## family

■CONTINUING RECOGNITIONS: MAIN STORY HLL WINS RAJBHASHA KIRTI PURASKAR

COMMITMENTTO ENVIRONMENT
Clean, safe fuel to power HLL Factory

HYGIENE AWARENESS Through Vendigo

INVESTMENT IN HEALTH EDUCATION HLL opens HLL Management Academy



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CHAIRMAN'S MESSAGE


My Dear Friend,

Customers do not buy products and services - they buy 'experience'. Being customer centric means, creating a positive customer experience both at the point of sale and after the sale. Customer experience is the way to win new customers, while keeping our existing customers happy

The market place is cluttered with superior or metoo products. The real challenge for the organisations today is, developing a distinctive competitive advantage through positioning.
Proven business models, strategies, innovative products or services, extraordinary talent and robust reach (network) will not guarantee success. What is going to decide the future of a corporation is the DNA or organisational CULTURE that has been built overs the years. 'Culture' is at the heart of competitive advantage, particularly when it comes to sustaining high performance. Customers prefer to buy products and services from organisations that they 'trust'. Customers are redefining products as combination of physical goods, the organisation from which the products are bought and the employees of the organisation.

Today, HLL has a unique positioning - 'HIGHLY CREDIBLE' - in the minds of its employees, customers, suppliers, Government and general public. Our duty is to safeguard this 'centrality of TRUST' with the society. It calls for absolute and total transparency in our dealings and consistency in our behaviour with our customers and all other stakeholders. Friends, it is all about taking up the ownership and willingness to be responsible for our performance - good or bad.

Advancement in digital technology, communication and data analytics have made global customers 'truly' empowered. Technology is influencing customer behaviour and business strategies. It is estimated that by $2020,80 \%$ of the global population will have access to mobile telephony and more than $60 \%$ to smartphones or low-cost tablet computers. It is also anticipated that there will be more than 50 billion connected devices globally, with mobile being the primary internet device for most individuals. Our objective should be to harness more on the power of 'digital' in developing customer-centri models, designing customer experience and channel strategies. We should endeavor in building a culture f innovation that will drive both, growth as well as competitive advantage.

So, the real take away is 'be unconventional - be digital and win your customer'

This edition of HLL Family will bring updates and the 'latest happenings in HLL and its associate companies.
Happy reading!
Warm regards,


Dr M. Ayyappan
Chairman \& Managing Director


## fainilly



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## family

ONE TOUCH IS ALL IT TAKES


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## COVER TALK

## M oment of Pride for H L L

Wins coveted Rajbhasha Kirti Puraskar


LLLifecare Ltd has won the prestigious Rajbhash 1 Kirti Puraskar, the ninth time. The company has been honoured for its outstanding performance in mplementing the official language, Hindi.

HLL won first prize among the central public sector organisations in South India. Mr Pranab Mukherjee, Honourable President of India, presented the award to Dr M Ayyappan, C\&MD HLL at a function in New Delhi on 14 September 2015, on the occasion of Hind Diwas
Mr Rajnath Singh, Union Home Minister, Mr Kiren Rijiju and Mr Haribhai Parthibhai Chaudhary, Union Ministers of State for Home Affairs and Mr Gireesh Shankar, Rajbhasha Department Secretary were also present on the occasion.

The Rajbhasha awards, instituted by the Union Home Ministry and the Department of Official Language, are given annually for outstanding achievement in promoting the Official Language Policy of the government.

Hindi Diwas is observed all over the country to commemorate Hindi being adopted as the official language of constituent assembly on 14 September, 1949. The presentation of Rajbhasha awards by the President is the high point of the celebrations.

Ms P Indiramma, an employee of HLL Peeroorkada factory, Thiruvananthapuram has been honoured with the Rajbhasha Gaurav Award for her article on 'HLL's contribution to healthcare' in Samanwaya, HLL's Rajbhasha magazine. She was awarded a cash prize of Rs 22,000 and a citation.
'We have succeeded in popularising Hindi among our emplovees and this award is a reward for our continuous efforts," said Dr M Ayyappan. "We have put into practice innovative ways of promoting Hindi among employees, with competitions, games entertainment programmes and the like for the employees and their families," he added

## HLL again shows the way; clean safe fuel to power its factory




Mr Oommen Chandy, Chief Minister,Gout of Kerala unveiling the stone on a virtual screen. Mr R K Garg, LNG-Petronet, Mr K Muraleedharan, MLA, Dr M Ayyappan, C\&MD, HLL, Mr R P Khandelwal, Director (Finance) and Dr K R S Krishnan,Director (T\&O) are also seen.

T LL Lifecare Limited (HLL) is pioneering a green 1 trend with the environmental friendly ( 39.5 m 3 capacity) Liquefied Natural Gas (LNG) Storage and Regasification facility, that will replace furnace oil with the cleaner LNG for fueling burners, at its factory at Peroorkada.
The initiative was inaugurated by Mr Oommen Chandy, Chief Minister of Kerala in the presence of Mr K Muraleedharan MLA on 09 July 2015.
"HLL has set the mark in the state by installing the pollution free and cost effective LNG facility in its mother factory," said the Chief Minister."The state had exempted LNG from Value Added Tax (VAT) in last year's budget. We should make maximum use of it, added the CM
"I am happy that HLL has come forward to take up the project within a short period of time," noted the Chief Minister
Mr K Muraleedharan applauded HLL for setting up this eco-friendly facility with the approval and suppor of the residents and other local representatives
"The residents were initially apprehensive on settin up this facility here. But, HLL has interacted regularly with them and convinced that LNG is a clean and safe fuel that enables environment-friendly manufacturing operations.
"The residents are thankful to HLL as it has played an important role in making Kowdiar, a pollutionree ward through its CSR initiative 'My City' being mplemented with the support of Federation of Restoration of National Values (FRNV) headed by Metro Man, Mr E. Sreedharan," he said
"We are proud to install LNG Storage and Regasification facility in our factory, the first of its kind among public sector organizations in Kerala".

Dr M. Ayyappan C\&MD,HLL


HLL's unit at Peroorkada requires around 9 MT of LNG for its daily production operations.
storage facility and operations underwent several standards and safety clearances, particularly from the Petroleum Explosives and Safety Organisation, Nagpur. The technology for this innovative tank, which takes care of energy shortage, is provided by global industry leader and Turkey-based $\mathrm{M} / \mathrm{s}$. Isisan.
"HLL's unit at Peroorkada requires around 9 MT of LNG for its daily production operations. We purchase 240 metric tonnes LNG per year." added C\&MD.
Even though the installation of the system was completed in 2014, successful trial runs and stabilization of the system was required for the official inauguration of the commercial operation
Mr R K Garg, Finance Director, Petronet LNG; Mr R P Khandelwal, Director (Finance), Dr K R S Krishnan Director (T\&O), Dr Babu Thomas Director (Marketing) and Mr P Sreekumar,CS \& Senior Vice President (HR) were present at the inaugural function.
"We are proud to install LNG Storage and Regasification facility in Thiruvananthapuram, the first of its kind among public sector organizations in Kerala," said Dr M Ayyappan, C\&MD HLL.
"LNG stored in the tank is converted into natural gas with the help of vaporizers in the system, controlled by a Programmable Logic Controller. This natural gas is used as fuel in the boiler and the steam generated is used for manufacturing operations," added Dr M Ayyappan C\&MD HLL.

He also requested the CM to extend LNG's VAT exemption period from the present one year. The

## PREVENT

PREGNANCY

## HLL Group opens

## HLL Management Academy (HMA)

10,000 healthcare jobs in two years

HLLopened its seventh associate, HLL Management Academy (HMA) to support the growing nee of healthcare industry. HMA is a not-for-profit organisation registered under the Travancore-Cochin Literary, Scientific and Charitable Societies Registration Act, 1955
Mr Adoor Prakash, Minister for Revenue and Coir, Government of Kerala, inaugurated the new office for HMA at Keston Road, Kowdiar on 3 July 2015. "Ou country today is facing an acute shortage of trained manpower to service specific healthcare segmen - be it in the area of manufacturing, operating and maintenance or procurement. It is highly laudable that HLL has come forward to fill this huge gap between advanced medical field and its application among common public. HLL has been doing great services o Government of India in the area of healthcare management and services," the Minister said.

Given the excellent track record of HLL in the field and the resource pool that the company has developed, I am sure that HLL Management Academy will be able o produce trained professionals capable of managin variety of issues in healthcare delivery thereb

The Academy has been set up with the objective of positioning HLL as a knowledge centre for imparting and transferring the repository of knowledge to H L L employees and also to members of the society.

Dr M. Ayyappan C\&MD, HLL
increasing the quality of healthcare in the country he added.
"Through the Academy, HLL intends to pass on its expertise and experience in areas like social marketing and franchising, latex technology and procurement management to aspiring managers across the country," said Dr M. Ayyappan, C\&MD HLL. "Through ou specifically designed skilled development programmes ve expect to provide 10,000 new jobs in the health care sector within two years,' he said.

The Academy has been set up with the objective of positioning HLL as a knowledge centre for imparting and transferring the repository of knowledge to HLL employees and also to members of the society, he added.
The Academy has been conducting Internationa Training Programmes on Procurement Managemen in Healthcare Sector in association with the Ministry of Health and Family Welfare and the World Bank. HMA aims to become a centre of excellence impartin training, research and consultancy in specialized areas in the healthcare sector. Some of its broad objectives include establishing institutions for skill development, improving employability of the youth and organizing personalized programmes for haracter building in children.

