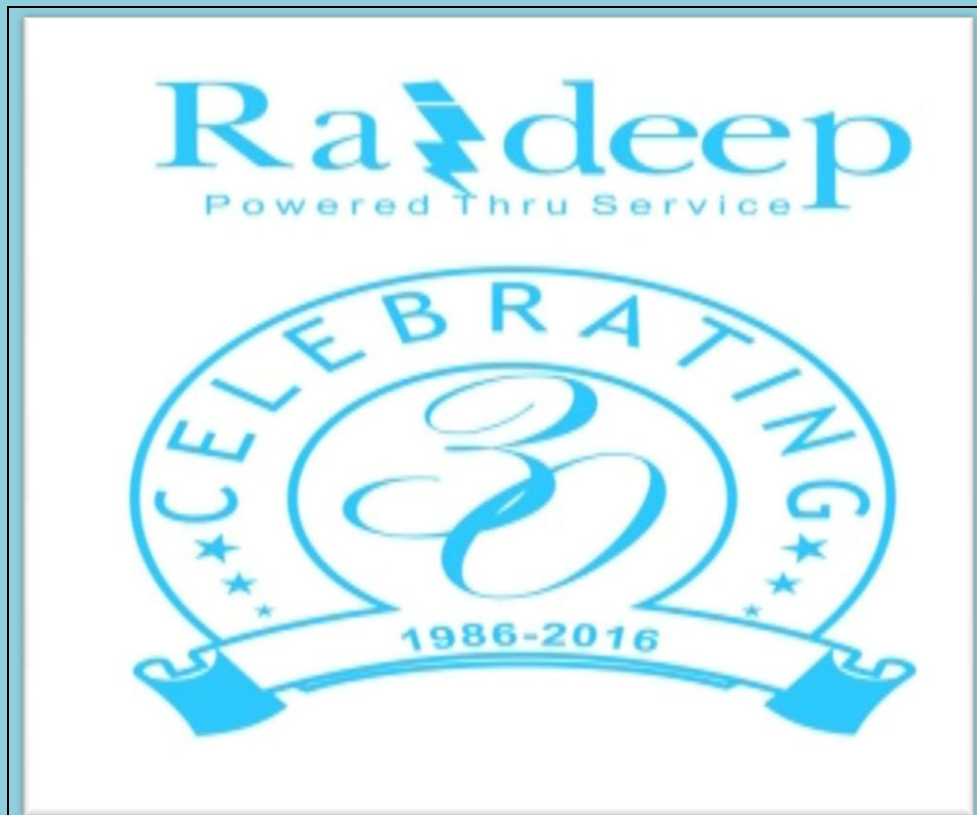


RAJDEEP NEWS LETTER

May to Sept 2016





Patron ---- Mr. Rajat Mehta. M. D.

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RAJDEEP NEWS LETTER NO 2/2016

Editorial

Hello Rajdeep Family,

Welcome to second edition of our Rajdeep News Letter which bringing you an update on events and news both professional.

We were happy to receive some response to the first issue of news letter. However, we encourage all the readers to use their forum to share their views, experiences, and suggestions. The Rajdeep family would definitely like to know more about you and your interests. We are also inviting articles from family members.

We had posted of cross word puzzle in the first issue. There was a limited response by some members especially from our supporting team. However, there was no correct entry. All those who had attempted will be rewarded with a consolation prize and form the next issue we will evolve a more popular context.

There has been a lag in bringing this edition of finalization so you may find some information out of sync. Kindly await the 2017 Issue of the News Letter which will be a full coverage of events update.

--Editor

Performance in 2016

Rajdeep Group did well in the year 2016. A summary of our performance on the sales front is given -

Company	Target	Achieved till Nov 2016
RAA	32.72	23.60
REPL	57.75	46.01
RAM	15.37	15.85
Total	105.84	85.46

We hope to make up the small shortfall by year end

Report received from REPL

Significant achievements

1. Mr. Pradeep had closed order worth 1.1 Crore for supplies to AP Govt through his partner.
2. G.Prasad & his team have been doing rocking performance with ACT, DR, REDDY'S, DIVIS LAB, United Technologies.
 - a. 5000 No.s of 7.2ah in a single PO from ACT
 - b. 350 no.s 100ah and 32no.s of 200ah from Dr.Reddy's Lab.
 - c. Taken > 700 nos of 100ah from his partner.
 - d. Taken order for 7.2AH from end user market.
3. A.Srinivas Reddy fought with competition to close below orders
 - a. 110v680ah from greenco
 - b. Gland pharma-100ah 40nos
 - c. Deccan cements:42ah 40 no.s
 - d. Zoi hospitals 26ah 40nos.
4. Kanakaraju had got repeat order from OCV for 35 Lakhs due to his excellent service support to the customer.
5. Babu Prasad work hard to close the order below
 - a. Tirumala milk dairy160ah 84nos worth 10 Lakhs.
 - b. Hatsun Dairy – 200AH – 188 Nos worth 23 Lakhs.
6. Surendra reddy.R has been working with various dealers to close the orders
 - a. waverocks order
 - b. Natco pharma ltd – Converted customer from competition to Quanta
7. Durga Rao had started penetrating into end user segment.
 - a. Got regular orders from DCCB. Got orders worth 14 Lakhs.
 - b. Got order from Ramesh Hospital worth 4.5 Lakhs.
8. Shyam had also started getting orders from end user segment.
 - a. Syndicate Bank.
 - b. Oriental insurance.
 - c. PGR consultants.

