

### From the Editor's Desk

Four decades of staying in business is an accomplishment worth celebrating. Companies that compete effectively on time—speeding new products to market, manufacturing just in time, or responding promptly to customer complaints—tend to be good at other things as well, for instance, the consistency of their product quality, the acuity of their insight into evolving customer needs, the ability to exploit emerging markets, enter new businesses, or generate new ideas and incorporate them in innovations. All these qualities are mere reflections of GRP Ltd that has stayed on top of its game since the past four decades. Forty years is a long time to remain a viable business entity. Congratulations to all the stakeholders of GRP!

GRP Ltd has enjoyed a wonderful patch of good weather delivering unprecedented growth, excellent financial performance and global expansion of its footprint. Besides its own good work over the past four decades, this growth has been fueled by megatrends like the rise in natural rubber prices as well as environmental concerns among stakeholders in the tyre industry. GRP has committed itself to further solidifying its position by capacity creation given that these trends are likely to remain firm for years to come.

In this context, very wisely, GRP fuels its growth strategy by

- Better margins and better loyalty.
- Better appreciation of ethics and goodwill among investors.
- Stronger ties and commitment from suppliers.
- Recruiting dynamic and young talent.
- Facilitating new business forays.

In this issue GRP's executive director congratulates all for the forty glorious years, the success of the international channel partner meet in Germany, and how GRP at forty delivers its promise of ensuring a cleaner and greener environment. Write in your comments, queries and wishes at

[corporate@grpweb.com](mailto:corporate@grpweb.com)

Happy Reading...



Ms. Hemal Gandhi

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## Letter from the Executive Director congratulating the GRP family on the completion of 40 glorious years

Dear GRP Family

It is a matter of pride and privilege as I write this to each of you. Statistics show that less than 10% of companies survive after 25 years of being set-up and less than 3% companies ever started survive to its 40th year.

Congratulations to each of us, that are part of an organization that today celebrates completion of 40 years.

Tracing the past, our company was built by a young man in his twenties who had the courage to give up the comforts of an established family business, who dreamed of helping solve India's environment and social problems, who believed that an emerging country needs to focus on developing technology and not being dependent on the West. Mr Rajendra V Gandhi, as we all know sowed the seeds with a vision that was way ahead of its time.

GRP was built into what most of us see today as a company that is financially independent, in a leadership role in our industry, but today's success comes after several years of struggles at different times in history. The company was, at different points, on the brink of sale or low on cash flow or low on morale. At all such times, Mr R.V Gandhi stayed on course and we have come back strong. Several people made selfless contributions to help at different stages of GRP we know of today, people that have painstakingly given so much to the company's survival and progress.

The founder, Mr. Vadilal Gandhi who believed in the vision of his son and provided with the seed capital to venture on his own.

Mr. K.M Philip, a prominent businessman at the time, who took Mr R.V Gandhi under his guidance and tutelage and provided him inspiration through time only because he knew this young man would not disappoint

Mr. VS Mainkar & Mr. Mahajan, former draftsmen who built the machines like lego puzzles and helped GRP become independent (technology wise)

While I cannot thank enough the above stalwarts and visionaries, it is the contributions of these and many more people in the early years that led to the transformation of our company.

From a small domestic player, to a global leader has been quite a journey. Along the way, GRP has expanded from a single line at a single location to today, the equivalent of 25 lines of production of RR spread across 5 locations in 3 states. GRP, over these years, has provided technology for a plant in Malaysia, has ventured away from tyre reclaims to create, what we know as the largest portfolio of products in the industry, was the first to venture out of India and emerge as the torchbearer of the Indian Reclaim Rubber industry, has successfully been the first Indian company to make CDF products for the US markets and a few weeks ago, has been the first company world over to successfully start a commercial plant for recovering nylon from end of life tyre cord. These 40 years have had its share of successes, achievements, and also low points, but like in any travel, the journey is always more fun than the destination itself.

At the turn of the century, GRP emerged with a renewed focus. To move away from a stereotypical recycling company, to emerge as a respected, organized company that has changed the landscape of the RR industry in India. While GRP completes 40 years, I feel confident that the foundation we are built on will help us cross more milestones in the future. I believe GRP is a great place to work in and I'm committed to making our policies and procedures simpler so that they support you in becoming more efficient.

## Letter from the Executive Director congratulating the GRP family on the completion of 40 glorious years *Continued.....*

I will ensure suitable investments in technology, to help perform your job and meet your personal and GRP's professional expectations. With your support, GRP will go out and prove that we are a great company in not just the Reclaim Rubber Industry, but in the Rubber & Polymer & Recycling industry world over. And create a mark in other industries we become a part of.