Currently, the academic division of HLL is conductin several management-level courses, including Post Graduate Diploma in Clinical Engineering and Management (PGDCEM) and Advanced Diploma in Clinical Engineering and Management. It also conducts different certificate programmes in public procurement and contract management in associatio with the World Bank


Mr Adoor Prakash, Minister for Revenue and Coir, Gout of Kerala, inaugurated the new office for HMA at Keston Road Kowdiar, Thiruvananthapuram on 03 July 2015. Dr M Ayyappan, C\&MD, HLL is also seen.

HMA will undertake new skill development courses Conference and a Seminar Hall. Dr M Ayyappan, by partnering with infrastructure and financial C\&MD,HLL also introduced the new subsidiary to service firm IL\&FS. The newly opened HMA the electronic media based in Thiruvananthapuran office has a full-fledged Computer Lab, Video at a press conference held on 06 July 2015 at the HMA Office

HLL Management Academy

The Open Book logo of HLL Management Academy (HMA) represents the mission of HMA which is giving people the right 'opening' to the world of knowledge. The colour green naturally stands for growth, life and prosperity. And the flying high 'bird' icon (that is copied) from the logo of HLL, not only connects HMA with its parent organisation, bu also depicts the high level of benchmark set by HMA in terms of quality of education.

## Think Tank



## "All knowledge that the world has ever received

 comes from the mind; the infinite library."Swami Vivekananda

T
The single most competitive advantage fo organisations today is KNOWLEDGE. The future of organisations is based not just on physical assets such as land or products or market share but on knowledge.

Knowledge comes from the mind. However, in most ases it remains hidden and covered. It gets uncovered by observing, watching, and reading and often by listening to what other people say. The concept of knowledge management indicates that power does not come from knowledge, but from the exchange, sharing and use of that knowledge.

Think Tank lecture series is the brainchild of Dr M Ayyappan, our C\&MD, initiated with the vision to promote a 'culture of learning in HLL. The objectiv

## 14 HLL FAMILY

"Think Tank lectures have taught me some very valuable lessons both professionally and personally and I look forward for many more lectures. The topics include both technical and non-technical subjects and hence give us insight into various new fields. In short it gives us a holistic understanding about life and helps in our overall development"

## Mr Muhammed Azharudeen,

HLL Corporate Head Office.
"The lectures stretch our thoughts". It is not the typical classroom lectures. "Experts are handpicked from different fields and we learn about new topics every month". The talks of Mr Madhavan Chandradathan, Director VSSC and Mr.Vijayan IPS, DIG (Intelligence) Kerala have inspired me a lot.

Ms. Sreekala, HLL Akkulam Factory
"The idea of "Think Tank" Lecture series is very novel. I regularly attend the programme and most of the talks were extremely useful. I would like to hear from personalities outside Kerala too".

Mr Vijesh V
HLL Peroorkada Factory

HMA has hosted 20 lectures in the "Think Tank" so far. Eminent personalities like Prof. J. Philip, President of XIME, MBA Institution of India, Mr T.P. Sreenivasan, Former Ambassador of India, Dr Suresh Das, Director CSIR- National Institute for Interdisciplinary Science \& Technology, Mr C Gouridasan Nair, Bureau Chief The Hindu Daily, Mr G. Vijayaraghavan, Member of Kerala State Planning Board, Mr Madhavan

Chandradathan, Director of VSSC, Prof.D.Narayana PhD (Indian Statistical Institute, Kolkatta), Mr P Vijayan IPS, DIG (Intelligence), Govt. of Kerala, Mr M G.Radhakrishnan, Journalist, Editor-Asianet News, Dr M.K.C.Nair, Vice Chancellor to Kerala University of Health Sciences among others have taken classes for HLL executives in the "Think Tank" programme.
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Dr M. Ayyappan, C\& MD HLL inaugurating the first Think Tank Lecture

HLL Management Academy (HMA), the knowledge centre of HLL, has been set up with the objective of positioning HLL as a learning organization. In addition to "Think Tank", the Academy regularly conducts courses and research in the niche areas of social marketing, social entrepreneurship, social franchising,


Prof. J. Philip, President of XIME, MBA Institution of India


Mr. Madhavan Chandradathan, Director of VSSC 6 ML FAMILY
clinical engineering, rubber technology, polymer technology and allied health sciences.
"Technologies of the Future, Building Competitiveness", "Challenges Marketer's face Today" "Bio Informatics and New Biology", "Happy Homes", "HPCL-A Technique in Drug Analysis", "Our Foreign Policy-Continuity and Change and New avenues abroad", "Bridging the Valley of Death", "Sensitizing the Built Environment", "Media Today", "Innovation and Design Thinking", "Importance of Values and Delegation for today Manager", "Synergy of Mind and Body", "Co-operative Federalism-Beyond the era of Planning Commission", "Labour Institutions and Development in the Indian Context", "Attitude determines Success and Happiness", "Media-Trends and Challenges", "Building Institutions for Social Transformation-The story untold" and "What Winning Organizations Do" were some of the topics covered in the "Think Tank" series so far.
The executives can also take advantage of watching it through HLL webinar, online video casting in HLL website www.lifecarehll.com or visiting youtube.com/ channelhll.

Moods Aloe
$\underset{\text { ConDoms }}{\text { MODS }}$

Mops
Naturally sensual. For your sensual nature.

Get steamy with cool aloe that will stir your passion and heighten your pleasure

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 an ExDO among innovations at IIP 2015 (Industry Institute Partnership), an expo organized by HLL Lifecare of student engineering timited to feature innovative projects by students of Mohandas College of Engineering and Technology (MCET) as part of Industry Institute Partnership Programme of HLL.
An industry-institute partnership was formalised with a MoU signed in 2014, following the identification of technically and financially viable projects that MCET could undertake for HLL. A team of five students each selected the projects to work on from a list identified by HLL
"The students who came out with innovative thinking need recognition and that was the objective behind hosting IIP 2015", said Dr M Ayyappan, C\&MD HLL after inaugurating the function. "Innovation is all abou executing new ideas. However, students' exposure to real engineering world is very limited. Rightly sensing this, HLL has been giving utmost importance to Industry Institute collaborations", he said. In universities, priorities are give to education and basic research while in corporate world managers pursue


Dr M Ayyappan, C\&MD HLL inaugurating the IIP Expo 2015. Mr Kuncheria P Issac, Vice Chancellor APJ Abdul Kalam Technological University, Mr Mohandas, Chairman, MCET, Rani Mohandas, Secretary, MCET, Dr Asha Latha Thampuran, Director, MCET and Mr R.P Khandelwal, Director (Finance) HLL are also seen


Dr M. Ayyappan C\&MD, HLL looks into one of the innovative projects.
productsand profits. Heurgedtheeducationinstitutions in Kerala to approach industries for providing comprehensive academic education experience to the students.
Collaboration with MCET has been a proven model which can be replicated by other institutions in India. He also said that HLL has got the capabilities and ideas to design its own machines. "We are planning to invest substantially on automation soon", he added.
"Changes can be brought only by innovation" said Mr Kuncheria P Issac, chief guest and Vice Chancellor

APJ Abdul Kalam Technological University By analyzing the mere necessity and observation, we can bring in changes. The text books of schools and colleges should include success stories of entrepreneurs who made difference in the society. Dr M. Ayyappan is one such leader. It's his sheer will power and innovative thinking that transformed Nirodh factory to HLL group. Likewise technical students should strive themselves to become innovators and entrepreneurs for the benefit of common man and to raise their living standards, he said.


The function also served as a platform to recognize the faculties and students of MCET who interned with HLL to develop these innovative projects.

The end products-a vending machine, taping machine packing "robots" and automated packaging systems among others-reflect the engineering aptitude of the tudents, who worked on the time-bound projects under the guidance of Commodore (Retd) V N Ajith Kumar of MCET and Mr Rajeev, Deputy Chief Enginee Central Engineering Division,HLL

Under the industry-institute partnership, there were regular factory visits by MCET students and participation in industrial training, internships and training programmes and seminars organised by HLL While Mr Kuncheria distributed certificates to MCET faculty who did their internship at HLL, Mr Mohandas Chairman of MCET, gave away certificates to students who did projects for HLL and Ms Rani Mohandas Secretary MCET, gave away certificates for students wo interned with HLL.

Other dignitaries present were Dr Asha Latha Thampuran, Director, MCET, Mr RP Khandelwal, Director (Finance), HLL and Dr K R S Krishnan, Director (Technical and Operations) HLL, Principal from Government Engineering Colleges and LBS Centre for Science and Technology


Picking 'Robot'


## M OODS Condoms Rolls Out its <br> Social Media Campaign on World Population Day 2015

O11 July 1989, when the world's population Oillion, it was marked as Worl distant memory. With more than 3.5 lac births per day the current population has exceeded 7.3 billion. While 7.3 billion can be both a challenge and an opportunity with allegations regarding sustainability, urbanization and youth resources what future are we assuring to the 8 billionth baby who is just about a decade away?
In a way to create awareness on population norm and to build a strong foundation for a better future MOODS Condoms, one of India's leading condon brands with a strong international presence, ran lively online campaign, on World Population Day 2015 In this globalized networked society, with social media becoming the key medium of communication amons youth, MOODS Condoms rolled out its Facebook
campaign with a pinch of fun and more awareness In order to emphasize the increasing population and issues relating to it, the campaign also brought out an interesting video snippet depicting the current population pressure and the campaign emphasized the need for population control among the burgeoning youth.
MOODS has sparked a conversation among the youth, a conversation that no longer regards sex as vulgar taboo or the domain of any gender. The brand inspires he younger generation to act with respect when it comes to sex. "MOODS promises pleasure filled, memorable moments with your partner," says Dr M Ayyappan, C\&MD, HLL. Consequently, the premise of the campaign is one of mutual respect which translates to the line, MOODS \#PlayItRight.

