



Van Organics  
Chemicals Ltd



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THE PILLARS OF STRENGTH

WHICH MOVED EARTH AND HEAVEN

MADE STRONGER BY TIME

STRONG IN WILL

TO STRIVE, TO SEEK, TO FIND...

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### Message from the Directors

It has been a year of consolidation and growth.

As we stand at the turn of the century and prepare to enter the new millennium, we continue to grow, improve our product range and their quality, find more efficient ways to service our customers and develop our business in the international market.

Creation of Strategic Business Units within the various divisions has resulted in focussed approach to these businesses for high growth. Moves are under way towards improving growth in the international market.

Changes in the external environment don't hamper growth; instead, they are viewed as opportunities and drivers for further growth. As this 21<sup>st</sup> annual report will detail, the year gone by has witnessed acquisitions, new product introduction, new process development, attaining self sufficiency in power generation, acquisition of new skills and a renewed emphasis on training of personnel.

In order to use Information Technology to enhance the growth of businesses, the company had decided to implement BaaN, first phase of which has been implemented, and the entire ERP software package will soon become operational. It will ensure improved customer service and enhanced operational efficiencies.

Wholehearted dedication and hard work of the employees at all levels has contributed to continued growth of the company. We owe it to our customers, shareholders and suppliers to keep our businesses growing. And at the last lap of the century we stand excited and eager as ever before to face new challenges.



**S.S. Bhartia**  
(Chairman & Managing Director)



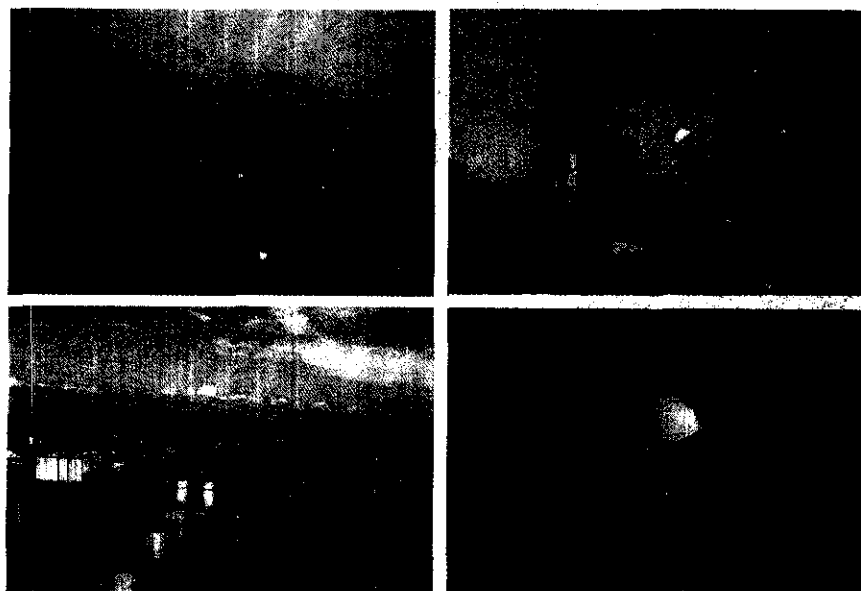
**H.S. Bhartia**  
(Co-Chairman & Managing Director)



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### Achievements & Growth

Like the longings of the earth we stretch to peep at the heavens of success. We have reached for the skies and are today acclaimed as one of the most reliable players in the Indian Chemical Industry. Vam Organic Chemicals Ltd. has witnessed spectacular growth in its eighteen years of operation. With an approach that knows no boundaries, it caters not only to the large domestic chemical product demand, but also exports a significant range of its products to Europe, USA, Africa, South-East Asia, the SAARC and Gulf countries and South America.

The dawn of the new Millennium holds new promises. Through synergy and specialization in various business areas, the organization has developed aggressive growth plans.

The Polychem unit at Nira near Pune, Maharashtra was acquired last year to further strengthen its business of Acetic Acid and Vinyl Acetate.

The merger of Anichem India Ltd. manufacturers of Choline Chloride and feed additives and Enpro Speciality Chemicals Ltd. which manufactures Vinyl Pyridine Latex, have been approved by the respective High Courts. These companies will be merged in Vam Organic Chemicals Ltd. this year further strengthening the operations of the company.

