

पेट्रो प्लस

PETRO PLUS



Energising Employees

VOL-VII / Issue 3 / 2017-18



BPCCL Conferred the Star PSU Award

**I&C Scales
New Peaks!**

Editorial

Confucius, the great Chinese philosopher said, "The will to win, the desire to succeed, the urge to reach your full potential... these are the keys that will unlock the door to personal excellence." All of us in Bharat Petroleum have worked far beyond our potential, which has resulted in us recently being conferred the prestigious Star PSU Award ! This great honour of being the first amongst the 300 strong PSU fraternity is awe-inspiring ! We urge you to adhere to the tried and tested adage of 'not resting on your laurels'. "Just make up your mind at the very outset that your work is going to stand for quality... that you are going to stamp a superior quality upon everything that goes out of your hands, that whatever you do shall bear the hallmark of excellence," goes the sage advice of Orison Swett Marden. Our feature pays tribute to the people power of BPCL.

Our Industrial & Commercial (I&C) team has also excelled in their performance this year, beating all records on the industry canvas ! Their list of initiatives and business garnered have set benchmarks worthy of emulation. Pursuing stretch targets with missionary zeal, they have forged ahead with dedication and passion, vital ingredients for success. Do read about this spirited team in our feature article.

Accolades accrue, as the organization attains success in diverse spheres. These are sure to instill pride and honour in each one of us, as we participate wholeheartedly in BPCL's meteoric journey !

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BPCL Scintillates with the Prestigious STAR PSU AWARD



Our C&MD, Mr. D. Rajkumar receives the Star PSU Award from Hon'ble Defence Minister, Smt. Nirmala Sitharaman.

BPCL has been conferred with the coveted Star PSU Award at the Business Standard Annual Awards for Corporate Excellence. This award is of special significance, as BPCL has been declared the 'best and the brightest' amongst the 300 strong PSU fraternity, many of them formidable players in their field. Apart from financial metrics and competitive advantage, the criteria for selection included scale, sustainability, leadership and innovation, bearing testimony to BPCL's capabilities in these diverse spheres. This is yet another affirmation of our stellar position in the energy sector, considering that Maharatna status was conferred on us a short while ago.

Selecting the best in Corporate India was an eminent jury headed by Mr. R.C. Bhargava, Chairman of Maruti Suzuki India, who was the Chairman. The other jury members included former SBI Chairman, Ms. Arundhati Bhattacharya, BCG Asia-Pacific Chairman, Mr. Janmejaya Sinha, Cyril Amarchand Mangaldas Managing Partner, Mr. Cyril Shroff, Bain Capital Private Equity MD, Mr. Amit Chandra, Ernst & Young India CEO & Country Managing Partner, Mr. Rajiv Memani and Marico Chairman, Mr. Harsh Mariwala.

Message from Chairman & Managing Director

Dear Colleagues,

Bharat Petroleum has been conferred with the prestigious 'Star PSU' Award at the Business Standard Annual Awards for Corporate Excellence for 2017. Securing this coveted award is yet another affirmation of BPCL's stellar status in the PSU galaxy. What is more heartening is that, apart from outstanding financial metrics and competitive advantage, the criteria included scale, sustainability, leadership and innovation. This amply demonstrates BPCL's prowess in diverse spheres - attributes that we should all be extremely proud of.

I firmly believe that people are the building blocks of our organization and the architects of our success. Striving for excellence in our day to day activities has culminated in the laurels we have won today. I congratulate all of you for your sterling efforts that have catapulted BPCL to the vaunted status that it enjoys.

As Mario Andretti once said "Desire is the key to motivation, but it is determination and commitment to an unrelenting pursuit of your goal - a commitment to excellence - that will enable you to attain the success you seek." I strongly believe that it is your determination and commitment which helped BPCL emerge as winner among 300 PSUs.

I urge all of you to continue on your path of dedicated working, filled with enthusiasm and passion. Together, we shall further differentiate ourselves to deliver outstanding performance through many path breaking and pioneering initiatives, especially from our elevated Maharatna platform.

With such a dynamic and energised team, I'm confident that we will win many more accolades in the days to come.

D. Rajkumar

D. Rajkumar



Our C&MD & Directors with the Star PSU Award. From left are Mr. S.Ramesh, Director (M), Mr. K.Padmakar, Director (HR), Mr. D.Rajkumar, C&MD, Mr. R. Ramachandran, Director (R) and Mr. K.Sivakumar, Director (F).



Our C&MD and Directors cut the Star PSU cake to celebrate this glorious achievement.

The grand award ceremony was attended by the Who's Who of India Inc. in the Crystal Room of the Taj Mahal Palace Hotel in Mumbai on 31st March, 2018. It was a proud moment for BPCL when our C&MD, Mr. D. Rajkumar received the Star PSU Award from Hon'ble Defence Minister of India, Smt. Nirmala Sitharaman. The czars of the corporate world applauded as BPCL was hailed as one of the leading drivers of the growth story of the Indian economy.

To be selected as the best of the crème de la crème is indeed a noteworthy achievement. To commemorate this event and celebrate this glorious accolade, Corporate Brand & PR organized a function in CO, which was well attended by the team leaders of our organization.

In his inspiring address, our C&MD urged us to continue working with zeal and zest. Echoing the same sentiments, our Director (HR), Mr. K. Padmakar dwelt on the contributions of our past leaders and teams, which have propelled us to this lofty peak. A 'Star PSU' cake was cut by our C&MD and Directors – Director (HR) and then Director (Finance), Mr. K. Sivakumar – and all enjoyed the 'icing on the cake'!





I&C Scales New Peaks !

"I know the price of success: dedication, hard work and an unremitting devotion to the things you want to see happen," said Frank Lloyd Wright. Great performance is never luck. It takes a lot of focus, heart and painstaking efforts and that's exactly what our dynamic Industrial & Commercial (I&C) team has done to deliver stupendous results ! With meticulous planning and superb execution, they have taken to heart Rabindranath Tagore's famous lines, "Where tireless striving stretches its arms towards perfection..." And they have been amply rewarded with Chairman's Best Idea of the Year Award and numerous accolades.

Highly regarded as the Direct Business of BPCL, I&C was hived off into a separate Strategic Business Unit post restructuring of the organization in 2000. It plays a pivotal role in the success story of BPCL, as it caters to the Business & Industrial customers, providing high quality petroleum products. The total customer base stands at an unbelievable figure of 8,474 ! Major customers in the I&C fold are the Indian Railways, the Indian Armed and Paramilitary Forces, various State Transport Corporations (KSRTC, MSRTC etc.), private companies such as the TATA Group, Aditya Birla Group, NTPC, Haldia Petrochemicals, Ramco Cements, Asian Paints, Reliance Industries etc. Therefore, I&C provides our vital connect with leading corporates, nurturing longstanding relationships, which are the key to business success.

I&C performs the critical role of sale of all products produced by the refineries, except LPG, ATF and Lubricants. It markets more than 17 petroleum products

and many variants of primary products, which are in all states - gaseous, liquid and solid. These include White Oils (HSD, MS, SKO etc.), Black Oils (FO, LDO, Bitumen etc.) and Special Products (Benzene, Toluene etc.). I&C not only competes with other OMCs in India, but also faces stiff competition from importers and traders in India. This makes the placement cost of products across different supply locations crucial and thus, Logistics plays a very vital role in I&C's business. Considering the varieties of products and customers I&C handles across the country, with only three refinery sources, serving each customer is a unique experience.

Chairman's Award for the Best Idea of the Year 2017

I&C, with the support of Mumbai Refinery, added Pharma Grade Hexane and Polymer Grade Hexane in the product portfolio. This initiative bagged the Chairman's Award for the Best Idea of the Year 2017, for introducing new products into the market for the first time in the last 30 odd years. The sale of 992 MT of Pharma Grade Hexane during the year 2017-18 offers great scope for growth in the coming years.

The business unit is divided into 15 territories, covering 29 States and 7 Union Territories. Each Territory has a team comprising a Territory Manager, a Manager Marketing



Mr. Sharad Sharma **Executive Director (I&C)**

The I&C business is a business based on relationships. These relationships have been built over the years, between individuals and corporations, earning trust, respect and dependability. The I&C team prides itself in establishing this enviable brand, based on the unique experience given to our valued customers.

Last year has been a momentous year for I&C, when the SBU gained momentum and performed exceedingly well in most of the parameters like volume growth, market share growth, tying up new customers, installing Consumer pumps etc. We also grew substantially in the Defence and Railway sectors.

In the fast changing environment, the competition is increasing, not only from companies marketing traditional products, but disruptive changes like substitute products from Reliance, ban on use of products like Furnace Oil in NCR and some restrictions emanating for use of Petcoke, are the order of the day. I&C has not only being marketing successfully in the competitive market, but has also supported the Refineries in evacuation of products, enabling their smooth operation. In the current dynamic market scenario, speed is the essence of all activities. The HQ team, comprising highly knowledgeable and experienced members, act as live wires, fully supporting all initiatives and keeping the field on their toes.

The team has been assigned the new business of PETCHEM marketing. It is a different ball game as compared to the marketing of petroleum products. It is highly customer centric, technical, sharply focused on quality and R&D dependent, against traditional product marketing being logistics dependent and volume and margin driven. The team has taken it as a challenge and is working on all aspects like customer identification, enrolment, studying their requirement and finalising the supply chain management.

Being a new member, I am looking forward to working with this highly charged team operating in an environment full of opportunities and deriving maximum benefits for the organization.

Coordination, and Area Managers and their primary role is Customer Acquisition and Customer Retention. The skill set necessary for I&C officials are high professionalism, basic etiquette, negotiation skills, relationship management and above all, the right attitude to carry out the ever challenging and highly interesting role.

I&C exhibited remarkable growth and achievements during the last financial year. In year 2017-18 focused efforts were made for improving the collaboration and coordination between the 15 territories of the I&C BU to tie up businesses for not only their own territories, but for other territories as well. Rigorous training was provided to align the vision and purpose of the 15 independent territories to create a cohesive environment for sharing information, leveraging competencies of each other and improving overall BU performance. This resulted in the teams performing at full potential, bringing out the best business decisions and providing efficient service to the customers.

Declares Mr. S. Jena, CGM Sales (I&C) HQ, "Working in I & C provides me an opportunity to interact with the experts in the industries under various sectors, upgrade my knowledge and strategize further. I enjoy the challenges emerging out of increased competition. Getting the customers' decisions in our favour through relation, discussion and negotiation is what I am truly passionate about."

Mr. Ashish Nainani, GM Business Development (Indl.), HQ opines, "Ensuring a growth rate better than the Industry in a fiercely competitive HSD market & sustaining market share in FO/LDO despite product availability & logistics issues, are two of the biggest challenges overcome by Team I&C. I was thrilled to be a part of the following initiatives - enabling unique Business Models / providing customers value added services like the first and only Automated RDI with TFM in the country, automation solutions for the largest STU in the country, B2B with one of the biggest construction groups and enabling internal efficiency enhancers like Mobiconnect apps. With superfast market and logistics changes happening across multiple product value chains, I&C provides a new experience /challenge / learning every day - there is never a dull moment ! Creating value for BPCL excites me !"

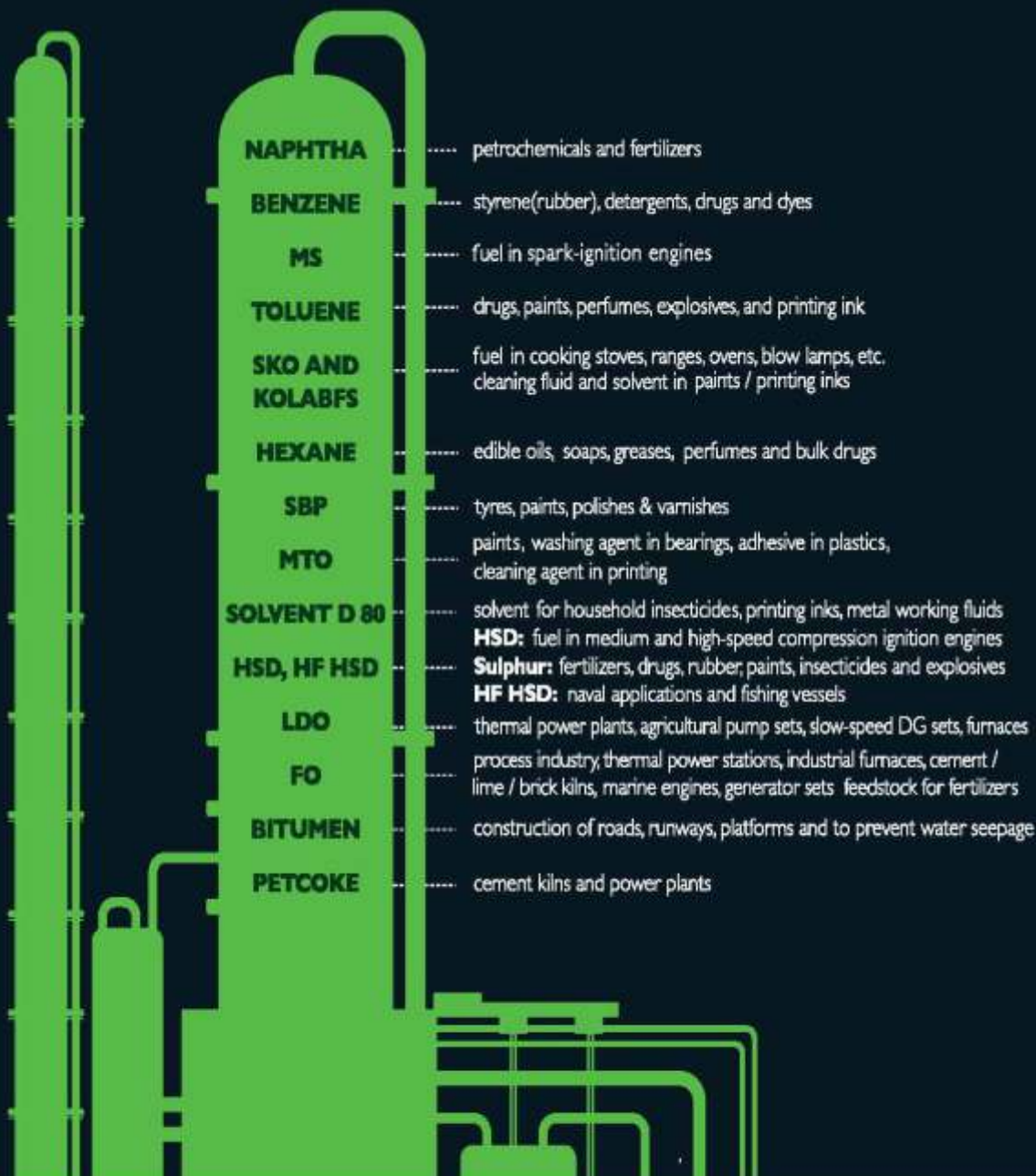
"Logistics is the backbone of the business," proclaims Mr. Vijay Kharche, GM (Logistics) I&C HQ. "Timely evacuation has direct implications on the performance of the Refineries, so we plan product movement meticulously from the source – Mumbai Refinery, Kochi Refinery or Bina Refinery. For Sales, timely availability of products is the crux of the business; it's an uphill task to get business and retain customers due to stiff competition in the market. We arrange time charter vessels for FO & LDO (Black Oils) on a regular basis. After the MOT fire incident, as the

tankage there is not available, there's a major challenge to evacuate all products from Mumbai Refinery. We've made alternative arrangements to cater to our customers, maintaining our high standards of service throughout. In Feb/March 2017, there was a major shutdown in Mumbai Refinery, resulting in no availability of Bitumen during the peak season. We sourced Bitumen from importers at coastal locations like Karwar, Pipavav and Mumbai and met our MOU customers' requirements."

"Working in I&C is about being proactive – understanding the needs, improvising and offering solutions," avers Mr. Mudit Shukla, Senior Manager Marketing Coordination

(Indl.), Bhubaneswar. "Every day comes with new challenges which provides an opportunity to learn, every customer interaction helps in self-development and this makes I&C really exciting. The diversity of the customers, their needs and the uncertainties help one develop the skills to succeed. In my journey in I&C, I have handled customers with requirements ranging from One Tanker load in 6 Months to customers requiring product in Vessels (30,000 MT), handled almost all the products that the company produces and covered all modes in which the product can be supplied. Every day we challenge the Status Quo."

I&C Products & Their Usage



Mr. Manoj Menon, Territory Manager (Industrial), Chennai proudly states, "Customer Connect is vital for our business. The key is to understand the needs of the customer and to explore ways to meet their requirements by involving all the stakeholders, thus creating a sustainable win-win proposition. In FY 2017-18, Chennai I&C Territory was the No.1 Sales Volume Territory pan India with registered sales of 0.9 MMT and growth of 193%; it has played a pivotal role in signing of MOUs in all product segments, with guidance from HQ, contributing 18% to the volume of the BU. Some of its major MOUs are with L&T, Ramco Cements, Dalmia Cements, TI Cycles, BHEL, Ford, Mahindra, Renault Nissan, TANFAC Industries, Berger Paints, Manali Petrochemicals, Saint Gobain to name a few. In spite of stiff competition from imports and OMC, we are the market leader in sales of MTO/Hexane/Toluene/SBP with market share of 71.5%."

He continues, "I&C is a great place to work as we face a lot of challenges in the market on a daily basis as no two customers are the same; hence, we need to evolve a customer strategy in the competitive scenario to enroll and retain customers and also tie up business with the

customers for all their plants on a pan India basis. We work as a cohesive unit at all levels and also collaborate with our Retail BU/ Refinery to ensure timely supplies to the customers. To overcome the daily challenges posed by the market and interact with customers at various levels excites me."