YOUR CONFIDENCE REFLECTS YOUR CONTROL.


In order to address this worrying issue, HLL through its Vending Business Division(VBD) decided to offe complete solution for female hygiene and menstrual health promotion. HLL's Vending Business Division offers accessibility of quality Sanitary Napkins (Happy Days) through its VENDIGO Sanitary Napkin vending Machines and also ensures safe \& environment friendly disposal of used pads through their Automated Sanitary Napkin Incinerators. "Happy Days" sanitary napkins is being manufactured by HLL in its Sanitar Napkin unit at Belgaum, in Karnataka
HLL launched VENDIGO in December, 2014 and has succesfully installed the machines in various state including Kerala, Madhya Pradesh, Haryana, Delhi Maharashtra and West Bengal.

HLL is also working closely with Scheduled Caste Development Department, Tribal Welfare Department, Madhya Pradesh, Adi Dravidar Welfare Department Tamilnadu, Bardman University, West Benga and several govt. departments in various states for installing more such machines


Prof K.Chandrika, Former Mayor, Corpotaion of Thiruvananthapuram, inaugurating VENDIGO installed in a Girls school in Thiruvananthapuram.


## 'VENDIGO' installed at H L L Corporate Office

VENDIGOhasalsobeen installed at HL'scorporate head-office at Poojappura, Thiruvananthapuran where twenty five percent of total working employees are women.

The vending machine was installed in the ladies washroom on 20 June 2015.
"The baseline survey showed worryingly low levels of personal hygiene among menstruating women in the community, raising the risk of reproductive tract infections and disease," said Dr M Avyappan, Chairman and Managing Director, HLL. He said that the issue was identified as a social cause that required a behavioral change initiative to tackle the same.

Two vending machines, with a capacity to hold around 26 packets, have been installed for eas accessibility. The machines dispense a pack of three
napkins for Rs. 10 - which is much lower than other napkins in the market.
The sanitary napkin incinerator has also been se up for the hygienic disposal of used napkins. The incinerator, which reduces used napkins to ash, has the capacity to dispose as many as 25 napkins at a time.

With its successful run, the vending machine wil e soon installed in the factories and other office of HLL.
mi V Saraswathy Devi, Associate Vice President (HR and chairperson of the Sexual Redressal Committee Dr V K Jayasree, Deputy General Manger, HLL and Member Secretary Sexual Redressal Committe and Smt M Sreekumari, Honorary Secretary, SMS Hindu Mahila Mandiram, Poojapura were presen during the commissioning.


## HLL to open <br> 'HLL Bhavan'in Mumbai

As part of its ongoing expansion into national markets, HLL Lifecare Limited will be opening "HLL Bhavan -the new Regional Office of HLL in India's commercial capital Mumbai.
Mr Jagat Prakash Nadda, Union Minister for Health \& Family Welfare has kindly consented to inaugurate the Regional Office on 23 November 2015.
The 2466 sq m office located at Kharghar, Mumbai with all state-of-the-art facilities was constructed by HLL's ID division and the construction was completed in record time.

## HLL brands

catching up fast in the emerging Sri Lankan market
ri Lanka is among the fastest growing nations in Ne world. The Island country which also happens to be one of the fastest growing tourist destinations in the world is one of the very important markets for HLL Brands.
$\mathrm{M} / \mathrm{s}$ Delmege Forsyth and Company based in Colombo is the Business associate of HLL in Sri Lanka.
The history of Delmege Forsyth Co. Ltd goes back to the year 1850, when Alexander Reid "established as a merchant in Peddler Street Galle". In 1865, the brothers Delmege, (Sam and Toby) arrived in Cevlon and went into partnership with James Reid who succeeded Alexander, and established offices in Colombo and Galle.


Today, Delmege Forsyth \& Co Ltd, a member of The Ceylon Chamber of Commerce for more than a hundred years, has become a widely diversified Group of Companies in the world. While retaining and expanding their original business of imports, the Group has diversified into exports, airline services, travel, freight forwarding and more. The Delmege Group has firmly established itself as an integral part o Sri Lankan economy and strives to maintain this position, while continuing to seek opportunities for growth and development with both local and international partners.


HLL's association with Delmege
Delmege was chosen as the authorized marketing and Distribution Company for HLL in the year 2011. Since then the products of HLL mainly MOODS range of condoms have been marketed and distributed by Delmege in Sri Lanka. Today MOODS as a brand is one of the top performing condom brands in Sri Lanka The partnership with HLL is close to heart and most valued relationship for Delmege from the start. Both companies were able to work hand in hand to achieve the milestone of making MOODS a preferred brand in Sri Lanka.


TESTIMONIALS

Delmege islooking forward to expand its product market by adding new MOODS varieties and other products such as MOODS Gold Condoms, MOODS Lube and other contraceptives including oral contraceptive pills.


MOODS advertisement in Sri Lankan newspapers
Delmege hopes to take the partnership to a greate level by working together in launching and developing new brands in Sri Lanka.
"I see HLL and its brand MOODS conforming to international standards and satisfying the local needs of market. MOODS is one of the fastest growing brands in Sri Lanka with the distribution strengths of Delmege and marketing power of HLL. We foresee MOODS to be one of the biggest brands in Sri Lanka.'


Sayandhan, Chief Executive Officer - Delmege
"HLL is one such company who is willing to take full responsibility for their brands in the local market. They have contributed a lot for the success that had been achieved by MOODS in Sri Lanka. It would have been nearly impossible for the brand to have such a performance without the care and concern by its principals. I believe we will be able to take the existing brands and the new brands to next level with our fruitful partnership"


Sutharshanan N
Brand Manager -Delmege
$\qquad$

## GAPL Medicentresa boon for Goans



Dr M.Ayyapan, C\&MD HLL examining the facilities of GAPL Medicentre.
edical emergencies do not occur by timetables,
so having a 24 -hour medical store in - 24-hour medical store in the ighborhood can surely be regarded as 'Lifesavers' Medicentres, the 24-hour pharmacy outlets of HLL' subsidiary Goa Antibiotics \& Pharmaceuticals Ltc (GAPL) has been catering to medical emergencies in Goa since 1994.

GAPL has been successfully operating 24X7 pharmacy outlets in major government hospitals in Goa for more than a decade. The uniqueness of GAPL in its presen form is being 'holistic'. It offers a range of medicine across Allopathic, Homeopathic, Ayurvedic, Siddha nd Unani medical practices.
GAPL operates 5 Medicentres in Goa at Panjim Bambolim, Madgaon, Ponda and Mapusa. The centre 30 HLL FAMILY

Bambolim is one of the largest retail medical outlet in Goa.

Dr M. Ayyappan, Chairman of GAPL said the Pharma retail market is growing at a steady pace. India has approximately 7 lac Pharma retail outlets out of which the organized retail players would be less than 8000 . "With 21 years of experience in the retail Pharma market, GAPL is all set to further expand the Medicentre service all across Goa and also outside in the coming years", he added
Located in the village of Tuem, Pernem in north Goa, GAPL provides employment to around 300 peopl in the locality. The company is targeting multi-fold growth in the next couple of years


Dr M.Ayyapan, C\&MD HLL addressing the officers of HLL Infra Tech Services Ltd (HITES) on 'Excellence in Execution at Hotel Uday Samudra, Kovalam on 02 July 2015

## LIFE SPRING

Free health camps organised as part of LifeSpring Maternity Hospital's Outbound to improve outreach and maternity outcomes at Rethibowli, Hyderabad.


N M Guda on 21 August 2015
Vivekananda Nagar on 19 \& 20 August 2015
HLL FAMILY 3

## 'I feel proud to be a change agent’

Nurse from Assam enlightens women on family planning, especially IUCD as a safer alternative for contraception

T
he clock has struck 9:15 am and Rehana Begun Laskar gets busy sterilising equipments and cleaning the Operation Theatre. Within minutes patients will start walking in and she would get occupied till 3-4 pm, assisting doctor, attending patients and counselling women on pregnancy care and family planning services. This has remained her schedule for the last 27 years - a span that has witnessed her progression from a young girl to a homemaker and to a mother of two. But one thing that has remained constant is her gritty resolve to go to hospital daily come what may, and enlighten her community especially women, with healthcare awareness.

Recently her work has found a special focus on IUCD as a safe, reversible method in spacing and she has now developed special expertise in conducting IUCD insertions.

Meet 47-year-old Rehana Begum Laskar, an Auxiliar Nurse \& Midwife (ANM) working at Hailakandi Civi Hospital in Assam. Born in a farmer's family at Bashbar village, Hailakandi, she grew up seeing young women dying because of paucity of information on family planning. Her conservative family background and financial constraints didn't deter a young Rehana from completing her high school and joining Bashbari Sub Centre under Algapur Primary Health Centre (PHC 2 HLL FAMILY
as an ANM in 1988. Later, she joined Hailakandi Civil Hospital in 1990. Marriage, pregnancies or husband's illness - nothing daunted her from her services
"I realised that women had little or no information on family planning as every year I would see the same women turning up for deliveries at Hailakandi Civil Hospital," says Rehana.
She started encouraging women to avail healthcar services before, during and after their pregnancies Also, I started counselling women on contraception and motivating them to make an informed choice, not forced one," she adds.

