

बामर लॉरी एण्ड कं. लिमिटेड

Balmer Lawrie & Co. Ltd.

Balmer Lawrie Organisational Gazette

BLOG



Vol. 1 Issue 1

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EDITORIAL

Tom Peters, an American business author and speaker once said "Communication is everyone's panacea for everything." Effective and timely communication is the essence of an involved and engaged workforce in any organisation. Though **BLOOM** has to a large extent satiated the internal communication needs of the employees across various locations and businesses of Balmer Lawrie and its Associate Companies; we had planned to consciously leverage the 'connect' established through **BLOOM** to the families of employees and beyond. The result is **Balmer Lawrie Organisational Gazette [BLOG]**, a half yearly House Journal. Trust **BLOG** will take forward the 'oneness' and 'connect' beyond the boundaries of Balmer Lawrie.

You would agree that no venture like **BLOG** can be successful without employees' active engagement and participation. We look forward to receiving your valuable feedback, suggestions and contributions.

BLOG wishes you and your family a very happy festive season.

**BLOG – THE MAKING OF**

An effective communication process is integral to the DNA of any successful organisation. Though in the past, sporadic attempts were made at enhancing the internal communication process through bulletins etc, these could not be sustained for various reasons. We have recently made a new beginning with the publication of the **Weekly Media Update & the Monthly Online Bulletin – BLOOM**. Both these are internet based online publications and thus not all employees of the Company are equipped to access them. Towards furthering the process of internal communication, we are now introducing a printed magazine, the **Balmer Lawrie Organisational Gazette - BLOG** which can reach out to every employee of Balmer Lawrie, their families and beyond.

BLOG besides featuring business related information would also cover news on significant events & happenings in the Company in the preceding six months. It would contain news on achievement of employees and their family members. **BLOG** would also provide an opportunity to employees and their family members to express their creativity through various forms of communication, may they be prose, poetry, painting etc. It is needless to mention that the success of **BLOG** will lie in your hands. Your personal involvement and contribution can only make it interesting and invigorating.

My best wishes to the editorial team and greetings to all employees & their family members.

P. P. Sahoo

DIRECTORS' CORNER**Shri S K Mukherjee, C&MD**

In a diverse organization like ours, it is imperative for all of us to align our individual goals to the Company's Vision, Mission & Values. Integrating our priorities with organisational objectives is the key to our long term success. A sense of ownership and primacy of organisational interest combined with the potential of all employees will make Balmer Lawrie a great place to work.

One of our primary goals of business is to maximize profit and this can be achieved at each of our Units through a strategic combination of increased revenue, elimination of wasteful expenditure, cost reduction, enhanced productivity, better capital efficiency, safety & employee well being and innovation & creativity. We also need to continuously work towards the Company's growth and prosperity. Lest we forget, each one of us is a brand ambassador of the Company. So not only are we expected to believe in the virtues of integrity & transparency but also live by it, demonstrating these values in everything that we do.

I am extremely happy to be part of the maiden issue of **BLOG**. Best of luck to the editorial team of **BLOG** and I hope **BLOG** will unite not only us, but also our families. Since I will be laying down my office before the next issue of **BLOG**, I wish all my colleagues in Balmer Lawrie a Bright, Prosperous and Peaceful 2012.

Shri V N Sharma, Director [Manufacturing Businesses]



Presently Manufacturing businesses contribute 40% of the Company's turnover but a less impressive share of its profit. A key expansion project is now underway in G&L-Silvassa and we have plans for major expansion and modernisation in the other businesses as well. The Company entered into Construction Chemicals recently and this activity would be scaled up soon. We have ambitions for our nascent business in technical services in the hydrocarbon sector. Three decades after BL ventured out to Dubai with steel barrel manufacturing (the first manufacturing unit outside India by an Indian PSU), PT Balmer Lawrie Indonesia, a JV of BL has recently commissioned its lubricant plant with technological support from our Engineering & Projects cell and G&L. The decade ahead should see BL's manufacturing businesses taking much greater strides in India and overseas, keeping pace with the service businesses which have led the Company's growth in the last decade. While we enjoy leadership position in niche areas in all our businesses, we need to replicate the achievements in more spheres- including in our JVs- to grow in size and profitability.

