



# Minds & Mettle

MSPL NEWS BULLETIN

No.1 Vol.4

October-December 1999

## An associate concern is now a MSPL concern



As part of a process to build the core strengths of the Baldota Group, the gas division of Vijaya Oxygen Co Ltd., an associate concern of MSPL, has now been taken-over by MSPL, which will infuse a breath of fresh air into Vijaya Oxygen.

Vijaya Oxygen, over the past 17 years, has held a solid presence in manufacturing and marketing of Industrial gases such as liquid Oxygen, liquid Nitrogen, gas mixtures, medical Oxygen Cylinders and dissolved Acetylene gas among others, catering to the needs of leading industrial houses across India.

The take-over which was effected on 30th September '99 is a restructuring exercise to build core competency and strengthen financial sinews. A critical factor in the gas business in the face of increased competition from multinationals.

The new found strength has already led to a breakthrough in sales. The coveted Indian Telecom Industries' order for the supply of Ultra High Pure Liquid Nitrogen has been bagged by MSPL (Gas Division) against the most challenging competitive odds.

## ANOTHER FEATHER IN THE MSPL CAP FROM CAPEXIL

Not just history, even success occasionally repeats itself. The CAPEXIL 'Certificate of Export' awarded to MSPL for the Fiscal Year 1998-99 for the second consecutive time is a rare honour as well as a reiteration of our commitment to excellence. A recognition, which MSPL has meticulously earned. Establishing new markets for exports of iron-ore fines from the Bellary-Hospet sector. Pursuing strict quality parameters and taking the trade to new competitive levels. Ensuring superior service to the full satisfaction of our customers. Efforts that have translated to a steady, multifold growth in exports of our Ore across highly competitive global markets.



Shri. Meda Venkataiah, General Manager, receiving the 'Certificate of Merit' for the year 1998-99 awarded by CAPEXIL from Justice Sri Shyamal Kr Sen, Hon'ble Governor of West Bengal. Also seen in the picture is Shri Sukumar Das, Chairman of CAPEXIL.

## MSPL ACHIEVES ONE MILLION PRODUCTION MILESTONE

During the last month of the bygone quarter, MSPL achieved the one million production figure and is further striving hard to achieve 1.5 million tons by 31st March 2000. "We set records to break"

## SAFETY WEEK UNDERSCORES OUR 'SAFETY FIRST' COMMITMENT

At MSPL, we've always put people and their safety first. Because, we believe, the well-being of an organization depends on the well-being of its people more than any other aspect. A commitment that has, once again, earned its rewards at the Annual Mines Safety Week organized between 15th November and 21st November '99.

An eminent panel of Judges from varied mines across Andhra Pradesh inspected MSPL's mines, which fall under the Mechanized Group 'A'. MSPL bagged the first position in 'Overall performance' along with prizes for Method of Working, Dust Suppressing Standards, Safety Consciousness, HRD and Road, and Machinery maintenance. The Mines Safety Association, Bellary, also conducted numerous specialized trade tests during the Safety week. The MSPL team walked away with prime honours:



Best Male Worker	1st prize
	Mr Krishna Naik
Best Mining Mate	1st prize
	Mr Ramachori
Rock Drill Assembly	1st prize
	Mr Nagappa and Mr M Jaleel



Best English slogan	1st prize
	Mr B Nageshwara Rao
Best Telugu slogan	1st prize
	Mr B Nageshwara Rao
Best Kannada slogan	1st prize
	Mr Honnurappa
Mine Foreman	2nd prize
	Mr Prabhakar



Hydraulic Excavator Assembly	1st prize
	Mr Bhakta Raj
Auto Electrician	1st prize
	Mr P Shaik Sab
First Aid Team	1st prize
	Mr Ravindra Gowda Mr B Nageshwara Rao Mr Nagaraj Mr Solomon

## LICENSING BOTTLENECKS AFFECT SMOOTH flow of exports

Exports of iron ore with Fe content above 66% have run into rough weather well before reaching the high seas.

While MSPL successfully exported the allotted quantity of 500, 000 tons of High Grade Iron Ore Fines during the first half of this Fiscal Year, further exports were suddenly scuttled and failed to meet the schedule for want of the requisite export license. In fact, as supplies could not be effected, buyers had to be turned down with deep regret.

As the scenario looks bleak, we address an open request to the Ministry of Commerce to decanalise exports of High Grade Iron Ore fines from the B-H Sector. Further, an increase in export quota of the same is sought as a contingency measure, considering that there is no immediate demand of HGF from any steel plant in this sector.

