



INDIAN RESINS MANUFACTURERS' ASSOCIATION

eNewsletter

Edition: May 2018

INDIAN RESINS MANUFACTURER'S ASSOCIATION (IRMA)

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PRESIDENT SPEAKS



Siddharth Shah
President, IRMA

Greetings from IRMA !

First of all I would like to wish a prosperous Financial New Year 18-19 to all patrons of IRMA NEWS and industry fellows.

IRMA has now decided to circulate IRMA NEWS digitally and this is the first edition of it. After receiving a copy, you are requested to send your view regarding the same.

Dear Friends, the financial year 17-18 ended with big event of Paint India Exhibition at Goregaon Mumbai. By opinion of many exhibitors this was the biggest ever organised Exhibition. There was overwhelming response and gave great exposure to all connected industries like Resins, paints, machinery, pigments and other raw materials suppliers. On behalf of our association I would like to congratulate Shri Dilip Raghavan and their associates. I would like to thank to Paint India for providing a stall to our association IRMA.

There were problems in the industry on account of demonetisation and GST which will go shortly. Now it is smooth sailing. There exists growth in industry and you could observe the same. We do experience reforms in all spheres and will come out successfully.

As a part of IRMA's activities for the benefit of the members and resin-consuming industries, our association had organised "One Day Workshop on 28-4-18 namely "FOCUSING ON QUALITY & UTILITY FOR BETTER PROFITABILITY".

The workshop was conducted at the Institute of Chemical Technology, (formerly UDCT) Matunga, Mumbai on Saturday the 28th April 2018. The Convener of the Workshop was Mr. Ashok Goklani, Past President of IRMA and the Co-Convenor was Mr Aditya Chandrachud, Mg. Committee Member.

This workshop was being organized to have a better technical and operational understanding to the manufacture of Resins. It was a golden opportunity for the Owners, Partners, CEO, General Managers and Decision makers of Resin and coating Industries, who would like to increase the profits of their organization. The workshop covered lectures like ZED ("Zero Defect" technique), Solar Energy, Pollution control, Safety measures etc., and the sessions were very informative.

It was first attempt by any association to focus on important but highly over looked aspects of industries. The sessions were conducted by the eminent speakers from the respective fields. Workshop was well attended and was a grand success.

Wishing you all the best.

Thanks & Regards,

Siddharth Shah
President, IRMA



EDITOR'S NOTE

Aditya Chandrachud
Chief Editor

Dear Friends,

I am extremely grateful to team IRMA for giving me the opportunity to take over the Editorship and launch for the first time an "eNewsLetter" for IRMA members and associates. I also thank everyone who has contributed to this "eNewsLetter".

"IRMA eNewsLetter" is going to be another, faster and more accessible way of interacting with fellow members. World of Digitisation has given us this opportunity. With all of your support and contributions, I will make every effort to release this "eNewsLetters" with varied and useful reading material. Variety will be the spice! We will also be looking at including different topics for next "eNewsLetters". Your suggestions and contributions will also play an important role in the success of this "eNewsLetter".

To understand and take motivation from Personalities in this Industry we have included an Interview in this "eNewsLetter". This is followed by a technical article, some news from the industry and a Break Zone!

I extend my special thanks to Deepika Rane for designing this eNewsLetter.

Yours in IRMA

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Special Interview: Dhananjay M Sathaye

(MD and CEO of United Ink and D.S.V. Chemicals Pvt Ltd)



1. People are awed by personalities like yourself!

We congratulate you on receiving the Lifetime Achievement Award presented to you on behalf of AIPIA.

Please tell us a side of yourself we normally wouldn't know.

I am an avid Golfer and love to play the game. My weekends are normally spent on the Golf Greens. Otherwise, there are no hidden facets about me. As I am associated with IRMA for so long, you and all other IRMA members know more or less everything about me.

2. Tell us about your Journey to become the MD and CEO of United Ink and D.S.V. Chemicals Pvt Ltd

I have been involved in our family business of United Ink from 1971. After returning from UK with Printing Ink Technology degree & work experience with our English Collaborators, I started working in the lab, formulated new Inks. Simultaneously I was also learning various aspects of the business. I had also learnt Synthetic Resin Technology and we were keen to be able to design Resins suitable for our requirement. With this motivation, in 1976 I started the activity of DSV Chemicals Pvt. Ltd. We started with Rosin based Resins & long oil Alkyds required for Printing Inks. Then over few years, we developed a wide range of Resins viz. Polyurethane Resins, Acrylic Resins, Polyamide Resins etc. I was the M.D. of DSV Chemicals from the very inception and took over as M.D. of United Ink in 1998. Today DSV is a brand associated with Quality & Consistency for Resins and is a supplier to top Inks, Coatings, Paints & Adhesive manufacturers.

