



# In & Around BANKS DIH LTD.

The Next Level

Issue 12

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*In and Around Banks DIH Ltd.* Newsletter is produced by the Communications Department.

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Send us your comments, suggestions, articles, poems.  
We would be delighted to hear from you.

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### Sharing - our social responsibility



**Troy Peters**  
*Communications Manager*

We feel a sense of pride to offer assistance to the communities in which we operate. As a company we receive numerous letters daily from schools, churches, sports and charitable organisations, and promoters who seek our assistance for their activities. We assist as a part of our corporate social responsibility.

While many seek to have financial assistance and donation of our products we also look at other ways to contribute to society.

Our recent donation of books to the Stanleytown Library and by extension the people of Berbice is a significant contribution towards the promotion of reading in our society.

Television and other modern devices have pushed reading to the backburner but we feel compelled to join those in our society who know the importance of reading and want to inculcate these positive habits to the society at large.

The donation should be seen in the context of our way as a Company of ensuring that our society returns to the habit of reading. We can only hope that people realize the importance of doing so, in the meantime our mission will continue.

### Chairman's half year report



**Mr. Clifford B. Reis**

The Group's third party revenue for the six month period ended 31 March 2012, was \$11.97 billion compared with \$10.16 billion for the corresponding period in 2011, an increase of \$1.81 billion or 17.8%.

The unaudited profit before taxation for the Group for the six months ended 31 March 2012 was \$2.088 billion as against \$1.640 billion achieved in 2011.

The unaudited net profit after taxation for the Group after excluding non-controlling interest for the six months ended 31 March 2012 was \$1.072 billion against \$846 million achieved in 2011.

The unaudited net profit after taxation for the Company, was \$872.5 million compared to \$689.5 million in 2011, an increase of \$183.0 million or 26.5%.

Citizens Bank Guyana Inc. achieved an unaudited profit after taxation of \$455.9 million compared with \$364.6 million in 2011.

The improved results by the Company for the first six months, were as a result of increased production volumes and dollar sales, efficiencies and availability derived from our investment in capital equipment, the commissioning of new Krones soft drink plant, machinery up-grades, and employee training to respond to the requirements of the current technology. Within the second six month period, the Company will continue with its programme of capital expenditure to complete the automation of the Brew House, the upgrade of Demico House facilities, the purchase facilities, the purchase of new distribution vehicles and the upgrade in the information technology infrastructure. The existing ISO 22000:2005 certification process for all our manufacturing facilities and processes will be continued. The concerns which were expressed during the previous six month reporting period relative to the upward movement of prices for oil and associated petroleum products, and their effects on the Company's operations and finances, were proved correct. We will continue over the period ahead of us, to exercise prudent management of our financial resources and operational expenses and ensure that our production efficiencies and human resource capital are maximized to the benefit of our Company.

The Directors have approved an interim dividend of \$0.16 per share unit to all shareholders whose names appear on the register as at May 19, 2012. This will result in a dividend payment of \$160 million in comparison with \$150 million approved and paid in 2011.

I will utilize this opportunity to thank my fellow Directors for their support and guidance and to record my sincere appreciation to our loyal customers, shareholders and employees for the confidence reposed in the Group.





*An edited version of a Reprint from the Guyana Times*

### ***Reading is a Must – Banks DIH showing the way***

Reading is becoming a lost hobby. I remember during my school days, even though there was plenty to do, reading was noticeable among the general public. My friends and I simply read everything, even the famous Atlas, and we used to quiz one another. Now, reading is like a necessary evil. So whenever I hear about the promotion of reading I get really excited.

This excitement is on right now, as I am learning that residents of Stanleytown, New Amsterdam are in a position to access a wider range of books. This came about because of a generous donation of a quantity of books, to the community library, compliments of Banks DIH Ltd.

According to Banks DIH training manager Henry Lewis, the moment (of presentation) was very nostalgic as he was born in the town. He actually referred to the town as the “brain area” of Guyana, at least until the early 1990’s. Maybe that was when reading started going into rapid decline. As a matter of fact, this reading emphasis is really an issue with Banks DIH. The company is in the process of establishing a library at Thirst Park. To this effect, Mr. Lewis began begging for book (no shame here – I do the same). He... begging to the extent that he got 250 carton of books, thus he was able to share.

Recently I made the call for a few James Hadley Chase, Nick Carter, Louis L’Amour etc. I got very little in terms of even a response. I have noticed too that people seldom read newspapers, I just asked a student what she was going to do with her post-exam time, and she said nothing. I suggested reading a few books and she was so turned off, I was amazed.

Yours truly

Candacy Carmichael

### ***Berbice residents benefit from book donation***



***Mr. Henry Lewis, Training Manager, Mr. Reginald Matthew, Berbice Branch Manager and Mr. Bertie Carter of the Stanleytown Library among officials at the presentation ceremony.***

The Stanleytown Library in New Amsterdam received a donation of a quantity of book from Banks DIH Limited in an effort to enhance reading in Berbice and its environs. Mr. Henry Lewis, Training Manager made the presentation to Mr. Bertie Carter, a member of the Library’s Board in the presence of Berbice Branch manager Mr. Reginald Matthew and other staff of the Branch.

