

(This document comprises news clips from various media in which Balmer Lawrie is mentioned, news related to GOI and PSEs, and news from the verticals that we do business in. This will be e-mailed on every Monday.)

Balmer Lawrie in News

The Telegraph
15 September 2014

Happenings

Balmer Lawrie launches distributor
in Ghaziabad



On 9th September, 2014, BalmerLawrie& Co. Ltd., a Mini Ratna - I PSE and a leading manufacturer of the "Balmerol" brand of Lubricants, added a new Distributor to its national network - M/s Shiva Lubricants of Ghaziabad. Partners of Shiva Lubricants, P K Garg and K K Garg will be introducing the Balmerol brand of lubricants to 150 counters within 3 months of operation at Ghaziabad and Noida.

Business Standard
11 September, 2014

TENDER CARE

BalmerLawrie launches Distributor

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to its national network - M/s Shiva Lubricants of Ghaziabad. Partners of Shiva Lubricants, P K Garg and K K Garg will be introducing the Balmerol brand of lubricants to 150 counters within 3 months of operation at Ghaziabad and Noida. They were handed over the distributor certificate by Mr. Anand Dayal, Director [Manufacturing Business], BalmerLawrie.

Dainik Jagran

11 September, 2014

एक नजर

बामर लारी का नया वितरक

कोलकाता : लुब्रिकेंट निर्माता बामर लारी एंड कंपनी लिमिटेड ने गाजियाबाद में नया वितरक जारी किया है। शिवा लुब्रिकेंट आफ गाजियाबाद को नए वितरक का सर्टिफिकेट बामर लारी के निदेशक (उत्पादन ब्यापार) आनंद दयाल ने वितरक का सर्टिफिकेट सौंपा। इस दौरान करीब 150 डीलर ने भी बैठक में हिस्सा लिया। गाजियाबाद व नोएडा में शिवा लुब्रिकेंट के पीके गर्ग व केके गर्ग तीन महीने में बामरोल ब्रांड को 150 काउंटर से पेश करेंगे।

No Facilitation Fee to Agents for Air Travel by Government Officials: Finance Ministry

The Finance Ministry has barred PSU travel agents, including IRCTC and Balmer Lawrie, from charging facilitation fees from government officials on their domestic and international air travels. The government had on October 10, 2013 allowed three authorised travel agents - IRCTC, Balmer Lawrie and Ashok Travels & Tours - to charge a facilitation fee of Rs. 100 on domestic air travels and Rs. 300 on international travels. "It has been decided to withdraw office memorandum of October 10, 2013, with immediate effect," the expenditure department of the Finance Ministry said in an office order.

Consequently, it added that "no fee/service charges which are not included in the tariff charged by Air India/Airlines are required to be paid to the authorised travel agents". It also advised that as far as possible, air tickets on government account may be obtained directly from Air India/airlines (booking counters/offices/website). However, it said, if it is not possible to obtain tickets directly from Air India/airlines counters, they may obtain the services of three authorised travel agents. In

Government clears stake sale in CIL, ONGC, NHPC; may get Rs 43,000 crore

The government kicked off the big-bang disinvestment programme it announced in the budget on Wednesday with the cabinet committee on economic affairs (CCEA) clearing stake sales in Coal India, ONGC and hydropower utility NHPC. At current prices, disinvestment in these companies is expected to meet budget target of Rs 43,425 crore. The first is likely to be a 5 per cent sale in steel maker SAIL that is expected to fetch Rs 1,700 crore.

CCEA cleared a 5 per cent stake sale in ONGC that, at current prices, will fetch more than Rs 19,000 crore. The company's share price has risen more than 50 per cent in the past year, with the narrowing of diesel subsidy providing a big boost to valuations in recent months. The disinvestment department has already shortlisted merchant bankers for the ONGC issue, which could hit the market later this month or early October. The government holds 68.94 per cent in ONGC, which closed marginally down at Rs 445.30 on the BSE on Wednesday. In 2012, the government had raised Rs 14,000 crore through the sale of a 5

order to rationalise government expenditure, the Finance Ministry has already constituted an Expenditure Management Commission under former RBI governor Bimal Jalan. The commission is expected to suggest ways to prune subsidies and reduce other expenses to bring down the fiscal deficit.

