by Dir(Mkt) Mr. KK Gupta for Technical, Process & Systems Improvement and Customer Satisfaction Enhancement.

#### Chairman's Award

The most prestigious award of Ideas 2014, the most eagerly awaited moment of the evening was when the time had finally arrived for the Chairman's Award. A big team from Kochi Refinery received the Award from Mr.S Varadarajan amidst roaring applause and huge celebrations for the idea of "MS and Diesel Maximization Plan in Kochi Refinery by utilizing existing Redundant GSU and allied facilities."





#### Ideas, the evolution

rganizations today have people with diverse skill sets and knowledge. Information is available in abundance from multiple sources. The world has become a small place and the technological changes are quick. In such scenario, the old ways of doing things become obsolete and less engaging. Today's employees are bubbling with ideas about how to transform and bring change in the ways day to day tasks are executed. The inquisitive minds always have the urge to try and seek better and faster results. It is this zeal in people that requires further cultivation and nurturing by an Organization which values innovation and creativity. The HR team of BPCL had realized that in order to continuously motivate the engaged workforce it is necessary to recognize, reward and celebrate the zeal of creativity within the employees.

In 2000, the Silver Jubilee year of BPCL, an Enterprise wide forum called Ideas was institutionalized by the HR team of BPCL under the guidance of Mr. U Sundararajan , the then Chairman &

There were many surprises at the 15th year of Ideas and one beautiful one was KATJAZZ, a scintillating performance where the west meets east. Not only a fusion of music and culture but also a harmonious blend of two contrasting genres of dance leaving the audience spell bound with its captivating rhythm.

Indeed an idea invokes two immediate actions – applause and acknowledgement- that's translated as "jab idea hota heyy, tho taliyan hoti heyy and shukriya hota heyy". It definitely was one great night where there were many many moments for taliyan and shukriya... all for IDEAS.



Managing Director of BPCL. The top management wanted creation to be at the very center of the company's human resource strategy. Being in Oil and Gas Industry, the sensitivities involved were huge. However, a conscious decision was taken by the top management to give freedom to the people to experiment with new ideas and make valuable contribution to the organization without compromising on quality and safety aspects.

#### **Ideas: The Journey!**

In October 2000, only ideas which have been implemented and related to development of new or better products, processes, services or simply a better way of doing the existing activity were invited from the employees. Ideas were required to be submitted highlighting the need for the idea, details about the idea – describing the Idea, details of the process employed in implementing the Idea and the financial benefits derived. An internal jury then evaluated these ideas based on parameters like: Degree

of creativity involved ,feasibility in terms of implementation, benefits (Financial/ Non Financial), replicability potential, and its overall impact.

In 2001, after the resounding success of Ideas 2000, new categories were introduced: Technical, Process and Systems Improvement, Marketing and Sales Initiatives and Human Resource. The best Idea was awarded the Chairman's Trophy. Further, in each category three ideas were adjudged as Winner, 1st Runner Up and 2nd Runner up, besides the Token of Recognition awards. The awards usually comprised of a Trophy, Cash Prize and Participation Certificates.

"Ideas" platform was awarded with the Award of Excellence in Creativity & Innovation (2000-01) in the Enterprise Category by National Petroleum Management Program.

With inputs from Ms.Jyoti Gouda, Dy Manager , HR, CO, Mumbai

#### **Panel of Judges**

Many architects have co-created and changed Ideas Platform over the years, adding new categories and refining its parameters. The panel of judges this year included:

Prof: Arvind Khedker, an alumni of IIT Mumbai, who retired as Director-in-charge at N L Dalmia Institute of Management Studies, Mumbai and has more than 20 years of Industrial experience, and more than a decade of teaching experience. An encyclopaedia of ideas and has had a long association with BPCL.

Dr Snehal Shah, a Ph.D. from Carnegie Mellon University, USA with specialization in Organization Behavior and Human Resources. She has 16 years of varied experience in Industry, Teaching and Consulting across different continents. In addition, her work has been published in renowned journals and has been presented at International conferences. Currently, Snehal is the Chief Researcher and Professor of Human Resources at the School of Inspired Leadership. This will be her first time to be in the Ideas Panel. Unfortunately Dr Shah has been unable to attend this event.

Prof. V G Gaikar, Professor at the Institute of Chemical Technology, Mumbai and has been teaching for the past 25 years. He is affiliated to a number of academic institutes and is a Director on quite a few boards. He is the recipient of many awards, including the Best Teacher Award by the University of Mumbai.

Internal Panel of Judges: Ms. Dipti Sanzgiri, ED (IT), Mr. P. Padmanabhan, MD (NRL), Mr. S.S Sundarajan, ED (MR), Mr. K.B.Narayanan, ED(IS), Mr. S. Ramesh, ED(LPG), Mr. Arun Singh, President (BPRL), and Mr.S.B. Bhattacharya, ED(Corporate Affairs)

# **JOURNEYS**

t gives me great joy to extend my warm and heartfelt greetings to every member of the BPCL family on the occasion of our Foundation Day.

On this day, we commemorate a major milestone in the annals of the Corporation, when BPCL became a Public Sector Unit on 24th January, 1976 and we laid the foundation for an inspiring journey of growth and development. The company has continued on its pathbreaking voyage to play a key role in the core energy sector and contribute in great measure to India's progress and prosperity.

The company has demonstrated performance par excellence with phenomenal results in all facets of the business in the past year. Apart from being presented with a record number of awards, our ranking in the Fortune, Forbes and Platts Global Energy lists signify our vaunted status as one of the leading energy companies in the country. I congratulate each one of you for excelling in your individual roles, and for your commitment, enthusiasm and passion that has propelled our company to these stellar heights.

The dynamic environment, with total deregulation and crude oil plummeting to below \$50 levels is a harbinger of new challenges ahead. With our compass set on our customers, we need to be innovative, caring and reliable on a continuous basis, while providing them with enhanced

**Foundation Day** Message

स्थापना दिवस के अवसर पर बीपीसीएल परिवार के प्रत्येक सदस्य को बधाई देते हुए मुझे बेहद खुशी हो रही है।

आज के दिन, हम कॉपीरेशन के इतिहास का एक महत्वपूर्ण पर्व मना रहे हैं जब 24 जनवरी, 1976 को बीपीसीएल सार्वजनिक क्षेत्र की इकाई बना था और हमने वृद्धि एवं विकास की प्रेरक यात्रा की नींव डाली थी। कंपनी ने प्रमुख ऊर्जा क्षेत्र में महत्वपूर्ण कार्य करने और भारत की प्रगति तथा समृद्धि में अमूल्य योगदान देने के लिए अपनी अनुठी यात्रा जारी रखी है।

पिछले वर्ष, कंपनी ने बेहतरीन काम किया और कारोबार के सभी क्षेत्रों में अभृतपूर्व परिणाम दिए। अनेक पुरस्कारों से सम्मानित होने के अलावा, 'फॉर्च्यून, फोर्ब्स 'और 'प्लाट्स ग्लोबल' एनर्जी की सूचियों में रैंकिंग मिलने से हमें देश की अग्रणी ऊर्जा कंपनियों में स्थान प्राप्त हुआ है। व्यक्तिगत स्तर पर उत्कृष्ट कार्य करने के लिए आप सभी बधाई के पात्र हैं। आपकी प्रतिबद्धता, उत्साह एवं जोश की बदौलत आज हमारी कंपनी इन महान ऊंचाईयों पर पहुंची है।

संपूर्ण विनियंत्रण और क्रुड ऑयल की कीमत \$50 से कम होने से, इस गतिशील माहौल के सामने नई चुनौतियाँ हैं। ग्राहकों पर अपना ध्यान केंद्रित करते हुए हमें निरंतर अभिनव, सेवा उन्मुख एवं विश्वसनीय बनना है और उनका जीवन मुल्यवर्धित करने के उद्देश्य से उन्हें वर्धित उत्पाद तथा सेवाएं प्रदान करना है। शुरू किये गये अनेक अभिक्रमों, सामूहिक प्रयासों एवं वित्तीय तथा products and services and adding value to their lives. With the slew of initiatives launched, collaborative efforts and financial and operational efficiencies, we are confident of sustaining and improving our market share and reaping rich rewards in future.

On this Foundation Day, let us reaffirm our commitment to Swachh Bharat Abhiyan, continuing our efforts with renewed vigour to achieve the national mission of 'Swachh Bharat Swasth Bharat.' We should also transcend boundaries beyond the cleanliness drive, by conducting other meaningful activities, involving our entire BPCL family in making a 'clean and green' difference in society.

We have always taken great pride in our core values and culture, which have been an integral part of our DNA, underpinning our success. Along with our inherent strengths of building and sustaining relationships, we should continue to leverage our creative talent and technology to advantage. 'Safety First' should guide our actions at every juncture. We should also focus on Sustainable Development to enhance the quality of life.