Among many of BL's enduring strengths, has been its customer orientation. We need to focus more in this area even as we target greater growth. We have to infuse new skills amongst us and induct young professionals. Majority of the senior management personnel would lay down office in the next five years and the onus is on the senior generation to mentor and empower the younger colleagues for smooth transition.

Greetings to all for the ensuing festival season. Congratulations and best wishes to the editorial team of BLOG on this inaugural issue. May BLOG contribute to energising Team Balmer Lawrie for greater achievements.

Shri K Subramanyan, Director [Finance]



Armed with a reasonably consistent performance 'year-on-year' and generation of surplus funds, the Company is presently exploring various avenues for growth, both in the manufacturing & service activities. However, in existing businesses we are yet to achieve the 'profitability' target of 10% of turnover and this can only happen by improving the turnover in businesses where margins are comparatively higher, and exercising better control on overdue debts and stocks.

As we are growing, though our Company has well laid down systems and procedures, there is a need for each of our businesses to insulate themselves by identifying risks and lay down systems & procedures for their mitigation. At the corporate level, the IT department is in an advanced stage of setting up a Disaster Recovery Cell in Delhi, which would facilitate data storage / retrieval thereby ensuring business continuity at all times. When the proposed implementation of ERP is completed, we will also be better placed to respond to the business needs both proactively as well as expeditiously. Finally, what is invaluable for India is also true for our Company, i.e. Our People! With the continued commitment & sincerity of our employees, cutting across sections & levels we can take Balmer Lawrie to greater heights.

I wish the editorial team of BLOG all success.

Shri Viren Sinha, Director [Service Businesses]



I feel happy that most of the SBUs have performed robustly in the first 6 months of FY 2011-12. It is needless to mention that we were helped by the growth in economy, which unfortunately now has started showing discernable signs of a slowdown. While slowdown in IIP is sure to impact our manufacturing businesses, the global recession and turmoil in the European financial sector and downturn in the shipping industry are bound to affect our logistics businesses. Meanwhile, Tours & Travel is also not being helped by the government's recent circular on economy measures. Hence, it is necessary that we make every effort to protect our market share in all businesses and focus on volumes which would definitely enable us to achieve our bottomline targets.

Today's business environment is daily throwing up new challenges in the areas of technology and the need for adopting new technology is becoming imperative. While implementation of ERP in the manufacturing businesses is a step in the right direction, the need for leveraging technology has never been more than it is today in the service businesses. Technology in the realm of web, mobile platforms and hand held devices should be adopted in the shortest time frame. I believe that we can use technology to differentiate ourselves from our competitors.

My best wishes to the editorial team of BLOG.

NEWS FROM SBUs / JVs

□ The Chittoor Plant of Industrial Packaging, which was commissioned in mid-2010 was successfully operated during the first full season (March-July 2011) catering to the fast growing fruit pulp industry.



□ Our CFS at Dronagiri emerged a pioneer amongst other CFSs in Mumbai on the introduction of the RFID based Container Tracking Management System (CTMS) in March, 2011. Previously, CTMS was operational in only two CFSs in India, both in Chennai; one of them being BL's CFS at Manali.



□ In an endeavour to transport containers to-and-fro between the port and the CFS efficiently and in a more cost effective manner, CFS, Kolkata built an Integrated Railway Siding and procured 15 flat wagons to set up a "Merry Go Round" service between KDS & BLCFS. A trial run of the service was successfully completed by moving 30TEUs from KDS to the CFS on 27th July, 2011.



□ A special blending and packaging facility was inaugurated on 28th July 2011 at the Tea Unit in Kolkata. Balmer Lawrie has entered into a three-year agreement with

Goodricke for blending and packing around 1500 MT of tea annually.



□ Transafe Services bagged an order from Container Corporation of India for manufacturing and supplying of specialised containers to the National Horticulture Board (NHB). On 30th July 2011, Shri. Arup Roy, Hon. Minister for Agriculture Marketing Govt. of West Bengal, flagged off the first container from the Transafe factory premises in Kharagpur.



□ Engineering & Projects Department was retained by PT. Balmer Lawrie Indonesia as Project Management Consultant for implementation of their Grease Processing & Lube Oil Blending Plant at Cikande-Indonesia. The plant was inaugurated by C&MD on 15th August 2011.