NDTV Profit - 08.09.2014

<http://profit.ndtv.com/news/corporates/article-no-facilitation-fee-to-agents-for-air-travel-by-government-officials-finance-ministry-661093>

Surplus cash of PSUs may be used to revive sick units

Surplus cash of state-owned enterprises including those of Maharatnas and Navratnas lying idle in banks may be used to nurse ailing PSUs that can be revived back to health, the government said today. The government has constituted a committee headed by NTPC Chairman Arup Roy Choudhury to study the proposal and submit a report in two months' time. The committee will examine the possibility of formation of a joint venture company funded by seed equity from Maharatna and other cash-rich central public sector enterprises (CPSEs) to administer and manage sick state-run enterprises that can be revived.

"All the Maharatnas and Navratnas combined have a (cash) surplus of around Rs 2 lakh crore which is lying idle in banks. We have given them a proposal to form a joint venture company which has equal equity share of all these cash rich companies. There are 70 sick PSUs and 43 out of these can be revived, the Heavy Industries and Public Enterprises Minister Anant Geete said on the sidelines of the SIAM conference here. "The new company formed will review and decide which sick PSUs can be revived. We want to give it entire responsibility to take over (revival of sick PSUs). There will be complete transparency in the process and the surplus money lying idle will certainly be used to revive sick PSUs," Geete added.

The Indian Express - 12.09.2014

<http://indianexpress.com/article/business/economy/surplus-cash-of-psus-may-be-used-to-revive-sick-units/>

Ministries expected to clean up PSU act after PMO's review directive

The Prime Minister's Office has directed administrative ministries to review the performance of the heads of enterprises under them, a sign of the government's intent to spruce up functioning of big state-run companies like ONGC, NTPC and Coal India. A senior official told ET that the prime minister is expected to review the performance of the incumbent chairmen. "This

per cent stake in the firm. CCEA approved a 10 per cent sale in Coal India, of which the government holds nearly 90 per cent. Shares closed 1.8 per cent down on BSE at Rs 373.85, at which level the government can raise nearly Rs 24,000 crore.

Economic Times - 11.09.2014

<http://economictimes.indiatimes.com/markets/stocks/news/government-clears-stake-sale-in-cil-ongc-nhpc-may-get-rs-43000-crore/articleshow/42190372.cms>

ONGC to revamp tender process to boost output

Pulled up often for under achieving its production targets but looking at a prospective diminishing of its subsidy burden, state-run ONGC has decided to overhaul its tendering process with an aim to massively cut down delays in project implementation and thereby increase oil and gas output. A key feature of the new process recommended by Boston Consulting Group (BCG) and approved by the Maharatna's board lately is to select the "most economically advantageous" tender instead of the lowest-cost one, as is the practice now.

The proposed mechanism, ONGC sources said, would allow to objectively select the right vendor to take up key jobs like drilling, field development, etc, for the PSU and would bring in technical efficiency at economical costs. The idea is to evolve ONGC's existing material management processes keeping in mind eight different parameters including quality- and cost-based management, category management, lifecycle costing, ratings of vendors and budgeting and long-term forecasting, the sources explained. What is being attempted is to develop a strategic view to procurement, improved vendor management and accuracy in budgeting.

Financial Express - 09.09.2014

<http://www.financialexpress.com/news/ongc-to-revamp-tender-process-to-boost-output/1287045>

Festive Season Sale: Airfares from Rs. 1,290

It is raining discounts for air travelers in India. Many airlines are offering promotional scheme for the festive season to attract flyers. Budget carrier AirAsia India, which recently added Jaipur and Chandigarh to its list of destinations, is offering promotional fares from an all-in Rs. 1290. This offer is valid on bookings till September 14 and travel period till December

should not be construed as some witch hunting exercise. The aim is to get the best of all these experts in their respective domain," the official, who did not wish to be named, said. People aware of the development said the PMO has also asked for a comparison of the company's performance under the incumbent chiefs with that under previous heads.