"A memorable experience was signing of the Petcoke MOU with M/s. Ramco Cements. The customer strongly believed in the auspicious date and time for signing of the MOU and it was finalised accordingly. However, on that day, the challenge was posed by Nature - we had to face the fury of Cyclone Vardah in Chennai, which threw the entire city out of gear, thousands of trees were uprooted, power supply was snapped, there was thundering rain ! In spite of all this, we went in a scooter to the customer's office, manoeuvring the blocked roads at various places and bearing the brunt of Nature's fury to sign the MOU on time. The customer was overjoyed ! Today we feel elated that thereafter, the business has never looked back. We have strengthened our customer relationship with M/s. Ramco and subsequently signed an MOU for 100% supply of HSD to all their Plants and facilitated the tie up for their ATF requirement with our Aviation BU for the first time. I am reminded of a quote by Wade Boggs - "A positive attitude

causes a chain reaction of positive thoughts, events and outcomes. It is a catalyst and it sparks extraordinary results".

Mr. Prateek Jaiswal, Area Manager (Indl.), Bengaluru dwells on his experience in I&C, "Implementing 'Project Garuda' in Karnataka - the largest HSD Business of BPCL, entailed installation of more than 200 consumer pumps in the span of 3 months across various districts of Karnataka. As a team, we were able to achieve the incredible feat, which was well applauded across the organization." With accolades in professional and other areas (Socratix, Mercurix, Youngage Genie, Ideas, Young Leaders etc.), Prateek is upbeat about his work, "With a flat structure and a small team, it offers opportunities for learning, recognition and growth. We are the prime choice of fuel suppliers for major industries, which gives me exposure to learn about different sectors. As an Area Manager, my actions yield direct results visible in my Sales performance, which enables a path for growth."

"When I took over my current profile in 2015, I was absolutely amazed to see the list of customers in my portfolio. From the top Fortune 500 companies to nation building Public Sector Enterprises, we are a critical part

I&C Value Added Services



1. Delivery Assistance

End-to-end support in transport arrangements for supplying product at customer's doorstep.



5. Expert Consultation

With the help of technical experts, industries are offered technical knowledge on product applications and practical advice on fuel quality and fuel handling issues.



2. Automation

Integration of fully automated fuel management system that takes care of refueling of vehicles and stock maintenance.



6. Customer Advisory Board

With the objective of bringing industrial customers of diverse interests on a common platform, BPCL has established Customer Advisory Boards.



3. B2B Interface

Seamless integration of back-end systems to enable the exchange of information across trading partners.



7. Energy Audits

BPCL provides audit on energy utilization and yield of fuel on specific requests from the interested customers.



4. Vehicle Tracking Systems

Collection of fleet data along with automatic vehicle location to ensure vital functions are carried out in the form of routing dispatching and onboard information & security.



8. Bunkering

BPCL has focused on bunkering as emerging sector for fuel oil business and has been developing infrastructure at all major port locations.



9. Online Ordering

BPCL's B2B portal offers customer services, such as online order booking, tracking of orders, viewing statement of accounts and current balance.

Mr. E.A. Vimal Nathan Former Executive Director (I&C)

In today's competitive world with the rapidly changing business environment, underscored by globalization of markets, advances in technology, changing demographic trends, new customer needs and disruption of existing business models, we need to be adept in understanding customer behaviour and the marketing strategies that can be deployed in this competitive Volatile, Uncertain, Complex and Ambiguous (VUCA) world.

It is a proud moment for me as an I&Cian, as the past 11 months of the year till February has been very eventful and the performance of the BU in 2017-18 so far is exceptional. Our goal to increase our volume much beyond our competition put together fructified and we ensured that we contributed the highest margins to BPCL. I&C is likely to end up mopping around 60% (1.1 MMT) out of Industry's growth volume of around 1.8 MMTPA by the year end. I&Cians further are likely to contribute a share of around 35% of BPC's growth volume.

From time immemorial, I&C is a Business which has seen tough competition within the Industry. However, the spirit, vigour, enthusiasm and commitment of the I&C team in BPCL is commendable, outstanding and is seen in its achievements. This year again, we have been the torchbearers of BPCL on the Direct Customer front and have left no stone unturned to excel beyond the competition, attain supremacy in our domain and show stupendous results. The same could be achieved through rigorous VLP programs conducted for the entire Business, which aligned all the team members towards a common vision, enhanced customer connects and enabled them to take speedy decisions to meet the customers' demands.

It is said that when we truly desire something and channelize our efforts in that direction, we create an energy so powerful, that the cosmos is compelled to fulfill our dreams. And it is with this faith that all of us I&Cians greatly aspire to take forward our Business on the path of everlasting success.



of their value chain. Meeting the key business leaders, contributing to the industrial economic growth and getting involved in negotiations which have high level business impact on the top line and bottom line of the customers, as well as ours, inspire me to give my 100% every day. What has been absolutely life changing (quite literally) in I&C is that I was able to find my life partner within I&C during the Project Garuda days. Hard work did pay off and as they say "There's nowhere you can be that isn't where you're meant to be..." he adds.

Mr. Floyd Barboza, Chief Manager (I&C Finance) proffers his viewpoint, "The I&C environment is characterized by a close-knit family working together in a dynamic business environment with a very strong passion, dedication and commitment for service and wealth creation. There is a deep sense of fulfilment achieved in people orientation along with professionalism and productivity. This makes Finance a very invigorating journey while driving commercials (customer evaluations, better pricing and profitability etc. for business growth) on the wheels of governance."

"GST law has been designed to ensure integrity and transparency in the value chain of business right from the manufacturer to the end consumer. For I&C, the law necessitated a complete end to end revisit of all the business processes. Further, it has enabled an "ease of doing business" perspective and contains excellent scope of ensuring optimization of taxation outflows, providing a thrilling experience. Profitability is another challenging area where we have done territory as well as area manager level assessments. Pricing and customer credit reviews are dynamic and bring a gamut of new exciting business issues. Overall the role of Finance has moved

from just an accounting domain to a role requiring more of commercial decision making for wealth creation. This has required niche building in other areas like taxation, systems & analytics, legal as well as a deeper commercial understanding," he concludes.

"I have been with I&C ever since SBU formation in 2000 !" says Zelita Pinto, Assistant I excitedly. "I handle SAP & BI, involving budgeting, compilation of the Business Plan, stocks and accounts at all storage locations etc. I love my job, as we have a vibrant team working in a fun-loving environment. We have great bonding ! We celebrate all the birthdays and festivals – Christmas (with Santa Claus), Diwali, Onam (we dressed up in Kerala sarees and had an Onam lunch), Valentine's Day, Women's Day, I&C Day and Water Day (What-a-Day! she exclaims)."

Future Outlook

The entry of alternate energy and alternate feedstock into our market has gradually been influencing our product basket. Some of our existing products do not find any customer now. With increased globalization, many international players and traders are entering into our domestic market. Unless we differentiate ourselves on the service front, margins of most of our products are under threat. Strategising for the future, our Corporation has taken a big step and has gone ahead with upward integration in our product portfolio. Once the production of petrochemicals by Kochi Refinery is on-stream, I&C will spearhead supply and exports of various niche petrochemicals to global energy establishments.



As Joe Girard wisely said, "The important thing is to dare to dream big, then take action to make it come true." The high-spirited, energetic I&C team has proved that it can produce excellent results, so raising the bar will only spur them on to achieve even the impossible !

Major Highlights for 2017-18

- I&C registered a sale of 5.3 MMT
- Growth rate of 24.5% (compared to OMCs growth rate of 0.2% for HPC, 3.2% for IOC and 3.2% for the Industry) over historicals
- Incremental volume generation of 1.04 MMT (101% against a Business Plan of 5.24 MMT)
- I&C also achieved an EBIT (provisional) of Rs.1050 Crores
- In the direct market segment, BPCL is the only company to have improved its market share with a whopping 2.3% increase from 12.7% to 15.0%
- I&C renewed 500 TMTPA HSD Supply Agreements up to June 2019, with KSRTC, Karnataka
- I&C doubled the market share of MSRTC
- 69 Corporate MOUs were signed with a potential to generate 1.49 MMTPA including major customers like FACT, L&T, St. Gobain, SCCL, HPL, ACC, Ultratech etc.
- I&C has provided 108 consumer/kerbside pumps across the country covering various sectors like mining, industries, STU and Defence.
- Kerbside Pumps were set up for the Indian Army in difficult terrains of Yongdi, North Sikkim and Tangtse, Leh at an altitude of 14500 ft.
- I&C sold entire quantities of Petcoke and Sulphur produced during the year at KR post IREP.
- I&C is the only BU to have carried out the Visionary Leadership Programs for all Management Staff
- I&C also conducted a detailed product knowledge workshop for the field staff.
- 15 ideas were germinated by young I&C officers during the year.
- As a knowledge sharing process, I&C introduced the Territory Compendium, Case Study Book and Product Comparison Ready Reckoner for the field.
- Taking I&C to more advancements in technology, Mobicconnect and Mobeconnect applications were developed for the BU.
- A novel initiative – '7-70-700 Safety Connect' to celebrate 7 decades of India's Independence...a team of 70 ... and inculcating safety consciousness in 700 customers !
- I&C Day was celebrated with vim and vigour on 22nd March, 2018



The I&C Anthem

प्रेरणा... The Inspiration

Right decisions at the right time

We embrace challenges

We are Team I & C

And these principles, we live by

We honour commitments

And welcome new ideas

We appreciate everyone's opinion

With an endeavour to create and innovate

We celebrate every success

And learn from mistakes

We are Team I & C

And these principles, we live by

No one has outperformed us

We only compete with ourselves

We always stand united

And winning is our habit

We aim for the stars,

And the sky is our limit

Customer service is our religion

And customer is our God

We are Team I & C

And these principles, we live by

We are BPCL

And this family is ours !

The Vibrant I&C Team



Sitting L to R : Sohail Akhtar, Anurag Saraogi, Ashish Nainani, Srinivasan S, Sharad Sharma, Vijay Kharche, Radhakrishnan S, Sanjay Kargaonkar

Standing (first row): Jitendra Jiandani, Smita Vaidya, Vandana D , Laxmi Rohira, Pamela Barboza, Dafney George, Zelita Pinto, Kriti Kumar, Michael Shivji, M K Varale

Standing (second row): Aarathy Krishnan, Ushma Zunzavadiya,, Dhiren Dhurandhar, Archana Safare, Smeeta Salvi, S Jena, Bhavik Jain, Rajkumar Shamnani, Rahi Shah, Ajay Tiwari

► Foundation Day Captivates Hearts at CO



Mr. K. Padmakar delivers the Keynote Address

While the cheerful compere set the tone for the function, the lilting strains of the BPCL Anthem stirred the hearts of the staff gathered for the Foundation Day celebrations at CO. The hall reverberated with the chorus, "Hum Nayi Umang Hai, Hum Bharat Petroleum Hai!"

Mr. Nori Prabhakar, CGM (Brand & PR) then delivered the Welcome Address, requesting the audience to wish one another "Happy Foundation Day!" to mark the 42nd anniversary of our birthday. He dwelt on the mind-boggling figures on the infographic, depicting our glorious journey from 1976 to 2018, reminding us that many leaders and employees had contributed immensely to our vaunted status today. He also urged all to imbibe the values and culture of our organization, be prepared to face the challenges of a disruptive future and be Brand Ambassadors of the company in all their pursuits.

Mr. K. Padmakar, then ED (HRD) read out our C&MD's message and reiterated the four pillars of People, Infrastructure, Technology and Safety, which would be the key focus areas leading to the company's success. In his Keynote Address, he traced the company's journey, pointing out historic milestones along the way. He congratulated all, stating that each and every one, including the stalwarts of yore, were responsible for the company's growth and status as a Maharatna today. His inspiring words motivated all to sustain the momentum of the past and strive hard for greater glory in the years to come.

Next, the winning essays and slogans in English and Hindi were read out and Mr. K. Padmakar, Mr. E.A. Vimalnathan, then ED (I&C) and Ms. Sujata Chogle, ED (Legal) did the honours for the prize distribution.

This was followed by screening of our corporate film, which showcased the entire gamut of activities of our company. The Infotainment section of the programme - the quiz - was an unqualified success, They were enlightened and energized, while they soaked in information about the

Pro Heartfulness Meditation



Nrapendra Singh, Manager Ops. (LPG), Allahabad, along with other functionaries of the Heartfulness Institute, met our Hon'ble President of India, Shri Ram Nath Kovind on 15.12.2017 for the work done in promoting Heartfulness Meditation & a Value based education system. Shri Kovind, who himself is practicing meditation for the last twelve years, appreciated the selfless efforts done by Nrapendra & his team of volunteers in this field. As a certified trainer in the Heartfulness meditation system based on Rajyoga, Nrapendra has trained thousands of seekers in schools & colleges, govt. & private organizations like railways, police, banks, DEIT, University etc. On the occasion of World Yoga Day in 2016, he coordinated Heartfulness sessions in 21 Depots/Plant across BPCL. He is an inspiration for us all, Igniting a zeal to do something extra for community service.

company and added to their knowledge bank.

Yet another surprise was in store for the audience. They were presented with seed packets as a symbolic gesture, just as the company's growth and development was nurtured by us sowing seeds of growth and progress.



▶ BPCL Inks Long Term Contract with ExxonMobil



L. R: Mr. Vindo Kumar CGM (Gas Business) IOCL, Mr. I S Rao ED (Gas) BPCL, Mr. Prabhat Singh MD & CEO PLL, Mr. Sunit Verma CGM (Intl. Mktg.) GAIL and Mr. Frank Kretschmer Sr. VP LNG Mktg. ExxonMobil

After various rounds of discussions spreading over a period of more than a year, BPCL along with IOCL, GAIL and PLL, was able to successfully negotiate a long term contract with ExxonMobil with better price and terms aligned to the current market. All agreements have been signed and exchanged between BPCL, IOCL, GAIL, PLL and ExxonMobil on 15.12.2017 at Delhi to make negotiated price and terms effective from 1.1.2018 for existing volume. This will enable BPCL to be more competitive in the challenging RLNG market in India.

▶ eOffice Project Launched

"This project will empower each employee of BPCL, simplify the approval processes and will help in improving the productivity of employees in a big way. It is also in keeping with the current times where digital is all pervasive and BPCL has always been at the forefront in adopting the latest technology," said Mr. K. Sivakumar, Director (F), while inaugurating eOffice Lite (eFile) - a Digital File Management Solution developed by National Informatics Center (NIC) - in BPCL on 28th February 2018 in CO. The CPOM team led by Mr. Ashok Gupta digitally signed a TEC note to mark a formal Go Live of the eOffice project. With this, all paper based approval process currently being followed for any Internal Approval, TEC Notes, CED committee notes, CFD/SCBT committee notes would be replaced with the Digital eFile based processes across the organization. CPOM, CPOR, IS and MR P&CS departments have already gone live on eoffice and roll out across the organization is planned.



▶ Contract of Affreightment between BPCL and SCI



BPCL has entered into a Contract of Affreightment (COA) with SCI for transportation of crude oil through Very Large Crude Vessels (VLCCs) and for coastal movement for indigenous crude oil including lighterage operations through Long Range vessels. The COA was signed on 7th March 2018 by Ms. Dipti Sanzgiri, ED (IT) BPCL and Mr. A. L. Ubale, Sr. Vice President SCI in the presence of Ms. H. K Joshi, Director Finance SCI and Mr. S.V. Kher, Director (Bulk & Tankers) SCI and senior executives of both the companies. Post-commissioning of the IREP project at Kochi Refinery, this COA will offer better freight economics and would help in leveraging the technical expertise and wide experience of SCI, apart from demonstrating commitment of BPCL in supporting the Indian Shipping industry & increasing their share in Indian crude oil cargo.

► India's First Railway Diesel Installation on TFM Model

23rd December 2017 will always be remembered as a red letter day for I&C SBU as its unique effort of establishing India's first next generation Railway Diesel Installation (RDI) on Total Fuel Management (TFM) Model, bore fruit and was inaugurated by the highest authority of Indian Railways, Shri Ashwani Lohani, Chairman Railway Board(CRB), in the august presence of Shri T.P.Singh, GM(NWR), Smt. Soumya Mathur, DRM(NWR) and Mr. E A. Vimal Nathan, ED (I&C).

The entire operations of this Gen-Next RDI Jaipur including fuelling of Railway Locomotives is taken care of by BPCL. The storage & fuelling operations are automated and available on a Tab to Loco driver with instant print facility at the Fuelling site. The fuelling data is captured centrally and available remotely to Railway officials. This unique RDI has been built with minimal capital investment, as about 80% of the material (Tanks/Pipe Line/Pumps/Flow Meters) is sourced from equipment available at other BPCL locations. While designing the facilities, it was ensured that maximum existing plantations were retained.