> Let's celebrate Foundation Day in the true spirit of camaraderie and bonhomie, radiating happiness while reinforcing our bonds with our colleagues, customers and business partners. With 'Energising lives' as our credo, let us join hands in creating lasting value for one and all! Happy Foundation Day!

# S Varadarajan C&MD

परिचालनीय क्षमताओं के बल पर हमें विश्वास है कि हम बाज़ार में अपनी सहभागिता बढाएंगे और भविष्य में उत्तम प्रतिफल पाएंगे।

इस स्थापना दिवस के अवसर पर, 'स्वच्छ भारत, स्वस्थ भारत'का राष्ट्रीय मिशन पूरा करने के लिए दुगुने उत्साह से अपने प्रयास जारी रखते हुए स्वच्छ भारत अभियान के प्रति अपनी वचनबद्धता की पृष्टि करें। हमें स्वच्छता अभियान से आगे बढते हुए अन्य अर्थपूर्ण गतिविधियों भी चलानी चाहिए, जिसमें हमारा पूरा बीपीसीएल परिवार शामिल होकर 'स्वच्छ एवं हरित' समाज निर्माण का कार्य करें।

हमें अपने बुनियादी मूल्यों पर एवं संस्कृति पर गर्व है, जो हमारी कंपनी का अहम हिस्सा है और जो हमारी सफलता की बुनियाद है। संबंध बनाने और बनाए रखने के अलावा, हम अपनी सृजनात्मक प्रतिभा एवं प्रौद्योगिकी भी प्रोत्साहित करें। हर समय, हम 'पहले सुरक्षा' का पालन करें। जीवन की गुणवत्ता बढ़ाने हेत् हमें संपोषणीय विकास पर ध्यान देना चाहिए।

आइए, अपने सहकर्मियों, ग्राहकों और बिज़नेस पार्टनरों के साथ अपने संबंध मज़बूत बनाते हुए हम सौहार्द एवं सज्जनता तथा खुशी से स्थापना दिवस मनाएं। 'एनरजाईजिंग लाईव्ज़' का अपना मुख्य उद्देश्य पूरा करें और मिलजुलकर सभी के लिए स्थायी स्थान बनाएँ। स्थापना दिवस की हार्दिक शुभकामनाएँ।

# Together we celebrate

BPCL Foundation Day, the time of the year that everyone celebrates the joy of being a member of the Bharat Petroleum Parivar. We bring you glimpses from the celebrations

umbai Refinery & Chairman's Office had a joint mega celebration at the Refinery Sports Club. Mr. B.K. Datta, Director (R) read out our C&MD's speech and gave an inspiring talk on the growth and challenges of our Corporation. Subsequently, Mr. S.P. Gathoo, Director (HR) highlighted the need of individual contribution for the growth of the organization in particular and the nation at large. Dwelling on the corporate initiatives on Swachh Bharat, he appealed to all employees to join hands for its implementation. Director (R), Director (HR), ED (MR) and ED (Pipelines) released BPCL



colour balloons. Skits and contests marked the celebrations. A drawing competition on Swachh Bharat was conducted for students of Sree Narayanrao Acharya Vidyaniketan and a talk on Cleanliness was delivered by Dr. Kadam. The Refinery gateways were lit with colourful lights and beautiful rangolis adorned the foyers. A Spot Quiz on BPCL was also conducted.



At Kochi Refinery the celebrations began with Shramdaan at Ambalamugal Vocational Higher Secondary School. As the day coincided with the 60th birthday of Mr. M.N. Neelakanton, GM (Adv.Engg.), and he had studied in this school, way back in the sixties, when the refinery was being set up, he initiated the activity.



Alarge number of staff and residents of Anna Nagar Staff Colony cleaned the road which connects 11th Main Road, Anna Nagar and the **Southern Regional Office**. The whole stretch has been adopted for regular shramdaan work. Foundation Day celebrations were followed by the Quiz & Singing Competition.

RS North organised a Story Telling Competition titled Gatha, open to all categories of employees. A colourful cultural programme was put up by the Staff of Noida Office coinciding with the theme 'Swachh Bharat.' One of the items, 'Sab Chalta Hai' was in the form of Nukkad Natak and another was a Pantomime presented by a group of specially abled employees. The Swachh Bharat message was also spread through 'Jago,' wherein a pitcher with lamp (Gharoli) was put on everybody's head to take forward the responsibility of Swachh Bharat. The festive programme ended with everybody walking out of the auditorium singing 'Jai Ho.'

In the **Eastern Region**, all staff proactively took part in a Walkathon followed by a Cleanathon in the neighbourhood. Like every year, Foundation Day gave each BPCL employee an opportunity to collaborate and celebrate the achievements and goodwill of the Corporation. Together with the Swachh Bharat Abhiyaan this year, the vigor with which each BPCL staff participated made the occasion vibrant and a grand success.









# **SMARTLINE** from **Bharat Petroleum**

Vith the launch of BPCL SmartLine (1800 22 4344) on 05 February 2015, BPCL has taken the much required giant leap in the field of customer engagement. Smart Line is our first All India, All SBU customer contact center.

This state of art facility was kicked off with lots of zeal and fanfare amidst dignitaries from SBUs and CUBE core team. The official kick-off for BPCL Smart Line was organized in the presence of Mr. Milind S Patke (Team Leader Project CUBE), Mr. Suresh Nair (DGM Sales, LPG HQ), Mr. Nitin Kulkarni (Business Information Manager Lubes HQ), Glenn Francis (Sr. Manager Mktg. Services I&C HQ) and CUBE team members at Hexaware Office on 5 February 2015.

Today the contact center has come a long way from its inception and pilot launch by Mr. K K Gupta (Director Marketing) in July 2013 to its current avatar. The Customer Care System that was initially flagged off at only 14 BPCL First Locations has now become the single largest contact point for BPCL's consumers. It was aimed to provide a single window for customer's concerns, queries or feedback and then provide



necessary inputs to our field staff so that they can resolve them quickly and effectively.

BPCL wishes to raise the bar of excellence in the area of customer feedback and hence Project CUBE team worked upon enhancing the experience of our end consumers through a single BPCL Helpline number. The BPCL Smart Line will act as a critical link for communication with customers who are presently moving to competitor's facilities without complaining. Such Interactions will uncover the areas required for improvement by us.

Over a period of time the action taken based on these interactions and requests will help us improve our level of customer satisfaction, resulting in reduction of complaints and increased customer loyalty.

The BPCL Smart Line 1800-22-4344 is expected to set a new benchmark in customer service and support amongst the OMCs and the onus lies on all of us to live upto the tag line for BPCL Smart Line - "Ek Call Sab Solve"

**BPCL** introduces



Ek Call... Sab Solve













Single window for all your queries, suggestions and feedback.



// ith the theme Empowering India, Energising Lives Bharat



2015

Mr. Anil Ahluwalia, Chief Manager (Brand & PR) extends a a warm welcome to Ms. Nishi Vasudeva. C&MD (HPCL), Mr. B Ashok, Chairman (IOC) and Mr. D. K. Saraf, C&MD (ONGC) at the BPCL Pavillion.

Petroleum rocked at the Vibrant Gujarat Summit & Trade Show, the biennial event, organized by Government of Gujarat in January 2015. This summit is today an ideal platform for knowledge sharing, strategic partnerships, investment flows and business networking. It has emerged as one of the premier international events having participation from International and National Companies, Business Leaders, Academics, Technocrats, Administrators and Policy Makers from across the globe. Selfie corners, infotainment counters, exclusive PAHAL counter, digital quizzes and much more kept the foot-fall growing at the Bharat Petroleum pavillion during 7-13 Jan 2015. Catch the entire story on BPCL's official fan page on Facebook.



# **URJA Sangam 2015**

on'ble Prime Minister, Mr. Narendra- Modi inaugurated 'Urja Sangam 2015' at Vigyan Bhavan, New Delhi, which is India's biggest global hydrocarbon meet, aimed at shaping India's energy security. He urged all stakeholders to increase the domestic production of Oil and Gas to reduce import dependence from 77 % to 67% by the year 2022, when India celebrates its 75 years of independence, which he called as Amrit Parv.

Speaking on the occasion Hon'ble Minister of State for Petroleum & Natural Gas [ I/C] Mr. Dharmendra Pradhan emphasized the role of Petroleum companies in the national economy and underlined the need of Energy Security of the country. Hon'ble Prime Minister further launched the LPG 'Subsidy-Give It Up' movement at the Urja Sanagam 2015.