Mr. Lewis said the Banks DIH Limited viewed the contribution as part of its social responsibility. The Stanleytown Library was established in February last year and now has 400 members, mostly children.

## ***New Hyundai Power Generator commissioned***

A new 1.7 megawatts Hyundai power generator was commissioned by Chairman Mr. Clifford Reis on June 7th to boost the company's power generating capacity.

Mr. Reis said that the demand for energy in Banks DIH Limited keeps increasing especially with the installation of the new Soft Drink plant in January this year and the expansion of the brewery and Rum department as well as new technology the company is undertaking.

He said right now the demand is for close to 4.5 megawatts of power, so moves will be made to further increase the power generating capacity.

Mr. Reis said Banks DIH is satisfied with the performance of the Hyundai generators and the after-sale service offered by the Hyundai Company.

He praised Hyundai's engineers for their commitment and efficiency.

Chairman thanked all employees and key stakeholders who contributed towards the installation of the generator.

He called on the Power Generating staff to be efficient and to provide clean energy 24 hours seven days a week.

"The supply of energy to the company is critical at all times and you must work efficiently to supply electricity at all times so that we can maintain our production figures and our sales figures so that we can meet our consumer demands at Banks DIH Limited," Mr. Reid said.



***Chairman, Mr. C. B. Reis pushes the switch to activate the power generator. Also in photo are Mr. Errol Cheong, Vice Chairman, Human Resources Director Mr. Andrew Carto and an Engineer from Hyundai.***

## ***Banks founder featured in Magazine recognizing Guyanese of Portuguese Ancestry***



***Mr. Peter S. D'Aguiar***

The life of the late Chairman of Banks DIH Limited Mr. Peter Stanislaus D'Aguiar was chronicled in a new local magazine which highlighted the contributions made by Guyanese of Portuguese ancestry.

"The VOZ, Do Portugues Magazine" called Mr. D'Aguiar, a financial and political pioneer who left a long legacy and became one of Guyana's most recognized icons in business and politics.

The article written by Gregory Hart traced the life of Mr. D'Aguiar and his family who established Banks DIH Limited.

In 1934, Mr. D'Aguiar at 22 years of age became Managing Director of D'Aguiars Bros. Ltd. He later transformed his family

business to a public company in 1966. In 1969 D'Aguiar Bros. (DIH) Ltd. merged with Banks Brewery Ltd. in to new company we now know as Banks DIH Limited.

He formed his own political party the United Force (UF) and was made deputy premier following his party's collaboration with the People's National Congress in elections in 1964, the article noted.

Mr. D'Aguiar was also involved in several charitable organisations including the Red Cross and Rotary Club. He was also an ardent sportsman with tennis and waterskiing being among his favourites.



## ***Dairy/Novelty, Waste Water Treatment Plant top OSH Awards***



The Dairy/Novelty and Waste Water Treatment plants took top honours at the recently held Inter-Department Occupational Safety and Health Competition in observance of International OSH Day held under the theme “Promoting Safety and Health in a Green Economy”.

Dairy/Novelty Plant took first place in the Production Plant competition beating Trisco Division into second position while

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## ***Employees respond to Blood Donation Drive***



### ***Employees during the blood donation drive at the Sports Club***



Employees responded positively to the recent National Blood Donation drive organized by the Ministry of Health at Banks DIH Sports Club.

Newly appointed Industrial Nurse Ms. Sharon Mansell said the response was good and disclosed that plans are in place for a similar exercise before the end of the year.

Since taking office in April this year Nurse Mansell said she was tasked with ensuring that over 435 employees acquire their food handlers' certificates.

She said that Dr. Sawh and laboratory technicians from Sigma Lab attended to employees at Thirst Park, OMG and Demico House over a four-day period.

According to Nurse Mansell she plans to activate programmes in Basic First Aid and work closely with the Guyana Business Coalition on HIV/AIDS (GBCHA).

**Nurse Sharon Mansell**

## ***Rampersaud looks to set new standards in Ice Cream Production***

Ms. Reshma Rampersaud is on a mission to set new standards within the Dairy/Novelty Plant. The newly appointed Production Manager said working to maintain ISO requirements is a priority in the Plant that received ISO certification in 2011 and to ensure that consumers are exposed to new flavours in the near future.

Ms. Rampersaud who graduated from the University of Guyana (UG) with a Bachelor of Science BSc Degree in Chemistry in 2011 said she is dedicated to her job. "I have learnt a lot during my tenure, I have moved from micro biology to food chemistry it's a good

transition. I want to move around Banks but I am dedicated to this company" she said.

The former Zeeburg Secondary School student became employed at Banks in 2003 as a Laboratory Technician in the Central Lab.

Two years later she was transferred to Trisco Division in a similar position. In 2007, Ms. Rampersaud was awarded the D'Aguiar Scholarship to study at UG. She was reemployed in 2011 at the completion of her studies and has taken over from Mr. Stephen Ferreira who retired earlier this year after serving the company for over 45 years.