□ Logistics Services commissioned a new office at Bhubaneswar under the administrative control of the Kolkata Branch and at Ludhiana under the administrative control of the Delhi Branch in August, 2011.

□ Logistics Services, Kolkata successfully handled 2546 tons of Project cargo A/c BHEL from Rotterdam to Kolkata port by a chartered vessel, Mv. Atlant Svenja from 20th-24th August 2011. The cargo comprised 9 heavy lift packages, each

weighing from 118 to 324 mt, besides other packages. This is the largest shipment handled by LS in Kolkata till date.



□ A 5-year prestigious contract was signed by Logistics Services with ISRO Bangalore for air cargo consolidation in August, 2011. This noteworthy contract covers all ISRO locations across the country.

□ W&D Sonapur bagged a 2-year contract from Jindal Steel & Power Ltd in the month of August, 2011. The contract is valued at around 1 Crore per annum. Each single piece of material will range from 2.5 tons to as heavy as 23 tons. The first rake consisting of 45 wagons, 2742 tons of cargo of Steel Plates & Coils was received on 12th August 2011.



□ Tours & Travel launched its own business specific website on 23rd June 2011 and rolled out the software package 'Cash X' in Mumbai and Kolkata on 1st September 2011.

□ Tours & Travel has been engaged as the exclusive official travel agency for Defence Personnel across the country. An implant office was commissioned on 10th September 2011 at Central Command, Lucknow to cater to the needs of the personnel.



KNOW YOUR LEADER...

“Example is leadership.” - Albert Schweitzer

Shri Niraj Gupta, ED [Logistics] heads the Logistics Business at Balmer Lawrie and has significantly contributed to the organisation during his long tenure of thirty one and a half years.

1. Your motivation to stay with Balmer Lawrie (BL)

This company provides you opportunities to express yourself and empowers you with the required authority and responsibilities that keeps the drive in you alive.

2. Significant professional and personal achievements

Though I am a chartered accountant by profession, I moved out of Finance in early 90s. I moved around in the company both across locations and SBUs and have shouldered various responsibilities. I was part of the team that worked towards divestment of the Cylinder Manufacturing Unit at Mathura. This was the first time ever a Public Sector company was able to hive off a unit as a ‘going concern’.

During my stint as the Head of IT, e-enablement in BL progressed from being just a ‘financial accounting and payroll system’ to an online business system. The service sector became a major profit driver of the company, and BL thus, moved away from its dependence on manufacturing activities. In 2000, I took charge of Mumbai CFS and then moved on to take charge of SBU:LI and then SBU:LS. That is when the service sector started contributing majorly to the bottomline.

3. Significant achievements of the Logistics Business

I have been in Logistics since 2000. During these 11 years, the profits from Logistics have increased nearly 3 times. In Logistics Services, BL is the preferred freight forwarder of major government and defence sectors, and has been involved with prestigious projects such as the satellite launches of ISRO. It is to the credit of LS, that it has not lost any major Govt. Customer over the years. Currently, we are engaged with the challenge of entering the private sector aggressively, both directly as also through a Joint Venture.

In Logistics Infrastructure, BL was the pioneer in East India, being the 1st company to set up a CFS in Kolkata. Since then we have grown and today we are amongst the top ten CFS operators in India. Two Joint Venture companies are under consideration to enable BL to be amongst the top five companies in this business.

4. Who all are there in your family?

My wife, Shalini is a homemaker with religious bent of mind, and

a health freak. We have two children, a son who is elder of the two, and a daughter. Our son, Chirag did his mechanical engineering from Mumbai and Masters in Robotics from the US. He is currently working in the US and lives there with our daughter-in-law, Richa. Daughter, Divya completed her Bachelors in Communications from Kolkata and is currently pursuing her MBA in Pune.



5. Who is the person who influenced you the most and why?

My father. He was a self-made man, very upright and disciplined. In my professional life, I've had some good teachers. One of them was Dr. B P Banerjee. He was ED [Technical] when I joined the company. Dr. Banerjee always encouraged me to speak my mind.

6. What is your favourite one liner?

“Expect the best, be prepared for the worst.”

7. What are your hobbies?

Philately (worldwide) and Numismatic (India)

8. Which is your favourite travel destination?

Any hill station, especially hill stations in Himachal Pradesh.