# **ENERGISING #WOMENPOWER**

# INTERNATIONAL WOMEN'S DAY 3W . . .

ENERGISING LIVELIHOODS #WomenPower

**ONLINE STORIES** 

# **WOMEN'S DAY 2015**

Follow BPCL campaign on

www.facebook.com/BharatPetroleumcorporation





As part of our continuing effort to empower Indian women, BPCL initiated a training program for under-privileged women in the art of 'chikankari' from the Bakshi ka Talab" block in Lucknow. On completion of this training, we also ensured that the trained women are provided with backward and forward market linkages, so that they can work independently once the project is phased - out. Furthermore, we also encouraged women to set aside 10% of their earnings for the education of their children. In this manner, we hope to help these children treak away from the victious circle of poverty, and dream of a better life.

http://www.bharafpetroleum.in/EnergisingSociety/ Energy ing Society as by -- with Pinatin Barot

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Bharaf Petoleum Corporation Limited, Usha Alay Popal Thaster, Namisto Nikam, Monsha Narr and 54 ofters He this.

By transforming villages from water scarce to water positive, hundreds of women awake to more possibilities where they can also contribute to the economy. Supporting #WomenPower in rural India

www.bharatpetroleum.in erf.line: 1000 224344





Bharst Petroleum Corporation Limited

Exercising #WomenPower

On a day celebrating equality for women, lets celebrate as Indian somas with no equal. Withing Sales Nehwal, our BPQL sportperson, who has stormed into the maiden All England Badwinton final all the very best.

http://timesofinda.indetimes.com/sports/badwintow Sana Netwarstoms into malate Af England-Bashvirton fryskytickshow/46485719.cms -- with Stains Nethold

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Lie Connect Stare N x Mars, Slanpah Gurne, Puneet Sharma and Sinthers Net Ris.



Energising the girl-child with the "Read India Project".

Adopted by BPCL a few years ago, this project is one of the many windows BPCL has opened for young minds.



Bharat Petroleum Corporation Limited Published by Kavitra Mad March 12 Edied @ #

Sakaham - Teacher training and leadership development programme organized by BPCL for women empowerment. With this "WE CAN" programme, EPCL is reaching out to several hundreds of teachers each year and through them to several thousands of students.

This group that attended the programme at BPCL HQ. Mumbai on 12 March 2015 has given a big YES to **eWomerPower!** 

Read more: http://www.tiharatpetroleurs.in/ EnergisingSociety/SWN\_overview.aspx7ids2 — with Seema Yaday and Krutika Soni-

Uniter Connent Share

A Bharat Petroleum Corporation Limited, Vivek Kayande, N.v. Mant, Suresh Nair and 109 others like जनीज : 23 :

Spandha Singhaf Great effort Vivex Kayandat Like Repty 61 Mach 12 at 9 Shire



# Leaders open doors

# Create growth via opportunity

 $S^{\text{O-CALLED}}$  LEADERSHIP experts have made the topic of leadership complex and complicated. I know, I'm one of the Leadership Complexifiers. The checklist for what it takes to be a leader gets longer, more idealized, and more complicated, causing the expectations people hold of readers to shift.

We expect leaders to be bold and calculated, passionate and reasonable, rational and emotional, confident and humble, driven and patient, strategic and tactical, competitive and cooperative, principled and flexible.

After two decades of contributing to the complexification of leadership, I learned a simple but essential lesson about leadership from an unlikely person: my 5-year old son, Ian, a pre-schooler at The Asheville (North Carolina) Montessori School. Each Monday his teachers pick one person to be the Class Leader. I became aware of this one afternoon when Ian came home proclaiming, "Guess what, Daddy? I got to be the

"What did you get to do as class leader?" lan's answer was simple, and profound.

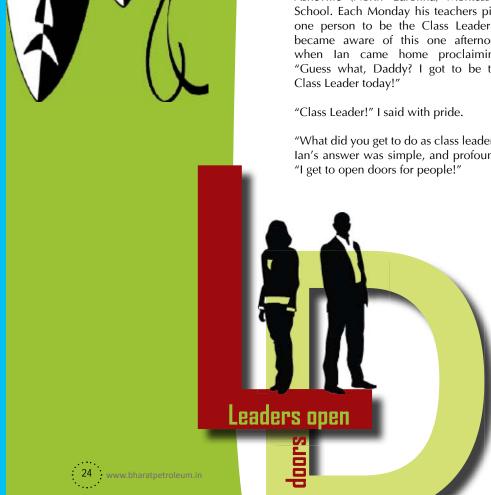
#### **OPEN DOOR LEADERSHIP**

This leadership is about identifying, creating, and assigning opportunities that help people and organizations grow and develop.

Think about a leader you admire (one you worked with). My bet is the leader is someone who: Took the time to get to know your career goals and aspirations, gave you challenging and meaningful stretch assignments that helped you grow, supported you and gave you pointers for being successful, and was someone who you could look up to because you knew they've "got your back" and truly cared about you and your development.

In 15 seconds, with seven simple words, Ian cut through 20 years of a career dedicated to leadership development to clarify what is vital in leadership: opening doors of opportunity for the people you lead. Ian keyed into a new model of leadership: Open-door Leadership (ODL).

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Open-door Leadership is about taking a deep interest in those you lead, moving people out of their comfort zone so they strive toward a higher standard of performance. The leaders we most admire are those who focus on our growth, advancement, and fulfillment.

#### SIX OPPORTUNITY DOORS

Inspired by Ian's comments, I wrote Leaders Open Doors, describing six essential opportunity doors that aspiring leaders should open:

**Proving ground door:** ODLs tap into our deep desire to excel and achieve by giving us opportunities to prove ourselves to ourselves. They give us a shot at performing at a higher level.

**Thought-shift door:** To keep us from being narrow or habitual in our thinking, ODLs help shift our perspective so we apply our imagination more fully.

**Door to a second chance**: The best lessons in life and at work are often the results of messing up. But the lessons are lost when our leaders judge or punish us too harshly. ODLs have a higher

tolerance for mistakes, seeing them as great opportunities to learn and grow.

Opening doors for others: Too many leaders replicate themselves when hiring senior executives, or assigning juicy opportunities. ODLs intentionally go out of their way to reach the people who are least like themselves in order to ensure that everyone has a fair shot.

**Door to personal transformation:** The well-timed and good-intentioned feedback of an admired leader can change the entire trajectory of one's career. Open-door Leaders are often catalyst figures who bring about our own life and career transformations.

Door to your open heart: Over your career, you'll work with many mediocre leaders. Ultimately what dif-ferentiates ODLs is that we know (since they actively show) that they care about us and our well-being. ODLs reveal themselves to us, letting us see their hardships, vulnerabilities, and idiosyncrasies. In short, they're real with us.

ODLs create opportunities for those they lead to thrive, achieve, and lead. Their efforts stay directed on one thing: continually opening doors for each other.

-Bill Treasurer Chief Encouragement Officer, Giant Leap Consulting



# JOURNEYS



# नो ऑटोमेशन नो ऑपरेशन (नैनो) लाँच

चेरलापल्ली इन्स्टलेशन और हैदराबाद टेरिटरी के इतिहास में एक नये अध्याय की शुरूआत हुई जब लोकेशन में टर्मिनल ऑटोमेशन के क्षेत्र में नया प्रौद्योगिकी अभिक्रम-नैनो (नो ऑटोमेशन नो ऑपरेशन) लांच हुआ। हैदराबाद ने कार्यक्षम परिचालनों को प्रोत्साहित करनेवाले इस प्रौद्योगिकी के कार्य पर प्रकाश डाला। डीजीएम ऑप्स ऑटोमेशन (रिटेल) एचक्यू ने नैनो की संकल्पना पर संक्षिप्त प्रस्तुतीकरण दिया।

उन्होंने विविध ग्राफिकल प्रस्तुतीकरणों द्वारा यह बताया कि किस प्रकार चेरलापल्ली इन्स्टलेशन ने नैनो प्रणालियों को कार्यान्वित कर ग्राहक-केंद्रित निष्पादन घटकों में सधार किया है। प्रमुख (रिटेल), दक्षिण ने अपने सभी परिचालन लोकेशनों में नैनो के कार्यान्वयन प्रति वचनबद्धता व्यक्त की। जीएम ऑप्स (रिटेल) एचक्य ने किस प्रकार बीपीसीएल ने टर्मिनल ऑटोमेशन सिस्टम अपनाई है यह बताया। उन्होंने इस अवसर पर पट्टिका का अनावरण किया। वर्ष के अंत तक सभी ऑटोमेटेड लोकेशनों को नैनो फोल्ड में शामिल करने की योजना है।

राजबंध टीओपी को नैनो कॉम्पलिएं लोकेशन घोषित किया गया। इस अवसर पर 29.1.2015 को श्री मनोहर राव, उप महाप्रबंधक (परिचालन), रिटेल मुख्यालय, श्री सिद्धार्थ बैनर्जी, प्रमुख (रिटेल) पूर्व, श्री संजीव अग्रवाल, उप महाप्रबंधक, ऑटोमेशन परिचालन (रिटेल) मुख्यालय एवं कई वरिष्ठ अधिकारियों की उपस्थिति में राजबंध टीओपी को नैनो कॉम्पलिएंट घोषित किया गया।