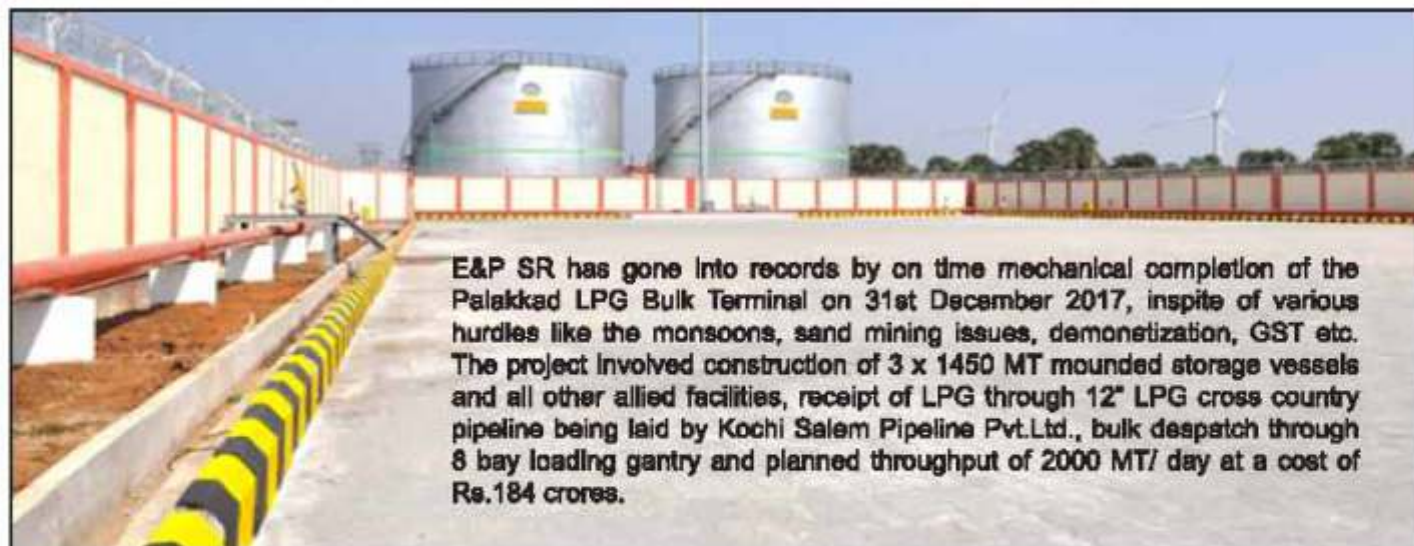


► BPCL Presents Interim Dividend to Government of Kerala



BPCL presented the interim Dividend Cheque for Rs.26.13 Crores to the Government of Kerala for the FY 2017-18. Hon'ble CM of Kerala, Shri Pinarayi Vijayan, received the cheque from Mr. Prasad K Panicker, ED (KR) in Thiruvananthapuram on 13.3.2018 in the presence of Shri A.C. Moldeen, Hon'ble Minister for Industries, Sports & Youth Affairs, Shri Paul Antony, IAS, Chief Secretary, Dr. K. Ellangovan, IAS, Principal Secretary (Industries) and Mr. George Thomas, GM (PR & Admin.), KR. Govt. of Kerala holds 1,86,66,666 shares in BPCL.

► Palakkad LPG Terminal a Feather in E&P-SR's Cap



E&P SR has gone into records by on time mechanical completion of the Palakkad LPG Bulk Terminal on 31st December 2017, inspite of various hurdles like the monsoons, sand mining issues, demonetization, GST etc. The project involved construction of 3 x 1450 MT rounded storage vessels and all other allied facilities, receipt of LPG through 12" LPG cross country pipeline being laid by Kochi Salem Pipeline Pvt.Ltd., bulk despatch through 8 bay loading gantry and planned throughput of 2000 MT/ day at a cost of Rs.184 crores.

▶ BPCl Partners OUAT



After initiating the move to set up a second generation ethanol plant in Bargarh district with an investment of Rs.750 crore, BPCL has partnered with Odisha University of Agriculture and Technology (OUAT) to promote research on bio-fuel production from agricultural wastes. On 24th December 2017, BPCL signed an MOU for establishment of a Bio-fuel Chair in the University. In the presence of Hon'ble Union Petroleum and Natural Gas Minister, Shri Dharmendra Pradhan. The MoA was signed between Director Refineries, BPCL, Mr. R. Ramachandran and OUAT Vice-Chancellor, Mr. S. Pasupalak.

The Biofuel Chair will conduct research for screening of the best agricultural crops and develop new agricultural varieties which can yield more cellulose content. OUAT will support BPCL in strengthening technical support for ensuring smooth functioning of the 2G ethanol bio-refinery at Bargarh. The aim is to establish an agri-business incubation centre in the OUAT campus to promote students, farmers and young entrepreneurs in Odisha.

▶ Road Tar With Plastic Waste



A novel concept for utilization of waste plastic in road construction developed by CRDC scientist, Dr. Mahesh Kasture, has been implemented in Kochi and Mumbai Refineries. Project Department, KR has constructed a new 600 sq.m. road to the Maintenance Shop at IREP Project area using 4 tons of waste plastic modules. The concept and process are under experiment in various regions in India.

▶ BHARAT GSR CAT Launched



Mr. R Ramachandran, Director (Refineries) inaugurated commercial use of indigenous Gasoline Sulfur Reduction Catalyst, BHARAT-GSR CAT on 12th February, 2018 at Mumbai Refinery Fluid Catalytic Cracking Unit (FCCU). Corporate R&D Centre (CRDC) has developed this unique product which re-uses the spent catalyst generated in the unit, resulting in substantial cost reduction. BPCL R&D has patented the product in India and abroad, so it can be marketed to other refineries successfully. The CRDC team is inspired to contribute to business growth through innovative, cost effective and sustainable technological solutions.

▶ Tondiarpet Hits a Century



On 27.12.2017, Tondiarpet Installation completed 100 years of its existence and is still going strong! This significant milestone was celebrated with the seniormost employees of TNP cutting a cake and expressing their heartfelt emotions, recalling cherished memories of TNP and thanking the Corporation for facilitating a comfortable lifestyle.

Awards



MR Bags Refinery Improvement & Innovation Award



The award was presented to Director (Refineries) and ED I/C (Mumbai Refinery) by Shri Dharmendra Pradhan, Hon'ble Minister of Petroleum & Natural Gas and Skill Development & Entrepreneurship, Govt. of India on 13.1.2018.

BPCL Mumbai Refinery received the first prize for the 'Refinery Performance Improvement & Innovation Award 2016-17'. This award is based on the performance of refineries with respect to varied parameters like crude throughput, MBN, specific energy, water and steam consumption, carbon emission intensity and operating cost.

Out-of-the-box thinking by Mumbai Refinery resulted in making India the first in the history of refining, to produce world class quality hexane as a byproduct along with isomerate – a motor spirit blend component - from its Isomerization unit. Ever since its commissioning in March 2017, the isomerization unit has modified the product slate of the refinery by moving from production of 'food' grade hexane to 'pharmaceutical' and 'polymer' grade hexane, thereby increasing BPCL's market share.



Team SCO Wins Strategy Excellence in Raw Material Procurement Award

Team SCO bags the Winner Award in the Category "Strategy Excellence in Raw Material Procurement" at Manufacturing Supply Chain Summit 2018, conducted by KamiKaze B2B Media, Mumbai on 27th Feb 2018. With the market focus on Gross Refinery Margins (GRMs), SCO has been focussing on leveraging our crude oil sourcing strategy as the cost of crude has a major impact on GRMs.



LPG Marketing Receives OISD Safety Award for Best Performance

BPCL LPG SBU has been conferred with the OISD award under the category of 'LPG Marketing Organization' for 2015-16. This award has been won for the 8th consecutive year. On 13th January 2018, Shri Dharmendra Pradhan, Hon'ble Minister for Petroleum & Natural Gas, Skill Development & Entrepreneurship presented the award to Shri R.P. Natekar, ED (LPG) in the august presence of Shri Kapil Dev Tripathi, Secretary MOP&NG, Shri Sandeep Poundrik, Jt. Secretary (Ref) - MOP&NG, Shri V.J Rao, ED OISD and many esteemed dignitaries from the industry.





Kochi LPG Bags Safety Awards



BPCL Kochi LPG plant was awarded first for outstanding performance in Industrial Safety, under Category – III, Sub Category-I (Medium Factories) from Department of Factories & Boilers, Government of Kerala. Kochi LPG TM and TC received the award from Shri T.P Ramakrishnan, Hon'ble Minister of Labour & Excise, Government of Kerala on 4.3.2018.



BPCL Kochi LPG plant was also awarded Runner Up for outstanding safety performance, under category of Medium Sized Chemical Industries from National Safety Council (Kerala Chapter). The award was presented by Shri JB Koshy, Chairman of Kerala State Human Rights Commission on 4.3.2018 as a part of National Safety Day Celebrations - 2018.



Prime Minister's 'Shram Award' for Gajanan



On 26.2.2018, Mr. Gajanan Namdev Malusare, QC, Lubes was conferred with the prestigious 'Prime Minister's Shram Award' for the year 2012 by Hon'ble Vice President of India, Shri Venkaiah Naidu, at Vigyan Bhawan, Delhi. This award is given to individuals who have a distinguished record of performance, devotion to duty of a high order, specific contribution in the field of productivity, proven innovative abilities, presence of mind and exceptional courage.

Mr. Malusare joined BPCL in 1993 in QC, Sewree and was involved in testing of petroleum products. Some of his remarkable contributions are: • IDEAS 2007 award for contribution towards development of "Doctor Solution" for Additive Detection in Branded Fuels. • IDEAS 2008 award for developing a method for Additive Detection in Branded Fuels by VIS UV Spectrophotometer (now adopted by QA Labs all over the country) • 1st Runner Up in IDEAS 2013 for Detection of Moisture by Aqua Solution in Ethanol Blended MS. • Final round entry in IDEAS 2014 under Mind's Eye category, for his study on SLOP reduction during barrel / small package filling at LOBP Wadilube. • IDEAS 2016 award as a key member in development of "BG Indicator Solution" for Additive Detection in Branded Fuels. • Winner of Daksh Award in 2015.



Rituraj Receives the Best Paper Award

Mr. Rituraj Mishra, Manager Mech.Maint. (Pipeline) received the Best Paper Award for his paper on Effective Corrosion Monitoring – Recommended Parameters and Analytics Model in the technical symposium on Risk Based Inspection at the Pipeline Safety Conference organized by Petroleum and Explosives Safety Organisation (PESO) on 8th & 9th March, 2018 at Hyderabad. 32 selected papers were presented by the representatives of various Oil Marketing Companies covering technical aspects, case studies and good practices in the area of pipeline operations and safety.





KR Bags CIDC Awards for IREP

BPCL Kochi Refinery bags the Construction Industry Development Council (CIDC) Viswakarma Award for the second consecutive year for the "Best Construction Project for the year 2017-18" for the mammoth Integrated Refinery Expansion Project on 7th March 2018. Mr. Ramdas Athawale, Hon'ble Minister of State for Social Justice & Empowerment was the Chief Guest of the event.



IREP also secured the CIDC Green Performance Award for its various environment friendly initiatives in project conceptualization and execution as well as actions including introducing energy saving designs, plantation of 25000+ saplings, etc.



BPCL Internal Audit Wins Award of Excellence



The award was presented to Mr. J Dinaker, ED (Internal Audit) by Mr. J Michael Peppers, the Chairman of IIA, Global.

BPCL's Internal Audit team has been conferred with the "Award of Excellence" under the category of "Agile Technology in Internal Audit" at the National Conference of the Institute of Internal Auditors (IIA) held at Kolkata on 12th January 2018. This prestigious award has been given for Internal Audit's innovative initiative: - "Project Smart Watch – Continuous Assessment of Risk". This is a methodology implemented wherein the controls are checked on a continuous basis and red-flags are raised for immediate corrective action".



Bhubaneswar AFS Wins Odisha State Safety Award



Bhubaneswar AFS was awarded by Odisha State Safety Award Committee as winner for the Government award of 'Lowest Weighted Frequency Rate of Accidents in 2017, in man-hours worked between 20,000 to 1,00,000 category' for maintaining the highest level of safety management system. On 10.3.2018, the coveted Award & certificate were presented by Shri S.J. Susanta Singh, Hon'ble Minister of State, Energy and Labour & ESI to Team Bhubaneswar AFS.

Mr. K. Padmakar Director (HR)



A graduate in Agriculture & postgraduate in Personnel Management & Industrial Relations from TISS (1984 batch), Mr. Padmakar is also a Facilitator in Human Lab processes from ISISD / Aastha Foundation and is a Certified SAP-HR Professional. He has joined the Board of BPCL as Director (HR) on 1st February 2018.

With 34 years of experience in BPCL, he had the opportunity to deliver sound value propositions for all stakeholders, ranging from strategy to execution, involving various aspects of Human Resource Management such as Talent Management, Industrial Relations, Learning & Development, Change Management, Compensation Benefits, Service Law, Discipline Management etc. He says that his exposure to core work at locations in the beginning of his career has helped him understand the business and human processes at work and how to balance human dignity with Organizational expectations. He is a firm believer in the practice of simplicity and humility along with people touch as the Company is essentially a human enterprise.

Key talent retention across cadres and their just growth, development of a sound succession pipeline, employee value enhancement with cost effectiveness, agile customer centric structures with knowledgeable people for future readiness and adept management of outsourcing are some of the key aspects he envisions to work upon.

Mr. Padmakar is married to Monica and they have a 25 year old son, Eashaan. Monica is a Yoga adept and holds a Master's degree in Yoga Shastra. Eashaan has mastered in Development Studies from TISS and is employed. Mr. Padmakar is a self-taught artist and has taken part in various group exhibitions in India. His other pursuits include photography, music and reading.

Mr Suresh John CGM (Project - Petchem)



After Graduating in Civil Engineering, Mr. John joined the erstwhile Cochin Refineries Ltd in 1988 as a management trainee. His first posting was in Technical Services Department (TSD) where he looked after design, planning, estimation, tendering and execution of all capital jobs in the Refinery. During his tenure, he acquired an MBA degree also. He had a wide range of experience in various departments and played a leading role in executing various Projects in Kochi Refinery like CEMP Phase-1 (2002) & II (2009), prestigious Single Point Mooring (SPM) and Shore Tank Farm (STF) Project at Puthuvypeen, Kochi (2007), IREP (2016) and the ongoing Petrochemical Projects in Kochi. Presently he is working as CGM (Projects). He is fond of reading and listening to music. His wife, Nirmala holds a PhD in Education and is working in a Teachers' Training

College. Their eldest son, Reuben is a mechanical engineer, working as a Lieutenant in the Indian Navy, and daughter Sharon is an architect, married and working in Assam.

Mr. Debashis Ganguli CGM (P&AD), Lubes

A Mechanical engineer from RVCE, Bangalore, Mr. Ganguli also did his PGEMP at S.P. Jain IMR, Mumbai and joined the Corporation in August 1988. After a brief stint in Mumbai, he was posted as Technical Sales Officer at Jamshedpur and then moved to Bhubaneswar, where he made a breakthrough in the lubes business in Mahanadi Coalfields and Rourkela Steel Plant. Postings in Mumbai Direct Division and Technical Services, P&AD were followed by an assignment as Product Manager for Industrial Lubes at the R&D Centre, and eventually heading P&AD. Major milestones include developing a Synthetic Lubricants portfolio, Biodegradable Lubricants, very long drain lubricants (excess of 100,000 kms oil life) and increasing our lubricants participation in the steel sector. Apart from developing substitutes to MNC lubes, we successfully broke into the



non-lubes business catering to the requirements of personal care products. He was also instrumental in developing the next generation Speed fuel as well as products specific to major OEMs like Hero Motors, Honda, Tata Motors, Elgi, etc. which led to Genuine Oil tie-ups. He enjoys reading and listening to music. His wife, Srabani, is a computer science professional into academics and their son, Darpan, is completing his MS (Industrial Engineering) in USA.

Mr. Subramoni Iyer M R CGM (Manufacturing), Kochi Refinery



After his B.Tech in Chemical Engineering from GEC Trissur, Mr. Subramoni Iyer joined the organization on 3rd May 1987 in the erstwhile Cochin Refineries Ltd. He started his career as a Management Trainee in the Crude Distillation Unit - I. He was nominated to the first batch of officers from BPCL to undergo MBA in S P Jain Institute of Management and Research. During his career, he headed many Sections/Departments in Kochi Refinery, such as Manufacturing, Process Engineering, Oil Movement and Stock, Project Commissioning etc. and was instrumental in initiating many technological changes. He was heading the commissioning team of the prestigious Integrated Refinery Expansion Project (IREP) of BPCL. Apart from his technical skills, Mr. Iyer is also known for his strong knowledge base in Mythology. His wife, Jyothi S is working in

Cochin Port Trust. Their elder daughter, Swathy is a Computer Science Engineer working in the software field and the younger daughter, Swetha is studying for MBBS in Govt. Medical College Sanely, Chennai. He stays at Tripunithura, along with his mother.

Mr. P.K. Mallick CGM Human Resources (LPG), HQ



Armed with a degree in Master of Social Work (Specialisation in Industrial Relations & Personnel Management), Mr. P.K. Mallick joined BPCL in 1982 as an Industrial Relations Officer, East at Kolkata. He continued his journey and handled varied roles in HR at Shakurbasti Installation, Budge Budge Installation and Regional Office East/South. He has wide ranging experience in HR and has been involved in the Design Direction, Motivation, Monitoring, Evolving policies, Discipline Management, Performance Management etc. leading to provision of all kinds of HR services including formulating processes, benefits, Employee Relations, Litigation matters, Compliance management, Administration, Project work, etc. As an IR expert, he handled critical legal cases, and Contract labour strikes aptly, without any disruption in normal activities and

concession. He was associated with the signing of the Long Term Settlement on Wages with the Unions and played a key role in enrolling unions in the total plan of Organizational Redesign and implemented independently the Change Plan. He has received many awards & recognition and is a Certified Internal Coach. He has contributed immensely in coaching and mentoring & rolled out a good number of new training programmes. He is pursuing a PhD program at the University of Petroleum Studies & Energy Studies as a part-time scholar. His wife, Jolly is a homemaker and their only child, Joymita has since completed her MBBS and is currently an intern doctor at the Bhartiya Vidyapeet Medical College, Pune. Mr. Mallick's hobbies are singing and acting in dramas and he has given many sterling performances on stage. He has a flair for picking up new languages and speaks English, Hindi, Bengali, Oriya, Punjabi and Tamil.