A training session on No Touch Technique of IUCD Intra Uterine Contraceptive Device) Insertions and Infection Prevention, organised by Hindustan Late Family Planning Promotion Trust (HLFPPT) for Hailakandi Hospital staff in 2013, proved to be a gamechanger for Rehana. For it has brought the spotlight on IUCD as a safer alternative to contraception for wome who were either forced to undergo sterilisations in the name of family planning or largely remain deprive of choices.
"HLFPPT's training, using Zoe Model and audio/visua content, has significantly improved my performance. Before training, I was performing 4-5 IUCD insertion

er month, which has now increased to nearly 14 Since May 2013, I have done 356 IUCD insertions, claims Rehana.
The training was part of HLFPPT's flagship programme, "Capacity Building of Health Service Providers (HSPs) on IUCD and Pregnancy Test Card", which aims to provide skill-based training on IUCD insertions to ANMs, LHVs (Lady Health Workers), nurses and medical officers posted at Sub Centres, Primary Health Centres (PHCs) and Community Health Centre (CHCs).

Rehana is among the $22,000+$ HSPs who have benefitted from this unique training programme that is ensuring greater quality and service delivery of IUCD isertions at grassroots level.

Launched in 2012 under the guidance of the central government's National Rural Health Mission (NRHM) the programme has made progressive expansion cross 11 states in the last three years. As many as 2.4
lakh IUCD insertions have been reported and 22,649 HSPs have been trained under the programme til 4th July 2015. The idea is to contribute to India commitment for FP 2020 of training 200,000 health workers on providing IUCDs

Client satisfaction has increased manifold with lesser number of infections or complications," claims Rehana "We now offer better counselling to women, conduc client follow-ups and maintain records. Moreover,I am now able to guide younger ANMs better," she adds.
"I see this as a silent transition that is placing the reig of contraceptive choice back to the hands of women It's liberating to offer women an alternative like IUCD that doesn't put their lives at risk in the name of family planning and I feel proud to be a change agent Giving women access to family planning information and contraceptives can change lives!" she says with utmost humility

## H 2 H <br> Any time, Any where

## H 2 H

Celebrated International Yoga day at HBL office in collabration with ISHA Foundation on 05 June 2015


UPDATES CORPORATE SOClAL

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RESPONSIBILITY
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HLL Peroorkada Facility receives 3 star rating from Confederation of Indian Industry (CII), based on the Environmental, Health \& Safety (EHS) performance for the year 2014 at Chennai on 14 March 2015.


Ms P. Indiramma (Stores, Peroorkada Factory) receiving 'Rajbhasha Gourav Award" for her article on 'HLL's contribution to healthcare" featured in HLL's Rajbhasha magazine 'Samanwaya' from Hon'ble President Mr Pranab Mukherjee on 14 September 2015


Specialty medical camp held in association with HLEPPT, Karakulam Grama Panchayat, Primary Health Centre and Precise Eye Hospital, as part of HLL's Corporate Social Responsibility (CSK) initiative at Karakulam Muslim Jamayath Hall.


UPDATES CORPORATE SOClAL

Dr M Ayyappan C\& MD HLL and Dr T M George, Principal, Mar Baselios College of Engineering and Technology (MBCET) after signing an MoU to boost industry-academia collaboration and initiate joint research programmes.


Dr. P Umadevi, Hypnotherapist during the lecture on ‘Self Esteem’ hosted by Pink, ladies forum of CHO .


Mr M. Chandradathan, Director of VSSC giving Mr M. Chandradathan, Director of VSSC giving
lecture on the topic "Synergy of Mind and Body" lecture on the topic "Synergy of Mind and Body"


Dr Sharat Chauhan IAS, Commissioner and Secretary (Health) Government of Goa inaugurating 'SAP Go live' for GAPL in the presence of Dr M.Ayyappan, C\&MD. as part of 'Think Tank' Lecture series at CRDC.


Mr R.P. Khandelwal, Director (Finance) and Dr Arun Varma, Executive Director, IL\&FS exchanging MoU in the presence of Dr M. Ayyappan, C\&MD on conducting skill development courses under the auspices of HLL Academy.


C\&MD interacting with the students during the
Summer Camp organised for the students of Guru Gopinath Natanagramam, an institute of Department of Culture, Government of Kerala.

Dr A.V. Jose, Member of the Standing Committee on Labour Force Statistics, giving lecture on the topic "Labour Institutions and Development in the Indian Context as part of Think Tank Lecture series at Corporate R\&D Centre (CRDC

Akkulam.




C\&MD hoisting the national flag during th Independence Day celebrations held on 15 August 2015


C\& MD announcing the names of the winners of various competitions held as part of Onam celebrations organised by HLRORC-Recreation


Dr M.K.C Nair, Vice Clancellor, Kerala University of Health Sciences addressing the gathering on the topic 'Building Institutions for Social Iransformation-The Story Untold' as part of Think Tank' Lecture series at Corporate R \& D Centre (CRDC) Akkulam on 01 August 2015.
$\qquad$


C\&MD inaugurating Hindi Fortnight Valedictory function and Hindi Music Night.


Cancer awareness class.


Employees taking National Safety day pledge.
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$\qquad$


Mr P.V Namboothiripad , former Chairman HLL inaugurating Factory day celebrations.

N.S Kang IAS ,Additional Secretary, Ministry of Health \& Family Welfare visited the Factory.



Refrendom 2015

"Kathaprasangam" held at HL Sargam hall as part of Bi monthly program in association with Sangeetha Nataka Academy.


Talk on work related problems by Dr Co
K.E. Rajan organised by Sparsham


World Environment Day celebrations


Independence Day Celebration on 15 August 2015


Visit of Mr N.S. Kang, Additional Secretary, MoHFW.


Employees taking Safety Pledge.


Mr Shabujan T.K, safety Expert during the Safety knowledge sharing session.






Visit of Mr V Srinivas, Deputy Directo (Administration) AllMS, New Delhi.


Visit of Mr Guran Sharan, Director, Corvid Helath Care.


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Productivity Week pledge.


Pre inspection audit for Unipill Block for ECP Order. Mr. VatcheKaprielian from Lebanon has Order. Mr.VatcheKaprielian from Lebanon has
visited and inspected the manufacturing process.


Adv. Padma Haliyal addressing a lecture on tackling 'Harassment of Women at Work Place'



Training Programme on 'Industrial Safety'.


Employees taking Safety Pledge.


Awareness Camp on 'SHRAM SUVIDHA'.




Voluntary Blood Donation camp organised by Hospital Products group in accordance with National Blood Donation day at Vimala College, Thrissur.



Continuing Medical Education at National Institute of Biological sciences, Kolkata


CME at IMA Blood Bank, Thrissur.


1500 DOTS JRULION TIMES titiencicion

## VlJAY DIWAS

| UNIT | TEAM MEMBERS FEBRL | ARY ACHIEVEMENT |
| :---: | :---: | :---: |
| $\begin{aligned} & \text { Сно } \\ & \text { CRDC } \end{aligned}$ | Dr. Rajmohan.G, <br> Scientist E2 <br> Mohan Das Nayar, <br> DGM(Vending Business) | Awarded the Indo-Finnish collaborative project "Development of Lifecare ATM's for women in India" |
| PFT | ETD Team <br> Venugopal. S, DGM(ETD) <br> Sobha.K, Sr.Mgr(ETD) | Bringing down the ETD pending untested stock from 40 MPCs to 15 within one month. |
| MARCH |  |  |
| PFT | Baiju P, SM(PP) | Achieved highest daily output (4.393 MPCs) on 25th February 2015 |
| APRIL |  |  |
| PfT | Baiju P, SM(PP) | Achieved highest annual moulding output of 1410.8 mpcs in the year 2014-2015. |
| AFT | Tom B Mathew, SM(Production) | The highest production for Blood Bag of 12.5 Million SBE. Since inception thereby achieving $100 \%$ capacity utilization for the first time. |
| IFC | Nevin David M, DM <br> (Production) <br> K. Muralidharan, DM (QA) <br> Jinesh Vijayan, Production <br> Assistant <br> Sreeni P. K., Assistant Stores <br> Chithra S.,Assistant <br> QA/Lab | Highest ever monthly dispatch quantity in March 2015 ( 27.46 mpcs ) |


| UNIT | TEAM MEMBERS | Y ACHIEVEMENT |
| :---: | :---: | :---: |
| PFT | P. Babu, Manager(Utility) Sivakumar A., O1 | Modified hot water recycling system in Plant B for reduction in water consumption (10KL/day) |
| AFT | T. Sajit, DM(QA) | Developed and implemented high performance Medical grade PVC pellets for Blood bag sheet using high molecular weight resin (K80, Formosa) resulting in a savings of 9-10 lakhs per annum. |
| KFB | Kashinath Thane, <br> DM (Sales) <br> K.M.Kamble, MG-I | Dispatched 20000000 packs ( 12.00 M.Pcs.) of Freedays Sanitary napkins to Kathmandu (Nepal) for earthquake relief within three days from Bhivandi (Mumbai) to Kathmandu (Nepal), reducing inventory in the tune of Rs.1.89 Crores |
| JUNE |  |  |
| HITES | Shubham Gupta (APE-Civil) | Efficient Discharge of functions related to: <br> Preparation of estimates, Scruitny of bills \& Other contractual matters |
| $\begin{aligned} & \text { CHO } \\ & \text { CRDC } \end{aligned}$ | Dr. Abi Santhosh Aprem, DVP <br> Resmy Rachel Thomas, Jr. Scientist <br> Suja B., Sr. Project Fellow Preethalekshmi A.P., <br> Scientific Assistant <br> Nisha U, Project Assistant | HLL has got its first patent granted in Female Condom under the title "An improved female condom and process of manufacturing the same using natural rubber latex". |
| PFT | P. Gopalakrishnan, DGM(HR) Anoop R., SM(Packing) | Successfully co-ordinated referendum to select recognized Trade Unions on 15.05.2015 |
| $\begin{aligned} & \text { AFT } \\ & \text { (CED) } \end{aligned}$ | Rajeev.R.V, DCE(CED) Krishna Kumar.R., M(E\&I), Rajesh Kumar R, DM(CED) Radhakrishnan Nair. K. Akhil G.S, DM(CED) | Indigenous design, development of online power finishing and vulcanizing system for HLL Lifecare Machine - , left line at IFC, which is novel attempt in butterfly type withdrawal with TSP stripping in condom production machines across the globe. Trial run taken from 27.06 .2015 to 29.06 .2015 . Achieved 100\% IS free condoms. |