Economic Times - 10.09.2014

http://articles.economictimes.indiatimes.com/2014-09-10/news/53770466_1_sudhir-vasudeva-vigilance-clearance-rao-extension

Tourist footfall from abroad picks up 16.9% in August

There are signs of pick up in foreign tourist arrivals in the country post elections. In August alone, India received 16.9% more foreign tourists, say ministry of tourism sources and dollar earnings from foreign tourists have increased 24.9% over earnings in August 2013 which accounted for \$1.294 billion. An in-bound tour operator says he is expecting a group of 300 people from South America next month and hopes the trend is here to stay.

The Economic Times - 10.09.2014

<http://economictimes.indiatimes.com/industry/services/travel/tourist-footfall-from-abroad-picks-up-16-9-in-august/articleshow/42162581.cms>

Air travellers take to mobile apps to get best out of flash sales

Air travellers are increasingly shifting to mobile applications from the desktop to book tickets, a trend that underlines the growing demand for smartphones and mobile Internet and, interestingly, is driven by the growing number of flash sales offered by airlines. "Right now, there are 8,500 to 10,000 tickets sold via mobile applications every day. Two years back, the number was zero," said Samyukth Sridharan, president and chief operating officer of Cleartrip.

Cleartrip gets 30 per cent of its total searches on its mobile while the rest comes from desktop. Last year, the ratio was 12: 88. Similarly, actual transactions on mobile have risen to 35 per cent from 20 per cent last year. Cleartrip gets 3 million searches every month, or 100,000 a day. As of last week, roughly 2.2 million consumers had downloaded its mobile application. For others, the story is similar. Makemytrip said in its latest annual report that its mobile customers soared more than 14 times in two years to 327,892 till March 2014. It had a total of 2.5 million users of its mobile application as of end March.

The Economic Times - 15.09.2014

<http://economictimes.indiatimes.com/industry/tra>

11, 2014. Jet Airways has also announced special fares for all passengers travelling in its economy class on the domestic network. All-inclusive fares start from Rs. 1,999 under this offer. This offer is valid on travel period between October 7, 2014 and January 15, 2015. Jet Airways is also offering special fares from Rs. 830 under a separate scheme, which is for travel on or after January 16, 2015.

NDTV Profit - 08.09.2014

<http://profit.ndtv.com/news/industries/article-festive-season-sale-airfares-from-rs-1-290-660689>

SpiceJet Comes Up With Super Sale Offer Again

Budget carrier SpiceJet has announced a discount sale offer with fares starting from an all-inclusive Rs. 1,999 for specific routes on its domestic network. The booking for this SpiceJet scheme will remain open till September 16, 2014. This SpiceJet offer is applicable on travel period between October 7, 2014, and January 15, 2015. SpiceJet has been one of the most aggressive players in offering promotional schemes, announcing more than a dozen offers this year.

Profit NDTV - 12.09.2014

<http://profit.ndtv.com/news/industries/article-spicejet-comes-up-with-super-sale-offer-again-662791>

Govt panel for relook into major port cargo handling

Worried that non major ports are eating into the share of 12 major ports, a government appointed panel has suggested a relook at handling of cargo at Centre-owned ports. "The issues around stevedoring and shore handling of cargo in major ports need to be analysed against the background of major ports continuously losing market share to the non-major ports in the last few years," the Shipping Ministry panel has said.

The development comes against the backdrop of market share of major ports nosediving to 57 per cent in 2013-14 from 91 per cent in 1994-95. "For several years now, non-major ports have been growing at 3-5 times the rates of the major ports," the panel has said, suggesting policy prescriptions and interventions premised on the monopoly of major ports, such as extracting a royalty/revenue share from operators may backfire in terms of loss of competitiveness and further loss of market share.