इस कार्यक्रम में राजबंध टीओपी के व्यापारियों, ट्रान्सपोर्टर एवं ऑटोमेशन वेन्डर ने भी हिस्सा लिया। जीएम (परिचालन) ने अपने संबोधन के दौरान बताया कि कैसे स्वचालन एक कुशल परिचालन प्रणाली स्थापित करने में मदद करता है। इसके परिणामस्वरूप अन्य कार्यों के लिए अधिक समय मिलेगा जिसके कारण समग्र रूप से कार्य क्षमता बहेगी।



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महाप्रबंधक ऑपरेशन रिटेल हेडक्वार्टर, श्री एन मनोहर राव ने मांगिलया डिपो में नैनो (नो ऑटोमेशन नो ऑपरेशन) का आरम्भ किया। इसके साथ मांगिलया डिपो हमारे पश्चिम क्षेत्र का प्रथम नैनो डिपो बन गया। डिपो प्रभारी श्री कुलदीप माने जी ने उनकी टीम की सराहना करते हुए कहा कि हमें विश्वास है कि यह टीम मांगिलया डिपो में नैनो को सफल बनायेगी एवं इससे सभी सम्बंधित डीलर, ट्रान्सपोर्टर लाभान्वित होंगे।

हल्दिया इन्स्टलेशन में टर्मिनल ऑटोमेशन के क्षेत्र में ग्राहक केंद्रित प्रौद्योगिकी अभिक्रम नैनो (नो ऑटोमेशन नो ऑपरेशन) की शुरूआत 21 नवंबर 2014 को हुई। डीजीएम ऑप्स ऑटोमेशन (रिटेल) एचक्यू ने नयी व्यापक प्रणालीचालित जाँच तंत्र और एमआईएस के बारे में बताया। उन्होंने बताया कि इस सफर को जारी रखने तथा टैंक लॉरी टर्नअराउण्ड तथा परिचालन सुधार करने के लिए हल्दिया टीम को निरंतर प्रयास करने होंगे।



# हिन्दी कार्य की संसदीय राजभाषा समिति द्वारा सराहना

दिनांक १३ जनवरी, २०१५ को गोवा प्रादेशिक कार्यालय का संसदीय राजभाषा संबंधी पहली उप सिमिति द्वारा राजभाषा कार्यान्वयन संबंधी निरीक्षण किया गया। इस निरीक्षण बैठक में संसदीय राजभाषा सिमित की ओर से उपस्थित सांसद गण थे; श्री सत्यव्रत चतुर्वेदी (संयोजक), श्री अजय मिश्रा तेनी, श्री ताम्रध्वज साहू, श्री ए.अनवर रजा, श्रीमती रंजीत रंजन, तथा सिमित सिचवालय की ओर से अधिकारी गण उपस्थित थे।

पेट्रोलियम मंत्रालय की ओर से श्री डी एस रावत, संयुक्त निदेशक तथा श्री अम्बरीश कुमार, इकनॉमिक एडवाइजर उपस्थित थे। भारत पेट्रोलियम की ओर से श्री रमेश नायर, महा प्रबंधक (मानव संसाधन सेवाएं), श्री पी एस रिव, क्षेत्रीय प्रमुख, पश्चिम तथा अध्यक्ष, राजभाषा कार्यान्वयन सिमित, पश्चिम, श्री प्रदीप अयंगार, मुख्य प्रबंधक (प्रशासन) सीओ, सुश्री सुषमा जाधव, विरष्ठ प्रबंधक (हिन्दी) निगमित, श्री सुमीत मोहन, क्षेत्रीय प्रबंधक (रिटेल) गोवा, श्री नीरज गर्ग, क्षेत्रीय समन्वयक (रिटेल) गोवा, श्री विद्याधर जोग, उप प्रबंधक (हिन्दी) पश्चिम क्षेत्र इन अधिकारियों ने इस निरीक्षण बैठक में भाग लिया।

इस निरीक्षण बैठक में माननीय सांसद गणों ने भारत पेट्रोलियम द्वारा प्रस्तुत की गई प्रश्नावली तथा गोवा प्रादेशिक कार्यालय की हिन्दी गतिविधियों वार बनायी गई संक्षिप्त चित्र प्रस्तुती की बहुत तारीफ की।

प्रश्नावली पर चर्चा करते समय यह टिप्पणी दी कि इस प्रश्नावली को इतने सही ढंग से बनाया गया है कि इसमें कोई कमी निकालने की गुंजाइश ही नहीं है। हिन्दी प्रगति को और अधिक तेजी से बढ़ाने के लिए कुछ सुझाव दिये गये।

भारत पेट्रोलियम द्वारा हिन्दी में किये जा रहे कार्यों की सांसदों द्वारा सराहना की गई और उन्होंने उपस्थित अधिकारियों को इसके लिए हार्दिक बधाई दी।

#### क्वालिटी सर्कल

मासंसे (पूर्व) की नई पहल, विकसित प्रशिक्षण कार्यक्रम के तहत, खुर्दा एलपीजी प्लान्ट में कामगारों को तकनीशियन ब्लेंडर पद पर प्रशिक्षित करने के लिए एक महिने का 'तकनीशियन ब्लेंडींग' पर उच्च स्तरीय कौशल कार्यक्रम शुरू किया गया। इस एक माह के प्रशिक्षण कार्यक्रम में सैद्धांतिक, प्रैक्टीकल जानकारी एवं एटीआई कोलकाता एवं बजबज ल्यूब प्लान्ट पर दौरा शामिल था।

मानव संसाधन सेवाएं (पूर्व) द्वारा श्री शमीक चंदा के प्रतिनिधित्व में रायगंज एलपीजी प्लान्ट में दिनांक २.१.२०१५ को क्वॉलिटी सर्कल का शुभारंभ किया गया। श्री अमरेंद्र कुमार, क्षेत्रीय प्रबंधक (एलपीजी) रायगंज एवं श्री सुराजित बोरह, क्षेत्रीय समन्वयक (एलपीजी) रायगंज ने अधिकारियों एवं कामगारों की टीम को संयुक्त रूप से क्वालिटी सर्कल के विभिन्न पहलुओं पर प्रशिक्षण दिया एवं समग्र गुणवत्ता में सुधार लाने के संबंध में बताया।

#### प्रथमोपचार कार्यक्रम

बकानिया डिपो में प्रथमोपचार पर एक कार्यक्रम चलाया जिसमें २० सहभागियों ने हिस्सा लिया। इस कार्यक्रम में विभिन्न विषयों की जानकारी दी गई जैसे कि फर्स्ट रिस्पॉंडर की जिम्मेदारियां, नियम, हेल्पलाईन, आपात स्थितियों में दिए जानेवाले उपचार, सीपीआर कैसे दें, इत्यादि। इस प्रशिक्षण का आयोजन जीवीके ईएमआरआई १०८ भोपाल द्वारा किया गया था।



#### दिल के दौरे की रोकथाम

डॉ. पवन अग्रवाल सलाहकार, हृदय रोग अनुसंधान संस्थान, आरेंज सिटी अस्पताल, नागपुर ने ७/१/२०१५ को बुटीबोरी नागपुर एलपीजी प्लान्ट के कामगार, अनबुंध कर्मचारी एवं पेक्ड लॉरी ड्राइवर के लिए दिल के दौरे की रोकथाम एवं उसके संकेत, सीने में दर्द आदि के बारे में व्याख्यान दिया। हृदयघात के चिन्ह, छाती में दर्द, चक्कर आना, पीठ दर्द, जबड़े में दर्द आदि के बारे में बताया। आगे अपने संबोधन में कहां कि इन लक्षणों के शुरू होने के एक घंटे के भीतर उपचार शुरू कर देना चाहिए ताकि हृदय की मांसपेशियों को और अधिक मृत होने से बचाया जा सके एवं रोगी के बचने की संभावना अधिक हो सके । उन्होंने हृदय रोगों के जोखिम वाले कारणों जैसे धुम्रपान, व्यायाम की कमी, अधिक मात्रा में शराब सेवन, परिवार के सीएचडी के इतिहास के बारे में बताया।



#### मनमाड ने रिकॉर्ड बनाया

दिसंबर, 2014 में मनमाड ने 101 रेंक लोड भरे। तीन वर्ष पूर्व केवल 60 टैंक ही एक माह में भर पाते थे। मनमाड इन्स्टलेशन ने बीपीसीएल के विभिन्न लोकेशनों को तुरन्त

आपूर्ति का आश्वासन दिया एवं एमएमबीपीएल के माध्यम से पीएलटी के सुधार में सहायता कर एक माह में 101 रेक लोडिंग का रिकॉर्ड बनाया।