3. What habits / mindsets helped make you successful?

Simple habits, open mind, positive thinking & ability to listen have helped me a lot. Surely I will be even more successful soon.

4. How did you train/prepare yourself for your post or position you are in?

I had studied Printing Ink & Technology as well as had working experience with our English Collaborators in their labs and factories in U.K. On return, I also studied Business Management. The limitations of bookish knowledge were satisfactorily overcome when I received very thorough training from my father & uncle. I was very fortunate that I could get such in-house facility available and I tried my best to use the opportunities to the fullest extent.

5. How do you distinguish yourself from your competitors?

We believe that other Resin manufacturers are not our competitors, but are our friends. We all have very similar problems with suppliers, customers, various authorities & regulations and we believe in having open mind exchange of information with what you call as 'competitors'. We attempt to do business on our own terms by focusing more on quality and consistency rather than just price and volume.

Special Interview: Dhananjay M Sathaye

(MD and CEO of United Ink and D.S.V. Chemicals Pvt Ltd)

6. If given a chance to go into the past, what would you have done differently?

Synthetic Resin manufacturing is a very vast field and there are unlimited opportunities. If I have a chance of going in the past, I would plan much bigger capacity to manufacture to start with. Resins is a volume business and unless one can control manufacturing cost to the lowest level, it is difficult to generate profit in the face of intense competition. I had opportunity of visiting European & Chinese Resins manufacturing units and I would target that scale.

7. How do you perceive the trend of the Indian Resin Industry, domestic and globally?

Indian Resin manufacturers have got unlimited opportunities locally & globally. The name of the game is choosing the right products and more importantly trustworthy customers to safeguard the investment being done in them. The global market is severely competitive and one will need to meet the pricing requirement.

8. How should the Indian Resin Manufacturers prepare themselves for the times to come?

I always get the feeling, & I hope I am wrong, that Indian Resin Manufacturers do not want to make decent profit. At times the economics looks unacceptably poor and in such situation we choose to give up business. Indian Resin manufacturers must not ignore that good 'Return on investment' is very essential to keep running healthy industrial activity and only then the activity would continue for a long time.



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Soya Rosinated

DCO Linseed Rosinated

DCO Long Oil

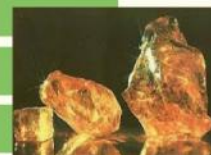
Soya Long Oil

Linseed Long Oil



Rosin Modified Resins

Varnishes, Paints



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I.R.M.A. Conducts 1 Day Workshop On "Focusing On Quality and Utility For Better Profitability"



Aditya Chandrachud
Co-Convenor, Workshop

Indian Resins Manufacturers' Association (IRMA) conducted a 1 day workshop on 28th April, 2018, at ICT, Matunga, Mumbai. The workshop focused on all Peripheral but absolutely critical aspects of business which are key to improving Profitability by focusing on Quality and Utility.

The speakers invited were renowned personalities, consultants, advisors who are experts in their chosen fields. They shared their vast experiences in an interactive manner.

The main subjects and speakers were :

1. ZED model (Zero Defect in products and Zero effect on Environment) which is a government based initiative to support "Make In India", Sustainable Green Chemistry and Lean Management by Dr. Uday Pandit and Mr Nikhil Waghmare, from Stawreal Technologies, Pune, QCI approved consultants and Master Trainers. Their lecture included videos of Prime Minister Narendra Modi initiating ZED Certifications and process required for the same.

2. Reduce your Electricity Bills to Zero : Mr Vijay Wani, GoGreen Ventures, Thane, covered various aspects about financials, payback periods and benefits for using Solar energy for Power generation and even selling excess Power generated thus reducing the huge energy bills for industry and curbing pollution.

3. Pollution Control for Resin & Coating Industry : Mr Ballal Chandrachud, ex-MPCB approved consultant and now owner of M/s Boro Criss, manufactures of Alkyd Resins and Paints, spoke about Stakeholders from Industry side and Government side who are involved in Pollution Control Approvals, set-ups, vigilance and audits. He also spoke about Documentation.