Business Standard - 11.09.2014

<http://www.business-standard.com/article/pti-stories/govt-panel-for-relook-into-major-port->

nsportation/airlines-/-aviation/air-travellers-take-to-mobile-apps-to-get-best-out-of-flash-sales/articleshow/42484228.cms

Government unveils new guidelines for coastal shipping

To decongest railways and road transport, the government today approved new guidelines that will promote coastal shipping. The country's 12 major ports have been asked to earmark exclusive berths and green channel for coastal cargo to promote the sector. The Ministry of Shipping has issued new guidelines under which these ports will have to give priority berthing to dry bulk or general cargo coastal vessels irrespective of the origin and final destination of the cargo, an official statement said.

The 12 ports are: Mumbai, Jawaharlal Nehru Port Trust, Kolkata (with Haldia), Chennai, Visakhapatnam, Cochin, Paradip, New Mangalore, Marmagao, Ennore, Tuticorin and Kandla. The guidelines, approved by Shipping Minister Nitin Gadkari, also provide for concessional port charges whether the vessel is berthed on priority basis or on normal basis.

The Economic Times - 10.09.2014

<http://economictimes.indiatimes.com/industry/transportation/shipping-/-transport/government-unveils-new-guidelines-for-coastal-shipping/articleshow/42188719.cms>

Government asks CWC to set up air freight stations in 10 cities

To improve supply management of foodgrains and commodities, the government today directed state-run Central Warehousing Corporation (CWC) to explore eight-key areas, including setting up of air-freight stations in 10 cities and private railway freight terminals. CWC has also been asked to examine establishment of Inland Container Ports at Indo-Nepal and Indo-Bangladesh borders, besides looking at feasibility of entering into procurement of pulses and oilseeds. The new directions were given to CWC during the review meeting taken today here by Food Minister Ram Vilas Paswan. "The minister reviewed the corporate plan of CWC and gave new direction to diversify its area in context of the government's priority to achieve effective supply management of all commodities," a senior government official said. CWC has been asked to explore setting up of air-freight stations at 10 busy cargo traffic cities.

Jagran Post - 10.09.2014

<http://post.jagran.com/government-asks-cwc-to-set-up-air-freight-stations-in-10-cities-1410327522>

cargo-handling-114091100934_1.html

India to build a second container transshipment facility

India's tiny state of Kerala will soon have another international container transshipment terminal (ICTT) at Vizhinjam near Thiruvananthapuram to add to the one run by Dubai's DP World Ltd at Cochin port, located a few nautical miles away. There is scepticism in the port industry whether India can afford to locate two container transshipment facilities in the state located on the country's western coast when the first one itself is struggling to realize its full potential despite several sops given by the government, particularly relating to cabotage relaxation and discount in vessel-related charges to wean away cargo from rival Colombo.

A container transshipment terminal acts like a hub, into which smaller feeder vessels bring cargo which then gets loaded onto larger ships. Larger vessels bring about economies of scale, and lower the cost of operations for shipping lines, which then translates into lower freight rates for exporters and importers.

Livemint - 12.09.2014

<http://www.livemint.com/Opinion/LYeYaHju2DIzddMMFcrNHM/India-to-build-a-second-container-transshipment-facility.html>

Logistics stocks gain ahead of Snowman listing

The impending listing of Snowman Logistics revived interest in logistics firms such as Gati, Container Corp of India (Concor), Balmer Lawrie and Patel Integrated Logistics. Besides, progress on the Goods and Services Tax (GST) front also improved sentiment for these stocks. Analysts expect the Snowman Logistics scrip to begin trading on the bourses from this Friday or early next week. Snowman does not have direct listed peers; Gati and Concor have cold storage logistics businesses, but these form part of the main business. Shares of Gati jumped 10 per cent to close at its lifetime high price of Rs 174.55. Concor gained 2.5 per cent at Rs 1,297.6 while Balmer Lawrie moved up 3.2 per cent at Rs 615.85.