# बुनियादी प्रशिक्षण

हाल ही में अन्य कारोबार क्षेत्रों से एलपीजी प्लान्ट में स्थानांतरित किये गये कर्मचारियों को आवश्यक बुनियादी प्रशिक्षण देने के लिए मानव संसाधन सेवा, पश्चिम क्षेत्र ने एलपीजी पश्चिम क्षेत्र एवं सेंटर ऑफ एक्सीलेंस (सीओई)एलपीजी के समन्वय से 'बेसिक एलपीजी संचालन में प्रमाणन कार्यक्रम' पर एक मॉडयूल तैयार किया है। यह प्रशिक्षण एटीआई चुनाभट्टी में दिनांक 12 जनवरी से 17 जनवरी 2015 के मध्य आयोजित किया गया था एवं कुल 17 कामगारों ने इसके तहत प्रशिक्षण प्राप्त किया। साथ ही उन्हे उरण एलपीजी प्लान्ट पर ले जाकर महत्वपूर्ण व्यावहारिक जानकारी भी बतायी गयी।

# सर्वश्रेष्ठ चालक पुरस्कार समारोह

करूर संस्थापन ने नव वर्ष, चालक दल के साथ, 'सर्वश्रेष्ठ चालक 2014' का पुरस्कार समारोह आयोजन कर मनाया। संस्थापन, अनुबंध पर ली गई 530 टैंक लॉरी के माध्यम से प्रतिदिन लगभग औसतन 380 लोड डिस्पैच करता है। फ्लीटमें कार्यरत बड़ी संख्या एवं टैंक लॉरी चलाने वाले बड़ी मात्रा में चालक दल को ध्यान में रखते हुए यह लोकेशन समय समय पर नियमित रूप से चालक दल के लिए रचनात्मक एवं शिक्षण गतिविधियों से संबंधित कार्यक्रम आयोजित करता रहता है।



# पूर्वी क्षेत्र में कौशल विकास

हमारे कर्मचारियों के कौशल को बढ़ाने के लिए तकनीशियन ब्लेंडिंग पर एक कोर्स शुरू किया, जो कि एडवांस ट्रेनिंग इंस्टिट्यूट कोलकाता एवं लुब्स एसबीय द्वारा डिजाइन किया गया था। इसमें सैद्धांतिक एवं व्यावहारिक प्रशिक्षण के चार सप्ताह की कक्षाएं थी एवं उसके बाद कुछ दिन बीजेबी लुब्रिकेन्ट प्लान्टपर फिल्ड प्रशिक्षण दिया गया। इस कार्यक्रम की पहली बैच में 8 कामगारों ने भाग लिया।



## नेत्र जाँच शिविर

30 एवं 31 दिसंबर 2014 को मनमाड संस्थापन द्वारा टैंकलॉरी ड्राइवरों के लिए एक निःशुल्क नेत्र जाँच शिविर का आयोजन किया गया, जिसका एक स्पष्ट उद्देश्य था मनमाड संस्थापन में टैंकलॉरी ड्राइवरों द्वारा कोई भी दुर्घटना ना हो। नेत्र जाँच शिविर तुलसी नेत्र अस्पताल के सहयोग से आयोजित किया गया था एवं डॉ. थोरे द्वारा कुल 236 टैंक लॉरी ड्राइवर एवं 85 क्लीनरों के नेत्रों की जाँच की गई।



#### योग शिविर

बीपीसीएल शहाजानपुर डिपो में 2 फरवरी 2015 को बाबा रमेश चंद्र के मार्गदर्शन में एक योग शिविर का सफलतापूर्वक आयोजन किया गया जिसमें 50 से अधिक लोगों ने भाग लिया। श्वसन लाभ के लिए आठ प्रकार के प्राणायाम, एक अनुक्रम में सिखाये गये। साथ ही उन्होंने कई स्वास्थ्य सूत्र भी बतायें एवं योग के माध्यम से कैसे 85 वर्ष तक स्वास्थ्य जीवन प्राप्त किया जा सकता है इन गुप्त रहस्यों की जानकारी दी।

#### मनोविकास का आयोजन

विश्व मानसिक स्वास्थ्य दिवस की पूर्व संध्या को मुंबई रिफाइनरी में ईएसई विभाग ने इन्स्टिट्यूट फॉर साइकॉलॉजिकल हेल्थ (आरसीएच) मुंबई के जिरये एक सामुदायिक स्वास्थ्य कार्यक्रम का आयोजन किया। मनोविकास जागरूकता के लिए जागृति का एक प्रयास है। 90 मिनटों के इस कार्यक्रम में शारीरिक, सामाजिक, मानसिक स्वास्थ्य, किस प्रकार सकारात्मक एवं नकारात्मक विचारों का प्रभाव हम पर पड़ता है आदि पर चर्चा हुई। कार्यक्रम को अधिक प्रभावी बनाने के लिए इसे मराठी एवं हिन्दी में रोल प्ले एवं कविताओं के माध्यम से आयोजित किया गया। सत्र में वेयरहाउस और शेड्यूलिंग एवं ब्लेन्डिंग विभाग को शामिल किया गया था।

# स्वास्थ्य निवारक जाँच

गर्भाशय ग्रीवा एवं स्तन कैंसर के बारे में जागरूकता फैलाने के उद्देश्य से करूर संस्थापन ने उनके हाउसिकिपिंग एवं गार्डनींग में काम करने वाली महिलाओं के लाभ के लिए 15.1.2015 को सरकारी अस्पताल, करूर के साथ मिलकर एक कार्यक्रम आयोजित किया।

डॉ. गिरिजा प्रभु ने कैंसर बीमारी के प्रारंभिक लक्षणों के बारे में विस्तार से बताया तथा कहा कि बहुत सी बीमारियां जब अंतिम बिंदु पर पहुंच जाती हैं तब पता लगता है इसलिये उन्होंने स्वास्थ्य निवारक जाँच की आवश्यकता पर जोर दिया। इस कार्यक्रम में 17 महिलाओं ने भाग लिया।

#### स्वास्थ्य जांच शिविर

5 एवं 6 फरवरी 2015 को एन्नोर सीओडी कोड ने, चेन्नई के वी केयर ग्रुप के अस्पताल के साथ मिलकर टैंक लॉरी चालक दल के लिए एक स्वास्थ्य जांच शिविर का आयोजन किया जिसमें 346 व्यक्तियों ने स्वास्थ्य जाँच कराई, उनमें से 875 व्यक्तियों के पास आधार कार्ड एवं 855 के पास बैंक खाते पाये गये। इस दौरान सुरक्षा पर भी बातचीत की गई। टैंक लॉरी चालक दल के स्वास्थ्य को ध्यान में रखते हुये यह निर्णय लिया गया कि इसके बाद हर 6 माह के अन्तराल में स्वास्थ्य जांच की जायेगी।

# एड्स जागरूकता कार्यक्रम

एक अनुमान के अनुसार भारत में 5 लाख से अधिक लोग एड्स/एचआईवी से प्रभावित हैं। कई संस्थाएं, जो लोग एचआईवी/ एडस के साथ जी रहे हैं उनके लिये तथा वायरस को राकने के लिए विभिन्न कार्यक्रमों के माध्यम से सहायता कर रही हैं। शाहजहांपुर डिपो ने नैशनल एड्स कन्ट्रोल संस्था (नाको) के साथ मिलकर दिनांक 5.2.2015 को शाहजहांपुर डिपो में एड्स जागरूकता शिविर का आयोजन किया। इस शिविर का प्रमुख लक्ष्य था, ट ैंकलॉरी ड्राइवरो एवं अनुबंध कामगारों को एचआईवी/एड्स से खुद को बचाने के लिए क्या सावधानी रखे इससे अवगत कराना। शिविर में बताया गया कि सुरक्षित यौन संबंध कैसे रखे, सिरिंज का प्रयोग करने के पूर्व स्टरलाइज करे, अधिकृत ब्लडबैंक का ही उपयोग करें आदि। इस कार्यक्रम की शुरूवात पेशेवर कलाकार द्वारा नुक्कड़ नाटक के माध्यम से की गई जिसमें इससे संबंधित महत्वपूर्ण जानकारी दी गई।







# तेल और गैस संरक्षण २०१५



तेल और गैस संरक्षण 2015 के अवसर पर एलपीजी मुख्यालय के भारत गैस परिवार द्वारा रसोई गैस के संरक्षण के बारे में जन जागरूकता पैदा करने एवं एक ऊर्जा कुशल भारत के निर्माण में हमारी भूमिका के लिए विभिन्न स्पर्धाओं का आयोजन रखा गया। ऑनलाइन भारत संरक्षण क्विज 2015 भी रखी गई जिसमें ग्रैन्ड फाइनल के लिए 16 प्रतियोगियों को चुना गया एवं इस प्रश्नोत्तरी का अंतिम दौर 29 जनवरी को रखा गया।