9. Your management style or mantra

Provide guidance to your subordinate and leave it to them to deliver but be available for any corrective directional issue.

10. Message for all Balmer Lawrie employees

BL is a company which grows on you. It provides you the total freedom, responsibilities and authority required to deliver your best. To the younger generation my advice would be to remain mobile and not lose the opportunity of exploring the whole of Balmer Lawrie. This would not only help them to widen their horizon but would also enhance their career prospects.

ERP – THE JOURNEY

In an initiative to keep pace with technology, Balmer Lawrie has embarked in its journey of implementing Enterprise Resource Planning (ERP) in the Company. We are presently in the process of selection of the ERP software and implementation partner with the help of PWC, our ERP consultants.

The key to successful implementation of ERP is the change readiness of the Company & its people. PWC recently conducted a change readiness survey in Balmer Lawrie. This has highlighted the need for greater focus on building robust organisational processes, ensuring Leadership commitment towards employee involvement and enhancing the communication process.

Some of the employees' comments are quoted verbatim:

“Need more clarity with regards to benefits of ERP”

“Motivation for change is required to be instilled in the employees”

“I definitely believe that the ERP system will enhance our productivity and enable us to perform better”

“A monthly awareness meet is required to better understand ERP”

We will continue providing you information & updates on the progress of ERP implementation.

GLIMPSES OF 145th



FOUNDATION DAY



EVENTS & HAPPENINGS

■ The Annual Top Management Meet was held in Goa from 4th to 6th June, 2011 during which the Team reviewed the performance of various SBUs and chalked out strategies for future growth.



Ladies' Day Out! Spouses of the Top Management Team pose for a Picture Perfect.

■ On 22nd July 2011, the Department of Public Enterprises organised a one-day workshop on Performance Management System and Performance Related Pay for 19 CPSEs of the Eastern Region. The workshop conducted in Hotel Hindustan International was coordinated by Balmer Lawrie.



■ The All India Marketing Meet of the SBU:Greases & Lubricants was held at Ffort Raichak from 8 to 10 July, 2011. Fifty five officers from all locations across the country including D(MB), ED(L&C), GM(Operations) and GM(C and R&D) were present.



BALMEROLSUPERSTAR 10W30, premium semi-synthetic 4-stroke engine oil in 900 ml pack size was launched during the SBU:G&L Marketing Meet.

■ On 23rd September 2011, the 94th Annual General Meeting of Balmer Lawrie & Co. Ltd was held at the Birla Sabhaghar, Kolkata. As this was the last AGM of C&MD, Shri S K Mukherjee, the shareholders gave him a standing ovation for his leadership in delivering record performance year on year.



■ Tours & Travel Branch Heads' Meet was held in Hyderabad on 16th and 17th July, 2011. The participants of the meet are seen in photo with Shri S K Mukherjee, C&MD and other Senior Officials.



■ A friendly Cricket match was organised on 7th May, 2011 at Kalighat Grounds in Kolkata Maidan between Balmer Lawrie and Maersk India Ltd, one of Logistics Infrastructure's important clients.



■ A Training program on mastering Selling Skills was organised for the Marketing Team of Industrial Packaging at Khandala from 8th to 10th September. The program was conducted by Mercuri Goldman.

■ Shri A K Khuller, GM [Tours & Travel], Delhi retired on 31st July, 2011, after successfully completing 32 years of service. In photo C&MD, Shri S K Mukherjee felicitates Shri Khuller.



KNOW YOUR FELLOW BALMER LAWRIEN...



Shri Sekhar Kar, Production Assistant (Oil), Greases & Lubricants, Kolkata is a diligent employee and an amiable person. He was interviewed by Shri Subrata Deb, Manager

(HR)- G&L, Kolkata

SD: How long have you been working with Balmer Lawrie and currently what is your role/dept?

SK: I am associated with the company for the past 23 years. Currently I am working in oil manufacturing section.

SD: What do you like about Balmer Lawrie?

SK: Among the many good things that I like here, I feel the homely atmosphere and job satisfaction are the most important

SD: What is your most memorable moment in Balmer Lawrie?

SK: The moment I received my promotion letter for movement from Workmen Category to Clerical Staff.