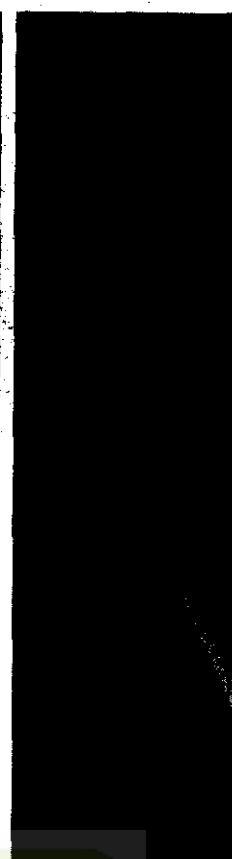
In the past year, two new plants for Hot Melt adhesives & Polyurethane adhesives have been set up at Gajraula consolidating our position and making us a dominant player in the adhesives market. The company plans to emerge as a major supplier of Pyridine and Pyridine derivatives in the world. In keeping with the plans, new plants for manufacture of Pyridine Hydrobromide, Cyanopyridine and Lutidine were set up. To enhance operational efficiency and reduce energy costs the company expanded captive power generation.

With a strategic presence in two of the highest sugar producing states of Maharashtra and UP, the company will be advantageously placed for supplying Acetic Acid and Vinyl Acetate to the Indian market.

The Single Super-phosphate Plant & Sulphuric Acid plant were revamped to increase plant capacity. Exports, with focus on Pyridine and Picolines registered a considerable increase. With a view to better cater to the foreign markets, Vam Organic Chemicals Ltd. is setting up a subsidiary company in the US. To service the Chinese market, efforts are on to open an office in Shanghai. And if the past performance is any indication to what the company plans for the future, the sky is the limit.







## Value added Approach

It is not for everybody to innovate, nor to realize to the fullest their capacity to bloom; for businesses become big only when they consolidate and bear fruit only when knowledge gives way to result oriented value addition in terms of new ideas and new products. We have a vision to grow, to bloom and to reap the fruit for

which the seeds have been sown.

We are increasing our presence in Speciality Performance Chemicals that are knowledge based. We are acknowledged as a leader in the field of heterocyclic chemistry built around Pyridine and Pyridine derivatives and Speciality Polymers. We are consolidating our presence in the specialized Wood Finishing and Construction Chemicals.

This is but an initiation of conscious knowledge based efforts to trigger off series of processes resulting in new, innovative products.







## Enterprise Resource Planning

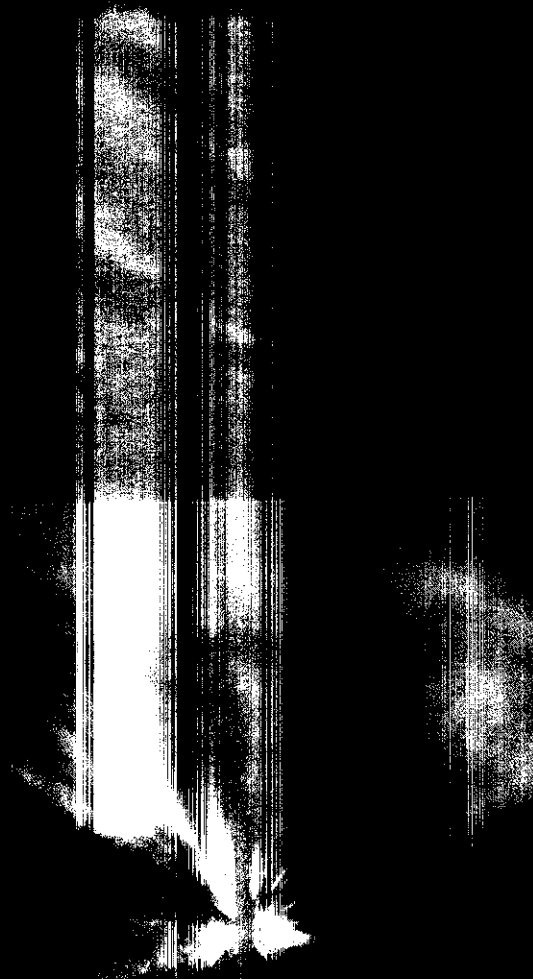
Individuals are different, so are businesses. There are diversities in functioning, there are scattered resources and the identities are distinct. Yet when a common goal brings them together, they harmonise and grow in a rhythm.

To enhance the business, to create flexibility and to be able to quickly adapt to a dynamic environment, Vam Organic Chemicals Ltd. is in the process of imple-

menting BaaN, an ERP (Enterprise Resource Planning) software package that will soon become functional. The concept combines business with Information Technology.

The first phase of ERP has been implemented and the entire software package is expected to become operational soon. Its use will further improve and control supply chain management. The implementation will quicken response time, help provide better customer service, better co-ordination and hasten decision making thus improving operational efficiencies.

We grow differently, we have many roles to perform, many expectations to meet; but the right tools for implementation ensure many a tangible benefit.



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