इस विशाल ईवेन्ट का उदघाटन श्री जॉर्ज पॉल, तत्कालीन कार्यपालक

निदेशक, एलपीजी ने किया, उन्होनें सभी को संबोधित करते हुये 'पहल' के बारे में बताया जो कि विश्व की सबसे बड़ी सामाजिक कल्याण योजना है। साथ ही जोर देते हुये कहा कि राष्ट्र निर्माण में तेल संरक्षण जैसी पहल में हमें योगदान देना चाहिए। एलपीजी मुख्यालय की प्रतिभाशाली टीम ने एक प्रभावी नृत्य नाटिका 'एक नयी सुबह, एक नयी पहल' के माध्यम से तेल संरक्षण एवं पहल का संदेश पहुंचाया। टीम ने एक लघु हास्य नाटिका 'माईण्ड इट' भी प्रस्तुत की जिसमें तेल एवं गैस बचाने के सरल कदम के बारे में बताया गया।

#### इस्तग्र

'तेल एवं गैस संरक्षण पखवाड़ा 2015' इरूगुर संस्थापन में 21 जनवरी 2015 को मनाया गया। श्री वी ए मुथुनाथन, टीएम (रिटेल) कोयम्बटूर एवं श्री डी कन्ना बिरान, विरष्ठ संस्थापन प्रबंधक, इरूगुर ने सभी कर्मचारियों, अनुबंध कामगार एवं पीसीवीओ चालक दल की उपस्थित में समारोह का उद्घाट न किया। टी. एम. रिटेल ने दर्शकों को इसके महत्व के बारे में बताते हुए कहा कि तेल की हर बूंद मूल्यवान है, हमारी भूमिका आनेवाली पीढ़ी के लिए भी यह सुरक्षित रहे यह होनी चाहिए। विरष्ठ संस्थापन प्रबंधक ने पीसीवीओ चालक दल को प्रभावी ड्राइविंग के तरीकों एवं तकनीक जिससे तेल की खपत कम हो, के बारे में महत्वपूर्ण जानकारी दी।





## भटिंडा

तेल एवं गैस सरक्षण पखवाड़े के दौरान भटिंडा डिपो द्वारा जन रैली,सायकल रैली, मैराथान आदि कार्यक्रम रखे गये एवं 1000 से अधिक उपभोक्ताओं/ग्राहकों को संदेश प्रचार के माध्यम से पेट्रोलियम उत्पादों को बचाने के लिए प्रेरित किया गया। स्कूलों के छात्रों को तेल और गैस संरक्षण के बारे में शिक्षित किया गया ताकि हजारों लोगों तक यह संदेश पहुंच सके।

## त्रिची

त्रिची टेरीटरी ने बीपीसीएल द्वारा बिक्री किये जाने वाले ईंधन एवं लुब्रीकेंट उत्पाद तथा तेल संरक्षण के बारे में जानकारी देने के लिए 30 एवं 31 जनवरी 2015 को एक विशाल मैकेनिक सम्मेलन का आयोजन किया। शीर्ष शो रूम टाटा, टोयोट ा, मारूती, टीवीएस, बीएसटी एवं अन्य स्थानीय लोकप्रिय गैरेज वर्कशॉप के मैकेनिक्स एवं सेवा कार्मिक आमंत्रित किये गये थे। हमारी कम्पनी की पहल 'हरित एवं स्वच्छ राष्ट्' के तहत 165 सदस्यों ने 30 जनवरी 2015

एवं 70 सदस्यों ने 31 जनवरी 2015 को भाग लिया। निम्न विषयों पर प्रस्तुति पेश की गई।

पेट्रोलियम उत्पादों एवं उनकी विशेषताओं की जानकारी, कच्चे तेल की खोज प्रक्रिया के बारे में जानकारी, रिफाइनिंग से उत्पाद तैयार करना एवं गुणवत्ता पूर्ण ईंधन एवं लुब्रीकेन्ट के महत्व के बारे में सरल अर्थ में प्रस्तुति पेश की गई। पर्यावरण के बचाव के लिए गुणवत्ता युक्त उत्पाद का प्रयोग एवं तेल एवं गैस संरक्षण की जानकारी दी गई।



तेल और गैस संरक्षण पखवाडे के दौरान हिसार में भारत बचाओ-ईंधन बचाओं के टैग लाइन के तले एक रैली निकाली गयी। जिसमें ओजीसीएफ ब्रैण्ड की 100 टी शर्ट एवं कैप पहने हुये लोग एम जी रोड के आसपास बैनर लिये हुये नारे लगा रहे थे, जो आनेवाली पीढ़ी के लिए ईंधन बचाने के महत्व के बारे में संदेश दे रहे थे। साथ ही ईंधन एवं गैस बचाने के कई सुझाव दिये गये।





श्री शाहजी हकीम, वरिष्ठ इंस्टलेशन प्रबंधक, देवनगोंठी ने ट्रान्सपोट रों,व्यापारियों एवं पीसीवीओ चालक दल के बीच इस समारोह का उद्घाटन किया। श्री पी पी सिंह प्रबंधक (परिचालन), ने तेल गैस संरक्षण की शपथ दिलवाई एवं तेल की खपत को कम करने के लिए कुछ ड्राइविंग के प्रभावी तरीकों एवं तकनीकों के बारे बताया। सभी परिवहन चालक दल ने कार्यक्रम की बहुत सराहना की एवं देश के लिए तेल बचाने का संकल्प किया।

#### **JOURNEYS**



#### जबलपर

'बुंद बुंद से बनता सागर' के एक संदेश के साथ तेल एवं गैस संरक्षण के महत्व को बताया गया। स्थानीय स्कुल नवीन विद्या भवन,जबलपुर में ईंधन संरक्षण पर एक लघु प्रश्नोत्तरी प्रतियोगिता का भी आयोजन किया गया। 30 जनवरी 2015 को भिटोनी डिपो में एक विशाल समारोह का आयोजन किया गया, कार्यक्रम का आरंभ ईंधन संरक्षण पर वीडियो एवं ऑडियो के प्रदर्शन के साथ शुरू हुआ। इस अवसर पर बीपीसीएल के सभी कर्मचारी, ओजीसीएफ के टी शर्ट पहने हुये थे जिससे वातावरण में एक सजीव रूप दिखाई दे रहा था। साथ ही एक प्रश्नोत्तरी का आयोजन भी किया गया एवं तुरन्त ही पुरस्कार वितरित भी किए गए।



बरेली क्षेत्रीय कार्यालय में घरेलू रसोई गैस क्षेत्र एवं ऑटोमोबाइल क्षेत्र में तेल संरक्षण के प्रति जागरूकता पैदा करने के लिए फतेहगंज टोल प्लाजा एवं हमारे रिटेल आउट लेट मेसर्स आनंद फ्युलिंग स्टेशन पर इससे संबंधित कार्यक्रम आयोजित किया गया, जिसमें युवा वर्ग ने उत्साह के साथ संकल्प लिया 'भारत बचाओ जन-धन बचाओ, देश को आगे बढ़ाओं की भावना के साथ तेल एवं गैस संरक्षण का संदेश का प्रसार किया। इसमें लगभग 400 लोग जुड़े। सड़क पर तेल संरक्षण के संदेश के साथ एक मानव श्रृंखला बनायी गयी एवं प्रतिभागियों ने विभिन्न वाहन मालिकों के साथ बातचीत की। ईंधन संरक्षण के सुझाव दिये गये। साथ ही ईंधन संरक्षण की संदेशवाली पॉकेट डायरी का भी वितरण किया गया।

# म्जफ्फरपुर



मुजफ्फरपुर टीम ने ग्राहकों, डीलरों, ट्रान्सपोर्टर और आम जनता को अच्छी आदतों एवं दैनिक अभ्यास जिसके माध्यम से ईंधन की खपत कम हो सके, के बारे में शिक्षित करने के लिए एक पहल की शुरूवात की। एक वाकथान भी आयोजित की गई जिसमें ट्रान्सपोर्टर, डिपो स्टाफ, एवं टैंकलॉरी चालकों ने भाग लिया। सभी बिक्री क्षेत्रों के जिला मुख्यालय में साइकिल रैली का भी आयोजन किया गया।

#### हैदराबाद

तेल एवं गैस संरक्षण पखवाड़े के दौरान पीएफएस लैब हैदराबाद ने दिनांक 31 जनवरी 2015 को आयोजित विशाल ग्राहक सम्पर्क में हिस्सा लिया। इस कार्यक्रम में ऑटोमोबाईल वर्कशॉप एवं ट्रक चालक समृह के 225 ग्राहकों ने सिक्रय रूप से भाग लिया। ग्राहकों ने प्रयोगशाला में एम एस एवं एचएसडी के परिक्षण को प्रत्यक्ष रूप से देखा। रिटेल आउट लेट पर मात्रा सत्यापन के एक पांच लिटर वाले कैन का भी उपयोग किया गया।