Training

Few of our sales team had attended training program conducted by Amara Raja at their Chittoor plant.



Major feedbacks from customers:

1. Need quick response from the sales, service and mainly logistics
2. Response from service should be improved.

We should work and speak to satisfy the customer at any point of time and at any cost.

“A customer is the most important visitor on our premises or out of the premises...we are not doing him a favor by serving him. He is doing us a favor by giving us the opportunity to do so”

By Mahatma Gandhi Garu

Other words:

Keep your thoughts positive because your thoughts become your words

Keep your words +ve because your words become your behavior

Keep your behavior +ve because your behavior becomes your habits

Keep your habits +ve because your habits become your values

Keep your values +ve because your values become your destiny..

--- By Mahatma Gandhi Garu

Report Received from Lubes Service Dept

1. First time in Rajdeep & Associates we have established the Service Dept for Mobil Lubes Division
2. We had one Service Head with five DLEs under him covering all the sectors.
3. The Objectives for each individual in the service department besides doing their regular Sigam oil analysis are mentioned below.
 - a. Conducting lube clinics and lube surveys in the plants
 - b. Identifying new Mobil SHC applications in the plants
 - c. Identifying new greases applications in the plants
 - d. Submitting the technical proposals with TCO benefits
 - e. Conducting on sight analysis in the plants
4. DLES in our team have played cricket for their college teams and now they are selected for the Rajdeep cricket team

Report from RAM Dept

RAJDEEP AUTOMOTIVE Started operations by Taking over Karimnagar Branch on 11Th Aug 2014



Taken Over ECIL on 20th Aug 2014



Taken Over Vidyanagar RO on 23rd Aug 2014



Opened Tirumalgiri Branch on 10th March 2015



Opened Uppal Branch on 27th July 2015



Opened Warangal Branch on 27th July 2015



Mega Garage Meet on 22nd Feb 2016 at Swagath Grand Habsiguda





Achievements

Mr Kodanda Ram Wins National Skill Contest for Operations Managers conducted by MSIL at New Delhi on 28th Mar 2016



Ventured into distribution of new brands

Opened Launch scanners & Technomatic garage equipment's on Distribution on 31st March 2016 the new division is Headed by Mr Rangavittalan from RAA

- To enable our customers to attract more business ,we have extended our product lines with workshop equipments of renowned manufacturing companies by taking up the authorized distribution for the following products

Scanners



Two Post Lift



Pneumatic Guns



Ventured into distribution of new brands

Started Shell Distribution for Warangal & Khammam on 29th June 2016

Under Direct supervision of Mr Satheesh



Joining and Leavings

Joinings

During the period April to Sept 2016 the following new members joined our family:-

- (a) Mr. GVN Sasikanth as Jr Manager, Sales Power, Vijayawada Joined on 09 May 2016
- (b) Mr. C Ashok as Sales Executive, Power, joined on 09 May 2016.
- (c) Mr. TV Krishna Chaitnya as Sales Executive Power, joined on 11 May 2016.
- (d) Mr. V Gopi Krishna, as Vertical Head, Lubes on 23 May 2016
- (e) Mr. G Naveen, as DLE, Lube, joined on 23 May 2016
- (f) Mr. S Sai Kumar, as DLE, Lubes, joined on 26 May 2016.
- (g) Mrs. V Divya, as CS Executive, joined on 30 May 2016.
- (h) Mr. R Karthik as DSR Shell Warangal, joined on 09 May 2016
- (j) Mr. A Mahesh as Executive Accts (RAM), Warangal, joined on 24 May 2016.
- (k) Mr. G Dilip Kumar as DSR Shell, Warangal, joined on 01 Jun 2016.
- (l) Mr. O Rama Krishna as Jr Manager, Accts (RAM), joined on 01 Jun 2016.
- (m) Mr. G Apparao as Jr Manager Admin/Ops, Vizag, joined on 09 June 2016.
- (n) Mr. S Akbar Pasha as DSR Shell (Khammam), joined on 15 June 2016.
- (o) Mr. M Vasanth as Sr. Executive Accts (RAM), joined on 20 Jun 2016.
- (p) Mr. G Vinod as Executive CS, joined on 14 July 2016.
- (r) Mr. B Rama Devi as Asst Manager, RAM Accts, joined on 19 July 2016.
- (s) Mr. P Naveen Kumar as CS Executive joined on 01 Aug 2016.
- (t) Mr. Sateesh as Picker, joined on 13 Sept 2016

Leavings.