## OUR SALES NETWORK NOW SPANS Solapur

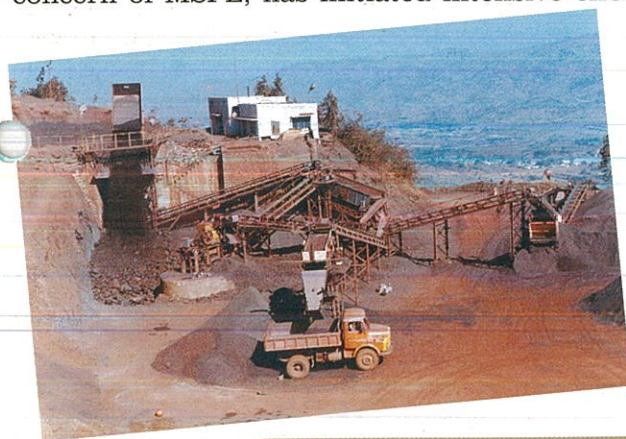
As part of the objective to establish a strong sales network across India, MSPL (Gas Division) has set up a new distribution centre at Solapur in Maharastra. The centre will stock Medical Oxygen Cylinders along with varied industrial gases. The address of the sales depot for reference is:

MSPL Limited  
(Unit: Vijaya Oxygen)  
Plot #10, Kurale Nagar (Opp. Ganesh Highway) Post: Kondi, Solapur-Pune Road, Solapur. Tel: 0217 57566

Presently, in various cities like Hospet, Bellary, Hubli and Mangalore similar depots cater to micro needs. Depots at Belgaum and Goa will be opened shortly.

## RMMPL SETS EYES ON ISO 9002

In keeping with the quality pursuit spearheaded by MSPL, Ramgad Minerals and Mining P Ltd, a sister concern of MSPL, has initiated intensive efforts towards achieving ISO 9002 certification for its mining operations. ISO standard procedures are slated for implementation in all departments by 1st December 1999. RMMPL presently operates the Sachidananda Iron Ore Mines and will commence operations in Iyli Gurunath Iron Ore Mines shortly.



The focus of the ISO 9002 mission is to systematically enhance the quality of all products produced by RMMPL with the ultimate objective of ensuring superior customer satisfaction. In fact, with this as the guiding principle, RMMPL has improved efficiency and quality parameters, while doubling production.

## RMMPL'S ENHANCED PROCESSING facility

Better processing translates to better productivity with RMMPL's increased Iron Ore Processing capacity from 60 tons per hr. to 100 tons per hr. The enhanced capacity includes setting up of a new, higher capacity hopper from 30 tons to 75 tons.

## MSPL is Y2K OK

The Y2K bug won't bite! MSPL has meticulously implemented measures in a phased manner over the last 10 months towards achieving 100% Y2K compliance, rendering the Y2K bug toothless. Thanks to a specially designed Y2K program employed to monitor and implement Y2K solutions. It is, in fact, a matter of pride that today our entire network is totally Y2K compliant.

## Rising promise from the land of the rising sun

The visit of the 'Japanese Steel Mills (JSM)' delegation to MSPL on 10th November '99 is an indication of the rising interest evinced by Japan, one of the major buyers of Iron ore.

JSM represents a powerful consortium of prominent Japanese steel giants like Nippon, Kawasaki, etc., formed to purchase iron ore from global sources.

The visiting delegation's primary mission was to explore possibilities of procuring Calibrated Iron Ore from year 2001, when import of lumps is expected to be suspended.



The team headed by Mr Nagano and accompanied by Mr Sahai of MMTC, visited a number of mines in the B-H sector, including MSPL's mines and plants. The team gathered first hand experience of the recovery process of Calibrated Iron Ore and expressed happiness over the visit in the concluding meeting.

The JSM visit, clearly, will have far reaching effects on the future, while laying the groundwork for a new and improved working relationship between us.

## Mitsubishi probes for potential

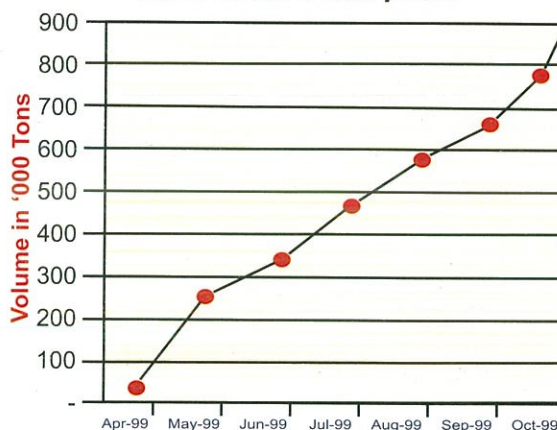
As marketing partners in MSPL's growing global exports, the Mitsubishi delegation's visit to Hospet in early October was a welcome one. Mr Koichi Ozawa, Mr Koichi Seri and Mr Shashikanth Venson were the delegation members.

A number of mines in the Bellary, Hospet and Sandur regions were visited by the team. The visits combined a rich first-hand experience of the mining operations, while providing an indication of the total Calibrated Iron Ore reserves in the region. Knowledge that would be very fruitful in meeting future requirements of Japanese steel mills.