With the above in mind, I'd like to highlight briefly some of the initiatives GRP is currently pursuing.

- We continue to remain committed and invest in our core business of RR, by adding capacity at existing locations, but more importantly we are committed to invest in new technologies to improve the quality of RR and a more environmentally friendly & automated process
- Our recent success with the IP business has instilled the confidence for us to continue investing in capacity to match global scale
- The CDF business has enormous opportunities for growth with marketing focus in Asia, Europe and within India. With a recovery in the automotive industry and steady availability of the end of life tyres, which we shall address, GRP will invest to grow capacity in this business
- The supply chain for GRP provides an enormous potential for growth and GRP shall explore ways to grow with its channel partners
- In line with continuing to serve the rubber industry through the vast network that has been created, GRP is actively scouting for opportunities to diversify.

GRP, since its origin has strongly believed in giving back to society. Its active interests in CSR and support to local communities is well known and I don't want to elaborate further. But it is important to recognize that we can do good, only if we are successful at running the businesses we run. Making money, being successful and pursuing growth will only help us give efficiently back to the society.

As I look back today, I'm only reminded to look ahead, to look to what we can do, how we can transform ourselves and become even more innovative, respected and relevant. The goodwill that is created with investors, bankers, customers shall go a long way in our future growth. While we are a much larger family, our responsibility is toward a much larger stakeholder community. The responsibility, to continue innovating the way we do business, of creating more businesses, of doing good to society, to walk the talk, to keep serving our customers and the communities we operate in. Today inspires me to continue this fun journey and look at 40 years as a milestone with a hope that when GRP is 50, we look back with greater pride, our achievements over the next decade.

Committed to Impact Positive

Harsh Gandhi  
Executive Director  
GRP Limited

## GRP Global Business Partner Meeting 2014

As business grows world becomes smaller & destinations closer with better communication & information exchange. This promotes use of electronic media however the other side says it is compulsory & easier to meet each other frequently. With its Business Partners, GRP preferred to do the latter.

GRP Global Business Partner Meeting 2014 (GGBPM14) was the event staged last month in Heidelberg, Germany. Heidelberg as event location was chosen basis its vicinity to Frankfurt & also being a very popular town for its beauty & closeness to nature. The meeting was scheduled during the Reifen Show in Essen so as to make it easy for partners to club their visits together.

The event saw participation of business partners from Americas, Europe, Middle East/across the globe. The agenda of this meeting apart from business review was to also facilitate information between partners leading to more business opportunities.

The conference took off with a very comprehensive presentation from Mr. Harsh Gandhi covering various aspects of GRP's business. It mentioned of values & relations being the founding pillars basis which GRP has built upon in last four decades & will continue to with its business partners. He also took the team present over current industry perception & challenges faced by GRP from rising pyrolysis units & competition. While he documented the challenges, he also quoted upon innovations & in process work at GRP which will help business partners & GRP both to overcome them in short term & long term.

The presentation was a reflection of transparency maintained and showcased by GRP which was very well appreciated by all our partners. Following GRP's presentation were individual presentations made by all our partners providing updates on their businesses of which reclaim rubber is a growing portfolio. Maintaining same transparency level as that of GRP, they shared their list of customers & new developments. It is this trust & faith basis which both GRP & Business Partners are growing & will continue to grow in years to come.



*Partners attending conference*



*Mr. Harsh Gandhi interacting with partners during conference*



*Presentation from Turkey's business partner*

With all day long meetings came the pleasant evenings of Heidelberg. With summers started and sun in the sky till 10.00 pm it was fortunate seeing places around. Heidelberg being a University town has a lot of young crowd & energy in the atmosphere.

A walk tour was also organized to ensure that business partners do not miss out to see the beauty of medieval architecture & Castles present in this German town.



## China Rubber Conference & China Rubber Expo 2014

GRP was invited to present a paper on Reclaim Rubber at the China Rubber Conference & China Rubber Expo 2014 at Qingdao City, China (March 25-28, 2014). Kalyan Das, Senior Manager Technical Marketing, travelled to Qingdao for this and his paper “Current Status of Reclaim Rubber Production in India and Outlook for the Future” was well received by the delegates. While China is the largest producer of reclaim rubber in the world, its knowledge about the reclaim rubber industry in India (2nd largest behind China) is limited. Kalyan’s paper positioned India as an important reclaim rubber producing country and within it established GRP’s credentials as the Market Leader for over four decades.

