

*Dear MFLers Namaste! Vanakkam*

*Wish you all a Happy Independence Day 2016!*

I am happy to see a large gathering of employees with family members on the 70<sup>th</sup> Independence Day Celebrations at MFL. In the last 70 years *post-British Rule*, our *Bharath* has come a long way achieving self-sufficiency in food production thanks to the Green Revolution which was possible mainly due to application of fertilizers. For nearly five decades, MFL is serving the farming community of South India with quality fertilizers they are in the *Golden Jubilee year*.

India is the largest democratic country in the world. Today we remember the great leaders who gave their lives for the Nation's freedom and prosperity. Dr B R Ambedkar gave the longest written constitution to us. *Pandit Jawaharlal Nehru* worked for an Industrialized India. Gandhi Ji taught us ahimsa and non-violence. Subhash Chandra Bose inducted courage in us. Swami Vivekananda gave spiritual power. But there were many unsung heroes who fought for our independence, for the freedom fighting was a collective effort. Without their cooperation, sacrifice and involvement of all Indians, India would not have become free from foreign rule.

We should express our sincere gratitude to all those who participated in the freedom struggle. This can only be done by defending our freedom and recalibrating it for enhancement of justice, equality, un-biasness and freedom of speech etc. Freedom is like our ancestral property which is invaluable and need further enhancement of value. The Independence day is the day to remember the sacrifices of our fore fathers to pay tribute to them and remind ourselves of our duties to be performed to take the nation to a higher level!

## **Plant Highlights:**

We have just completed the annual turnaround of front-end plants and production commenced last week. I would like to appreciate all the employees who have worked hard day and night to complete annual turn around 2016.

During TAR we have undertaken certain jobs which will increase our efficiency and which in turn increase our profitability. We have completed job for making arrangements for raw material for complex fertilizers and we will very soon start our NPK Plant. I want to tell you that price of raw materials are reduced. I request to all my brothers and sisters in MFL to put in their best efforts to run the NPK plant most efficiently. Another aspect which is most important in any Industrial Organization is SAFETY. I appeal to all employees of MFL to kindly adhere to all safety procedures and do not resort to any shortcuts and I want to assure you that we from Management side will provide best possible support to achieve zero safety incidents. For increasing efficiency and reducing energy we are talking to various reputed consultants in the field of fertilizer. I am happy to tell you that we are getting very good support from government and Department of Fertilizer and they are very helpful in releasing subsidy as quickly as possible. Now it is our turn to rise to the occasion to raise our claim as soon as possible. MFL, DOF and Government are also working toward a proposal for MFL revival.

We are planning to take short, medium and long term measures to improve our efficiency further. We are also working on feedstock conversion project for fertilizer production. After completion of this project, we will be ready from our side to run the Plant with Gas in place of Naphtha which is our current feedstock. For bringing gas to our Manali Plant, IOCL is working for creation of gas receipt facility at Ennore port and also construction of pipe line is in progress to have gas connectivity to our Plant

I want very pleased to tell you that Urea Plant has exceeded the target of Urea production during the first quarter of 2016-17 and MFL has earned a net profit of Rs.1.58 Cr. during Q1. This is the second straight quarter when we have made operating profit.

I want to thank all employees in plant division to achieve the above increased performance.

### **F&A Highlights:**

The accounts of MFL for the year 2015-16 have been certified by C&AG with “NIL” comments. It is the 11<sup>th</sup> consecutive year the Company Accounts have come out clean from the Government Auditors. I want to thank all employee in Finance department to achieve the above performance.

### **M&D Highlights:**

Now I want to tell achievement of marketing department during last year.

- ✚ We have sold 3,55,123 MT of Neem Coated Urea, 34807 MT of V17-17-17 ,8,247 MT of Vijay Organic 277 MT of Vijay Bio Fertilizer, 70 KL of Vijay Neem.
- ✚ Dispatched 3,91,347 MT of Urea and 34,816 MT of V17-17-17 totalling 4,26,163 MT dispatches during the year.
- ✚ Highest ever dispatch of Urea in the Month of March since inception achieved during March 2016(56,798 MT). Second best total dispatch of fertilizer since inception achieved in March 2016 61,783MT. The previous one was in Oct 2012(72,093MT)

### **Now achievement of M&D during the I Quarter (Apr –Jun 2016):**

- ✚ Highest Jun Month sale of 60,260MT of Urea achieved during the past ten years.
- ✚ Third highest Quarterly sale of 120073.6MT of Urea achieved during the past ten years.
- ✚ As part of “Swachh Bharat Mission” the ambitious project of PM, MFL completed the agreement with ten cities in Tamil Nadu, to market City Compost and Sales commenced.

- ✚ MFL also identified 15 villages in Tamil Nadu to promote the use of City Compost through field trial of the product.
- ✚ MFL has entered into tripartite agreements with various municipalities & suppliers of City Compost in line with **Swachh Bharat** Campaign of our Prime Minister. It is our contribution towards a “Clean India”. Let us keep clean our office premises and also our residential area.
- ✚ In line with PM’s budget speech on “Model Agro Service Centre” MFL in spite of financial constraint, committed for one “Kisan Suvidha Kendra” in Tamil Nadu. The service rendered will be supplying agricultural Inputs at Reasonable cost, Soil sample analysis, Weather forecast information, pest control, transfer of technology on latest farming techniques etc.

I want to thank all employee working marketing department to achieve this performance in spite of severe constrains faced by them.

### HR Section highlights

- ✚ We have celebrated public sector day in MFL
- ✚ In line with our PM’s Swatch Bharat Abhiyan, we have organized cleanliness drive twice at MFL and given our small contribution to PM’s mission of clean India.
- ✚ HR department is working on revised medical policy which is on the verge of finalization.
- ✚ We have revised benevolent fund
- ✚ We are working on special leave policy so that more leave can be given to needy persons.

I want to tell you that to improve efficiency of the Plant, we have invited suggestions from employees for which we have got very good response from all the departments. However due to Annual TAR we could not evaluate them hence as promised earlier the prizes for best suggestions could not be announced today and now it will be announced in Republic day function.

Today we will be giving prizes for best employee for maximum attendance. We will also announce prizes for competitions held on Public Sector day and children of employees who have performed excellent in their studies and for the sports conducted as a part of our republic day celebrations.

*I, once again, would like to appreciate all the employees who are working hard to achieve higher performance for MFL.*

I am also very thankful to both the Unions viz. MFSU and MFLEPU, both the SC/ST associations, BC /MBC association and MFLOA for extending their co-operation and also understanding the compulsion of management in difficult times. I want to assure them that Management will do justice to all the employees without any bias.

*I thank you all once again.*

*Jai Hind, Jai Hind, Jai Hind*