The following employees left our team for various reasons:-

- (a) Mr. S Kiran Babu, Sales Executive, Power
- (b) Mr. Riyaz Ahmed, Asst Manager, Lubes
- (c) Mr. A Sai Baba, Acct (RAM)
- (d) Mr. K Narayana Rao, Asst Manager Sales Power.
- (e) Mr. G Siva Prasada Rao, Asst Manager, Ops, Viz
- (f) Mrs. M Chandana, Sr.Executive, CS
- (g) Mrs. Sridevi. A, Sr. Executive, CS
- (h) Mr. Chandrahas.D, System Admin
- (j) Mr. G. Vijay Kumar, Asst Manager Accts (RAM)
- (k) Mr. O Ramakrishna, Jr Manager Accts (RAM)
- (l) Mr. K Anil Kumar, RO In charge, Trimulagiry
- (m) Mr. GVN Sasikanth, Jr Manager, Sales Power
- (n) Mrs. V Divya, Executive, CS
- (o) Mr. Hariharan K, Sr Executive, Lubes Sales
- (p) Mr. UP Singh, Jr Manager, Logistics
- (q) Mr. M Siva Kumar
- (s) Mr. Tanush Thakur
- (t) Mr. G Hari Prasad
- (u) Mrs. R Kanak Sarda

We wish them success in their future careers.

Visual Gallery

Visits

We were honored by the following distinguished visitors during the quarter:-

1. **Mr. Chima Eze, Manager, Global Industrial Brand EXXON MOBIL** accompanied by **Mr. Greg Engel, Manager Global Service Grease Marketing, Exxon Mobil & Mr. Glen Sharkowicz, Manager, Asia Pacific Industrial Marketing** on 26 May 2016. Tree plantation was done in their honor.



Comments in Visitors Book. : Mr. Chima Eze, Manager Global Industrial Brand EXXON MOBIL

Wish you most and more of everything you empire for. Best wishes to Rajdeep. Proud to be associated



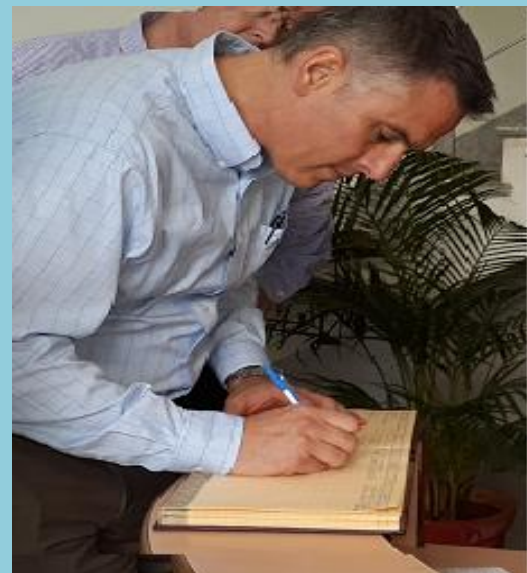
Comments in Visitors Book: Mr. Greg Engel, Manager Global Service Grease Marketing EXXON MOBIL

Thank you for your business and support and I look forward to watching you grow as you implement MOBIL Service and always 'ASK FOR THE GREASE'.



Comments in Visitors Book: Mr. Glen Sharkowicz, Manager, Asia Pacific Industrial Marketing EXXON MOBIL

Thank you for your support to Mobil. We win together



2. *Mr. Peter J Weis, Business Manager, Global Distributor EXXON MOBIL* accompanied by *Mr. Naveen Shukla, Asia Pacific Distributor Business Manager, Mr. Rajou Kalyanasundaram, Distributor Business Manager, India, Mr. Deepak Shankaran, Distributor Business Advisor, Mr. Addepalli & Mr. Gopal* on 13 Sep 2016. Tree plantation was done in his honor.

Comments in Visitors Book: *Mr. Peter J Weis, Business Manager, Global Distributor EXXON MOBIL.* : - **Great Organization good**



SOME GYAN

1. People are definitely a Company's greatest asset. It does not make any difference whether the product in case or cosmetics. A Company is only as good as the people it keeps
2. Don't just talk about it – Be about it

--Editor

Motivation

"The real opportunity for success lies within the person and not in the job."