While in China, Kalyan visited some key customers who have recently started sourcing Butyl reclaim from GRP; 2 large customers in particular are the largest automotive tube manufacturers in China (Weihai Runtong & Koryo). GRP has also established contacts within the tyre industry majors in China and expects to get a few approvals before the end of the year.

In the picture Kalyan Das is seen with Mr Qingxin Cao, Secretary General, Comprehensive Utilization Waste-Rubber Branch in China Rubber Industry Association (CRIA)



## GRP contributes to a Greener Environment

Four decades and going strong, GRP has always lived up to its promise of being an innovator in the fields in which it operates, venturing into progressive and relatively untapped markets to make an Impact positive. GRP's journey began as a manufacturer of traditional reclaim from waste tyres, and have over the last few decades upgraded product quality to levels that facilitate greater usage of reclaimed rubber in end-products.

GRP's vision for the future is to invest in a product development and application centre which supports existing businesses and future innovation. Also, provide value added services to each of its stakeholders, be they consumers, employees, investors, channel partners or distributors.

GRP is doing its bit, as it turns 40 to ensure a pollution free, green and clean environment by taking the following major steps:

### Air Pollution Control System

Air Pollution Control System (APCS) works on the principle to reduce velocity of discharge steam resulting in higher condensation. The remaining vapour is then passed through water scrubber. After which it passes through activated carbon bed followed by purging into water to absorb residual odour and finally discharged to air as per the norms of State Pollution Control Board.

APCS is being operated in closed loop. Having two Air Pollution Control Systems (including one standby) there are no chances of direct venting to air from autoclave without passing through air pollution control system.

### Effluent Treatment Plant

Condensate from APCS is sent to Effluent Treatment Plant for further treatment. ETP has primary, secondary and tertiary system.

After acid treatment, from raw effluent, oil is recovered and then neutralized. Through Dissolved Air Flotation system, air purging is administered to remove suspended solids. Supernatant effluent is then passed through sand and carbon filter to remove impurities and odour.

The aim is to achieve zero discharge, on trial purpose, UV, NF (Nano Filtration) and RO (Reverse Osmosis) have been installed at GRP's Ankleshwar plant and Multi Effect Evaporator at Panoli & Tamil nadu plant.

### Fume Extraction System

During the process, to curtail escape of any vapour from refiner and autoclave, a Fume Extraction System is installed in the production area. This system sucks the air in surrounding area as well as from the machine area, and forms a closed loop system. Capacity of FES in production area -75000 cfm, in the autoclave area-4000 cfm and at ETP- 5000 cfm.

### Sewage Water Treatment Plant

GRP has installed sewage treatment plant to treat domestic effluent by electrolysis process. This system is designed & developed indigenously, this revolutionary concept of packaged STP drastically cuts costs on treatment, reduces space requirement, runs on low operating cost & most importantly produces sparkling clear water free from odour meeting with most stringent norms.

Electrolysis is a technique involving the passage of electricity through water or effluent to be treated. The electric current destabilizes dissolved and colloidal particles and alters the charge on suspended matter permitting their removal. Treated sewage is used for process cooling tower.

### Turbo Ventilator

A roof top turbo ventilator is installed in production, packing departments, finished goods storage area. It is natural way to exhaust hot air, dust, fumes, heat, humidity, etc. from the building and sheds. The major benefits are elimination of running cost of motorized exhaust fans, zero requirement of electricity, motor or wiring, in addition to this, it's maintenance free.

### Five S – Workplace Management Concept

5S is the name of a workplace organization method that uses a list of five Japanese words: seiri, seiton, seiso, seiketsu, and shitsuke. Transliterated or translated into English, they all start with the letter "S" hence the name 5S. The list describes how to organize a work space for efficiency and effectiveness by identifying and storing the items used, maintaining the area and items, and sustaining the new order.

Two plants in Gujarat are certified for Five S – Workplace Management by the certification body of Quality Circle Forum of India, Secunderabad. GRP Ltd is certified for Quality Management System ISO 9001:2008, Environment System ISO 14001:2004 and British Standard BS OHSAS 18001:2007

### Making a difference to the community

Thus GRP Ltd is engaged, motivated and driven to Impact Positive the 4P's People, Products, Progress, Planet and providing solutions for a greener tomorrow. GRP has emerged as one of the largest manufacturer of reclaim rubber in the world. The Company exports more than 60% of its products to more than 53 countries across the globe. GRP is made up of people who believe in the promise of a brighter tomorrow. With a group strength spanning more than 1,500 employees and in excess of 100,000 minds (engaged in the supply chain) thinking in the same direction. Team GRP realises there is much they can do to deliver value that goes beyond mere financials.

#### **GRP Limited**

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