SD: Who is your inspiration in life and why?

SK: Shri Samir Baran Paul, Deputy Manager (Production), who has inspired me to deal with other colleagues effectively. I have learnt a lot from him.

SD: What are your hobbies?

SK: Involving myself in cultural and social activities. Thankfully the company provides a lot of opportunities to participate in such activities. I am one of the executive committee members of BL Recreation Club & BL Employees Cooperative Credit Society.

SD: Place you belong to and who all are there in your family?

SK: I belong to Kolkata and my family members include my Mother, Wife and a 14-year old Son.

SD: Any message for Balmer Lawrie employees.

SK: Balmer Lawrie has successfully completed 144 years and I wish this organisation continues for another 150 years. In any factory, effective supervision is critical for achieving targets and deadlines. Further, for the company to run successfully for another 150 years we need to plan for the future manpower, technology and above all growth. All employees across levels should pledge to align themselves to company's vision, mission & values.

BL & COMMUNITY

Healthcare of Elderly

BL under its BLISS scheme has sponsored a Mobile Unit dedicated to medicare of elderly in the Manali area. BL also sponsors the support a Granny program of HelpAge India. BL is being recognised for its association with Helpage on 1st October, 2011 at a function in Delhi with the Silver Plate Award.



Healthcare of Child & Mother

BL sponsors the Thursday Clinic run by Child In Need Institute [CINI] at Pailan, West Bengal, which provides free medical facilities and pre & post-natal advice to pregnant mothers. The clinic also runs immunization programs and provides special nutrition to children upto 5 years of age.



Education

The Company under the BLISS scheme provides funds for building infrastructure for education. In pursuance of this, a 3-storey extended block was constructed for Class-XI & XII of Dara Adarsha Vidyamandir in the remote village of Dara in Sunderban, West Bengal. Around 400 students belonging to SC/ST/OBC/Minority/BPL categories stand to benefit. Balmer Lawrie also sponsored the new school building (for Classes XI & XII) at Calcutta Emmanuel School, Jadavpur, Kolkata. Around 200 students belonging to the economically backward sections of the society will benefit.



Integrated Village Development

At Silvassa, BL under its SAMBAL scheme, in collaboration with the Rotary Club and the UT Administration has taken up several neighbourhood development programmes in the area of child welfare, sanitation, adult literacy, skill development, environment protection etc. BL has committed itself to the long term development of Khadoli village in Silvassa, where the Company's IP plant is located.



In photo (clockwise) Adult literacy class, Anganwadi, Youth trained in motor driving and Construction of Community Centre at Khadoli

AWARDS & ACCOLADES

Shri P P Sahoo, ED [HR] was honoured with the coveted "HR Leadership Award" at the Asia Pacific HRM Congress on 2nd September 2011 at Bengaluru for his thought leadership and exemplary contribution to the HR function. Congratulations!



Nitesh S Agawane, son of Mr Subhash T Agawane, Asst Manager [P&A], CFS, Mumbai was ranked 4th in the Regional Category Merit List in the MH-CET [Medical] exams. Congratulations to the Doctor in making!



Five-year old Sara Acharya, daughter of Shri Shantanu Acharya, Manager [Credit Control], SBU: T&T, sang the song "Aai Mere Watan Ke Logon, Zara Aakh Mein Bhar Lo Pani ..." on 90.4 FM Radio Station on 15th August, 2011. A potential winner of Sare Gama competition in the making!

TALENT UNLIMITED!



Sketches by Anant Tirkey, Officer (SCM), IP Sewree



Painting by Moumita Sinha, w/o Shri Krishnendu Sinha, Asst. Manager [Marketing], Performance Chemicals, Kanpur



Drawing by Koena and Sketch by Shritama, daughters of Shri Tapan Sarkar, Manager [Marketing], Leather Chemicals –Delhi

"Let us while striving patiently to hold,
Ourselves suitably in society's every fold,
Root out the elements of terror and mould,
Our character into ideals ever untold.

Let us while realising the depth of beauty,
And visualising the power and ecstasy,
In flourishing in philosophical maturity,
Enlighten ourselves upto the pitch of Deity."

Anil Kumar Agrawal,
Sr. Manager (Admin), Mumbai

Search for Freedom!!