Mr. Subikash Jena CGM Sales (I&C)

After obtaining a Master's degree in Physics, Mr. Jena joined BPCL as Operations Officer, Surat in 1987. Among his major postings are Depot Incharge, Rajkot, Area Manager (I&C) Mumbai Territory, TM (I&C) Kolkata and I&C HQ in 2015, where he handled Business Development and All India Sales. When taking over Petcoke Marketing from BORL, he learnt about the product quality, pricing, customers, international trends and then effectively shared this with the field force. This experience made I&C's job easier when KR came up with Petcoke production post IREP. Similarly, Bulk Industrial LPG sales started in Kolkata for the first time during his tenure as TM LPG, Kolkata. Moreover, several business deals with institutional / industrial customers were clinched through strategic planning, team efforts and relationships. His special focus on several corporate tie-ups has taken the market share of the I&C BU to a different level. Another experience which was equally satisfying was the process followed for implementation of two shift operation in Kolkata LPG plant through proper enrolment of all the stakeholders. He is an ardent fan of cricket and does not miss any opportunity to watch cricket matches on TV. His wife Subhashree, a postgraduate in Sociology, is a constant support to him and this allows him to fulfill his commitment to work life. While their son, Sushobhan, after completing his B.Tech degree, is now employed with Ernst & Young, his daughter, Suhani has appeared for the 10th Board Examinations this year.



Mr. P. Anil Kumar Head (Infrastructure Task Force), HQ



Mr. Anil Kumar graduated with B.Tech.(Hons.) Mech. from Govt.Engineering College, Trichur and also did his Executive MBA from S.P. Jain Institute of Management. He joined BPCL in August 1988 as an Engineering Officer in the New Oil Installation Project, Irimpanam. After a brief stint in Operations, he again moved to E&P as the Site in Charge / Project Leader for greenfield projects including Mangalore Coastal Installation, Tanirbhavi Installation (connected to the first ever Barge mounted power plant in India), LSHS Depot at Mylatti, Kasargod and the Lube Blending plant at Tondiarpet. During his Engineering days, his team won the Chairman's Trophy in Ideas 2001. He had a long stint in Retail and was TM (Retail) Nellore, Vishakhapatnam, Chennai and State Head Tamil Nadu & Pondicherry before he took over his current assignment as Head Infra T/F, HQ. The

Infrastructure Task force has been instrumental in securing many strategic sites including Rasayani, Krishnapatanam & Pune and also successfully bidding for the Oil Jetty at Kamarajar Port, Ennore. His wife, Lakshmi is a postgraduate in Botany. Their elder daughter, Gayathri is an Engineering student in Sasthra University Thanjavur and younger daughter is studying in Atomic Energy Central School Mumbai. His passion includes running and he has completed three Marathons and a dozen Half Marathons.

Mr. Neeraj Shukla CGM (Corporate Planning)



A 1984 batch graduate in Electrical Engineering from NIT Bhopal, Mr. Shukla joined as a GET at Mumbai Refinery in January, 1985. His 32 years of experience in Refineries is spread over Electrical Maintenance, Maintenance Planning, Procurement & Contract Services, Engineering & Construction and Project Planning in various capacities. He also completed his Masters in Financial Management (Mumbai University) from KJ Somaiya Institute of Management in 1999. His role as Executive Assistant to Director (Refineries) for a duration of 4 years has given him wide exposure, as this was the period when the Refineries were in expansion and project mode, including the biggest ever IREP at Kochi. During 2001 to 2003, he was on deputation to Abu Dhabi, Madagascar and Georgia on specific project assignments through PII, which added great

value to his profile and experience. His expertise in various planning functions of Refineries including turnaround planning, maintenance planning, project planning and procurement planning has been of great help after taking over Corporate Planning in 2017. His hobbies include reading, listening to music and travelling. His wife, Ritu is an M.Sc. in Food & Nutrition and teaches in Vivekananda Junior College, Chembur. She is also an excellent homemaker and a pillar of strength. Their daughter Palak, an MBA from Welingkar Institute, works as Project Manager and Strategist in a multinational brand consultancy and son, Daksh is pursuing MBA Tech in Computer Science from NMIMS, Mumbai.

Mr. Sanjeeb Paul CGM (Biofuels), Mumbai Refinery

After completing Mechanical Engineering from NIT Durgapur, Mr. Paul joined BPCL in February 1987 in Materials, Sewree. Thereafter, almost every three years his posting and portfolio changed and he worked as Materials Officer Delhi, Project Leader (E&P) ER, Plant Manager Budge-Budge, Packaging & Operations Manager (Lubes), Supply Chain Mumbai, Regional Manager (Lubes)ER and Regional Engineering Head, ER. Newer challenges and roles made his experience very diversified. He writes poetry in his mother tongue (Bengali) and his first book of poetry was published in the Kolkata Book Fair. Besides this, he loves gardening, listening to music and spending quality time with his family. His wife, Bamali is a housewife. She loves reading and travelling and is also keenly interested in art and literature. Their elder daughter, Shreyasi just completed MBBS from Medical College, Kolkata and is planning to do postgraduation. The younger daughter, Ruchira has appeared for XII CBSE and intends pursuing higher studies in Management.



Mr. Sukhmal Kumar Jain Head (Retail) East

After his B.E. (Mech.) from Delhi College of Engineering, Mr. Jain joined BPCL on 16.2.1987 as an Officer Trainee in Northern Region. He has wide experience in LPG Operations, Logistics and Marketing, having worked in Lalru & Hissar LPG Bottling Plants. In 1998, he moved to Marketing Services in Piyala LPG Territory, followed by LPG Logistics in NR, where he was involved in finalising principles of market linkages and pricing for LPG at the time of APM dismantling. Next in LPG Logistics HQ, benchmarking of transportation rates and end to end Supply Chain Management (SCM) was conceived. While working as TM, Mumbai LPG and Regional LPG Manager, WR (when GOI's landmark initiatives - DBTL and 'Give it Up' were implemented), he completed his PGEMP from S.P.Jain Institute of Management & Research in 2013. Next as GM



(Sales) Retail HQ, he coordinated with the Regions for formulation of strategies and sales activities. During this period, Retail launched various customer centric initiatives like a new loyalty programme for Smartfleet Operators, Co-branded SBI Credit Card for urban MS customers, web-based Drive Loyalty, Dealer secondary sales and stock monitoring, FINO Banking Proposition and Analytics. He loves reading, travelling and is fond of listening to old songs and watching movies. Sangeeta, his wife, is a homemaker and has always been an inspiration for him. Their only son, Rohit completed his B.Tech in Computer Science from Delhi University and is working with Twitter after completing his MS in Information Systems from Cornell University, USA.

Mr. D.V. Mamadapur CGM (SCO)



Armed with a DEE, BE (Elect.) and PGDBA, Mr. Mamadapur joined BPCL on 1st August 1988 as Operations Officer (LPG) Sholapur. After gaining experience in all fields of LPG Operations, Engineering, Safety and Planning, he moved to Jabalpur LPG Plant and then to Hariyala LPG plant as Plant Manager. A great challenge was moving the entire old equipment from Shakurbasti (including LPG Spheres) and operating the plant with workmen from businesses other than LPG, together with newly appointed Officer Trainees. After the Gujarat earthquake, he took over as TM (LPG) Rajkot and succeeded in commissioning BPCL's own LPG bottling plant in Rajkot with state-of-the-art facilities within 11 months! Career movements took him to Solapur LPG Territory in 2006, to LPG Logistics HQ in 2011 and to Supply Chain Optimisation in 2015. He

says, "I worked with 3 basic principles in my career: 1. Where there is a will there is a way! 2. There is no substitute for hard work 3. You can achieve the impossible only with team work, not individually. My wife Laxmi is a homemaker. All through my professional career, she has stood by me and was my pillar of support during the good as well as turbulent times and has always encouraged me to look ahead. I particularly recall, at the time of the Gujarat earthquake, I lived in the Plant along with my family and little children to ensure that the Plant was operating and supplies were made to the market during the crisis that had hit the state. My son, Abhay and younger daughter, Akshata are both pursuing their studies in Engineering. My hobbies are mainly listening to old music, playing badminton and reading spiritual books."

Mr. Varinder Singh Chadha CGM (Finance) Mumbai Refinery



After his B.Com from Gujarat University and CA, Mr. Chadha joined BPCL in July 1987 in Internal Audit. His postings took him to Management Accounts in 1991, Northern Region Finance in 1992 and Western Region Finance in 1993. Post SBU formation in 1998, he worked in Retail Finance West, moved to I&C in 2006, and then to Internal Audit in 2010. In 2011, he was deputed to BORL Bina and in 2014, he took up an assignment in E&P Noida; he finally moved to his current position in Mumbai Refinery in 2016. He got married in 1989 to Gagandeep, and they have a son, Aneet who completed his B.Tech. and MBA and is with RIL since 2013. Their daughter, Jasleen has done her BMS, and has just completed her MMS. Mr. Chadha loves to read, and tries to fit it into his

busy schedule. His daily routine also includes keeping fit with walks, exercises, yoga etc.

Mr. T.V. Rama Rao CGM (Digital Strategy) Mumbai Refinery Planning)



After graduating in Electronics and Communication Engg. from Andhra University Visakhapatnam, Mr. Rama Rao joined BPCL as a GET in Mumbai Refinery on 3rd January, 1986. As a Control and Automation specialist, he has worked in Maintenance, Major Projects, designing, erection & commissioning of state-of-the-art instrumentation and automation systems for making the complex systems of the refinery run safely and efficiently. He has worked in many capacity augmentation and expansion projects including the Refinery Modernization Project. He was deputed to NRL for commissioning the central control system and the refinery units. On his deputation to BORL in 2006, he says, "Working on a dream grassroots project in a remote location for 11 long years and being one of the key persons to make BORL a success story has given me immense satisfaction."

He has handled major projects in Electrical, Instrumentation and IT as Joint Sr. Vice President in BORL. As an IT head, he has developed many pathbreaking hardware & software technologies which has saved BORL crores of rupees. On behalf of BORL, he has also applied for seven patents in the Information & Instrumentation field which are under evaluation. Thereafter, in the CS & BD section of BPCL, he was involved in kickstarting a new era of startup projects identification & funding by BPCL to encourage young entrepreneurs on pan India basis. Being a passionate engineer, he constantly interacts with prestigious institutes like IIT Mumbai and VJTI to work on new innovations. He is looking forward to an exciting & challenging stint in making BPCL digital transformation a grand success in the coming years. His wife, Umabharathi is a secondary school teacher in Vivekanand School, Chembur. His son, Krishna Sashank, who did his MS in Renewable Energies, is an energy specialist and is working as a senior consultant with Ernst & Young in Mumbai. His daughter, Aishwarya did her 12th standard and wishes to become a doctor.

Ms. Teresa Naidu CGM Finance (Pricing & Retirement Benefits)

An alumna of Narsee Monjee College Mumbai, Ms. Naidu holds a Master's degree in Commerce, and is a Chartered Accountant (23rd rank holder on Pan India basis). After a short stint with Rallis India Ltd., she joined BPCL and has been here for more than 25 years, with a wide range of experience in Finance. She has effectively handled several roles in BPCL, her longest tenure being in the erstwhile Corporate Pricing Department, handling the pricing of various petroleum products, analysing corporate profitability, settlement of various pool claims and surrenders. During this phase, she has also assisted the erstwhile Oil Coordination Committee (OCC) in conducting the Cost Updation Audits of various OMC Marketing and Refinery locations. She was actively involved in the setting up of the revised Pricing procedure, Sales Accounting and documentation during SAP implementation. Among her noteworthy achievements are heading the Finance Function in the LPG and I&C SBUs. As CGM, she is currently handling the Pricing, Insurance and Retirement Benefit setup in BPCL. She loves to travel and visit new places.



Mr. Manoj Heda CGM (Internal Audit), HQ



After completing CA and ICWA, Mr. Heda started his career with BPCL in 1991 as Senior Accounts Officer in Eastern Region. Thereafter, in Northern Region, he streamlined the TT collection process, reducing float time from four days to one day. Next, he was seconded to Bharat Shell in 1996 as Regional Accounts Manager in a commercial/finance role. As it was a startup company, he anchored setting up guidelines, systems and procedures for various business processes and aided in formulation of the business strategy for the Lubes Business. On his repatriation to BPCL in 1999 as Manager Treasury, he was actively involved in finalizing banking arrangements for new business initiatives including channel financing, loyalty programs etc. During this stint, BPCL raised international borrowing through maiden issue of bonds at a new benchmark rate. He then

headed the Middle Office desk in International Trade and played a key role in forming a Risk Management Policy for commodities and managing risk exposure through derivative instruments. His next posting was the team lead for FI in ERP CC, GRC and HR managing applications for new business processes and modification to existing processes. Thereafter, in Internal Audit in 2014, he spearheaded new initiatives like 'Project Smart Watch - Continuous Assessment of Risk' and Model governed location to assist business to identify gaps and take action to improve governance. His list of degrees includes CISA and SAP certified consultant in FI and CO. His hobbies are playing badminton, reading books and listening to old Hindi songs. His wife, Jaishri, is a postgraduate in Economics and she also has a diploma in computers. Their elder daughter, Kriti has completed her graduation in Information Technology while the younger daughter, Khyati, is in class XII.

I&C Rejuvenates Karnataka

I&C has been the lifeline of Karnataka, fueling HSD for Karnataka State Road Transport Corporation (KSRTC) buses since June 2015. For the first time, under our CSR program, we have planned for installation of Reverse Osmosis Water Vending machines at 15 KSRTC Bus Stations to provide clean, safe, potable drinking water to rural commuters. The Foundation Stone for this drive was laid on 1.3.2018 at Pandavapura Bus Station, Mandya Dist. by our ED (I&C) Mr. E. A. Vimalnathan and Mr. S. R. Umashankar, IAS, MD KSRTC.

FCCU Blast Resistant Control Room at MR

The existing control room building of FCC unit was converted to blast resistant by using retro-fitting methodology at BPCL Mumbai Refinery. Conventionally, such conversion is done by enveloping old building with RCC enclosure. However, BPCL MR is first in the country to use retro-fitting methodology for converting existing control room to blast resistant to meet the requirement of OISD STD-163. The Blast resistant control room was inaugurated by Shri C.J.Iyer, ED I/C-MR on 27th March 2018.

Photovoltaic Rooftop Solar Power Plants at MR

As an energy conservation measure and commitment to the environment, Mumbai Refinery has installed 13 grid connected photovoltaic roof top solar power plants of total capacity 614 KWp. The estimated power savings are approx.8.96 lakh Units, cost saving on energy Rs. 80.5 lakh and environmental benefits are saving of 645 tons of CO₂ emission annually.

I&C Scales Zojila Heights

I&C BU has added another feather to its cap by partnering in construction of Asia's largest bi-directional tunnel (14.2 Km long at an elevation of 11578 ft) at Zojila pass, Srinagar. BPCL and IL&FS have an existing MOU for realizing synergies of mutual benefit at the corporate level. On 15.3.2018, I&C inked an MOU with Infrastructure Transport & Network Limited (ITNL) - a group company of IL&FS - to provide 70,000 KL of HSD for a period of seven years during construction of the above tunnel. BPC would be setting up consumer pumps at both ends of the tunnel for receipt, usage & storage of HSD required for the project. M/s. ITNL will commence the work from April'18 for a total project cost of Rs. 4899 crores.

Creating Positive Networks

People do business with those they like and trust. Thus, networking provides the most productive, most proficient and most enduring tactic to build relationships. Propagating this concept, ESE arranged a session on 'Creating Positive Networks' at Sewree on 23.3.2018. The session focussed on the view that, apart from being proficient in technical skills, to succeed one must continually connect with new people, cultivate emerging relationships and leverage one's network for mutually positive outcomes.

ESE Propagates Wellness

How your food is grown can have a major impact on your mental and emotional health. Organic/natural foods often have more beneficial nutrients, such as antioxidants, as farmers do not use pesticides or chemical fertilizers. Aiming for wellness, ESE organized an exhibition of natural farm products such as fruits, vegetables and food grains straight from the farms of Maharashtra, at Kharghar and CO. A talk on naturopathy and session on laughter yoga along with display & education on alternative medicines were also organized. Different stalls were set up on colour therapy, pranic healing, crystal therapy, yoga and asanas to educate employees on various alternative therapies.

YouNGAGE SYNERGY

HRS West, in partnership with Pegasus Institute of Excellence, Kamshet organized YouNGAGE SYNERGY, an outbound learning intervention, on 13th & 14th January 2018 for 28 young officers of Western Region. The theme was to drive home the importance of developing a collaborative mindset and demonstrating leadership qualities. It was also designed to make them appreciate the significance of how leveraging on individual / collective 'positives' and 'shared purpose' have a salutary impact on performance. Designed as a Structured Experiential Learning format, the themes were reinforced by designing every activity as a business simulation and process facilitation, which resulted in individuals/teams realizing their functional/dysfunctional behaviors and their impact on performance at work. All the activities were based in the outdoors, and tested both the mental as well as physical endurance of the participants. At the end, participants created action plans for themselves, which they are determined to follow.