CONSERVATION

#### कोटा

कोटा रिटेल टेरिटरी ने तेल संरक्षण पखवाड़े के दौरान 'ईंधन बचाओ जनधन बचाओं' यह संदेश सभी तक पहुँचाया एवं पर्यावरण संरक्षण एवं पेट्रोलियम उत्पादनों के संरक्षण की आवश्यकता पर बल देते हुए पूरे कोट ा में विभिन्न गतिविधियां आयोजित की, जैसे स्कुलों में ड्राइंग प्रतियोगिता, शहर में रैली, स्कूली बच्चों की सायकल रैली आदि। साथ ही विभिन्न 177 आउटलेट पर बृहद ग्राहक संवाद कार्यक्रम रखे, तथा ईंधन बचत सुझावों के पैम्फलेट वितरित किये गये। टैंक लॉरी चालक दल के लिए सही एवं सुरक्षित ड्राइविंग पर प्रश्नोत्तरी प्रतियोगिता का भी आयोजन किया गया। इस अवसर पर एनएच 27 पर 400 लोगों की एक से अधिक घंटे की, एक कि.मी. लंबी मानव श्रृंखला भी बनायी गयी जिसमें कोटा के सभी अधिकारी, स्टाफ, अनुबंध कामगार पीसीवीओ चालक भी शामिल थे।



# सिलीगुड़ी

सिलीगुड़ी में तेल संरक्षण पखवाड़े के अवसर पर स्कूलों और आवासी कॉलिनयों में ड्राइंग प्रितियोगिता, प्रश्नोत्तरी प्रितियोगिता, निबंध प्रितियोगिताओं का आयोजन किया गया। रिटेल आउट लेट पर संरक्षण वार्ता, ग्राहक/ ट्रान्सपोर्टर बैठक और कार्यशाला का आयोजन किया गया। ओएसटीएस पर मैक मेल का भी आयोजन किया गया एवं डीलर व्यापारियों एवं मैकेनीक ने प्रश्नोत्तरी प्रितियोगिता में भाग लिया। साथ ही रिटेल आउटलेट पर विभिन्न समारोहों में तेल संरक्षण के महत्व को भी बताया गया।



# सालेमपुर

सालेमपुर एलपीजी टेरीटरी ने अलीगढ़, हाथरस, फिरोजाबाद में तेल संरक्षण रैली आयोजित की। ग्राहकों में इसकी जागरूकता बढ़ाने के लिए एक नुक्कड नाटक भी रखा गया। तेल और गैस संरक्षण के प्रति जागरूकता पैदा करने के लिए ग्राहकों के परिसर में 1.9 लाख स्टिकर लगाये गये।

रेवाड़ी

रेवाड़ी रिटेल टेरिटरी ने पलवल शहर में 31/1/2015 को एक वाकथॉन रैली आयोजित की, जिसमें रिटेल आउटलेट डीलर, फरीदाबाद, पलवल एवं मेवात जिलों से डीएसएम एवं स्थानीय निवासियों ने भाग लिया। रैली पलवल शहर एवं ओल्ड जीटी रोड, जो कि पलवल शहर की सब से व्यस्ततम सड़क है पर से निकाली गई। रैली के दौरान रेडियो पोस्ट, जिंगल और स्लोगन के माध्यम से 'भारत बचाओं जन-धन बचाओं' के संदेश का प्रचार प्रसार किया गया। मीनार गेट जैसे प्रमुख स्थानों पर रैली रूकी एवं हरेक ग्राहक के साथ व्यक्तिगत रूप से बातचीत की गई तेल एवं ईंधन कैसे बचाये के सुझाव उनके साथ साझा किये गये। रैली राष्ट्र पिता महात्मा गांधी के स्मारक स्थल गांधी ग्राम सेवाश्रम पर समाप्त हुई।



## चेरलापल्ली

चेरलापल्ली इंन्स्टलेशन ने पीसीआरए हैदराबाद के समन्वय से 16 जनवरी से 31 जनवरी, 2015 तक तेल एवं गैस संरक्षण पखवाड़े का आयोजन किया, पीसीवी चालकों के लिए 'ग्रीन प्रशिक्षण' के बारे में बताया गया तथा तेल एवं गैस संरक्षण पर उच्च प्राथमिक विद्यालय, चेरलापल्ली एवं गवर्नमेंट हाईस्कूल/शासकीय उच्च विद्यालय में निबंध और ड्राइंग प्रतियोगिता आयोजित की गई। ट्रान्सपोर्टर ने स्वेच्छा से उनके टैंक लॉरी की पूर्ण जांच की। पीसीवीओ ड्राइवर जिन्हें ग्रीन प्रशिक्षण नहीं दिया गया था उन्होंने स्वेच्छा से चेरलापल्ली इन्स्टलेशन को 100% देने के उद्देश्य से निपुण ड्राइविंग तकनीको में अपने आपको प्रशिक्षित किया।

# सड़क सुरक्षा सप्ताह



#### रूडकी

रूड़की एलपीजी प्लान्ट में सुरक्षा सप्ताह के दौरान पीसीवीओ चालक दल के लिए विभिन्न गतिविधियां आयोजित की गई जैसे नेत्र जाँच शिविर जिसमें 30 चालक दल एवं 20 अनुबंध कामगारों की जाँच की गई। सुरक्षित ड्राइविंग के लिए नींद एवं विश्वास की आवश्यकता के महत्व के बारे बताने के लिए एक कक्षा सत्र लिया गया। चालक दल ने देर रात 11 बजे से सुबह 5 बजे तक डाइविंग नहीं करने एवं बगैर नशे के ड़ाइविंग करने की शपथ ली। अग्नि शामक के रखरखाव से संबंधित जानकारी भी दी। ड्राइवरों के बीच सुरक्षा कल्चर विकसित करने के लिए दुर्घटना मुक्त 100 यात्राएं योजना की शुरूवात की गई।

#### लखनऊ

सड़क सुरक्षा सप्ताह 11 से 17 जनवरी के तहत लखनऊ एलपीजी एवं पीसीआरए ने साथ मिलकर चालक जागरूकता कार्यक्रम आयोजित किया। ड्राइवरों ने सुरक्षा के पांच मंत्र तथा सुरक्षा शपथ के साथ शुरू की। इस अवसर पर एक लघु वृत्तचित्र समूह को बताया गया जिसमें ड्राइवरों को सुरक्षित और रक्षात्मक ढंग से चलाने के बारे में जोर दिया गया एवं वाहनों को अच्छी हालत में रखने के लिए उसके रखरखाव की जांच पर भी जोर दिया गया। साथ ही ड्राइवरों के समूह को यातायात के सामान्य नियमों के संकेत एवं उनके अर्थ की स्लाईड बताई गई। बीपीसीएल की अतीत में हुई दुर्घटनाओं पर भी एक सत्र लिया गया। भाग लेनेवाले प्रत्येक डाइवरों द्वारा व्यक्तिगत रूप से प्रतिबद्धता ली गई कि देर रात 11 बजे से सुबह 5 बजे तक गाड़ी नहीं चलायेंगे। बाद में इस समूह को आग बुझाने के यंत्र के रखरखाव एवं संचालन पर व्यक्तिगत प्रशिक्षण दिया गया।

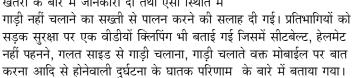
#### मनमाड़

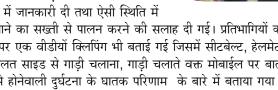
सुरक्षा सप्ताह 2015 के उपलक्ष्य में मनमाड़ संस्थापन ने टैंक लॉरी चालक दल के लिए 14 जनवरी 2015 को 'सबसे अच्छा चालक-क्लीनर' का पुरस्कार समारोह आयोजित किया गया। वित्त वर्ष 2015 की तीसरी तिमाही के दौरान 3 टैंक लॉरी चालक दल को इस पुरस्कार से सम्मानित किया गया। इसके अलावा कुछ ड्राइवरों को सुरक्षित ड्राइवर कैंप और सुरक्षित ड़ाइवर बेज से सम्मानित किया गया। इसके अलावा 'ड़ाइवर सुरक्षा के पंचमंत्र' को भी दोहराया गया। मनमाड संस्थापन में वित्तीय वर्ष 2014-15 में टैंकलॉरी ड्राइवरों के लिए कोई भी दुर्घटना ना हो इसका भी लक्ष्य रखा गया।



# वाडिलूब

वड़ाला ट्राफिक डिविजन के वरिष्ठ पुलिस इंस्पेक्टर एवं उनकी टीम को सड़क सुरक्षा पर वार्ता एवं एक प्रस्तुति बताने के लिए वाडिलूब संस्थापन में आमंत्रित किया गया था। नशे में ड़ाइविंग एवं थकान में गाडी चलाने से होनेवाले खतरों के बारे में जानकारी दी तथा ऐसी स्थिति में