| UNIT | TEAM MEMBERS AUG | ST ACHIEVEMENT |
| :---: | :---: | :---: |
| PFT | G.S. Manoharan Nair Manager (F) <br> S. Ramachandran Nair, SG3 | - Reducing sales tax liability by obtaining revision order to the tune of Rs.2.61 Crores for the year 2010-11 <br> - Obtaining favourable orders from Central Excise Department for Excise Rebate for export material to the tune of Rs.3.17 Crores for the period 2011-2 to 2014-15 <br> - Total financial savings= Rs.5. 78 Crores |
| AFT | Sajith M S, Senior Manager (Engineering), <br> Anish P R, Deputy Manager (Engg), Harikrishnan S, MG 6, Ajeesh, Production Assistant. | - Upgrading to automated Product Counting System in PP Cover Machine thereby saving 3 manday per day. Annual saving is Rs. 3.90 lakh. <br> - Upgrading of Band Sealing Machine used for fourth side sealing of Aluminium foil of sutures. |
| KFC | Balakrishnan V, MG4 <br> Krishnan P, MG4 | Secondary packing of 10.45 lakhs wallets of IDA Copack order within 6 days and despatched effectively on time. <br> (Actual time required is 12 days for packing 10.45 lakhs quantities) |
| KFB | Y.A.Inamdar,Officer Grade-V <br> Mr.M.H.Aski, SG-IV <br> Mr.S.S.Halage, MG-II | Elimination of existing OCP ETP by reducing energy and operating cost |
| KFB | Gaurav Sharma ,M (HR) <br> Achal Chopra, <br> Assistant (Legal) | Organising Management Trainee Exam which included booking of 13 Schools and proper Co-ordination with various schools/teams/ |

## The Hindu <br> Waste management unit opened at SAP quarters

'My City' initiative by HLLL Life Care


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hLL Group opens HLL Management Academy


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| The New Indian Express |  |  |
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The Hindu






## Destination Kerala Magazi

ECO-FRIENDLY WAY



The Times of India
Nirodh turns vibrant to take on rivals






Accurate Diagnostics at affordable cost



Our first Chairman and Freedom fighter Shri Kripa Narain passed away on 18 March 2015 HLL family expresses our deepest condolences and prayers for the family of Shri. Narain. May his soul rest in peace.



## HLL family member joins UNESCO

Dr T. C. Prathna PhD, D/o Mr J.Chandrasekaran FA-RM HLL- CMO has joined UNESCO Netherlands on
01 September 2015 on a 2 year assignment. She is one among three candidates selected for Water Research and Education through year-long selection process across the globe. Dr Prathna got her Doctorate in Nano Technology at the age of 25. Before joining UNESCO she worked with Indian Institute of Science (IISc) Bangalore and Indian Institute of Nano Science and Technology (IINST) Mohali - Punjab as a Post Doc Research Associate.


Mr P.K Narendra Kumar, SG2, Electrical Section (PFT), receiving the 'Excellent Safety Conscious Worker Award 2015' on National Safety Day Calibration 2015 from the Director of Factories and Boilers.


Ms Neena Shamjith, Peroorkada Factory receiving first prize from Mr P.K Ibrahim Kunju, State Minister in Essay competition conducted at state level by Kerala State Productivity council.


Ms S V Banu, DGM, HLL -PFT has wo 2nd Prize in Essay Writing Competition and 6th Prize in Extempore speech competition (for non Hindi speaking states) in connection with Joint Hindi Fortnight Celebrations of TOLIC held on 16 March 2015 and 17 March 2015 respectively.

HLL Biotech Ltd (HBL) secures future generations by providing safe and effective vaccines at affordable prices for every Indian. HBL is partnering with Ministry of Health and Family Welfare, Government of India to set up a premium facility for production of vaccines for the National Immunization Programme and other new generation vaccines at its campus in Chengalpettu near Chennai in Tamil Nadu.

Ticel Biopark Campus (Module \# 013-015), CSIR Road, Taramani, Chennai-600 133, Tamil Nadu, India


Mr Ajithkumar G, MG-6, Utility, HLL - PFT has won 4th prize for Hindi Song Competition (Male) in connection with Joint Hindi Fortnight Celebrations of TOLIC held on 17 March 2015


Ms Anna Joseph, D/o Joseph Thomas, MG4, Engg: Dept peroorkada Factory scored A+ in all subjects in Plus Two
2014-2015.
$\qquad$


## ZEROTOONE

Authors :Peter Thiel and Blake Masters
Published by Crown Business, a division of Random House

A
syou open your daily newsfeed or surf a business Achannel, often you encounter a word called 'startup'. You come to hear that the central and state governments are encouraging 'startup' companies. The wide coverage on our Prime Minister's visit to U.S.A. - particularly to the Silicone Valley - has enthused a lot of youngsters in India to know about 'start-ups'.
So, what is a 'start-up'? And how do you begin one? What are the essentials one need to keep in mind, while conceiving a 'start-up'? And, how do 'start-ups' fit in overall within an economy?

Peter Theil, co-founder of Pay Pal - one of the first ever electronic commercial portals - examines and finds answers to the above questions in his brilliant book titled, "Zero To One". The title signifies one of the two modes of progress, namely, horizontal and vertical. The horizontal progress can be depicted as 1 to n , and the vertical as o to 1 . To move from 1 to n , you need to replicate success from small to big, or local to global. But in order to transcend from o to 1, you need to do something new - something not known previously.

Theil attributes this novelty factor as the key to success of Silicon Valley, the world's technology capital and home to several 'zero to one' companies. The author starts the book with a contrarian question: What important truth do very few people agree with you on? Simple as it may seem, it is a question very difficult to answer, because you have to tell something which is unimagined before! That unimagined or novel idea is like a new business. The next Bill gates will not build an operating system. The next Larry Page won't make a search engine. And the next Mark Zuckerberg won't create a social network. If you are copying these guys, you aren't learning from them.

The above suggestion follows that being the first, and remaining there can be key to success. Such a proposition defeats competition: Monopoly is the condition of every successful business. Theil suggests that we need to overcome competition as an ideology that pervades our society and distorts our thinking. The ideology prevails throughout in our society, be it in the field of education or business. Whereas our objective should be to create brilliant economists or scientists who stand apart in their thinking; or business men who change the way in which people live their lives, for the better.

Such a futuristic concept would necessarily mean that worth of a company should be evaluated by its future cash flows discounted to present. The basic question should be: will this business still be around a decade from now? The hallmark of a startup should be definite optimism, backed up by extensive planning and careful execution. There is no place for luck and chance. You are not a lottery ticket.
As different from an individual, an enterprise works as a team. And a startup is characterised by its size too. Startup is the largest group of people you can convince of a plan to build a different future. Theil asks the business version of the contrarian question: what valuable company is nobody building? Theil states that every correct answer is necessarily a secret; something important and unknown, something hard to do but doable.

In a self-help act, Theil outlines seven important questions that every business must answer at the planning stage itself.

1. The Engineering Question: Can you create breakthrough technology instead of incremental improvements?
2.The Timing Question: Is now the right time to start your particular business?
3.The Monopoly Question: Are you starting with a big share of a small market?
4.The people Question: Do you have the right team?
5.The Distribution Question: Do you have a way to not just create but deliver your product?
6.The Durability Question: Will your market position be defensible 10 and 20 years into the future?
7.The Secret Question: Have you identified a unique opportunity that others don't see?

While advocating that a newfound idea is the backbone of any futuristic startup, Theil warns against any maverick or nerdy behaviour on the part of founders. Founders can have queer traits, only to enable them to remain focussed or creative, and not be exchanged for individual notoriety or demonization at any moment.

Does it mean that it is enough to found a business that is new, different and just apparently beneficial to the society? Peter Thiel concludes: Our task today is to find singular ways to create the new things that will make the future not just different, but better - to go from o to 1. The essential first step is to think for yourself. Only by seeing our world anew, as fresh and strange as it was to the ancients who saw it first, can we both re-create it and preserve it for the future.
Peter Theil's book is an economic treatise, business strategem and a social vision - all rolled into one. Written in a lucid language, "Zero to One" is very different from other books of this genre - living up to the philosophy that it puts across. A monopoly of sorts?