Synergising through 'Confluence'

Successfully organized in NR Lubes on 9.1.2018, 'Confluence' was planned as an innovative peer-to-peer platform for merging of aptitudes, proficiencies and best practices. 16 composite (Retail and Bazaar) as well as exclusive Bazaar Lubes Sales Officers from across Northern Region with varying degrees of experience and work expertise in urban, semi-urban and rural market environments were invited for sharing sessions. They then worked in groups to suggest an actionable plan imbibing the best practices for four key initiatives that have helped deliver outstanding results in a sales area. Implementation would lead to experiential learning and growth.

Nasik LPG Gets ERDMP Accreditation

Nasik LPG has prepared Emergency Response & Disaster Management Plan (ERDMP) for LPG Road Transportation to strengthen its emergency handling system, based on the best practices followed across the oil industry as well as the Code of Practice for ERDMP Regulations-2010 notified by Petroleum & Natural Gas Regulatory Board (PNGRB).

E&P-SR Flag Flies High

E&P SR earned a revenue of Rs.51.1 lakhs (5.5% of the project cost) by donning the cap of PMC for the BPCL KIAL tank fuel farm project. About 7 acres were earmarked for developing AFS facility inside the Kannur Airport premises at a cost of Rs.17.7 crores for a throughput of 5000-7000 KL/month. The project involved construction of two 450 KLA/G ATF tanks, two 45 KL U/G ATF tanks, four bay gantry, pump house, admin. building, MCC/LT panel room, repair shop, DG Shed etc.

Success in Flying Colours

On 7.3.2018, Chennai & Kolkata I&C Territories signed an MOU with M/s. Berger Paints India Ltd., the second largest paint company in India, for the supply of MTO to their various plants pan India. The MOU was signed by Mr. Manoj Menon, TM (I&C), Chennai and Mr. Aniruddha Sen, Sr.VP & Company Secretary, BPIL for supply of 15,000 KL MTO during FY 18-19, a threefold jump over FY 2016-17.

United States Patent Office Grants Right to BPCL for BPMARRK®

BPMARRK®, an innovative methodology for prediction of refining characteristics of crude oil, indigenously developed by CRDC, has achieved another milestone by receiving US Patent Grants and all Rights. Within minutes, the invention generates detailed crude oil assay, which typically consists of TBP distillation profile, distillates qualities, hydrogen consumption in hydro-processing and residue potential for any unknown crude oil or blends. The output is useful for Process Engineers for advance planning, selection, real-time monitoring, controlling and optimization in Refinery Operations. The product is ready for commercial utilization in India and abroad. BPMARRK® was conferred with the 'Innovation Award 2015/16 - Best Innovation in R&D' instituted by MOP&NG and a Special Commendation Award for 'Innovator of the Year - Team' by PetroFed in 2014.



BPCL Team (L to R): Mr. Arpan Ghosh, Mr. Santosh Gurav, Mr. Venkatramani N, Mr. Sunil Jain, Mr. Bhushan Akut and Mr. Parmod Gulati.

BPCL Retains PSPB Veterans Tennis Title!

Achieving is easy, retaining is difficult! But to make it a three-peat is a victory to cherish! BPCL Veteran's Tennis Team put up a stellar show yet again, emerging as the champions for the third time in a row in the recently concluded 37th PSPB Inter Unit Tennis Tournament at Guwahati. This feat is all the more creditable as BPCL does not have any recruited tennis player and the team comprises amateur enthusiasts.

It was undoubtedly a moment to cherish for our CVO, Mr. Sunil Jain, who set the winning momentum by teaming up with Bhushan Akut to beat the NRL duo in the decisive doubles in the semifinal in the straight set 6-3, 6-2. Consistent rallies by our CVO kept the opponents pegged at the base line while Bhushan earned the points with his big serves and crisp volleys near the net. In the singles match Bhushan defeated Pratul Salkia of NRL 6-0, 6-0.

Bridge Bonanza

Our BPCL Bridge Team did the company proud by winning the Team event in the recent PSPB Bridge Tournament in Mangalore. Hosted by MRPL, the tournament saw 14 teams from ONGC, IOC, HPCL, OIL, IOC (AOD), NRL and MRPL, fiercely competing for the coveted title. Captained by Marianne Karmarkar, our BPCL team comprised Priyotosh Sarkar, Subir Chaudhuri, Utpal Puitandi, N.Sitharthan and R.Pughazhendhi. In the final round robin, BPCL scored a convincing victory over the three other teams, two from ONGC and one from IOC, with scores of 15, 16 & 17 out of a maximum of 20. Apart from earning 10 points for the PSPB kitty for 2017-18, the team now qualifies to represent PSPB in the forthcoming Inter-State National Bridge Championships at Mysore.



Seen triumphantly holding the PSPB Bridge Trophy are (from left) Subir Chaudhuri, Utpal Puitendi, N.Sitharthan, Marianne Karmarkar, Priyotosh Sarkar and R.Pughazhendhi, along with MRPL senior officials and the Tournament Director.

Remembering Mom

On the occasion of Mother's Day, Mr. Rajagopal Subramanian, Retd. Manager, Madras Division, now in Phoenix, Arizona, USA reminisces about his mother.

Growing up, I was the kid with the cool mom. We have the world's second best beach called Marina near our home in Chennai, earlier called Madras. She would drive around Santhome/Marina on her scooter in her movie Sears sunglasses! She would spend hours barefoot at her easel painting the surf on the seashore in Santhome - Luz Junction. She wore layers of bright colours and laughed loudly. We often ate dosai, vadal, idli, pongal etc. for dinner while staying up late and watching Tamil moral movies of yesteryears. Mom loved to fill our home with friends and sleepovers. She always used to say "The more, the merrier!"

I loved my mom's electric personality. But as she got older, her strange behaviour became worrisome too! Unpaid bills were piling up on her desk. She also isolated herself from her friends. She often could not find the right words when she spoke. Once, I found her cell phone in the fridge! After meeting with her doctor, she was diagnosed as Old Age Disease which is very normal with people of her age - 93 years at the time when she breathed her last. My father passed away at the age of 90. When one passes away, she would not even know that she is dead. It is a pain only felt by others...

MAK Cricket Invigorates All

The annual Inter SBU MAK Cricket tournament 2018 was held during February 2018. From the Gents teams - Retail, Mumbai Refinery, Lubes, LPG, HR & Quality Control Cell, I&C, Finance, IIS, Entities - the semifinals was played by Mumbai Refinery, HR, Entities and Lubes. In the final match between HR and MR, MR bowled out HR for 95 runs in 20 overs, thus winning the MAK cup. 2018. Jignesh Patil (MR) was declared the Man of the Match and Man of the Series, the Best Bowler was Padmakar Kanvinde (MR) and Best Batsman was Anup Revandkar (HR).

Enthusiasm ran high with the Ladies teams from MR, CO, Sewree and Kharghar, who took part in the tournament with vim and vigour. In the finals, the Sewree ladies triumphed against Kharghar to clinch the trophy.



The winning team- Mumbai Refinery along with Mr.PV Ravitaj, CGM (Operations) and Mr.Pradeep Iyengar, DGM(T&D/ Admin) MR.



The Ladies MAK Tournament winners – The Sewree team along with Mr.Sanjeev Pital, DGM IC(HRS)West

Teeling off on the Greens



The 38th PSPB Golf tournament was hosted by GAIL from 26th February to 1st March, 2018 at Eagleton Golf Course, Bengaluru. Teams from all major PSUs like IOCL, ONGC, GAIL, BPCL, OIL, EIL, HPCL, IOCL (AOD), competed with each other in the highest spirit of the game. Eagleton Golf Course is an 18 hole, 72 par, 7100 yards championship golf course, designed by M/s. Pacific Coast Designs Pvt. Ltd., Australia. The undulations on the course, along with strategically placed bunkers and seven water bodies, present golfers with new challenges every time they tee off on the course. Captained by our Director (Marketing), Mr. S. Ramesh & encouraged by our CVO, Mr. Sunil Jain, the BPCL team put in excellent performances. Mr. Raman Dhillon won the SN Bhatt Trophy, having the best net score over 2 days.

Shankar Wins the Bronze Medal

One has to finish 2.9 Kms swimming, 135 Kms cycling and 31 Kms running in 12.5 hours to be certified as 3/4 Iron, making the 3/4 Iron Triathlon the toughest, highest level and largest event organised at Hyderabad. With the competition open for everyone in the world to participate, it's the true endurance test event, calling for tremendous amount of practice, stamina building and mental toughness. Our Major Shankar N Karajagi, TM (I&C) Andhra & Telangana was the seniormost participant (50 years) in the event, thrilled to win the Bronze Medal! He achieved his record 11:37:02 timing inspite of breaking his cycle chain enroute (when he had to practically run for about 2 kms with the broken cycle, catch hold of a cycle repairer and get it repaired – losing about 30 mins). The other challenge was the torrential rain, where his shoes and socks were totally soaked in water, adding more weight. He adds, "It was extremely challenging, but I had great fun! It was just awesome!"



Mr. E. A. Vimal Nathan

After completing his postgraduate degree in HR, Mr. Vimal Nathan joined BPCL in 1982. He served various postings in Warangal, Bangalore, Trichy, Kottayam, Coimbatore, Nagpur, Hyderabad, Kolkata, Chennai and Mumbai and 'was blessed with excellent teams and great bosses.' Playing a very active role in Logistics for 13 years, he contributed to framing the 'Industry Auto Fuel Policy Vision 2021', 'Oil Industry Contingency Plan' and played vital roles in the Industry as 'All India POL Rail Coordinator' and 'Industry Road Transport Coordinator'. Further, he took charge of additional roles as Kochi Refinery Marketing Coordinator and later as TM (Retail), Chennai. While in Marketing Corporate, he commenced the 'Document Management System' for the Corporation, which will be useful for the next few decades. He credits all his professional accomplishments to the immense support of his teams and his family. He now intends to pursue his favorite hobbies of travelling and reading. His wife Sashi, is a Trustee and Principal Partner at 'Learning Links Foundation' (LLF), which works towards the goal that every child should have an equal opportunity in education to learn and rise to their potential. His daughter, Sharanya is an entrepreneur and the Managing Director of 'Tracktical Entertainment' working with iconic international artists (like FloRida, AKON etc.). On a parting note, he says "Working at BPCL has been a gratifying and enriching experience. BPCL is an extraordinary organization and I'm truly honored to have contributed to its growth. As the various relationships I have formed in BPCL are so valuable, I am certain that our paths will cross again many times.



Mr. Ashok Gupta

In a tenure of 35 1/2 years in BPCL, he has spent most of his time in Retail Engineering with 7 years as AMM and 4 years in CPO (Marketing). His journey has taken him to Jammu, Chandigarh, Panipat, Lucknow, Noida, Bangalore and Mumbai. As he avers, "These transfers have enriched me personally and have helped my family also grow. I had the privilege of leading teams in various roles. I am grateful to all my team members, peers and seniors for supporting me at all times and helping me overcome all challenges. I had undergone a heart surgery at Bangalore in 2009, and the kind of support I got from people like Arul Muthunathan, Murugesh Pandian and Sanjeev Agrawal cannot be described in words. The diverse opportunities and situations which came my way have developed me as an individual. The assignment at CPO was a highly challenging one and I am grateful to my seniors for giving me a free hand in doing something which I believed in. The BPCL culture has allowed me to work and live as per my values. It permits innovation and taking risks. Mr. Arun Singh & Mr. R.P. Natekar have guided me in my role as Head (RNP & RE) & CPO (M). I am thankful to the BPCL family for the love and affection I got from each and every one." Mr. Gupta retired as CPO(Marketing) on 31.3.2018.



Mr. M. Bidani

After completing his M.Sc., Mr. Bidani joined BPCL on 1.9.1982 as a Sales Officer at Agra. Later on, he did his Diploma in Marketing Management from Punjab University, Patiala. His postings took him to Lucknow, Jaipur Division, Incharge of the first Area Sales Office established in Rajasthan at Udaipur and Delhi, handling varied assignments in LPG, Retail, Lubes and Direct Sales of all products. He became the first National Channel Manager (Retail Lubes) in HQ in 2003, where he was instrumental in getting many OEM tie ups for manufacturing and marketing of Genuine Oils co-branded with our MAK Brand like Maruti, TVS, Hero Honda, TATA Motors, General Motors etc., as well as an exclusive MAK branded oil named MAK DGen for Reliance Telecom mobile towers on all India basis. In 2011, he took over the challenging post of Head SCM – Lubes and in 2013, he was posted as Logistics Incharge of Retail in NR, finally superannuating as CGM(Logistics), Retail North on 30.4.2018. Both his sons have done their B.Tech and MBA, are married and working in Delhi. He has a deep interest in light music and wishes to enjoy it post retirement as his hobby. He is also keen to pursue a teaching assignment for young MBA students. He asserts "My teammates have been the best part of my journey, they have made my dreams live and have put in all the efforts so that we diverse people are acknowledged and known as one entity throughout the company.





Mr. R. Swaminathan

Mr. R. Swaminathan, who is a rank holder in Commerce from Madras University, joined BPCL as DSR in Pune Division in May 1980. After stints in Solapur, Aurangabad and Goa, he moved to Sabarmati DU and thereafter to SR Distribution on a long journey in Logistics. The taking over of marketing rights of Madras Refineries Ltd. (CPCL) and later, Kochi Refineries were landmarks in his career. Other notable events were commencement of naphtha supplies by rail to NTPC, Kayamkulam from NOI and LSHS supplies by road to Samalpatti power station. As Distribution head at Retail HQ in 2005, he recalls the conversion from BS II to BS III grades, implementation of e-payment for railway freight, achieving discounts from railways etc. His final posting was in BORL where he had to handle BORL evacuation, apart from overseeing the functions of COT at Vadinar and VBPL crude pipeline operations. BORL eventually achieved a new record throughput of 6.7 MMT during the current year. He retired as Sr.VP, BORL on 31st March, 2018. His wife, Uma is a homemaker and also a homeopath. He credits all his achievements to the unstinted support from his wife. Their daughter, Dr Amrutha is happily married to Dr Vijay and both are pursuing post-doctoral research in Israel. Their son, Anirudh is a Chartered Accountant working in Mumbai.

Thank You BPCL

*The time has come to bid farewell after a tenure of almost 38 years long
When you could sit back with nostalgia, relax and rewind the fairy song*

Privileged to join the fledgling BPCL immediately after the Burmah Shell era.

To benefit from the rich experience of elders to make it a memorable saga.

An initial span of 8 years as DSR/Sales Officer during the divisional hey days

When the field officer was a jack of all (Retail /Direct/Lubs/LPG) in many ways.

Switching over to the mighty ADM set up of yore in Supply & Distribution

To entrench there till the end for a lengthy, satisfying and rewarding association.

Locations, region, HQ-shuttling across before the final stint on BORL deputation

Witness to paradigm shift in logistics management from OCC-SPM to deregulation.

Restructuring / SBUs / Territories / SAP / PFS / Petro Card, Gas and Exploration

Multiple refineries, pipelines - Tiny PSU to Maharatna - What a transformation !

Those quarters, colonies, functions and camaraderie - our family will always savour.

The lifelong associations and holidays spent together - in our mind - will ever linger.

Getting ready to move into the next stage to explore the other avenues of life with zest.

It will be our pleasure to be in touch with all of you and wishing everyone the very best.

Mr. D. Chandrashekhar

After graduating with Economics Hons. attaining 2nd rank in Patna University, Mr. Chandrashekhar joined BPCL on 1st September, 1982 while pursuing his Masters in Economics. As a Sales Officer, he was recognised for commissioning the highest number of ROs all India. Among his various postings was a stint in Siliguri Area Office as the first In-charge. For the first time, 3 ROs in the north east were rostered in the Mktg. Plan and he also bagged the first ever RCD at New Bongaigaon for BPCL, opening new vistas for BPCL's growth in the NE Region. In Public Relations, CO in 1995, he managed media relations with deft at a time when the Sundararajan Committee, study by Arthur D'Little, SBU formation and listing of BPCL in BSE occurred. His Internal Audit posting gave him an insight into the risk management and risk mitigation process. As TM (I&C), Bhopal in 2003, his was the highest Bitumen and Hexane selling territory and among the top 3 territories in terms of value (per kl margin retained). In I&C Logistics in Mumbai, he handled the transportation of Bitumen & Black Oils and tendering for the profitable modified Bitumen market. In Mktg. Corporate, CO he put in place a robust public/customer redressal grievance management system and eventually superannuated as DGM (Compliance & Public Grievances) on 31.8.2017. His wife, Renuka is a homemaker and their daughters, Rachna (MBA-Finance) and Srijana (M.Sc. Economics) from Symbiosis, Pune are both currently working with different NGOs at Mumbai



Mr. S. K. Mahindroo

A B.Tech.(Civil) from IT-BHU, Mr. Mahindroo joined BPCL on 16.11.1981 as a Bitumen Sales Officer in GP Division, Mumbai. In a fulfilling career, he has worked in 3 Regions (WR/NR/SR) holding key positions in Sales, Operations and Engineering. Such diverse exposure enabled him to contribute in achieving organizational aspirations while holding critical positions like In-charge Sewree Installation (twice), Chief Manager Infrastructure South and Plant Manager (Wadilube) before superannuating on 28th February, 2018 as DGM. During his stint as TM (Retail), Nagpur, his team commissioned 58 new ROs that yielded a staggering 15.96% MS and 39.8% HSD growth during 2006-07. As he credits his team for many such achievements, he is proud of developing future leaders and creating a conducive work climate. A nurturing and charismatic leader, he wears his heart on his sleeve and believes in fostering long term relationships. He is excited to be staying in a joint family (four generations) with his father (Mr. Sudarshan Parshad retired at the age of 80 yrs from McKinsey), wife (Ameeta retired as Head of the Economics Department, M.M.K. Jr. College, Bandra), two sons (elder son Nikhil works for BPCL while the younger works for Bosch Siemens Home Appliances), their wives (Prema teaching in K.J. Somaiya Institute of Mgmt., Vidyavihar and Radhika teaching at Vibgyor International School, Malad) and his two (and counting) grandchildren (Ruhaan (4 yrs) and Kaira (1 yr)). His family joins him in thanking every member of the BPCL family and prays for their well-being and roaring success of this great organization.