#### सालमपर

सालेमपुर एलपीजी में सड़क सुरक्षा सप्ताह पीसीवीओ, चालक दल ने देर रात 11 बजे से सुबह 5 बजे तक कभी भी गाड़ी नहीं चलायेंगे, इस शपथ के साथ शुरूवात हुई। साथ ही ये चालक दल भारतीय मानक ब्युरो के अनुरूप टायर हेंड ब्रेक रखेंगे एवं स्पार्क अरेस्टर, मास्टर स्विच अग्नि शमन यंत्र आदि का भी उचित रखरखाव रखेंगे। सप्ताह के दौरान रक्षात्मक ड्राइविंग, सुरक्षित ड्राइविंग के लिये पर्याप्त नींद, नेत्र परीक्षण, रतौंधी जांच, स्लोगन प्रतियोगिता आदि संबंधित विभिन्न कार्यक्रम रखे गये।



# **ा पाठकगण सर्वेक्षण**

जर्नीज़ पाठकगण सर्वेक्षण में आपका हार्दिक स्वागत है ! निवेदन है कि अपना थोड़ा-सा समय देकर अपने विचार एवं सुझाव हमें बताएं तािक हम आपकी बेहतर सेवा कर सकें। आपके विचारों से हम निश्चित रूप से ऐसी पत्रिका सामने प्रस्तृत कर सकते हैं, जैसी आप चाहते हैं। 1. सामान्यतः आप भारत पेट्रोलियम की जानकारी कहां से पाते हैं ? □फेसबुक बीपीसीएल वेबसाईट □जर्नीज 🔲 लिंक्ड इन 🔲 बीपीसीएल स्टाफ ⊒मीडिया ■डीलर/वितरक नेटवर्क ■अन्य 2. आप जर्नीज़ कितनी बार पढते हैं 🔲 हर अंक अधिकतर अंक
 कभी-कभार कोई अंक
 कोई अंक नहीं पढा है 3. अपने मनचाहे विषयों को चिन्हित करें कारोबार एवं कार्य-नीतिः 🔲 अध्यक्ष एवं प्रबंध निदेशक/निदेशकों/कारोबार प्रमुखों के संदेश 🔲 निगमित समाचार 🔲 तेल एवं गैस उद्योग 🔲 ऑटोमोबाईल उद्योग 🔲 वैश्विक एवं अंतर्राष्ट्रीय मुद्दे 🔲 प्रबंधन विषय सामान्य रूचिवाले विषय : 🔲 व्यक्तिगत उपलब्धियाँ 🔲 कला एवं संस्कृति 🔲 स्वास्थ्य संरक्षण 🔲 पर्यावरण 🔲 विज्ञान एवं प्रौद्योगिकी 🔲 यात्रा एवं फुरसत 🔲 संपादक को पत्र 4. जर्नीज़ में शामिल करने के लिए कोई नया विषय सुझाएं :..... 5. कृपया निम्न पर जर्नीज़ की गुणवत्ता का दर्जा तय करें: औसत एकदम बुरा विषय आवरण पढ़ने में आसानी लिखने की शैली लेआउट एवं रूपरेखा छायाचित्रण समय पर सुपुर्दगी 6. जर्नीज़ भारत पेट्रोलियम के साथ मेरा संबंध मज़बूत बनाता है क्योंकिः जानकारी का स्त्रोत है
 मेरे कारोबार में सहायता करता है मुझे प्रोत्साहित करता है 7. जर्नीज़ से मैंने प्रेरणा लेकर : 🔲 कोई गतिविधि शुरू की है या उसमें हिस्सा लिया है 🔲 जर्नीज़ में लेख प्रकाशित किया 🚨 स्टाफ/कर्मचारी के साथ जानकारी बांटी अन्य कारोबार सहयोगियों से संपर्क किया 🔲 सोशल मीडिया में बीपीसीएल देखा 🔲 मेरे विचारों को संपादक के पास भेजा 🔲 बीपीसीएल वेबसाईट देखी 🔲 एनर्जाइजिंग लाइव्स प्रतियोगिता में भाग लिया 🔲 अन्य: 8. पिछले वर्ष में कौनसा लेख/विषय अत्यंत स्मरणीय रहा है? 9. आपको जर्नीज़ में सबसे अधिक क्या पसंद है ? 10. आप जर्नीज़ में कौनसे लेख/विषय छपवाना पसंद करेंगे? 🔲 व्यतिगत उपलब्धियाँ 🔲 कहानियाँ 🔲 कविताएँ 🔲 यात्रा संस्मरण 🔲 छायाचित्रण 🔲 अन्यः 11. जर्नीज़ में क्या परिवर्तन या सुधार सुझाना चाहेंगे? 12. कृपया अपने बारे में निम्नलिखित जानकारी दें। 🗆 वितरक 🕒 ग्राहक 🗅 स्टाफ 🗀 अन्य \_\_\_\_\_\_ भारत पेट्रोलियम के साथ आप का क्या संबंध है? 🔲 डीलर

> जनींज़ पाठकगण सर्वेक्षण 2014-15 में भाग लेने के लिए धन्यवाद!!

कृपया अपना फीडबैक निम्न के पास भेजें :

संपादक, जर्नीज़, ब्राण्ड एवं पीआर, भारत पेट्रोलियम कॉर्पोरेशन लि., भारत भवन, 4 एवं 6, करीमभॉय रोड, बेलार्ड इस्टेट, पीबी नं: 688, मुंबई - 400001 इंमेल: kavithamathew@bharatpetroleum.in



# Readership Survey

**Welcome to the JOURNEYS Readership Survey!** We are asking for just a few moments of your time to make sure we hear your opinions and suggestions so we can best serve your interests. Your views will definitely help us provide you the kind of magazine you want!

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1. How do you go	enerally acquire info	ormation about Bh	narat Petroleum?							
□Journeys □Dealer /Distr	□BPCL Website ributor network	□FACEBOOK □Media	□Linked.In □Others	☐ BPCL Staff						
2. How often do Every issue	How often do you read JOURNEYS? □Every issue □Most issues □Occasional issues □Never read an issue									
3. Please tick the topics that interest you:										
Business and S □Oil & Gas In	trategy :	, ages from CMD/E e Industry □Glol	Directors/ Business oal & Internationa	s heads	Corporate news gement Topics					
General interes  ☐Science & Te	st Topics : □Persona echnology □Travel &	l achievements & Leisure	Art & Culture L Letters to editor	■Health Care □E	Environment					
4. Please suggest any ne	ew topics that you w	ish JOURNEYS sh	ould cover :							
5. Please rate the qualit	y of JOURNEYS on t	the following:								
	Excellent	Good	Average	Poor	Very Poor					
Content										
Cover										
Ease of reading										
Writing style										
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Timely delivery										
6. "JOURNEYS strengthens my personal connection to Bharat Petroleum as it"										
■ Motivates me ■ S	Serves as a source of	information 📮 📙	lelps me improve	my business 📮	Other:					
7. JOURNEYS has inspir	red me to :									
□ Initiate/participate in an activity □ Contact other business associates □ Follow BPCL Web site □ Participate in Energising Lives Contest □ Other □										
8. What article / topic h	nas been the most m	emorable in the la	ast year?							
9. What is it that you like most about JOURNEYS?										
10. What are the articles/topics you would like to contribute to Journeys?										
□ Personal achievements □ Stories □ Poems □ Travelogues □ Photographs □ Others										
11. Are there any changes or improvements you would like to suggest in the journal?										
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Your relationship with Bharat Petroleum?										
•				Age:						
Name :         Age:         Gender:           Territory/Region.         CC NO:										
Contact No: Email :										





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2. How often do y Every issue	ou read JOURNEY ☐Most issues	<b>S?</b> □Occasional is	ssues •Ne	ever read an issue					
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General interes  □Science & Te	t Topics : □Persona chnology □Travel &	ll achievements & Leisure	Art & Culture Letters to editor	IHealth Care □E	invironment				
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☐ Motivates me ☐ Se	erves as a source of	information 📮 📙	lelps me improve	my business	Other:				
7. JOURNEYS has inspire	ed me to :								
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□ Follow BPCL Web site □ Participate in Energising Lives Contest □ Other □ S. What article / topic has been the most memorable in the last year?									
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11. Are there any change	es or improvements	s vou would like to	o suggest in the id	ournal?					
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12. Please provide the fo	ollowing informatio	n about yourself.							
Your relationship with Bl	harat Petroleum?	Dealer	■Distributor	□Customer □S	taff Other				
Name :				Age:	Gender: .				
Territory/Region				· ·					
Contact No:									





# Republic Day Celebrations 2015













# Are you LISTENING?



GET ON TO SOCIAL MEDIA

CONNECT WITH BHARAT PETROLEUM TODAY Listen to your customers talking about you.

Good customer service is no longer a secret.

Good customer service is no longer a secret. If we do it, people talk about it. If we don't, people talk about that too.

WHAT DOES YOUR CUSTOMER SAY ABOUT YOU?

Catch the Conversations on Social Media platforms

Follow BPCL on FACEBOOK, TWITTER, Linked.in