***Ms. Reshma Rampersaud***

## ***Berbice, Linden employees attend Training programmes***



***Employees attending a training session at Berbice Branch and later displayed their certificates following the presentation ceremony.***

Employees of Berbice and Linden branches were exposed to a series of training programmes conducted by Training Manager Mr. Henry Lewis at the two branches.

Mr. Lewis said he was heartened by the response to the programme with approximately 36 employees attended

the sessions in Berbice.

The employees were taught the introduction to psychology, customer relations management and ISO 14:000 and 18:000 dealing with Occupational Health and Safety and the environment.

## ***Bedford truck joins fleet for hinterland duties***



A TM 6X6 Bedford truck was recently handed over to the Linden Branch to improve the efficiency of the company's products destined for the hinterland.

Vehicle Workshop Superintendent Mr. Ramnarine Sugdeo who handed over the truck to driver, Mr. Delon Semple said it will help to improve service to customers in the hinterland.

He said the truck now join two vehicles currently plying the hinterland route.

There has been an increase demand for Banks DIH products in the hinterland and other mining communities.



## 49 Students on Work Study



**Work Study students at work in the Vehicle Workshop and Trisco Laboratory**

Forty nine students are at present on a six-week work study programme.

Personnel Manager Ms. Roxana Hopkinson said the students drawn from the University of Guyana, Government Technical Institute, Government Industrial Training Centre and Carnegie School of

Home Economics started work on June 12th. The students are attached to the Vehicle Workshop, General Workshop, Trisco Laboratory, Central Laboratory, Medical Centre, Brewery, Environmental Department, Property Maintenance and Waste Water Management Plant.

## Boodna, Ferreira chalk up 88 years of service on retirement



**Mr. Oswald Boodna**

Banks DIH Limited bid farewell to two of its longest serving employees Messrs Stephen Ferreira of the Dairy Plant and Oswald Boodna of Vehicle Workshop.

These two stalwarts chalked up 88 years between them with Mr. Ferreira, former Production Manager being employed for 45 years and



**Mr. Stephen Ferreira**

Mr. Boodna, who was Manager of Properties and Sign painting served for 43 years. They were feted at functions held in their honour attended by Assistant Managing Director/Marketing Director Mr. George McDonald as well as other executives and staff.

## Dairy/Novelty, Waste Water Treatment Plant top OSH Awards (cont'd)

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Rum Factory/Winery placed third.

WWTP won in the Service Department category with Vehicle Workshop finishing second while Laundry occupied the third position.

The prizes were presented by Human Resources Director Mr. Andrew Carto and Procurement Executive Mr. David Carto.

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Mr. Nandkumar Persaud, head of the Environment Department gave an overview of the competition and highlighted safety and health concerns during his presentation at the Awards ceremony.

Mr. Andrew Carto also spoke about the importance of health and safety within the company and called on managers to be proactive.

## Guinness Street Football goes Caribbean



**St. Vincent and the Grenadines display their prizes at the recently held Guinness Caribbean Street Football Challenge at the National Park tarmac.**



**Mr. Kenwayne Jones meets Chairman Mr. Clifford Reis and Human Resources Director Mr. Andrew Carto during his visit to Thirst Park.**

What started four years ago as a community based football tournament in Tiger Bay has now become a regional showpiece thanks to the initiative by Banks DIH Limited in collaboration with DIAEGEO (Guinness) and the Ministry of Sport.

Over the past four years local football lovers were exposed to Guinness Greatest of the Street tournaments in Georgetown and Linden before plans were put in place for a Caribbean tournament.

At the National Park tarmac from June 21-23, 2012, five countries, Antigua/Barbuda, St. Lucia, St. Vincent and the Grenadines, Trinidad and Tobago and Guyana took part in the inaugural regional tournament and it was fitting that the event was hosted by Guyana.

Mr. Kenwayne Jones, English premier league player and captain of Trinidad and Tobago national team was the Guinness Street Football Ambassador. Mr. Jones and a large crowd were on hand to witness St. Vincent and the Grenadines stun Guyana 2-0 in the final to capture US\$4000, the Challenge Trophy and the opportunity to have a football tarmac built in their community.

Guyana can be justly proud of taking community based football to the next level.

## Fruta Conquerors Win Powerade Pee Wee Football Tourney



Fruta Conquerors were presented with playing gear as part of their prizes when they won the Powerade Pee Wee Football tournament organized by the Georgetown Football Association. The prizes which comprised uniforms, balls, trophies and medals were appropriate gifts for the young team and players who are now in the infancy stage of their development.

Renaissance copped the second place while Santos FC finished third and Sunburst Camptown fourth.

Eight teams took part in the tournament.

## Banks lead in Beverage Dominoes Series



Team Banks led their closest rivals by 16 games after two rounds of competition in the Beverage Companies three-way aggregate dominoes series against Demerara Distillers Limited and ANSA McAl Trading.

Team Banks won the first two legs accumulating 156 games in the process followed by DDL on 140 while ANSA McAl trailed on 124 games.

DDL were to host the final round at the time of going to press. Final details will be published in the next issue.