Mr. Kesavan Potti

Mr. Potti joined the erstwhile Cochin Refineries Ltd. on 12.12.1985 in the Projects office at Delhi and was transferred to the Kochi Project office in January 1987. In 1998, he was promoted as Project Officer and was associated with challenging projects like SPM, CEMP-Ist & IInd, IREP and PDPP. He finally retired as Sr. Manager (Projects) on 30.11.2017. He states, "The Company has helped me gain a good position in society with ample facilities. Freedom of thought and continuous training sessions helped me to improve my managing powers, technical and commercial knowhow, thus enabling me to handle various roles. The mutual co-operation and understanding among employees in BPCL is adorable. The key word of the time is 'Survival of the fittest'." His wife, Sreedevi S V is employed with State Bank of India as Chief Associate. Their eldest daughter, Amritha, a doctor, is happily married to Mr. Arjun Krishna Bhat – Manager working with Deloitte, US. They are blessed with a daughter. The second daughter, Aparna is pursuing her M.Tech and is engaged to Mr. Apramey, a CA working with an NBFC in Mumbai. The third daughter, Gayathri is appearing for her 12th Std. examination.



Mr. M.S. Kamalakannan

Having joined BPCL on 1st March 1985 as a Stenographer in Area Engg., Madras office, Mr. Kamalakannan was promoted as Operations Officer, Ernakulam in 1990. Next at Trivandrum LPG Plant in 1994, it was a herculean task for him to face "attimari" challenges. Then, he was the Location Anchor when SAP was implemented at Chennai LPG Plant in 2000. At Thanjavur LPG Plant in 2002, he was set as a role model by Regional SRO for maintaining all the records as a Filling Shed Officer. Back to Chennai LPG Plant as Admin. Officer, he handled the problems raised by workers and unions, 35 distributorships/RGGLVs commenced and he fought with TNEB for conversion of electricity charges from commercial to industrial rate, thereby saving of Rs.1.80 lakhs per year for BPCL. He finally retired as Sr. Manager Ops. (LPG) Tanjore on 31.3.2018. His hobbies are listening to music and conducting stage events like skits, dramas, singing, etc. His wife, M.K. Kumudha is a housewife who's versatile in cooking. Their elder son, M.K. Praveen Kumar has completed M.E. (Civil) and is working as Site Coordination Head at a U.K. based firm at Bangalore and their younger son, M.K.Arun Kumar has completed B.E(Comp.Sc.) and is working as a software engineer in an IT firm at Chennai.



Mr. O. Shanmugam

He eloquently states, "I take pride in having worked last 36 years and 10 months as Engineering Officer, Depot Incharge, Despatch unit In-charge and finally I am retiring as Chief Manager Ops. SRO on 31.3.2018. I have experienced invaluable things in this organization which shaped me to what I am today. BPCL reposed faith in me and provided lots of opportunity to perform a variety of job roles, at times these assignments were challenging my abilities and competence. This gave me courage and confidence to perform to the expectation of my superiors and give back to the company. I am deeply indebted to this organization for whatever I have gained economically, socially, professionally and in other areas. Many people influenced my thinking, giving me leadership skills which helped me in my professional and personal life. I remember all my colleagues and friends with whom I had worked/ interacted during the course of my journey at Warangal, Mumbai, Surat, Ahmedabad, Mangalore, Bangalore, Cannanore and Hassan. Each one of you will remain in my heart after I leave this great organization which has always given me the feeling of a great place to work. At the end of this exciting BPCL journey, I leave with a deep sense of satisfaction and carry with me the fond memories, strong relationships and lots of friendships. My wife Usha, son Rishit & daughter Dhamini join me in thanking you for the wonderful times spent together in this organization and I look



Mr. Suresh Gawand

Mr. Gawand joined BPCL on 25.11.1983 in Excise Documentation Cell, Mumbai Refinery and worked in the same section for 20 years after an upgradation to Officer on 10.1.1990. He completed the diploma in Central Excise Rules conducted by M/s. Tiruveni Consultant, and acquired a gold medal by standing first in merit in the examination in 1994. Next transferred to TDU in 2002, he eventually retired as Manager (TDU) on 31.3.2018. He likes reading managerial and spiritual books and is fond of old Marathi and Hindi movies and songs. His wife, Shama has a B.Sc degree and is currently working with BMC as a Sr.Stenographer. Their son, Sarvesh has completed his B.E.(Instrumentation) and is completing his Chartered Financial Analyst course. Their daughter, Snehal is completing her graduation in Electronics & Communication at Bharati Vidhyapeeth, Kharghar.



Mr. Dev Dutt Kaushal

In his words, "It seems like yesterday when I walked into the doors of this great organization as a young boy in December, 1980. There is so much to recollect and as much to share from this wonderful journey spent with some wonderful colleagues, who have become a part of my life and are no less than a family now.

I have worked mostly in operations during the entire tenure and it has been an enriching experience working at seven different locations across the country, being an in-charge at five of them and continuing as one until superannuation. As a young in-charge, it was a proud moment to set up the Shahjahanpur Depot in 1995 in NR and thereafter, leading the team to start full-fledged operation at one of biggest coastal locations of the country – Paradip in 2006. I religiously follow football and hockey and never miss a chance to watch a live game both on screen as well as on the field. I love to travel and explore new places and sort a new place every year for a family vacation. My family has always been a part of my work life throughout this journey. I am very fortunate and filled with gratitude for my life partner. She has played a major role in this beautiful journey on both, personal and professional fronts. I have two sons and both are well settled in their lives and recently I have been blessed with a granddaughter. I am a very much contented person and wish to lead a content life even after retirement at my native place in Punjab." He retired as Chief Manager (Operations) I/C, Sangrur TOP on 31.3.2018.



Mr. S. J. Thorat

Mr. Thorat joined BPCL in January 1988 and was attached to Project Cell – EIL, which gave him a strong foundation on working of company projects. He worked for 15 years in various Projects and 13 years in Materials i.e. P&CS. During his service, he was associated with taking over of DCPL warehouse; shifting of old warehouse to a new location and making storage place for 33000 items; providing material for shutdown during 1993 Mumbai bomb blasts when most areas where our suppliers' godowns are located were burning; clearing of 150 import consignments for RMP project without paying a single rupee as demurrage; arranging storage space for upcoming projects in the refinery and total import of ISOM and DHT Project requirements. "All these jobs could be done successfully only because there was full support from my seniors. Today I feel proud of my contribution towards the RMP, CCR, CDU4, ISOM & DHT Projects." He superannuates as Sr. Manager Projects (P&CS) Mumbai Refinery on 31.03.2018. His wife, Sanjivani is a homemaker, talented and excellent in cooking. Their elder son, Nachiket is working with IOCL. He is married to Smita who is working as an Asst. Prof. in an Engg college and they have a son, Tejas. Their younger son, Rohit is working with Union Bank of India.



Mr. P. K. Gayen

After his degree in Elect.Engg. from BITS (Mesra), Ranchi, Mr. Gayen started his career as Maint. Officer in HPCL (Visakhapatnam Refinery) in 1983 and subsequently migrated to BPCL (Mumbai Refinery) as Sr. Officer on 3.2.1987. In his eventful career in BPCL (MR), he served in Projects, P&S, Estates, Maintenance, CPO (R) and Quality Management Depts. and finally retired as DGM (QM) on 31.12.2017. Mr. Gayen is a multi-faceted personality. He is an ardent shooter and life member of the NC Rifle Club. He did a vocational Diploma from National School of Drama, Delhi and was associated with Group Theatre. He loves painting and was a student of the renowned artist, Shri Haren Tagore. He is also a voracious reader, with a personal collection of more than 3000 books. Mr. Gayen is well known across the Corporation for his long association of 8 years at the helm of Trombay Club in phases & various capacities. He was also instrumental for BPCL (MR) winning a multitude of Business Excellence Awards. The secret of his youthful and jovial nature is the unrelenting support of his wife, Dipsikha, who is also a School Teacher by profession and a Music Teacher by passion. His only pride is his daughter Iphshita, who is working with Infosys after completing her Computer Engg., and his son-in-law Tirthankar, who is with Emerson. He thanks God for his enriching experience in BPCL and a wonderful life.



Reminiscences



Seen from left are Mr. Shingavi, Mr. Pillay, Ms. Carmen D'costa, Ms. Archana Deodhar, Ms. Dorothy Fernandez, Ms. Rajalaxmi Iyer, Ms. Rama Menon, Ms. Sneha Hirwani, Ms. Shailaja Gaikwad, Mr. Jayant Gokhale, Mrs. Pushpa Batra, Mr. V. N. Batra, Mr. S. M. Kulkarni, Mr. R. K. Mehra, Mr. M. Murugan, Mr. A. V. Mardikar, Mr. K. K. Satav, Mr. P.M. Shinde, Mr. Inamdar & Mr Raghunath Tapkir.

Memorable Reunion

It was a golden afternoon for some of the senior BPCL Staff now settled in Pune and Mumbai when they met each other on 10th March 2018 at PYJ Hindu Gymkhana, Pune to refresh the golden memories of their innings in BPCL. The group relived their happy times in BPCL and also shared how they are utilising their golden years. All in all, it was a fun filled afternoon and the group vowed to add more members and meet every year henceforth.

You Live Only Once

Let's toast the phenomenal success of our BPCL retiree, who's become a famous international



writer with four books to his credit at the ripe age of 92 years! He is none other than Mr. R. Ramakrishnan, retd. Chief Divisional Manager, Madras Division, SR. He is settled now at New Jersey with his wife Sow Savitri for the last two decades. His four books on Life, Love, World Religions and Beauty of Nature are acclaimed as pieces of literature all over North America and Europe. Regularly he conducts coaching classes for children and weekly discussion meetings for senior citizens.

This book is a thoughtful collection on how to achieve a healthy, successful and meaningful life. With an emphasis on compassion, spirituality and love, the book serves as a reminder to live out our life in the best way possible. Let us all heartily congratulate him on his rare achievement!

In Memory of Mr. J. L. Patel

A staunch Gandhian, disciplinarian and strict vegetarian, Mr. J.L. Patel was one of the S&D experts in BPCL, who passed away on 19.1.2018. Mr. R. Sundaresh, Head, Centre of Excellence (Ops), Retail pens his thoughts.



It was way back in 2005 that I met Mr. J.L. Patel, when he took over as Sr. Installation Manager, Sewree after working in OCC, New Delhi. We heard that he was very strict and disciplined and I felt this was required to achieve the best standards in Sewree. At first, the staff thought he was not approachable, but within a few days, they started feeling the bonding and all started working with his principles and guidance. I was Con-Steno to him in Sewree for four years. He judged people by interacting with them and took out the best from them. He was more of a guru than a boss and we soon became good family friends. There were 32 Tanklorries in Sewree and around 200 workers and 25 officers. With his contacts in BPCL and the Ministry and as a go getter, he took Sewree to new heights.

He used to choose people, train them and make them come up in the organisation. He would tell them that 'failure is the stepping stone for success.' I still remember those days when, during the performance appraisal of officers, we spent Saturday and Sunday at his house, so that there was no disturbance while judging his subordinates. During his tenure, we started the family picnic of one day, which increased the bonding and gave the officers high positive energy. He always supported the right cause at all levels and had a good interaction with the Union leaders.

His wife was a home loving person and a great cook and we enjoyed dhokla, ghee ladu etc. and the nice food she used to serve us. His elder son, Mayank and family shifted to America. His second son, Nilesh was a differently abled child, which worried him a lot. After his retirement, he settled down in Baroda. He had a problem of movement during the last two years due to his back problem. His passing away is an irreparable loss for all of us.

Biogas Technology

Possible solutions to stubble burning of agricultural waste

Biogas technology utilizing anaerobic digestion of different biomass wastes such as animal/food wastes, crop residues, municipal/industrial wastes, etc. offers an effective means for addressing energy security and environmental concerns at the local level. The biogas generated acts as an environmentally sustainable energy source, while providing a method for disposal of various biomass wastes and the by-product liquid spent slurry is used as bio-fertilizer. Biogas generated contains 50.7% methane and 30.4% carbon dioxide as well as small amounts of other gases and typically has calorific values of 21-24 MJ/m³ depending upon the nature of waste.

The Ministry of New and Renewable Energy (MNRE) has been supporting programmes for promoting biogas as fuel for domestic cooking, off-grid and grid power generation and bio-CNG for heat and transport applications. Sardar Swaran Singh National Institute of Bio-Energy (SSS-NIBE) is also working in biogas research and development for efficient utilization of waste biomass for biogas production. Technology development package and validation for standardization of technology in integrated manner is needed to make the biogas technology as a commercial technology for widespread applications, including sustainable agriculture development.

Energy and environment are key issues for sustainable development. While solar and wind have made significant advances in terms of technology development and deployment in recent years across the globe, bioenergy, particularly biogas generation is emerging as a crucial resource throughout the world for sustainable development.

BIOGAS TECHNOLOGY OPTIONS

The main part of biogas plant is the digester which is an airtight container in which bacteria breakdown organic

waste through a process of anaerobic fermentation generating biogas.

BIOGAS FOR HOUSEHOLD COOKING

There are several success stories in the field of biogas generation in India. Family sized biogas plants such as KVIC, Fixed Dome or DeenBandhu and Floating Dome models are widely used in most of the rural localities in the country for domestic purposes. The main feedstock used in these biogas plants are cattle dung, canteen residue and fruits residue. About 50 lakhs family sized biogas plants 1-10 m³ capacity have been installed by MNRE under the subsidised rates for different economic background people and in different states of India.

BIOGAS FOR POWER GENERATION (GRID)

MNRE is promoting biogas power for decentralized power generation applications in the capacity of 3kW to 250kW under Biogas Power (Off-grid) Programme based on the adequate availability of the variety of feedstock such as animal wastes, kitchen/food wastes, etc at the project sites.

The programme has tremendous potential for addressing electricity requirements in dairies, gaushalas, farming, etc. apart from improving agriculture productivity due to bio-fertilizer produced during the process. A total of about 400 biogas power plants with power generation capacity of about 6MW have solar been set up under this programme.

BIOGAS FOR BIO-CNG

MNRE has also supported technology demonstration projects for bio-CNG generation from biomass waste.

BIOGAS TECHNOLOGY AND ORGANIC FARMING

Organic farming coupled to biogas plants is another area where the farmers can save 20% of production cost diminishing the use of chemical fertiliser's utility. Additionally, the growth of the agriculture is 1.5 times higher than normal cultivation. Dried biogas slurry is much better compost with respect to both nutrients value and soil fertility improvement. Moreover, organic manure has almost neutral health hazards as compared to chemical fertiliser.

Technology and standardization is essential for reliability and commercialization of biogas technology.



Miles to Go Before I Sleep

It's all about modifying daytime and bedtime behaviours to help you get the sleep your mind and body need



You know what happens when you don't sleep well: You feel sluggish in the daytime, and your concentration suffers. Poor or insufficient sleep has been linked to other problems too, such as declined immune function and an increased risk of diabetes and high blood pressure.

In your struggle to find a better night's sleep, you'll try just about anything, from over-the-counter sleeping pills to herbal therapies. What you might not realize is that you probably can do more to improve your sleep quality just by making certain behavioural changes - what sleep specialists refer to as sleep hygiene.

Overall, truly good sleep hygiene makes a huge difference in people's lives. So educate yourself on what you can do to improve your sleep so you can wake up feeling refreshed, not groggy.

Improve Your Sleep Hygiene

One of the key strategies that sleep specialists employ to help patients overcome behaviours that contribute to chronic insomnia is stimulus control therapy. This approach includes tactics such as removing yourself from the bedroom if you can't fall asleep and not watching television or surfing the internet while you're in bed. It's about training the mind and body to associate the bedroom as only the place to sleep. If it's been 20 minutes and you're lying in bed, leave the bedroom, do something uninteresting, and come back to bed only when you feel sleepy!

Similarly, if you're having sleep troubles, turn off your cell phone, computer and television at least an hour before bedtime. Despite all of these measures, if difficulty in sleeping still remains a problem or if you have other associated symptoms suggesting other sleep disorders, seek help.

Why Not a Sleep Aid?

Prescription and over-the-counter sleep medications might help you sleep better in the short term, but they can cause daytime sleepiness, foggy thinking or, in rare cases, unusual sleep behaviours. These effects may be especially pronounced in older adults, who may be at greater risk of drowsiness, falls, slowed reaction times, and drowsy driving.



Do Your Part to Sleep Better

In the daytime ...

- Minimize your caffeine intake, and don't consume caffeine after noon.
- If you smoke or use other tobacco products, work with your doctor to quit. Nicotine has been shown to disrupt sleep.
- Get exposure to bright light in the morning.
- If you're tired, take a nap, but limit it to 20 to 30 minutes earlier in the day.
- Stay physically active, but don't exercise within four hours of
- bedtime. Exercise promotes sleep, especially when you do it during the earlier part of the day.

In the evening...