Dr K R S Krishnan, Drirector
Technical and Operations

## "Thee" Park

Raji Jaideep
W/o Jaideep.B
DVP (Civil), HITES

## A <br> sunday evening and it coincided on the International Women's Day. <br> day started glancing through the Newspaper. My

 eyes swiftly picked the article - "Tips for today's Women for a healthy life". It was published for Women welfar a dedication (sounds rewarding to be a women!)Of the long list ,the one that caught my attention was -
Ensure a regular 30 min walk every day
Discard your phone during your walk

- Appreciate the nature around.

I decided to give it a try in the evening. I forcibly pushed myself for the evening walk to a nearby Park (small green lung in the middle of city), all by mysel iscarding my mobile. I decided to take 7 rounds on the walking track to engage the 30 min period.
The Park had thick Flora and my attention sprung to the crown of the tree. Thick Green leaves painting the Blue sky as I see from the Ground . I looked a little close and observed many weaver nests made of haystacks a the treetop. Wondered, the birds PARKed themselve in their impressive creations. As I was moving, many small hives could be noticed in the form of capsules hoods made by weaving leaves. Sure ,the insects had PARKed themselves in their palatial home. Just then, I was interrupted by a Squirrel running across the walking track to climbe a tree . With a Guava in it clutches, it rested on a branch to eat the fruit. Th creature had PARKed to enjoy its food.....I continued my rounds amazed at Nature's contribution or offering or every creature. Nature gives out everything irrespective of the species you belong to............which we rarely realise...

The Soft Chirping of birds triggered my ears. I followed the sound and could see white throated sparrows PARKed on the branches and twigs of trees. Betwee


Howard Roark, the hero of 'The Fountainhead will not follow the crowd. He is an idealist. He is talented. He is independent. He decides to follow his heart and find his own place in the world.
The Fountainhead, one among the first and mos famous works of Ayn Rand was published in the yea 1943. The story portrays the author's version of New York in the 1920s and 30s. It is the story of Howard Roark, and his struggle as an architect agains conventional standards. His story drives the novel. In Ayn Rand's words, he is "A man who was as man should be". The novel depicts his life and the life of hose who love/hate him.
and creates well etched characters that tend to linger in our minds.

Howard Roark: a fiercely independent perso expelled from college for his insubordination, denied work because of his refusal to compromise, opposed by architectural critics for his unconventional designs.
Dominique Francon - A strong willed woman who has resolved on destroying Howard Roark

Peter Keating- The darling of the mass. The guy who chases success.

Ellsworth Toohey - The soft spoken philosopher with a secret motive

Gail Wynard - The self-made billionaire

THE FOUNTAINHEAD by AYN RAND

Rand creates a black and white world and fills it with characters that seem to be having different shades of black and white. Rand portrays a society so caught up in mediocre that it forgets to recognize true talent. The nrelenting battle between the society and Howard Roark forms the crux of the story.

Though close to 700 pages long, Rand easily manage o retain readers' attention and captivates us with brilliant storyline, interesting characters and memorable conversations. You may even find a bit of yourself in the characters that Rand has created in the novel.

Through the story of a struggling architect, Rand also tries to introduce her thoughts and philosophies on life, to the readers. Her ideas on life, which may b influenced by the period (the second world war) and her life in Soviet Russia, does not always strike a chord with the reader. You may also feel an overemphasi iven on the individuality of the protagonist whil underemphasizing the same for the other characters.

While reading the novel, there would be times wherein you may not agree with author's beliefs and you may dislike Howard Roark for being the voice of her ideas but there would also, most definitely, be times when Roark has made you smile, with his spirit, arrogance and sheer indifference.

So if you happen to see 'The Fountainhead sittin n a book case someplace, do grab a copy. It would definitely be an interesting read

As the critics say, 'with Howard Roark there is no middle path - You either love him or you despise him You just can’t ignore him

Deepak D DM (BB, HLL-AFT)


Devananda C.M D/o Mr N. Chandra Babu Marketing Dept - CHO

MY MOTHER


## \& To heal joint pain, we first heal the joint



## Introducing Herbs \& Berries

 Joint Care CreamRediscover freedom from pain. Rediscover the power of ancient, authentic Ayurveda that treats inflamed joints and aching muscles from within. Developed by Arya Vaidyasala Kottakkal, based on well-known pain management preparations like Mahanarayanatailam and Kapuraditailam, Herbs \& Berries Joint Care packs 49 effective ingredients including Bala and Devataram that penetrate deep to reduce inflammation, improve mobility and flexibility in the joints. Maximizing age old tradition for a life that is active and fulfilling today

## Herbs Berries



The foundation stone laying ceremony of HLL's second factory at $\qquad$
Kanagala, Belgaum - 16 October 1984.


66 मेरी ज़िन्दगी है खूबसूरत, मेरा परिवार है खुशहाल, मैं हूं इसका आधार, सहेली ने निभाया मेरा साथ। ${ }^{\prime}$

पिछले 18 वर्षों से दुनिया की एकमात्र स्टेरॉइड रहित गर्भ निरोधक गोली, जो है लाखों महिलाओं की सहेली और लेने में आसान-हफ्ते में एक बार*। सहेली से बुरे प्रभाव, जैसे मोटापा, उल्टियां और चक्कर बिल्कुल नहीं, क्योंकि ये है $100 \%$ स्टेरॉइड रहित गर्भ निरोधक गोली। लाखों की सहेली, बन सकती है आपकी सहेली।


अधिक जानकारी के लिए, हमें टोल-फ्री नं.: 18004253223 पर सम्पर्क करें, या saheli@lifecarehll.com पर ईमेल भेजीए।



## राजभाषा कीर्ति पुस्कार- <br> एचएलएल को प्रथम स्थान

कक्षिण भारत के केंद्र सरकार के सार्वजनिक उपक्रमों के बीच
में राजभाषा के सर्वोत्तम कार्यान्वयन के लिए लगाए राजभाषा कीर्ति पुरस्कार राष्ट्रपति श्री प्रणाब मुखर्जी के कर कमलों से १४ सितंबर 2015 को विज्ञान भवन नई दिल्ली में आयोजित हिंदी दिवस समारोह में एचएलएल के अध्यक्ष एवं प्रबंध निदेशक डॉ.एम.अय्यप्पन ने हासिल किया।
एचएलएल इस राजभाषा पुरस्कार के लिए नौ वीं बार हकदार बन रहा है । इस बार एच एल एल ने पहला स्थान हासिल करके अपनी उपलब्धती दुहरायी है।
केंद्र सरकार की राजभाषा नीति को प्रोत्साहित करने वाली उपलब्धियों को गृह मंत्रालय, राजभाषा विभाग भारत सरकार द्वारा राजभाषा कीर्ति पुरस्कार से पुरस्कृत किया जाता। संविधान में सभा द्वारा 98 सितंबर 1949 को हिंदी भाषा को संघ की राजभाषा के रूप में घोषित किया गया, इसके वार्षिक दिवस को देश भर में हिंदी दिवस के रूप में मनाया जाता है।

डॉ. एम.अय्यप्पन ने कहा- राजभाषा हिंदी को कार्मचारियों के बीच में लोकप्रिय बनाने के फलस्वरूप एचएलएल को सफलता प्राप्त हुई है। हिंदी भाषा को आत्मसात करने केलिए एचएलएल में विविध क्लास के अलावा कर्मचारियों और उनके बच्चों के लिए विविध प्रतियोगिताएँ, कला और मनोरंजन कार्यक्रमों के आयोजन कर रहे हैं।
एचएलएल की राजभाषा पत्रिका समन्वया में एचएलएल पेरूरकडा फैक्टरी के श्रीमती पी. इंदिराम्मा द्वारा लिखित " जनता की स्वास्थ्य रक्षा में एचएलएल की भूमिका " लेख को राजभाषा गौरव पुरस्कार दूसरा स्थान प्राप्त हुआ। उत्क पुनीत अवसर पर श्रीमती इंदिराम्मा ने नकद पुरस्कार रु. 22,000/- और प्रमाण पत्र राष्ट्रपति से हासिल किया।


## तरलीकृत प्राकृतिक गैस अब एचएलएल का ईंधन

Јचएलएल तरलीकृत प्राकृतिक गैस निर्माण करके फिर व्यापार के क्षेत्र में नमूना बन गया। एचएलएल में संस्थापित तरलीकृत प्राकृतिक गैस (एलएनजी) भंडारण क्षेत्र में और गैर-गैसीकरण सुविधा के उद्घाटन केरल के मुख्य मंत्री श्री उम्मन चांडी ने किया। दक्षिण भारत में सार्वजनिक उद्यम संस्था के क्षेत्र में बनायी गयी इस तरह की प्रथम पद्धति है यह फर्नस ऑयल के बदले पर्यावरण अनुकूल प्राकृतिक गैस उपयोग करने के लक्ष्य के साथ 39.4 क्युबीक मीट भंडारण क्षमतावाले एलएनजी भंडारण एचएलएल की पेरूरकडा फैक्टरी में संस्थापित किया गया है उद्धाटन के दौरान मुख्य मंत्री ने कहा - एचएलएल अपनी फैक्टरी में प्रदूषण से मुक्त एवं किफायती लागत पर प्राकृतिक गैस उपयोग करके केरल के अन्य संस्थाओं को प्रेरक बन जाये। प्राकृतिक गैस की भलाई को समझ कर इस सुविधा प्रयोग करने के लिए केरल में पिछले साल के बजट में मूल्य वर्धित कर (वैट) से एलएनजी को छूट दी थी। केंद्र सरकार इसकेलिए सदा प्रोत्साहन देते हैं लेकिन संस्थाएं प्राकृतिक गेस का फायदा नहीं उठाते हैं जो बहृत खेद की बात है। इस अवसर पर एचएलएल ने कम अवधि में इस परियोजना लागू की जो गर्व की बात है - मुख्य मंत्री ने जोडा।