In my search for freedom,
I've come in this beautiful kingdom,
This world was a place where peace used to reside,
Love was in the air,
None ever had a fight.
The wind was filled with optimism,
The thoughts were filled with positivism,
Words used to be bowls of honey,
There was substance in all and not just money.
Times have changed, moments have passed by,
People have become machines,
And Feelings now cry.
Today we are together, let's define cause,
Make a promise to ourselves that we will never pause.
On our way to search for freedom,
Where we stand together and feelings smile,
Our hearts soar together,
Throughout life, for miles and miles and miles...

Dhriti Goswami,
d/o Mr. Dhruba Goswami, Manager
(A&F) - Log. Services, Delhi

राजभाषा पखवाड़े का आयोजन

हमारे अध्यक्ष एवं प्रबंध निदेशक श्री एस. के. मुखर्जी के हिंदी दिवस के अवसर पर जारी किए गए संदेश में हिंदी के प्रचार-प्रसार तथा उसके प्रति जागरूकता पैदा करने के लिए हिंदी दिवस/हिंदी पखवाड़ा/हिंदी माह के आयोजन पर बल दिया गया है।

उक्त संदेश एवं भारत सरकार की नीति को ध्यान में रखते हुए वामर लॉरी एण्ड कं. लि. ने भारत में स्थित अपनी सभी यूनिटों में अनेकानेक रोचक कार्यक्रमों का आयोजन करके हिंदी पखवाड़े का आयोजन किया जिसका पूर्ण विवरण निम्न प्रकार है:

प्रधान कार्यालय - कोलकाता



राजभाषा पखवाड़ा उद्घाटन समारोह में उपस्थित अध्यक्ष व प्रबंध निदेशक तथा निदेशकगण

प्रधान कार्यालय में इस बार 12-26 सितम्बर 2011 के दौरान निम्नलिखित कार्यक्रम आयोजित किए गए :

पखवाड़े का उद्घाटन समारोह, हास्य कवि सम्मेलन, आशुभाषण प्रतियोगिता - विभागवार, कृत्रिम संसद (मॉक पार्लियामेंट), कंप्यूटर पर कार्यशाला, अखिल भारतीय स्तर पर राजभाषा समीक्षा बैठक, प्रश्न-मंच प्रतियोगिता

चैन्नै कार्यालय



चैन्नै कार्यालय में राजभाषा कार्यशाला

1 से 14 सितम्बर 2011 तक पखवाड़े का आयोजन किया गया जिसमें निम्नलिखित कार्यक्रम आयोजित किए गए।

उद्घाटन समारोह, प्रश्न-मंच प्रतियोगिता, दक्षिणी क्षेत्र राजभाषा समीक्षा बैठक, कार्यशाला, श्रुत लेखन प्रतियोगिता।

दिल्ली कार्यालय

14-28 सितम्बर 2011 तक पखवाड़े का आयोजन व विभिन्न कार्यक्रम आयोजित किया गया जो निम्न प्रकार है :

राजभाषा ज्ञान प्रतियोगिता, हिंदी निबंध लेखन प्रतियोगिता, हिंदी में सर्वाधिक कार्य के लिए सम्मान।



दिल्ली कार्यालय में हिन्दी दिवस के अवसर पर माननीय गृहमंत्री श्री पी चिदम्बरम के संदेश को पढ़ कर सुनाते हुए

पेड़

बीज हजारों आंखें मींचे
नम मिट्टी की चादर ओढ़े
पड़े हुए हैं महटिया से
अपने विस्तर में पड़े हुए हैं।

कान पकड़कर सूरज जब
हौले से धकियाएगा
हड़बड़ करते भागेंगे
मंजन कर चाय पिएंगे
धरती के रोशनदानों से
चोरी-चोरी झाँकेंगे
हरे सूट में भौचक्के से
एक नई दुनिया पहचानेंगे।

हवा कहेगी झूम-झूम
वे रूमझूम-रूमझूम नाचेंगे
थक जाएंगे पोछ पसीना
पानी पीकर भरी धूप में
पत्तों की थाली में खाना खाएंगे।

फिर खेलेंगे चिड़ियों के संग
तोतों से चोच लड़ाएंगे
पीठ खुजलाएगी गइया
बच्चे छाँव में खेलेंगे।