4. Zero Down Time by Industrial Safety by Mr Ashok Raichur, Retd. GM Safety HPCL & Advisor National Safety Council. He covered different aspects of Fire Hazards and how to handle them including proper electrification, coding, static electricity and concealed and underground wiring safety.

The Workshop was well organized with lots of information flowing and ended with question-answer session where everyone learnt a lot. The Workshop was a great success under the able leadership of IRMA President Mr Siddharth Shah; and Convenor Mr Ashok Goklani and Co-Convenor Aditya Chandrachud.

Summarised by: Aditya Chandrachud (Co-Convenor, Workshop; and M.C. member, IRMA)





SILANE-TERMINATED POLYURETHANES : A PERFORMANCE BINDER

By Dr. Parag P. Raut
Ph.D (Polymers, ICT,Mumbai)
PGDBM, Mumbai

ABSTRACT:

In today's world, Innovation is necessary to excel future in every aspect of life & Performance materials have a major role to play in it. Silane-terminated polyurethanes (SPUR prepolymers) have become increasingly appealing to adhesives, sealants and coatings manufacturers due to the synergy between the silane-curing mechanism and the polyurethane backbone properties. These balance mechanical properties making SPUR prepolymers an excellent Choice for the formulators to design products for Coatings, construction, industrial and consumer applications.

Key words: SPUR prepolymers, Silane, Coatings

INTRODUCTION:

Urethane polymers have in the past been modified to modulate their functionality by endcapping some or all of the isocyanate groups with a variety of organosilanes to yield silane end-capped urethane polymers containing minimal or no isocyanate groups.

Silane endcapped urethanes frequently exhibit insufficient flexibility to be useful in applications requiring considerable extension and compression. To overcome these problems SPUR prepolymers have key role to play.

Silane-terminated polyurethane resin synthesis involves well established polyurethane prepolymer methodology resulting in either terminal hydroxyl or isocyanate functionality which can be further reacted with a properly selected silane.

REACTION MECHANISM :

To formulate Silane-terminated polyurethanes selection of Polyols , an NCO yielding high molecular weight, choice of solvent and silane concentration is required .The Curing procedure also plays an important role in deciding the final properties of polymer.

As in the case for polyurethane synthesis selection of polyols is varied and can include poly-butadiene, polyester, polyether, polyether-polyester, polyester-polyamide, and combination thereof. Incorporating a degree of branching into the polyol blend was found to enhance the adhesive and cohesive strength, while the silane concentration influences adhesive tack, peel adhesion and chemical resistance properties.

When incompatible polyol blends are selected, the choice of solvent(s) along with modified processing variables are key in the adhesive synthesis and resulting properties. Properties can be further altered by blending with tackifier resins and conventional adhesives.

Furthermore, it was found that blending the non-silylated polyurethane prepolymer with the silylated polyurethane adhesive gives unique adhesive properties.

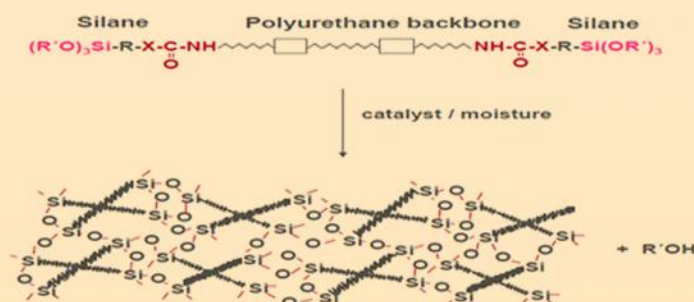


Fig 1 : Representative structure of SPUR, Source : Momentive webpage

In a presence of moisture, hydrolysis of alkoxy (OR) groups occurs followed by condensation to form a stable Si-O-Si crosslinked network during cure. The type of catalysts used in the polyurethane synthesis, is tin and amines also facilitates the condensation reaction. In typical reaction, ethyl acetate or ethyl acetate/toluene mixture was used to dissolve and reflux dry the starting polyols at approximately 40 wt% solids concentration. The starting NCO/OH index was selected to yield a high molecular weight hydroxyl terminal prepolymer. Organo tin catalyst and polyisocyanate were added and reacted at approximately 750C until the wt% NCO was below 0.01% by standard titration method.