करल के मुख्यमंत्री श्री उम्मन चांडी 9 जुलाई 2015 को सर्गम ऑडिटोरियम में वर्चुअल स्क्रीन पर एलएनजी स्टोरेज और रीगैसीफिकेशन सुविधा की उदघाटन करते हैं।

शी के मुरलीधरन ने निवासियो और अन्य नेताओं के अनुमोदन एवं समर्थन के साथ इस पर्यावरण के अनुकूल सुविधा के संस्थापन के लिए एचएलएल को सराहना की। आसपास के निवासी लोग यहाँ की इस सुविधा के संस्थापन पर आशंकित थे। लेकिन एचएलएल उनके साथ नियमित रूप से उनसे बातचीत की और आश्वासन दिया कि एलएनजी स्वच्छ, सुरक्षित और आर्थिक इंधन है जो विनिर्माण प्रचालन में अनुकूल वातावरण बनाता है। उन्होंने कहा कि कवडियार को एक प्रदूषण मुक्त वार्ड बनाने में एक महत्वपूर्ण भूमिका निभाने की ओर निवासी लोग एचएलएल से आभारी हैं।

डॉ.एम.अय्यप्पन, अध्यक्ष एवं प्रबंध निदेशक, एचएलएल ने कहा "हमें गर्व है कि केरल में सार्वजनिक क्षेत्र के संगठनों के बीच में एलएनजी भंडारण एवं गैर गैसीकरण की पहली सुविधा तिरुवनंतपुरम में एचएलएल ने संस्थापित किया है। डॉ. एम. अय्यप्पन यह भी कहा - टैंक में समाहरित एलएनजी एक प्रोग्राम योग्य लॉजिक कन्ट्रोलर द्वारा नियंत्रित प्रणाली में वेप्पराइसर की मदद से प्राकृतिक गैस में बदल जाती है। इस प्राकृतिक गैस को बोइलर में ईंधन के रूप में प्रयोग किया जाता है और उत्पन्न भाप

को प्रचालन विनिर्माण के लिए उपयोग किया जाता है। उन्होंने एक वर्ष से एलएनजी के वैट में छूट की अवधि का विस्तार करने केलिए मुख्य मंत्री से अनुरोध किया। भंडारण सुविधा और प्रचालन के अधीन कई मानक एवं सुरक्षा क्लियरनस पेट्रोलियम विस्फोटक और सुरक्षा संगठन, नागपूर से है। इस नवीनतम टैंक के लिए प्रौद्योगिकी जो ऊर्ज की कमी का ख्याल रखता है, वैश्विक उद्योग के नेता और टर्क्कि - आधारित कंपनी ईइसान द्वारा प्रदान की जाती है। अध्यक्ष एवं प्रबंध निदेशक ने यह भी कहा "एचएलएल के पेरूरकडा यूनिट को अपने दैनिक उत्पादन प्रचाल के लिए एलएनजी के लगभग 9 एमटी. अपेक्षित है। हम प्रति वर्ष 240 मेट्रिक टन खरीदते हैं ।" यद्यपि प्रणाली का संस्थापन 2014 में पूरा किया गया, सफल ट्रयल रन और प्रणाली के स्थिरीकरण वाणिज्यिक संचालन के औपचारिक उद्घाटन के लिए अपेक्षित किया था। श्री आर.के गार्ग, वित्त निदेशक, पेट्रोनेट, एलएनजी, श्रीमति सति देवी, कवडियार वार्ड काउंसलर, एचएलएल के निदेशक डॉ. के.आर.एस कृष्णन, डॉ. बाबु तोमस, आर.पी. खण्डेलवाल और पी. श्रीकुमार, एचएलएल वरिष्ट उपाध्यक्ष उदघाटन समारोह में उपस्थित थे

Tस्थ्य क्षेत्र में कुशल प्रबंधन पेशेवरों की बढती मांग - 1 को पूरा करने के प्रयास में, एचएलएल ग्रूप द्वारा आज

## एचएलएल <br> प्रबंधन अकादमी

 संगठन प्रारंभ किया गयाइस सोसायटी को त्रावणकोर - कोच्चिन साहित्यिक, वैज्ञानिक और चैरिटेबल सोसायटीस पंजीकरण अधिनियम 1955 के अधीन पंजीकरण किया गया, एचएमए अवसंरचना और वित्तीय सेवा फार्म आईएल \& एफएस के साथ साझेदारी करके नए कौशल विकास पाठ्यक्रम का कार्य करेगा
स्वास्थ्य रक्षा क्षेत्र में नया कुशलता प्रबंधन
विकास पहल लाँच करने के लिए आईएल \& एफएस के साथ टाइ-अप। श्री अडूर प्रकाश, राजस्व एवं कयर मंत्री केरल सरकार ने आज केस्टोण रोड, कवडियार में एचएमए के लिए नए कार्यालय का उद्घाटन किया। देश आज सेवा खंड की विशेषकर स्वास्थ्य रक्षा के लिए प्रशिक्षित मानव शक्ति की भारी कमी की सामना कर रही है - चाहे वह विनिर्माण, प्रचालन और अनुरक्षण या प्रापण के क्षेत्र में हो। यह अत्यधिक प्रशंसनीय है कि एचएलएल ने उन्नत चिकित्सा क्षेत्र और आम जनता के बीच इसे लागू करके इस अंतर को भरने के लिए आगे आया है। मंत्री ने बताया कि एचएलएल स्वास्थ्य रक्षा प्रबंधन एवं सेवा के क्षेत्र में समुदाय के लिए महान सेवाऍँ की जा रही है।
इस क्षेत्र एवं संसाधन पूल में एचएलएल के उत्कृष्ट ट्रैक रिकॉर्ड कंपनी ने विकसित किया है, मुझे यकीन है कि स्वास्थ्य रक्षा सुपुर्दगी क्षेत्र के विविध मुद्दों को हल करने की क्षमतावाले प्रशिक्षित पेशेवरों को सीजित करने में एचएलएल काबिल है।

एचएलएल के अध्यक्ष एवं प्रबंध निदेशक डॉ. एम. अय्यप्पन ने कहा - एचएलएल अकादमी का उद्देश्य स्वास्थ्य रक्षा के क्षेत्र में शिक्षा, अनुसंधान, प्रशिक्षण और विशेष क्षेत्र में परामर्श प्रदान करने में उत्कृष्टता का एक केंद्र बन जाना है। एचएलएल अकादमी के महत्वपूर्ण उद्देश्यों में एक है क्षमता निमाण और स्वास्थ्य रक्षा उद्योग में विशेष रूप से सामाजिक विपणन \& फ्रेंचाइजिंग, प्रापण प्रबंधन क्लीनिकल इंजीनियरिंग, सामाजिक उद्यमिता और संबंधित स्वास्थ्य विज्ञान में कुशल कार्यबल बनाना।


श्री अडूर प्रकाश, राजस्व एवं कयर मंत्री, केरल सरकार 3 जुलाई 2015 को डॉ.एम.अय्यप्पन,अध्यक्ष एवं प्रबंध निदेशक, एचएलएल की उपस्थिति में एचएलएल के 7 वीं समनुषंगी एचएलएल प्रबंधन अकादमी (एचएमए) का उद्घाटन करते हैं

वर्तमान में, एचएलएल के शैक्षिक प्रभाग क्लीनिकल इंजीनियरिंग और प्रबंधन में पोस्ट ग्रेजुएट डिप्लोमा (पीजीडीसीईएम) और क्लीनिकल इंजीनियरिंग और प्रबंधन में एडवांर्ड डिप्लोमा सहित कई प्रबंधन पाठ्यक्रम आयोजित किया जाता है।
अकादमी विश्व बैंक और स्वास्थ्य एवं परिवार कल्याण मंत्रालय के सहयोग से स्वास्थ्यरक्षा क्षेत्र में सार्वजनिक प्रापण और

ठेक प्रबंधन पर अंतरराष्ट्रीय प्रशिक्षण
कार्यक्रम आयोजित किया जाएगा

इसकी व्यापक उद्देश्यों में कुछ बच्चों में चरित्र निर्माण के लिए व्यक्तिगत कार्यक्रमों के आयोजन करना और कुशल विकास युवाओं के रोजगार में सुधार करने के लिए संस्थाओं की स्थापन और वक्तिगत कार्यक्रमों के आयोजन शामिल है।


# नवान्वेषण के साथ इंजीनियरिंग विद्यार्थी एचएलएल में 

न
नान्वेषण के साथ इंजीनियरिंग विद्यार्थी एचएलएल में लिकन ऑयल नियंत्रण करने वाले उपकरण मोहन दास कोलेज ऑफ इंजीनियरिंग \& तकनॉलजी (एम सीईटी) के विद्यार्थियों ने आविष्कार किया। उद्योग - संस्थान - साझेदारी कार्यक्रम के भाग के रूप में एचएलएल में आयोजित विद्यार्थियों के को नवीनतम आविष्कार पर्याप्त ध्यान प्राप्त कर लिया।
एचएलएल के अध्यक्ष एवं प्रबंध निदेशक डॉ. एम अय्यप्न ने अपने उद्घाटन भाषण में कहा - विद्यार्थियों के नवीनतम भावनाओं परिपोषित करना इसका लक्ष्य है। "आम विद्यार्थियों को विस्तृत इंजीनियरिंग क्षेत्र के बारे में केवल सीमित ज्ञान ही मिलता है। यह समझकर ही एचएलएल उद्योग - संस्थान सहयोग को महत्व देते हैं।
उन्होंने जोडा - छात्रों और फैक्टरियों के लगातार संपर्क के साथ शिक्षा संपूर्ण करने केलिए ध्यान देना है। विश्वविद्यालय के अनुसंधान विद्वानों द्वारा शिक्षा और अनुसंधान को महत्व देते समय कोर्पोरेट के प्रबंधक उत्पाद और लाभ पर ध्यान देते हैं। एचएलएल को अपनेलिए आवश्यक यंत्र स्वयं विनिमार्ण करने की योजना और क्षमता है, इसकेलिए ओटोमेशन में निवेश करने की योजना भी है। कार्यक्रम के मुख्य अतिथि केरल के प्रौद्योगिकी विश्वविद्यालय के