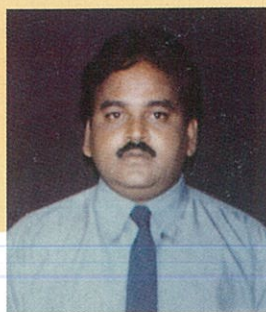
## MSPL Limited Monthly Cumulative Sales Volume up to October 1999

Propelled by excellence, focused marketing and committed production efforts, the sales curve at MSPL has seen a steady rise this fiscal year. The buoyant performance is reflected in our achieving over 50 percent of the sales target. But we regret to say that the same momentum may not continue due to lack of direct export sales in the absence of export licence.

*Sales scale a new peak.*



## Man of the Month



September

### Mr Gudadappa

Mechanical Engineer,  
Dumper Section  
Employed in the tipper  
section, Mr Gudadappa is  
credited with fabricating  
arrangements in the tipper  
to eliminate Diesel pilferage.



October

### Mr K Ananda

Electrical Supervisor  
Mr Ananda has been  
credited with ensuring zero  
loss of hours due to  
electrical problems. He is  
in charge of electrical  
maintenance at NCS.



November

### Mr V Mabu

Senior Mechanic  
Mr Mabu is credited with  
converting two old unused  
wagon drills into working  
drills with modifications for  
wet drilling.

## An eminent Technocrat joins the MSPL Team

As an organization that values minds and mettle over all other aspects, it is our privilege to welcome Captain Raja Rao into our family. He joins us as Technical Advisor for Environment Protection.

An astute technocrat and multi-faceted personality, Captain Rao brings with him rich expertise acquired over his long and distinguished career in environment protection and management.

Starting out on a strong academic base with a BE (Civil Engg.) and ME (Env. Engg.) qualifications, he has had the distinction of being Secretary to the Government of Karnataka for the Forest, Ecology & Environment Department as well as the Minor Irrigation Department.

In fact, his abundant knowledge reserves of the ecology and irrigational aspects flow in books authored by him such as the "Saga of a century old thirst for water" and "Status Paper for completion of Krishna Basin projects before 2000 Ad."

During the course of his duties with the State Government, he travelled across the globe, gaining first hand knowledge of global environment practices. His presence will prove a great source of expertise for MSPL.

## Jindal keeps the nation's flag flying high

The Jindal Vijaynagar Steel Limited contributes in no small measure to keep the wheels of India's Industry moving.

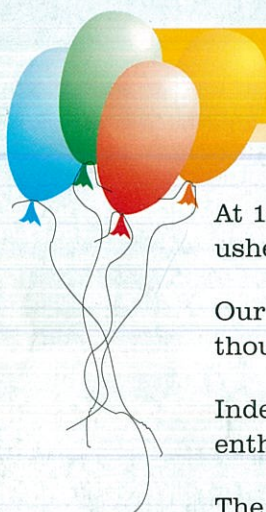
The facility stretches on an area of 4,000 acres along with various ancillary units like Jindal Praxair for Oxygen, Jindal Tractable for captive power generation to the tune of 260 MW, JVSL Hot Strip Mill producing H R Coils and a new pellet plant under construction. This recently commissioned mega project produces hot metal from one of the two Corex plants that it has set up with technical know-how from VOEST Alpine Industries.

The Corex plant presently imports pellets. Once the facility's own pellet plant is commissioned, it will procure B-H iron ore fines for pellet production.

JVSL will invest a total of Rs. 6000 crores after completion of the project.

## HIGH SPEED DIESEL PRICES ACCELERATE OPERATIONAL COSTS

Energy being a major component in cost of operations, the Government's decision to increase HSD (High Speed Diesel) prices to make up for the ever-widening oil pool deficit has seen costs shoot up. In fact, the nearly 35% increase has led to diesel prices spiralling by over four rupees per ltr. The resultant sharp increase in operational costs have blunted competitiveness. Cost-cutting, therefore, in every cost center is critical and must be accorded top priority.



## A NEW MILLENNIUM DAWNS

At 12.00 hrs, 31st December '99, the sands of time stood still as the new millennium was ushered in.

Our's is a fortunate generation to witness this momentous event that happens only once a thousand years.

Indeed, the millennium bug having bitten everybody, we looked forward to it with great enthusiasm for its profound time value.

The Millennium moment was celebrated at Vasanth Farm. The MSPL staff along with their families joined in the celebrations.

## PERSONAL COLUMN

- Mr Meda Venkataiah and Dr PT Shastri presented a technical paper on possibilities of Gold extraction from BIF's at PG Center, Gulbarga University, Nandihalli, Sandur. The presentation on 13th December 1999 was made on the occasion of a workshop on "Utilization of Mineral Resources and Environmental Issues related to the Iron and Steel Industry."
- Mr Meda Venkataiah, our General Manager - Mines was the Chief Guest for the annual R&D cell and ROP Meeting conducted by the Indian Bureau of Mines on 10th December 1999 at Bangalore.
- Mr PK Dheeraj, son of Mr PN Krishnamurthy - Mines Manager, received the first prize in a drawing competition conducted by RK Food Products of Bangalore for school children at Hospet.
- Mrs and Mr Nagraj (in-charge of Diesel section) were adjudged the Best Couple in the Taluk Level competition held by Udaya TV during November 1999.



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