Typical coating and curing of SPUR adhesives involves preparing a coating formulation by reducing the solids to 30 wt%, addition of water and a condensation catalyst with thorough mixing.

Key Benefits of SPUR Technology:

Coatings Formulations developed on SPUR technology offer fast room-temperature cure, excellent adhesion and good durability, while the sealants or adhesives they produce are free of unreacted isocyanate.

Major Benefits of the resulting products also include free from foam during cure and a broadening of the formulation latitude compared to conventional polyurethane technologies.

These prepolymers allow the formulator to use a wide variety of additives and adhesion promoters to meet end users' performance needs, such as:

- Good elasticity and durability
- Primerless adhesion to both organic and inorganic, porous and non-porous substrates including aluminum, glass, steel, PVC, porous materials and concrete
- Superior chemical resistance, such as to automotive fluids(e.g., glycols, motor and transmission fluids)
- Minimal shrinkage
- Excellent weatherability
- Immediate paintability
- Non-staining of porous substrates

Additional potential technical and practical benefits to manufacturers and their end products include:

- Longer shelf life: Provides greater inventory flexibility and longer service life of sealants and adhesives.
- Low viscosity, no plasticizers: Allows formulators seeking to improve the performance of their products to select different plasticizers, or to optimize their properties by mixing thixotropic agents with the prepolymer before the addition of the plasticizer. SPUR prepolymers are free flowing at room temperature for easy handling.

For End Users:

- Faster deep cure and faster tack-free performance: Allows quicker completion of the job, especially when a thick coat of sealant/adhesive is applied.
- Primerless adhesion to a wide range of substrates: Eliminates time and cost of applying primer, and enables one sealant/adhesive to be used for multiple materials.
- Eliminates isocyanates: A formulation free of potentially harmful isocyanates.
- Non-staining application to porous substrates
- Low modulus coupled with high elastic recovery

Path Forward:

The next-generation of SPUR resin technology is a low-viscosity SPUR prepolymer without added plasticizers. In addition to the advantages, the new SPUR prepolymer provides additional features: non-yellowing, improved tack free, and deep section cure performance.

SPUR prepolymers have no residual isocyanates, avoiding the problem of isocyanate's reactivity with many additives, such as UV inhibitors and antioxidants, which typically deactivate the additive or the isocyanate itself. These performance advantages provide formulators with more latitude to optimize their products for industry needs.

Combined with new silane technology, adhesives and sealants formulated with this new prepolymer can provide adhesion to many difficult substrates, including wet concrete. This new development in silane technology helps enable adhesion to wet concrete without use of a primer.

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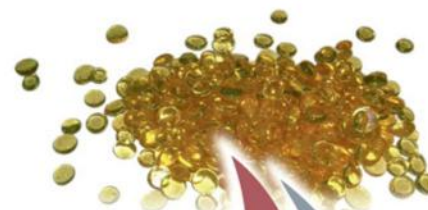
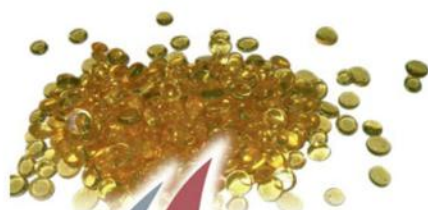
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NEWS ZONE

Compiled by : Mr. Manish Khandekar
(Co-Opt Member, IRMA)

AkzoNobel sells chemicals business to Carlyle Group, GIC for €10.1 billion **18:59 PM | March 27, 2018**

AkzoNobel on Tuesday announced the sale of its chemicals business to US-based private equity firm Carlyle Group and Singapore's GIC for an enterprise value of €10.1 billion (\$12.6 billion). The move follows AkzoNobel's decision in April last year to separate its operations into two focused businesses: paints and coatings, and specialty chemicals. AkzoNobel expects to complete the sale before the end of 2018. Private equity groups Apollo and Hal Investments, and consortia led by Bain and Advent were in the final running to buy the business.

The transaction values the AkzoNobel Specialty Chemicals business at an enterprise value of €10.1 billion, or almost 10 times its 2017 EBITDA. With €1.2 billion debt in the year-end balance sheet, AkzoNobel expects to receive a cash payment of €8.9 billion. Following deduction of deal- and separation-related costs, as well as other previously announced liabilities, including pensions, the net proceeds are expected to be about €7.5 billion. AkzoNobel says the vast majority of net proceeds—Bernstein Research (London) estimates about €6 billion—will be distributed to its shareholders.