केवल नवान्वेषण के जरिए होता है। तकनीकी विभाग में पढ रहे विद्यार्थी लोग आम जनता की जीवन शैली बढाने योग्य नवीनतम उपकरणों के आविष्कार करने और हिस्सेदार बनने के लिए कोशिश करने की जरूरत है। उप कुलपति ने एचएलएल इस तरह प्रोन्नमन करने के लिए नेतृत्व कर रहे डॉ अय्यप्पन को अभिनंदन किया।
नवीनतम योजना केलिए सहयोग दिए एमसीईटी के विद्यार्थी और अध्यापकों केलिए मान्यता थी प्रदर्शिती । वेंटिंग, टैप्पिंग मशीन पैकिंग रोबर्ट, ओटोमैटिक पैकेजिंग सुविधा आदि इंजीनियरिंग निपुणता को प्रदर्शित किया गया। सेवानिवत्त कमडोट और एंसीइटी अध्यापक श्री वी एन. अजीतकुमार, उप मुख्य इंजीनियर और एचएलएल लाइफ़केयर सेंट्रल इंजीनियरिंग विभाग के प्रधान श्री राजीव आदि द्वारा परियोजना का नेतृत्व किया गया।
उद्योग-संस्थान-साझेदारी कार्यक्रम के भाग के रूप में एचएलएल फैक्टरी दौरा, उद्योग प्रशिक्षण, इंटर्नशिप , प्रशिक्षण कार्यक्रम संगोष्ठी आदि भी आयोजित किया जाएगा। एचएलएल में इंटर्नशिप किये एमसीईटी के अध्यापकों को उप कुलपति ने प्रमाणपत्र वितरण किया। परियोजना किए गए विद्यार्थियों के भी प्रमाण पत्र एंसीईटी अध्यक्ष श्री मोहन दास और इंटर्नशीप किए विद्यार्थियों के प्रमाण पत्र श्रीमती राणी मोहनदास ने वितरण किया। कुलपति डॉ. कुचेरिया पी ऐसक ने कहा - सामाजिक परिवर्तन 88 HLL FAMILY

## एचए एचएलएल के निगमित मुख्यालय में सैनिटरी नैप्किन वेंटिंग मशीन

1.स्य रक्षा को प्रमुखता देनेवाले एचएलएल लाइफ़केयर - 1 लिमिटेड ने सैनिटरी नैप्किन प्रदान करके स्वास्थ्य परिरक्षा में स्वच्छता कायम रखने के उद्देश्य से कंपनी के निगमित मुख्यालय में महिला कर्मचारियों के लिए सैनिटरी नैप्किन वेंडिंग मशीन संस्थापित किया। एचएलएल की कनगला फैक्टरी में विनिर्मित ‘हाप्पि डेइस’ ब्रांड के नैप्फिन इस वेंडिंग मशीन से मिलेगा एचएलएल के अध्यक्ष एवं प्रबंध निदेशक डॉ.एम.अय्यप्पन ने कहा कि सर्वेक्षण के अनुसार मासिक धर्म के दौरान स्वच्छता का अभाव फंगल संक्रमण और अन्य बीमारियों के कारण बन जाता है। यह एक सामाजिक समस्या समझकर यह हल करने के हमारे प्रयत्न का परिणाम है यह सैनिटरी नैप्किन वेंडिंग मशीन

निगमित मुख्यालय के कर्मचारियों में 25 प्रतिशत महिलाएँ हैं महिलाओं के वाश रूम में 2 वेंडिंग मशीन संस्थापित किया गया है। इस वेंडिंगो नामक मशीन से 25 पैकेट नैप्किन तक मिलेगा। दस

रुपए के लिए तीन नैप्किनों का एक पैकेट मिलता है। इसका दाम बाज़ार मूल्य से बहुत कम है। उपयोगित नैप्किनों का निपटान करने के लिए इनसिनेरेट्टर भी संस्थापित किया गया है। इससे एक साथ 25 नैप्किन तक राख कर सकता है। आगे एचएलएल के अन्य फैक्ट रियों एवं कार्यालयों में यह वेंडिंग मशीन संस्थापित करेंगे।
एचएलएल पिंक महिला फोरम, लैंगिक उत्पीडन निवारण समिति आदि महिला कर्मचारियों के संरक्षा एवं रक्षा को अतीव प्रमुखता देता रहता है। नैप्किनों के लिए वेंडिंग मशीन संस्थापित करक एचएलएल अन्य संस्थाओं के लिए एक मार्गदर्शक बन गया है इस समारोह में एचएलएल के सह उपाध्यक्ष (मानव संसाधन) एवं लैंगिक उत्पीडन निवारण समिति की अध्यक्षा श्रीमती वी.सरस्वती देवी, उप महा प्रबंधक एवं लैंगिक उत्पीडन निवारण समिति के सदस्य सचिव डॉ.वी.के.जयश्री, पूजप्पुरा एस एम एस एस हिंदु महिला मंदिरम सचिव श्रीमती एम.श्रीकुमारी आदि ने भाग लिया।

## विश्व आबादी के दिन में मूड्स के विभिन्न प्रचार कार्यक्रम



Cश्व में बढती रहती आबादी के अवसर पर जुलाई 11 विश्व समाजिक मीडिया युवा पीडियों के बीच बहूत अनिवार्य उपाय बन आबादी दिन में सामाजिक मीडिया के द्वारा एक नये प्रचार कार्याक्रम "मूड्स" प्रारंभ किया गया। नये गणना के अनुसार विश्व की आबादी 7.3 दश करोड से अधिक है। "कडोम का उपयोग कीजिए हमारे ग्रह का संरक्षण कीजिए" जैसे आदर्श - वाक्य की विडियो मुडस प्लानट के फेइस बुक के पन्ने में दिया है। 1279 लाइक और 179 शेयर इस अभियान को प्राप्त हुआ। चुका है। फेइस बुक जैसे सामाजिक माध्यम के ज़रिए मृडस के अभियान आने से अधिक युवाओं को जागरूक बना सकते हैं। विश्व के सबसे अच्छे ब्रांड है मूड्स। विश्व में 19 विभिन्न ब्रांडों में प्राप्त दुनिया के एकमात्र ब्रांड मूडस है। मूडस प्लान्ट वेबसाइट के द्वारा मूड्स कंडोम ऑन-लाईन खरीद कर सकता है। 63 देशों में मूड्स निर्यात कर सकता है।

एचएलएल जनसंजीवनी किफायती मूल्य दवाओं के विपणन केंद्र कर्नाटका में।


चचएलएल ने कर्नाटका सरकार के साथ मिलकर आम जनता को किफायती दर पर दवाएं उपलब्ध कराने की योजना कर्नाट का में प्रारंभ की। दवाओं की दूकानों के अलावा रोग निर्णय केंद्र भी कर्नाटका के आर-पार प्रारंभ करने का भी निर्णय लिया गया है। इसके अलावा एचएलएल के साथ मिलकर किफायती दर का डायग्नोस्टिक केंद्र भी प्रारंभित करने की समझौते पर हस्ताक्षर किया गया।

किफायती दर पर दवाओं की विपणन सेवाएँ आसानी से लोगों तक पहुँचाने के लिए जनसंजीवनी दवा केंद्रों की स्थान सूचिका भी राज्य के अस्पतालों में संस्थापित करेगी। पहला किफायती दर औषधशाला बैंगलूर के के.जी.अस्पताल में प्रारंभ करेगा। कर्नाट का के स्वास्थ्य एवं परिवार कल्याण मंत्री श्री यु. टी. खादर ने

कहा कि इस जनसंजीवनी से हमारा लक्ष्य है सभी स्तर के लोगों को किफायती दर पर दवाएं उपलब्ध कराना। उन्होंने जोडा कि एचएलएल की सहभागिता से डायग्नोस्टिक केंद्रों को संस्थापित करने का भी निर्णय लिया गया है।

एचएलएल के अध्यक्ष एवं प्रबंध निदेशक डॉ.एम.अय्यप्पन ने व्यक्त किया कि स्वास्थ्य संपन्न जनता ही एक देश की संपत्ति है। आज उच्च स्तर की दवाएँ एवं चिकित्सा सेवाएँ आम जनाता के लिए अप्राप्य है। यह जानकर एचएलएल, दवा विपणन सेवाएँ एवं रोगनिर्णय सेवाएँ फैलाने के लिए आगे आया। इस प्रकार की योजनाओं को हम एक व्यापार के रूप में नहीं देखते हैं। यह हमारा उत्तरदायित्व एवं फर्ज है। हज़ारों से अधिक दवाएँ 60 से 80 प्रतिशत तक कटौती दर पर यहाँ से मिलेगी।

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# Knowledge is power, Sharing knowledge is powerful. 

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