- Keep your home dimly lit; avoid bright lights.
- Don't use alcohol as a sleep aid. Alcohol in the earlier part of the evening can promote sleepiness, but in the later part it can disrupt sleep and cause sleep fragmentation.
- Avoid eating heavy meals, later in the day, and don't eat within a few hours of bedtime.
- Find ways to relax leading up to your bedtime.
- Don't lie in bed and worry.
- Create a worry list and jot down all your worries an hour or two before you go to bed.
- Maintain a consistent sleep schedule, not only during the work week, but also on the weekends.

Find the Underlying Cause

Often, chronic insomnia is accompanied by an underlying medical condition, such as depression, anxiety or gastroesophageal reflux disease. Or, sleep disorders such as obstructive sleep apnea or restless legs syndrome may be to blame. And, particularly in older men, arthritis, chronic pain, or even prostate issues can cause sleep problems. So, you should look for the underlying root cause, look at the broader picture, and see why you're having insomnia. If your symptoms are not controlled and it's affecting your quality of life or your family members, you should certainly seek medical attention to see why it's happening.



COUPLE CARE...

Resolutions to infuse life into your relationship with your life partner to make it more blissful than ever...

Spend More Time Actually Being Together

Put down the cell phones, turn off Netflix, and spend time being fully attentive to your spouse. It is too often that we get sucked into a digital world and forget about the realities that are in front of us. Always keep your phone aside while talking to your spouse. This is one of the most important relationship resolutions.

Be In The Moment

Do not worry about the past or the future. The best thing you and your spouse can do for your relationship is live in the moment and be present with each other. It is okay to talk about the future, but don't dwell on it. It's completely okay to not know what will happen in the next year or two. Just understand where you are in the present and enjoy the moments that will not come back again.

Kick Off An Adventure

We're not talking about an actual adventure - though a far-flung vacation or an afternoon hike never hurt anybody. Just try something new, like a new restaurant, or a new cuisine entirely. Sign up for an activity neither of you has tried (kayaking, rock climbing, painting, line dancing) and give it a go. We're hard-wired to feel attracted to things that feel novel and new. Try something new once a month, and you'll feel like there's something fresh about being with that person.

Turn Arguments Into Conversations Rather Than Competitions

A competition ends with a winner and a loser; someone happy and someone hurt. A relationship, a healthy one, should never have a party that feels hurt or upset while the other is fine. Arguments usually occur because of a strong feeling or passion toward something. Instead of making it a competition, make it a conversation and communicate clearly the way you feel about something with your spouse.

Quit The Blame Game

Turn the blame game around. Get away from what 'they did' and focus on what 'I did' and 'what can I do' to make this better? Anytime you hear yourself saying 'You', stop yourself and turn it around to 'I'. It's very unlikely you will be able to change your spouse's behaviour by telling them everything they are doing wrong, but you can change your own behaviour in order to get a different result. It will also feel less frustrating and aggravating as you empower yourself to make changes

rather than expecting them to come from your spouse. Often blame is met with resistance and retaliation, so give up the fight and change your position. Remember you are both on the same team.

Think Positive

If things in your relationship are getting you down, it's easy to fall into a cycle of negative thinking that will only make things worse. Try to focus on the positives in your relationship - it'll change the way you react to difficult situations and ultimately lead to fewer arguments.

Make A Compromise

Disagreements are a normal part of any relationship, but it's important they're resolved properly to avoid any lasting impact. The best way to move on is to compromise with your spouse and show that you're able to put your own interests to one side to help strengthen your relationship.

Set a good example for the year ahead and make one big compromise that your spouse will really appreciate. It could be anything from giving up smoking to cutting out any selfish habits that really wind your spouse up. If they can see you're prepared to make compromises for the sake of your relationship, they'll be more likely to follow suit.

Keep The Third Party Out

Lots of marriages have been destroyed by couples allowing third parties to influence their marriages. Don't allow external people, like a parent or family member or friend to interfere in your marriage.

Make Time For Love

Yes, we're all busy. Yes, we're all tired. But intimacy is good for your health, your mood, and your relationship. Feel like you can never find the time? Plan a date. Plan a vacation. Plan a surprise party. And plan time for love, one of the most important and cherished parts of a marriage.



Women Empowerment

As Hillary Clinton wisely said, "Human rights are women's rights, women's rights are human's rights. Once and for all. A woman has the same right as a man, but then what is causing a hindrance in the path of the country's development?"

The two self-explanatory words, 'Women Empowerment' refers to encouraging women to be self-reliant, economically independent, have positive self-esteem, generate confidence to face any difficult situation and incite active participation in various socio-political development endeavours.

The growing conscience is to accept women as individuals capable of making rational and educated decisions about them as well as the society, increasing and improving the economic, political and legal strength of the women, to ensure equal rights as men and achieve internationally agreed goals for development. Many of them are even unaware of the fact that they are eligible for positions that men enjoy. The result is that the economy of the country is skewed. And as a result, it is one of the main reasons why our GDP is not increasing. The United Nations (UN) clearly mentioned in their report, that if the women contribution increases, then only India can emerge as the largest economy in the world. Women are generally considered less competent, both intellectually as well as physically, as compared with men. As a result, the opportunities extended towards them become biased and obtrusive, without actual evaluation of their competencies. While scientific data proclaims women to be more adept at multi-tasking than men, they still remain the second choice for employers in the country.

A recent report published by UN women and UN Development Programme (UNDP) stated that "Latin America is the world's most violent region for women." It's not only India who is undergoing this snag, but it is more or less with all nations. The crime report published by Government clearly states that with an increasing population and technology, the crime rate is increasing at an alarming rate. The main crime faced by them present and past include gender discrimination, dowry, honour killing, rape,

assault, trafficking etc. So to tackle this problem, various schemes such as 'Betl Bachao Betl Padao' scheme in Rajasthan had been launched by Hon'ble Prime Minister, Narendra Modi himself on this Women's Day. Moreover, 'Suidha' Schemes are launched by Government, which will provide sanitary napkins to college and school going girls, which will be a further huge step in the field of hygiene. The amendments passed by M.P., Rajasthan made a revolution by announcing the punishment for the rape of a girl below age of 12 years to be a perfect example of law making that is as thick on rhetoric as it is thin on empirical evidence. In supplement to this reservations and concessions have also commenced. Also 3.5 crore LPG connections were released to poor women.

"Women are the real architects of society," said Harriet Beecher. Just open the newspapers or magazines, glance through the news and data and one will certainly come to know the achievements and history created by women. Starting from the initial stage of infant till the last stage of life i.e. death, women have lots of responsibilities. But despite overcoming all the hardships, a woman emerges as a "vision for the future". From Kalpana Chawla to Sushma Swaraj all are examples of this. Some days back, Avani Chaturvedi became the first Indian woman to fly the MIG-21, along with Bhawna Kanth and Mohana Singh as India's first female fighter pilots. It is the first time in Indian history that INS Tarini was sent on a mission with all women crew members. Also, an all women railway station has also been opened in Maninagar, Bengaluru.

There are many fields where loopholes still exist and concrete strategies should be adopted to tackle the problem. A major example is that representation of women in democracy is only 11% in Indian parliament, which forces India to rank at 148 in terms of representation of women worldwide. However, there are also countries like Iceland, which worked hard to solve this problem and therefore, became the first country in the world to pay equal wages to both men and women, which brought a revolution in world history.

On one side, we are calling it "women empowerment", where empowerment itself refers to strengthen the weak. But how can a mother who gave birth to a child be weak? Till the time the surname of only one gender changes, nothing can be done. Schemes don't work until the mindset of the society changes. It is a hand-in-hand process which demands equal efforts of society, individuals and Government. Lastly, don't confuse it with 'Feminazi' as the name suggests Nazi. Because 'Feminism' here totally means the equal rights and opportunities given to both the sexes and sections of society.

- Alankrita Katiyar,

BSc. in Hotel Management from IHM Bangalore, daughter of Arbind Kumar, TC(LPG), Bareilly



सभी टीमों ने अग्नि आदेश के अनुसार पालन किया और सीओ 2, डीसीपी, हाइड्रेंट आदि जैसी सुविधाओं के उपयोग द्वारा आग बुझाई गई। एमबीपीटी फायर ब्रिगेड और मेसर्स टॉप्सलाइन ने वाडीलुब टीम से आपातकालीन सेवा समन्वित की।

सड़क सुरक्षा सप्ताह



ट्रॉम्बे डिस्पैच यूनिट ने आपकी सुरक्षा आपके परिवार को सुरक्षित रखती है, सड़क पर सुरक्षित वाहन चलाएं' इस विषय पर टैन्क लॉरी ड्राइवरो और क्लिनरों के लिए विभिन्न कार्यक्रम आयोजित किये। ड्राइवरो को सुरक्षित वाहन चलाने की आदत पर महत्वपूर्ण बातें बताई गईं।

तोंडियारपेट इन्स्टलेशन में एस.बी.लाल समिति की मीटिंग के बाद मॉक ड्रिल का आयोजन किया गया। इमरजेंसी के दौरान आसपास के इंडस्ट्री किस तरह से एक दूसरी इंडस्ट्री की सहायता कर सकती है जैसे इमरजेंसी उपकरण उपलब्ध कराना, मेडिकल सहायता उपलब्ध कराना इत्यादि के बारे में बताया गया।



बम धमाके की धमकी पर मॉक ड्रिल

आयोजना अधिकारी को इन्स्टलेशन में बम रखने संबंधी एक गुमनाम कॉल आते ही मॉक ड्रिल शुरू हुआ। पुलिस नियंत्रण द्वारा सभी स्टाफ को मुख्य द्वार पर पहुँचने के लिए कहा गया और आपातकालीन घोषणा की गई। स्निफर डॉग और इलेक्ट्रॉनिक गैजट की सहायता से संदेहस्पद वस्तु को खोज निकाला और बाहर ले जाकर सुरक्षित रूप से निपटारा किया गया।



राष्ट्रीय सुरक्षा सप्ताह

राष्ट्रीय सुरक्षा सप्ताह (4 मार्च - 10 मार्च 2018) के दौरान राँची डिपो में सुरक्षा से संबंधित प्रश्नोत्तरी का आयोजन किया गया। इसमें उपस्थित सभी कर्मचारियों तथा अधिकारियों ने पूरे उत्साह के साथ भाग लिया। डिपो प्रभारी श्री उषेंद्र नाथ सेठी जी ने सभी को बधाई दी एवं विजेताओं की घोषणा की तथा उन्हें पुरस्कार सौंपे।



राजभाषा पुरस्कार

भारत सरकार, गृह मंत्रालय, "राजभाषा विभाग" द्वारा पूर्वोत्तर क्षेत्र के लिए, दिनांक 10 मार्च 2018 को पटना में आयोजित राजभाषा सम्मेलन एवं पुरस्कार वितरण समारोह के दौरान "भारत पेट्रोलेियम क्षेत्रीय कार्यालय कोलकाता" को वर्ष 2016-17 के दौरान राजभाषा नीति के श्रेष्ठ निष्पादन के लिए उपक्रमों (पीएसयू) की श्रेणी में "ग" क्षेत्र के लिए द्वितीय पुरस्कार से सम्मानित किया गया। इस समारोह में मुख्य अतिथि के रूप में माननीय गृह राज्यमंत्री, भारत सरकार श्री किरेन रिजीजू महोदय तथा विशिष्ट अतिथि के रूप में श्री बुधेश मेहरोत्रा, मंत्रिमंडल सचिव, बिहार सरकार उपस्थित थे। माननीय गृह राज्यमंत्री, भारत सरकार, श्री किरेन रिजीजू महोदय के कर कमलों द्वारा प्रमुख (रिटेल) पूर्व, एवं अध्यक्ष राजभाषा कार्यन्वयन समिति कोलकाता, श्री सुरजीत महालिक महोदय को राजभाषा शील्ड प्रदान किया गया।

हिंदी समन्वयकों का सम्मेलन



08 जनवरी 2018 को मुंबई रिफ़ाइनरी के हिन्दी समन्वयकों के सम्मेलन का उद्घाटन श्रीमती सुष्मा जाधव, उप महाप्रबंधक (हिंदी), निगमित ने किया। इस अवसर पर उन्होंने संसदीय राजभाषा समिति के निरीक्षण संबंधी और निगम के अन्य कार्यालय में हिंदी कार्यान्वयन संबंधी जानकारी दी। इस अवसर पर सभी समन्वयकों के लिए एक प्रतियोगिता का आयोजन भी किया गया था जिसमें सभी ने उत्साह से भाग लिया। सभी समन्वयकों ने इस ज्ञानवर्धक सत्र की सराहना की। अंत में धन्यवाद ज्ञापन देकर इस सम्मेलन का समापन किया गया।

सक्षम साइकिल दिवस 2018

संरक्षण क्षमता महोत्सव के एक भाग के रूप में ओएमसी की ओर से दिनांक 21.01.2018 को हिसार में, बीपीसीएल हिसार एलपीजी टैरीटरी द्वारा "सक्षम साइकिल दिवस" बहुत ही उत्साह के साथ मनाया गया। मुख्य अतिथि श्री एम पी कुलश्रेष्ठा, डीआईओ, हिसार का स्वागत श्री योगेश चंद्र पांडेय, क्षेत्रीय प्रबंधक द्वारा किया गया। सभी प्रतिभागियों ने सक्षम प्रतिष्ठा ली। इसके पश्चात स्कूल के छात्रों, वितरकों के कर्मचारियों एवं संयंत्र स्टाफ सहित लगभग 300 साइकिल चालकों को मुख्य अतिथि ने झंडी दिखाकर साइकिल रैली खाना की। इस सक्षम साइकिल रैली को अखबारों में व्यापक कवरेज मिला।



बीपीसीएल कोच्चि रिफ़ाइनरी को राजभाषा रोलिंग ट्रॉफी

कोच्चि नगर राजभाषा कार्यान्वयन समिति द्वारा कोच्चि स्थित सरकारी उपकरणों के बीच श्रेष्ठ राजभाषा निष्पादन हेतु संस्थापित राजभाषा रोलिंग ट्रॉफी, वर्ष 2016-17 के लिए बीपीसीएल कोच्चि रिफ़ाइनरी ने जीती है।

श्री पी एस रामचंद्रन, कार्यपालक निदेशक (परियोजना), कोच्चि रिफ़ाइनरी ने श्री जी मुरलीधरन आईटीएस, प्रधान महाप्रबंधक, बीएसएनएल, कोच्चि से ट्रॉफी और श्रीमती गिरिजा वी आर, वरिष्ठ प्रबंधक (राजभाषा), कोच्चि रिफ़ाइनरी ने श्री ए के चौधरी, निदेशक, सिफ़नेट, कोच्चि से 12 मार्च 2018 को बीएसएनएल भवन, एरणाकुलम में आयोजित समारोह में प्रमाण पत्र प्राप्त किया। डॉ सुष्मिता भट्टाचार्या, सहायक निदेशक (कार्यान्वयन), क्षेत्रीय राजभाषा कार्यालय, कोच्चि और श्री श्रीनिवास राव, उप महाप्रबंधक, नेशनल इन्स्योरेंस कंपनी लि. भी उपस्थित रहे।



कोच्चि रिफ़ाइनरी ने कोच्चि नगर राजभाषा कार्यान्वयन समिति के तत्वावधान में आयोजित संयुक्त हिंदी सप्ताह समारोह-2017 में उच्चतम अंक प्राप्त करने के लिए समग्र चैम्पियनशिप ट्रॉफी भी जीती है। कोच्चि स्थित 36 सरकारी उपकरणों के कर्मचारियों ने इन प्रतियोगिताओं में भाग लिया।

श्री पी एस रामचंद्रन, कार्यपालक निदेशक (परियोजना) और केआर टीम ने श्री जी मुरलीधरन आईटीएस, प्रधान महाप्रबंधक, बीएसएनएल, कोच्चि से ट्रॉफी प्राप्त की।

दक्षिण क्षेत्र राजभाषा समन्वयकों का सम्मेलन



दिनांक 23 मार्च 2018 को दक्षिण क्षेत्रीय कार्यालय, चेन्नै में दक्षिण क्षेत्र के राजभाषा समन्वयकों का सम्मेलन एवं पुरस्कार वितरण समारोह आयोजित किया गया। इस समारोह में श्री पी एस रवि, प्रमुख (रिटेल) एवं अध्यक्ष राजभाषा कार्यान्वयन समिति, दक्षिण, सुश्री सुषमा जाधव, उप महा प्रबंधक, निगम कार्यालय, श्री बशीर अहमद, परामर्शदाता (चेन्नई नराकास) एवं प्रबन्धक, हिंदुस्तान पेट्रोलियम (सेवानिवृत्त), श्री मधुसूदन राव, महा प्रबन्धक (रिटेल) दक्षिण उपस्थित थे।

श्री पी एस रवि ने अपने उद्घाटन भाषण के दौरान सभी उपस्थित समन्वयकों द्वारा राजभाषा में किए जा रहे कार्य की सराहना की। हिन्दी कार्यान्वयन में सराहनीय कार्य करने वाले 5 समन्वयकों को पुरस्कार देकर सम्मानित किया गया। राजभाषा प्रबन्धक सुश्री एम एस मैथिली ने दक्षिण क्षेत्र में चल रही गतिविधियों पर प्रस्तुति की और राजभाषा के आवश्यक मुद्दों के बारे में समन्वयकों को संबोधित किया। अंत में हिन्दी कक्ष की सुश्री सरोजिनी ने धन्यवाद देते हुए सम्मेलन का समापन किया।