धीरे धीरे धूप ढलेगी
शाम सजेगी
पंछी घर को लौटेंगे
सुख-दुख के किस्से बतियाकर
लंबी चादर तानेंगे।

चंदा चमकेगा
तारों की जगर मगर में
जुगनू की लपर झपर में
सभी पेड़ सो जाएंगे
हरी भरी धरती सुंदर
सपनों में खोजेंगे।

ध्रुव अरोरा, पुत्र, श्रीमती सरीता अरोरा,
जी एम (टी टी) ऑफिस, दिल्ली

मेरे पापा

मेरे पापा सबसे अच्छे,
दिखने में वे बड़े ही सुन्दर,
दिल के वे बड़े ही सच्चे,
वातों में वे एकदम पक्के,
वे हैं बड़े ही दिल वाले

गाड़ी है वह खूब चलाते,
देखने वाले तंग रह जाते,
उनको बड़ा लगाव है कंप्यूटर से,
सोते जागते, खो जाते है कंप्यूटर में।

अग्रता दत्ता, पुत्री, श्री पी एम दत्ता,
आई टी, कोलकाता

Down The Memory Lane



Balmer Lawrie office building on 5 Ghatam Road in Bombay during the 1960s



The Founders, Mr. Stephen George Balmer (L), Mr. Alexander Lawrie (R)

FROM 1867-

WHEN MR. LAWRIE
FOUNDED OUR SHIP-
PING BUSINESS

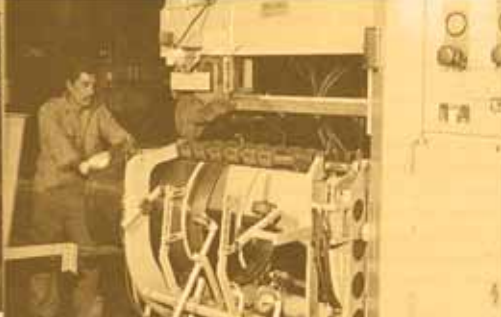
TO THE PRESENT DAY
WE HAVE BEEN CLEARING,
FORWARDING AND SHIPPING
ALL OVER THE WORLD.

Balmer Lawrie & Co., Ltd.
CALCUTTA BOMBAY

A simple but striking advertisement issued in 1892



Tea auction in progress at Calcutta in the 1940s. Balmer Lawrie representatives were invariably prominent participants. (See fourth row, middle.)



Textile production at Calcutta



Pack-filling at the Company's ginner plant at Calcutta

The Statesman
AND FRIEND OF INDIA
CALCUTTA - MONDAY, JANUARY 28, 1918.

ITALIAN OPERA.
1918 season.
Monday, January 28th, 1918.
10.00 o'clock.
First night of the season.
ROSISETTA.
Soprano.
First night of the season.

ITALIAN OPERA.
On Wednesday, June 20th, 1918.
10.00 o'clock.
SIGISMONDO BISTANTI.
First night of the season.

THE ANGLO-INDIAN CARRYING CO.
Working in connection with
Geo. W. Wheatley & Co's.
PACKAGES, PARCELS, BAGGAGE, &c., deposited
monthly to England, by Royal Mail Steamers; all
charges (not to be paid here, or on delivery at home). We
would draw special attention to the facility offered by this
Company in forwarding goods to Europe, whereby the
passenger can be delivered free of address.
Full particulars on application.
BALMER, LAWRIE & CO.,
2430

This Indenture

Between *James Lawrie & Co.,*
of the one part, and *James Lawrie & Co.,*
of the other part.

Witnesseth that the said *James Lawrie & Co.* do hereby acknowledge that they have received of the said *James Lawrie & Co.* the sum of *£1000* (one thousand pounds) for the purchase of the share of *James Lawrie & Co.* in the said *James Lawrie & Co.*

In witness whereof the said *James Lawrie & Co.* have hereunto set their hands and seals the day and date first above written.

James Lawrie & Co.
James Lawrie & Co.

FINEST OLD SCOTCH WHISKY.
Laphroaig Islay.

Sold in Cases of 1 doz. Bottles

SOLE AGENTS FOR CALCUTTA **BALMER, LAWRIE & CO.**
103, Clive St., Calcutta