- ZIG ZIGLAR -

"I don't know the key to success, but the key to failure is trying to please everybody."

- BILL COSBY -

"Nurture your mind with great thoughts. To believe in the heroic makes heroes."

- BENJAMIN DISRAELI -

"Luck is a dividend of sweat. The more you sweat, the luckier you get."

- RAY KROC -

"When I let go of what I am, I become what I might be."

- LAO TZU -

Motivational Message with a touch of humour

1) "If you don't love your job.

Take a home loan "

U will start loving it...

2) Take another loan,

You will start loving your boss as well

3) Get married

You will start loving your office as well ...??????

INITIATIVES

1. Fitness -- Mobility Contest Programme

Recently we started a contest of physical activity called Rajdeep Mobility. The goal was to motivate all to start the day with a morning walk or jog. The program was well received and there were many participants. The winners were Mr. Rajat Mehta and Mr. Kiran Roy who completed a huge walking distance. The ladies also participated and were led by Mrs. Ranimol and Mrs. Vasavi.

Keep it up and make walking a part of your daily routine

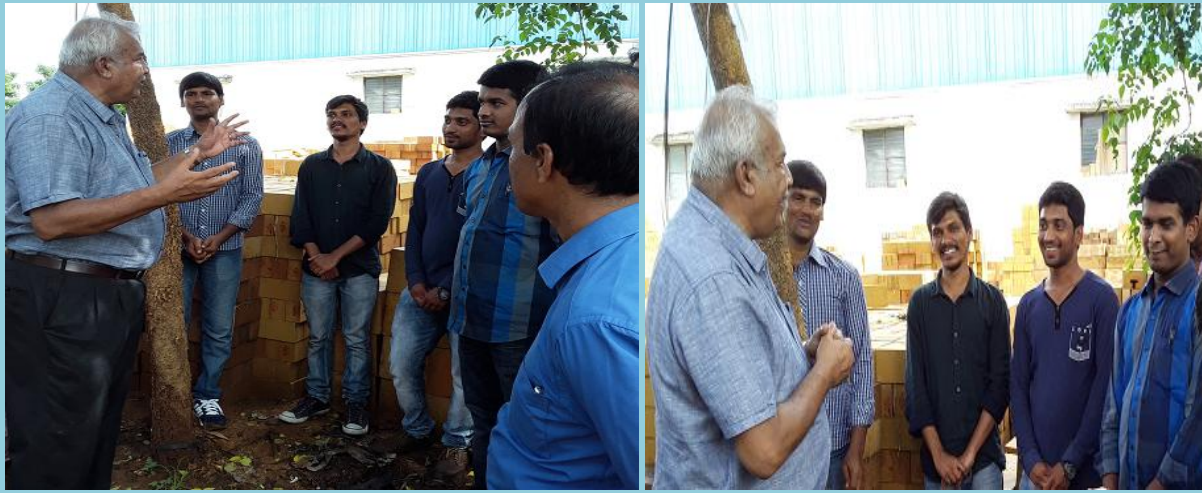
Awards for Rajdeep Mobility Contest on 27 Aug 2016



2. Clean & Green Programme

Green --

Col Banerji, VP, briefing employees about plantation nurturing & Swatch Abhiyan in office campus



Tree Plantation by Employees in campus: 30 Jul 2016



Mr. Krishna Chaitnya, Sales Executive, Power



Mr. S Sai Kumar, DLE



Mr. G Hari Prasad, DLE



Mr. G Naveen , DLE



Mr. M Vasanth, Sr Executive Accts-RAM



Mr. C. Ashok, Sales Executive, Power

Nurturing of Young Trees on 27 Aug 2016



Clean --

Employees Voluntarily participated in Swatch Abhiyaan

27 Aug 2016



30th September, 2016



Birthday Celebrations

May 2016



June 2016



July 2016



Aug 2016



Sep 2016



WEDDING BELLS

Mr. & Mrs. Mohammed Khaja, Marriage held on 10 Apr 2016



Mr. & Mrs. Vikash Shukla, Marriage held on 22 Apr 2016



Mr. & Mrs. P Nagarjuna, Marriage held on 24 Apr 2016



Mr. & Mrs. B Murali Marriage held on 25 Apr 16



Mr. & Mrs. L Jyosthana Devi Marriage held on 25 Apr 16



Mr. & Mrs. Kodanda Rama Rao, Marriage held on 07 Aug 2016



Ganesh Pooja & Immersion: 2016

Ganesh Pooja was organized in our company and immersion made on 09 Sep 2016.



Guntur Branch - New Office was inaugurated on 28 Sep 16



RCL 2 Cricket Tournament

Teams – Rajdeep, Amararaja, Choice solutions, STPL & Excel Media

Rajdeep Team are runners for final match of the Tournament.