चेयर योग



कम्प्यूटर पर लंबे समय तक काम करते रहने से गर्दन, कंधे और पीठ की मांसपेशियों पर तनाव आ जाता है जिससे तनाव और कठोरता के कारण अपने कार्यस्थल पर प्रभावी रूप से कार्य करने की क्षमता प्रभावित होती है। इन समस्याओं को मिटाने के लिए ईएसई द्वारा शिवड़ी और सीओ में 'चेयर योग' पर अभिनव सत्र का आयोजन किया गया जिसके अंतर्गत दिन में किसी भी समय अपने डेस्क पर किये जा सकने वाले व्यायाम के आसान तरीके सिखाये गये। इस प्रकार के व्यायाम से दर्द, थकान कम होकर एकाग्रता बढ़ती है, मांसपेशियाँ मजबूत होती हैं जिससे आप दिनभर तरोताजा रहते हैं।

चिकित्सा आपातकालीन प्रतिक्रिया ड्रिल

जॉबनेर इन्स्टलेशन जयपुर से 50 कि.मी. दूरी पर होने के कारण चिकित्सा आपातकालीन प्रतिक्रिया ड्रिल विकसित किया गया है। यह ड्रिल साँप के काटने पर या / लोकेशन में स्टोर किया गया एलएसवी लिया गया और डॉक्टर से संपर्क किया गया। ऐसी स्थिति में समय पर चिकित्सा अधिक महत्वपूर्ण है। ड्रिल में घायल व्यक्ति को 32 मिनटों के बाद चिकित्सा मिली।



औद्योगिक प्रथमोपचार प्रशिक्षण

वाई एलपीजी प्लांट ने एफएआरटीएच के साथ मिलकर बीपीसीएल के स्टाफ, टेकेदार के स्टाफ, सुरक्षा रक्षक आदि के लिए औद्योगिक प्रथमोपचार प्रशिक्षण कार्यक्रम का आयोजन किया। प्रशिक्षण के अंतर्गत घाव और फ्रैक्चर, बर्न्स और बिजली के झटके, जहर, कीड़े और साँप के काटने पर तथा मिर्गी पर प्रथमोपचार संबंधी बताया गया। इस के अलावा मुँह से मुँह द्वारा पुनर्जीवित करना, हृदय की मालिश, बँडेज के विभिन्न प्रकार, मरीज को एक स्थान से दूसरे स्थान तक पहुँचाना, स्ट्रेचर आदि बनाना जैसी बातें सिखाई गईं। प्लान्ट में अब 29 ऐसे प्रमाणित प्रथमोपचार उपलब्ध है।

सीपीआर एवं प्रथमोपचार कार्यशाला



मांससे विभाग, उत्तर ने सीपीआर और प्रथमोपचार का बुनियादी कौशल प्रदान करने के लिए एक कार्यशाला का आयोजन किया जिसमें आपातकाल के विभिन्न प्रकारों के बारे में स्पष्ट किया गया। हमें पूरा विश्वास है कि संगठनात्मक स्वास्थ्य एवं विकास के लिए व्यक्तिगत कल्याण परम महत्वपूर्ण है।

कर्मचारियों के कल्याण को बनाये रखने के लिए मांससे (उत्तर) विभाग ने लोनी एलपीजी में सभी कार्यरत स्टाफ के फिटनेस की जाँच हेतु एक स्वास्थ्य जाँच शिविर आयोजित किया ताकि सही समय पर उचित निवारक कार्रवाई की जा सकें।





स्वास्थ्य चर्चा

17.3.2018 को राजबंध टीओपी में हिमेटोलोजी एवं रक्त विकार पर एक स्वास्थ्य वार्ता का आयोजन किया गया जिसमें विभिन्न रक्त रोगों जैसे एनीमिया, थेलेसेमिया आदि क्या होते हैं एवं उन्हें कैसे रोक सकते हैं तथा रक्त कैंसर का कैसे पता लगाएं एवं इससे बचने के तरीके के बारे में महत्वपूर्ण जानकारी दी गई।



स्वास्थ्य-कल्याण सत्र

9 मार्च 2018 को मांगलिया रिसिप्ट टर्मिनल इंदौर द्वारा सानेकेयर, माधवबाग के माध्यम से स्वास्थ्य-कल्याण सत्र का आयोजन किया गया। सभी तीनों एसबीयू (रिटेल, लूब्स एवं पाइपलाइन) के प्रबंधन स्टाफ के साथ साथ अनुबंध कर्मचारियों ने इस सत्र में भाग लिया। कार्यक्रम की शुरुआत स्वस्थ रहने एवं स्वास्थ्यवर्धक आदतों के बारे में जागरूकता फैलाने की प्रतिज्ञा के साथ हुआ। इसमें विभिन्न महत्वपूर्ण रोगों मधुमेह, रक्तचाप, हृदय रोग आदि जो सामान्य स्वास्थ्य समस्याएं बन गई हैं, उसके बारे में जानकारी दी गई।



2022 का भारत



परिपूर्ण हुआ हर देशवासी का सपना,
सभी भारतवासियों का घर हुआ अपना,
विश्व ने शुरु किया भारत का नाम जपना,
कर्ज के लिए नहीं है अब देश को कहीं तकना।

स्वच्छ इतना के हर शहर लगे गहना,
गावों ने हरी भरी चोली को है पहना,
भ्रष्टाचार को अब नहीं पड़ता है सहना,
जाति-भेद मुक्त देश में प्यार से है रहना।

साक्षरता से बेटियाँ अब नहीं किसी से कम,
दान-दहेज, तलाक से मुक्त है हम,
बुरे विचार वालों में नहीं रह गया दम,
ईमानदार सत्ता के आगे विरोधी पड़े नम।

गंगा की सुंदरता है देश की शान,
ईमानदारी के सभी गाते गुण गान,
कॅशलेस से बढ़ा रुपये का सम्मान।
सब्सिडी छोड़ने में हमें है अभिमान।

मेट्रो-इलेक्ट्रिक गाड़ियों का अब राज,
पर्यावरण को पहनाया शुद्ध हवा का ताज,
सस्ती हुई सभी सब्जियाँ टमाटर हो या प्याज,
न्यूनतम हो गया हर लोन पर ब्याज।

विजयप्रकाश रमाकांत ओझा
बी पी ई सी, खारघर

सेवा निवृत्ति



श्री त्रिलोकी नाथ
एलवीडी (मासंसे), नोएडा
दिनांक 31.1.2018 को सेवानिवृत्त हुए।



श्री मुकेश नांगीया
उपमहाप्रबंधक नोएडा
दिनांक 31.1.2018 को सेवानिवृत्त हुए।



श्री सुरेश पटेल
शेयर्ड सर्विसेस, पश्चिम क्षेत्र, खारघर,
30.11.2017 को सेवानिवृत्त हुए।
वे 01.02.1980 को संगठन में नियुक्त हुए थे।

शोक संदेश



श्री माम चंद, ऑपरेटर (पी) फील्ड, रेवाड़ी टॉप का दिनांक 8.11.2017 को दुःखद निधन हो गया। वे 53 वर्ष के थे। उनके परिवार में पत्नी, दो पुत्रियां एवं एक पुत्र है।



श्री के.बी.जी. मेनन वर्ष 1957 में बर्मा शेल में लैब एनालिस्ट के रूप में नियुक्त हुए। दिनांक 03.08.2017 को 89 वर्ष की आयु में कार्डियक अरेस्ट के कारण उनका निधन हुआ। उनके पुत्र सुधीर बी मेनन, शिवड़ी संस्थापन में जीओ के रूप में कार्यरत है।



श्री शंभू वार, कैंटीन कूक, बज बज इन्स्टलेशन का दिनांक 22.01.2018 को निधन हो गया। वे 59 वर्ष के थे। उनके परिवार में पत्नी और तीन पुत्रियां हैं।



श्री ददनेश चंद गुप्ता, सुपरिन्टेंडेंट, जयपुर एलपीजी प्लांट का दिनांक 25.01.2018 को निधन हो गया। वे 52 वर्ष के थे। उनके परिवार में पत्नी एवं एक पुत्र है।



श्री जित्थुलाल धीमर, ऑपरेटर फील्ड भिटोनी एलपीजी प्लांट का दिनांक 02.03.2018 को निधन हो गया। वे 58 वर्ष के थे। उनके परिवार में पत्नी एवं एक पुत्र है।



श्री सुब्रता दास, ऑपरेटर (फील्ड), रायगंज एलपीजी का दिनांक 09.03.2018 को निधन हो गया। वे 47 वर्ष के थे। उनके परिवार में पत्नी एवं एक पुत्र है।



सुश्री पद्मासनी रामकृष्णन, सुपरिन्टेंडेंट, क्षेत्रीय कार्यालय चेन्नई का दिनांक 26.03.2018 को निधन हो गया। वह 59 वर्ष की थी। उनके परिवार में पति एवं तीन पुत्रियां हैं।



श्री वी. के. सिंह, सहायक प्रबंधक (परिचालन), एलपीजी मुंबई रिफाइनरी का दिनांक 29.03.2018 को निधन हो गया। वे 57 वर्ष के थे। उनके परिवार में पत्नी एवं दो पुत्र हैं।



श्री जॉन्सन आई गोंसाल्विस, चार्जहेड क्राफ्ट्समेन, मुंबई रिफाइनरी का दिनांक 05.01.2018 को निधन हो गया। वे 55 वर्ष के थे। उनके परिवार में पत्नी, दो बेटियां हैं।



श्री जॉर्ज थॉमस, अनुरक्षण विभाग, कोच्चि रिफाइनरी का दिनांक 16.01.2018 को निधन हो गया। वे 58 वर्ष के थे। उनके परिवार में पत्नी, दो बेटियां हैं।

हम शोक संतप्त परिवार के सदस्यों के प्रति अपनी शोक संवेदनाएं व्यक्त करते हैं एवं ईश्वर से प्रार्थना करते हैं कि उनकी आत्मा को शांति प्रदान करें।

सुबह

नीले आसमान पर गुलाल की पिचकारी ।
बादल की आड़ में छुपकर किसने मारी ।

साँवले पहाड़ों की धुँधली सी धारी ।
देखते ही देखते हो चली सुनहरी ।

अलसाएँ से पेड़ों को शीतल झोंके ने जगाया ।
कहा, “ढल चुकी रात, रविराज द्वार पर आया” ।

कली कली है अधीर, घूँघट से शीश उठाने को ।
खिलखिलकर लहराने को, अपनी महक लुटाने को ।

डाल डाल पर पंछी मधुर सुरों में गाए ।
इतनी उमंग, ऐसी खुशी न जाने कहाँ से लाए ।

जान ले ऐ इंसान क्या कहती है कुदरत ।
भूल जा बीता कल, कर नए दिन का स्वागत ।

- वृंदा प्रभु तेंडुलकर,
रिटेल इंजी पश्चिम क्षेत्र, खारघर

भारत पेट्रोलियम हमारा

बी.पी.सी.एल. की ये धुन,
गुणवत्ता के प्रति जागरूक हम,
सुरक्षित कर्म हमारा, सफलता अपना नारा,
सुरक्षित कर्म हमारा, सफलता अपना नारा..... ।

सुरक्षित कार्य प्रणाली, हमने यहाँ है अपनाई,
आधुनिक उपकरणों से, सुरक्षा की दर बढ़ाई,
उत्पादन में हों प्रथम, प्रशिक्षण का है यहाँ नियम,
सुरक्षित कर्म हमारा, सफलता अपना नारा..... ।

राष्ट्र का ये नवरतन, जग भर पहुंचाए ईंधन,
सर्वश्रेष्ठ इसका है विज्ञान, गर्व है इसके अंग है हम ।

स्वास्थ्य, सुरक्षा, पर्यावरण, प्राथमिकता इनको दें हम,
गुणवत्ता पर लक्ष्य प्रथम, नंबर वन कहलाएं हम,
गौरव है ये राष्ट्र का, यह है 'भारत पेट्रोलियम',
सुरक्षित कर्म हमारा, सफलता अपना नारा..... ।

गौरव है ये राष्ट्र का, यह है 'भारत पेट्रोलियम',
सर्वश्रेष्ठ इसका है विज्ञान, गर्व है इसके अंग है हम,
गुणवत्ता पर लक्ष्य प्रथम, नंबर वन कहलाएं हम,
गौरव है ये राष्ट्र का, यह है 'भारत पेट्रोलियम',
गौरव है ये राष्ट्र का, यह है 'भारत पेट्रोलियम' ।

- परमजीत एस. साहोता
मुंबई रिफाइनरी

ऐसा है मेरा बीपीसीएल

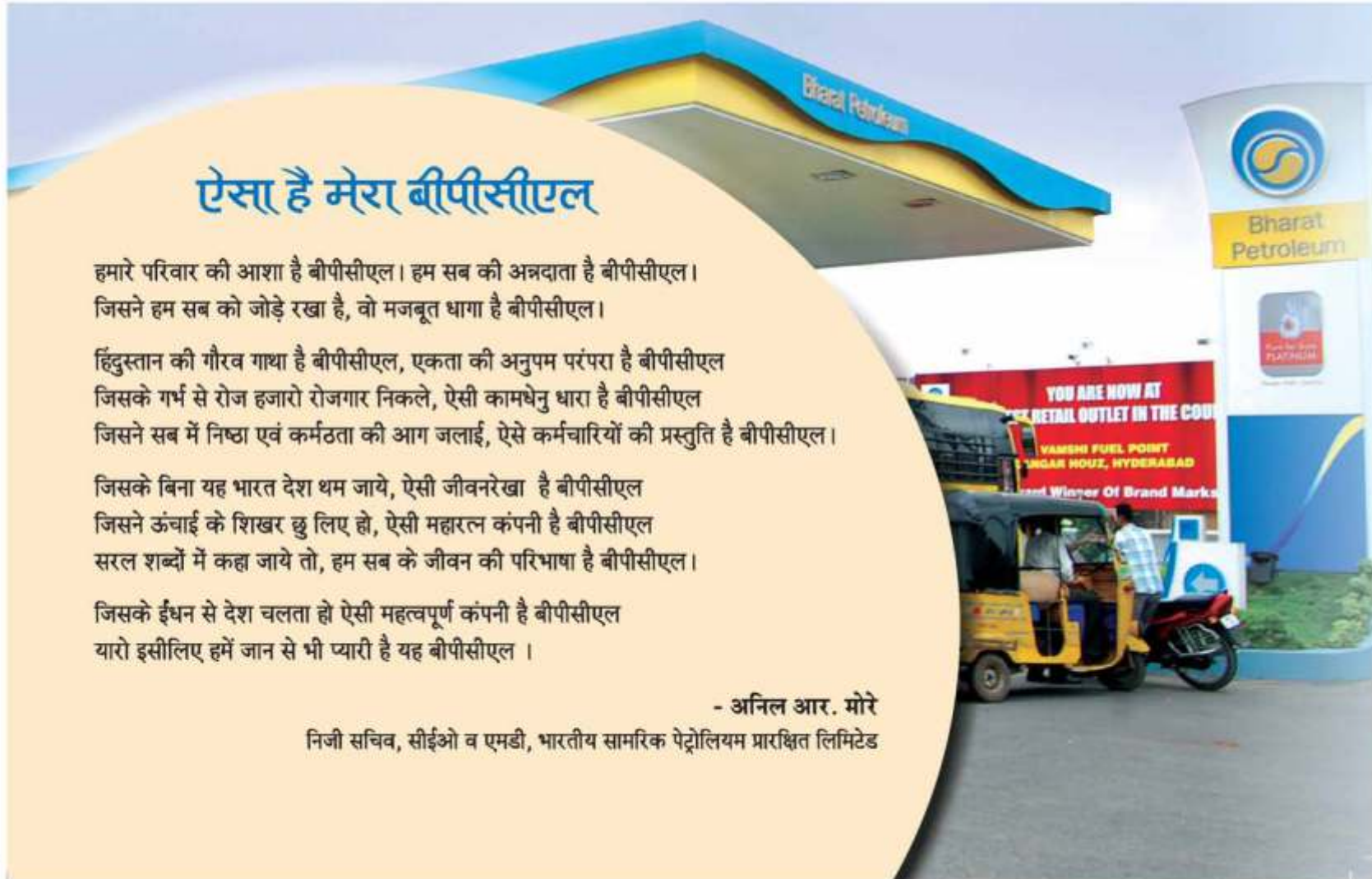
हमारे परिवार की आशा है बीपीसीएल । हम सब की अन्नदाता है बीपीसीएल ।
जिसने हम सब को जोड़े रखा है, वो मजबूत धागा है बीपीसीएल ।

हिंदुस्तान की गौरव गाथा है बीपीसीएल, एकता की अनुपम परंपरा है बीपीसीएल
जिसके गर्भ से रोज हजारो रोजगार निकले, ऐसी कामधेनु धारा है बीपीसीएल
जिसने सब में निष्ठा एवं कर्मठता की आग जलाई, ऐसे कर्मचारियों की प्रस्तुति है बीपीसीएल ।

जिसके बिना यह भारत देश थम जाये, ऐसी जीवनरेखा है बीपीसीएल
जिसने ऊंचाई के शिखर छु लिए हों, ऐसी महारत्न कंपनी है बीपीसीएल
सरल शब्दों में कहा जाये तो, हम सब के जीवन की परिभाषा है बीपीसीएल ।

जिसके ईंधन से देश चलता हो ऐसी महत्वपूर्ण कंपनी है बीपीसीएल
यारो इसीलिए हमें जान से भी प्यारी है यह बीपीसीएल ।

- अनिल आर. मोरे
निजी सचिव, सीईओ व एमडी, भारतीय सामरिक पेट्रोलियम प्रारक्षित लिमिटेड



Personal Glimpses



Pics by Brijesh Patil, Manager Maint. (Pipelines), Mumbai.