The Hindu Business Line - 08.09.2014

http://www.thehindubusinessline.com/markets/stock-markets/logistics-stocks-gain-ahead-of-snowman-listing/article6391720.ece?utm_source=RSS_Feed&utm_medium=RSS&utm_campaign=RSS_Syndication

Indian Railways to introduce a freight rebate scheme

The Indian Railways has decided to introduce a new scheme of providing rebate for freight loaded in covered wagons from Southern Railway to South Central Railway in inter-zonal empty flow direction from October 10th. An official release said that this would be a pilot project for a year. However, iron ore, coal and coke and other commodities under similar classification are excluded from the scheme.

The Railways has urged the merchant community to make use of the offer. It has found that the movement of large volumes of traffic from stations on SR to stations over SCR, mostly in Telangana and Andhra Pradesh, would fetch additional revenue.

The release said that the Railway Board had chosen Palakkad Railway Division as one of the key operators of this pilot project. The Division would soon hold a meeting of freight customers and freight forwarders in the region to highlight the benefits of the scheme.

Steel Guru - 08.09.2014

http://www.steelguru.com/indian_news/Indian_Railways_to_introduce_a_freight_rebate_scheme/348586.html

Ministers may not be allowed to use Gmail in office

Ministers and bureaucrats may soon be barred from using Gmail, Yahoo or any other email facility that has servers hosted outside India for any official communication. A new draft email policy makes services by the National Informatics Centre (NIC) mandatory for government work. The policy says service providers other than the NIC – the government's official email service provider – can be used for personal communication only.

It also restricts officials from forwarding emails from their official ids to their personal ids. A draft cabinet note on the policy, prepared by the department of electronics and information technology, has been circulated for inter-ministerial consultations. "We will go to the cabinet soon for approval," said an official. Sources said though the NIC had provided official email ids to 3.5 million government employees so far, only 700,000 were currently used.

Hindustan Times - 15.09.2014

<http://www.hindustantimes.com/india-news/centre-set-to-stop-ministers-from-using-gmail-yahoo-for-official-email/article1-1264050.aspx>

Piyush Tiwari selected as Director (Commercial & Marketing), ITDC

PSEB has recommended the name of Shri Piyush Tiwari, DGM, RINL, for the post of Director (Commercial & Marketing), Indian Tourism & Development Corporation Limited at a Public Enterprises Selection Board meeting held on September 9, 2014.

PSEB.nic.gov.in - 09.09.2014

<http://pesb.gov.in/recommendation/Recommendation-09092014.pdf>

SBI's Arundhati Bhattacharya only Indian woman in Bloomberg's '50 Most Influential' list

State Bank of India's first woman chairperson Arundhati Bhattacharya been featured in the '50 Most Influential' list of Bloomberg Markets. Bhattacharya, who is the only Indian woman to be present in the list, is featured in the 'bankers' category, SBI said in a release issued here today. The list will appear in the magazine's October 2014 special issue.

Firstpost - 11.09.2014

<http://firstbiz.firstpost.com/corporate/sbi-chief-arundhati-bhattacharya-only-indian-woman-in-bloombergs-50-most-influential-list-98750.html>

A new code of conduct for directors

The job of company directors in India remains one of the most unenviable in the world. Not only do they have to operate in a challenging economic climate, their directorial duties now include a host of codified and enhanced rules of liability and responsibilities, under Companies Act, 2013. In spite of assurances from the Narendra Modi government that a fresh look at some of the problematic issues of the new Act is in the offing, the Indian corporate governance scenario may have become even more complex, now that the country's Competition Appellate Tribunal (COMPAT), has come out with its own governance standards.

COMPAT, pursuant to a recent decision, has effectively created a new category of directorial duty of care—the 'fiduciary anti-trust duty', especially for directors on boards of dominant Indian companies (firms with high market power), similar to what the chancery courts of Delaware (the US), experimented with, in the mid-1990s.

Financial Express - 15.09.2014

<http://www.financialexpress.com/news/a-new-code-of-conduct-for-directors/1289102>