The transaction is subject to customary closing conditions including the relevant regulatory approvals and consultation with relevant employee representative bodies. AkzoNobel obtained shareholder approval for the separation at an extraordinary shareholders' meeting held on 30 November 2017.

TechnipFMC acquires Solvay's biobased epichlorohydrin technology **18:59 PM | March 27, 2018**

TechnipFMC (Paris) announced on Tuesday that it has acquired Solvay's biobased epichlorohydrin (ECH) manufacturing technology. The technology converts glycerol to high purity ECH for use in coatings, composites and adhesive applications in various industries. It offers many advantages compared to the production of ECH from propylene, including optimal integration in vinyls facilities for feedstock and recycles. It reduces energy, water and chlorine consumption and minimizes chlorinated by-products. The technology was developed by Solvay and has been implemented and operated in plants in Europe and Asia, with a proven capacity of 100,000 metric ton/year.

US STYRENE ARRIVALS INTO ASIA TO INCREASE IN H2

Asia is likely to see an increase in styrene monomer (SM) deep-sea arrivals from June as US supply tightness eases, market sources said. The flow of SM cargoes from the US into Asia is expected to resume towards the second half of the year as US production returns to normal. "There are some cargo arrivals from the US in June," said a trader based in north-east Asia, adding that the cargoes are likely to find homes in South Korea and Taiwan.

RELIANCE Q4 NET PROFIT GROWS 17.3% ON MARGINS

Reliance Industries Ltd's (RIL) net profit rose by 17.3% year on year to Indian rupees (Rs) 94.4bn (\$1.4bn) in the quarter ending 31 March on the back of higher petrochemical margins. Revenue rose by 39% year on year to Rs1.29tr, supported by the start-up of petrochemical projects. The company's petrochemicals earnings before interest and taxes (EBIT) surged by 87% year on year to Rs64.4bn, boosted by strong volume growth and higher margins for its polypropylene (PP), downstream polyester products and fibre intermediate products.

Macro Polymers Pvt. Ltd. Expands its wings with new facility

One of our IRMA members, M/s Macro Polymers Pvt. Ltd., Ahmedabad, who are among the largest manufacturers of Resins in India, having turnover over 200Crores and currently having production capacity 12,000 – 15,000 MT per annum, have expanded further with capacities of 40,000 – 45,000 MT per annum. The facility is spread over a sprawling 50,000 sq meters with latest Polymer Technology and Automisation. They are expected to commence fully by end of June 2018. Few customers, suppliers and well-wishers were invited for inauguration of the same.

PCC ROKITA UPS STAKE IN THAI IRPC POLYOL JV TO 50%

Poland-based PCC Rokita has acquired a further 25% of Thailand's IRPC Polyol taking its ownership stake in the joint venture to 50%. PCC Rokita bought the stake from Thai JV partner IRPC Public Company under an option agreed three years ago when the Bangkok enterprise was founded. IRPC Public Company has retained 50% in IRPC Polyol. The Polish company said it had paid Thai baht (THB) 52m (\$1.7m) for the 25% stake.

**Whatever the mind can conceive
and believe, it can achieve**

- Napoleon Hill

**The difference between
who you are and who you
want to be is what you do**

**Take care of your body.
It's the only place you have to live.**

- Jim Rohn



Employee Motivation:

The owner of a company tells his employees:
You worked very hard this year therefore the company's profits increased dramatically. As a reward, I 'll give everyone a check for Rs. 5000. If you work with the same zeal next year, I'll sign those cheques.

Bargaining

One man goes to a shop to purchase an umbrella. He had been told that one could bargain for better prices in this shop

Man: How much does this umbrella cost? Shopkeeper: Rs. 200

Man: Can I have it for Rs. 100?

Shopkeeper: Ok I'll give it to you for Rs.150.

Man: Well can I have it for Rs. 75 then?

Shopkeeper: OK, take it for Rs. 100.

Man: Can I have it for Rs. 50?

Thus shopkeeper is pretty angry now: Why don't you take it for free?

Man: OK, can I have two of them?

Imagine you are in a dark room. How do you get out?

Stop imagining.

