



# In & Around BANKS DIH LTD.

The New Frontier

Issue 14

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## Thumbs up for Brewery Expansion, Diageo Expert says will be among the best in the Americas.

Diageo regional Brewery Technical Support Expert, Mr. David Clarke said that the ongoing brewery expansion at Thirst Park is a step in the right direction and when completed will be one of the top breweries in the Caribbean and the Americas.

In a recent interview with *In and Around Banks* during his visit to Guyana for talks with officials of Banks DIH Limited, Mr. Clarke who is Diageo's Third Party Operations Manager for the Americas said judging from the equipment being installed, Banks DIH Brewery will be among the most modern breweries in the region.

Mr. Matthew Kendall, Senior Brewer said that the Brewhouse operation is completed.

Work done at the brewery included the installation of the Stromboli system, a Kettle, Hot Brewing Liquor Tank, a Wort Cooler and a Sugar Dissolving Plant.

"The system is fully automated and the Brew House



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

## **Interim Financial Report For the Year ended March 31, 2013**

### **Chairman's Report**



**Mr. Clifford B. Reis**  
**Chairman**

The Group's third party revenue for the six month period ended 31 March 2013 was \$13.72 billion compared with \$11.97 billion for the corresponding period in 2012, an increase of \$1.76 billion or 14.7%.

The unaudited profit before taxation for the Group for the six months ended 31 March 2013 was \$2.41 billion against \$2.09 billion achieved in 2012.

The unaudited net profit after taxation for the Company was \$1.05 billion compared to \$872.52 million in 2012.

Citizens Bank Guyana Inc. achieved an unaudited profit after taxation of \$475.60 million compared with \$455.95 million in 2012.

The improved results achieved by the Company for the first six month period, were primarily due to our successful continuation of the strategies which drove our Capital Expenditure Programmes over that period when we took the Company to the Next Level.

Benefits were derived from our investment in the new Soft Drink Line and machinery upgrades. The benefits to be accrued from the automation of the Brewhouse started in the first six month period, are already being experienced and we expect that upon the completion of the installation of the unitanks in this second six month period, our Brewery will be better positioned to maximize its contribution to the Company's profits. Additionally, the Cellars upgrade project which will include the new CIP facilities and the Yeast Room will be executed in the coming half year. The Beer Bottling Plant operations will also benefit from the installation of a new Palletizer and De-palletizer which will reduce costs and improve efficiency.

The New Well, which was drilled during the period under review, was commissioned and has been linked into the Thirst Park supply.

The Demico House upgrade of facilities was continued with the successful completion and opening of the Stabroek Sports Bar which is already positively impacting the contribution of Demico House to the Company's finances.

Within the reporting period, the fleet replacement programme was continued. The positive impact which this decision has had on the effectiveness of our sales and distribution effort cannot be over emphasized. An additional number of new vehicles will be added within the second half of the financial year in keeping with the fleet replacement policy decision.

The information and technology upgrade process was continued during the reporting period enabling a more effective transmission of data and use of plant and equipment technology to support the sales and marketing strategies.

Our concerns over the increasing prices for oil and related petroleum products on the world market were once again realized. Energy and transportation charges and the associated costs continue to exert an onerous burden on the Company's financial resources. In the absence of any meaningful remedy, our focus continues to be the prudent management of our resources and the reduction of expenses.

The Directors have approved an interim dividend of \$0.17 per share unit to all shareholders whose names appear on the register as at May 21, 2013. This will result in a dividend payment of \$170.0 million in comparison with \$160.0 million approved and paid in 2012.

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 during this period.

## Company sees 17% increase in profit in first six months of Financial Year



**Co-Managing Director/ Marketing Director Mr. George McDonald addresses employees at half yearly staff meeting while Mr. Clifford Reis (Chairman), Mr. Andrew Carto, Human Resources Director and Mr. Norris Witter President of the General Workers Union sit at the head table.**

**B**anks DIH Limited saw an increase in profits of 17 percent in the first six months of the fiscal year.

Mr. George Mc. Donald, Co-Managing Director/Marketing Director made this disclosure while addressing employees at the Company's half yearly staff meeting held recently at the Sports Club at Thirst Park.

Revenue generated during the first six months which ended on March 31st, 2013 was \$12.3 billion compared to \$10.5 billion in the first six months of 2012, an increase of \$1.7 billion or an increase of 17 percent, Mr. Mc Donald reported.

He told the audience which included President of the General Workers Union, Mr. Norris Witter that Banks DIH continues to be a success story.

"Our success was attributed to teamwork, leadership, the employment of innovation and technology and all of us pulling together to make it happen." Mr. McDonald asserted.

He said the Company was successful also because of the quality products that it produces and this success will continue into the future.

He highlighted the achievements of several of the Company's products that have been successful on the international market including XM 15, 12 and 10 year old rums, Gold Medal winners at the 2013 International Masters competition in the United Kingdom. Aqua Mist Water and D'Aguiar's Cream Liqueur were also Gold medal winners at the Annual Monde Selection competition.

He said RI White Ice has also been successful in Trinidad and Tobago, Suriname and Barbados and plans are in place to market it in other Caribbean territories.

In giving a breakdown of the performance of products Mr. McDonald disclosed that beer sales went up by 6.4% or 67,000 cases despite the competitiveness of the market.

Sale of Malta increased by 12%, Guinness by 24%, Vita Malt and

Water by 15%. Soft Drink increased by a whopping 21% or 416,000 cases.

There was also an increase in food sales with bread seeing an increase of 16%, Dairy products grew by 10%.

The Demico Operations revenue generated was \$1 billion 90 Million a growth of \$82 million or 8%.

The Combined Branches saw an increase of \$2 billion 971 million an increase by \$418 million or 16 %.

Mr. McDonald said while there were increases in physical units the Company's operations continue to be impacted by rising costs of raw material, wages and salaries, royalty payments and fuel prices.

He said Banks DIH is in a good financial position but added "we must not be complacent."

He called on employees to stay focus amidst the challenges ahead.



## Thumbs up for Brewery Expansion Cont'd

*Continued from page one*

Operation is completed," Mr. Kendall said.

He disclosed that the Cellar Project is also completed with the installation of the 14 unitanks, Yeast Storage Tanks, Wort



*Mr David Clarke and Mr Matthew Kendall at the Brewery House*

aeration, CIP (Cleaning in Place) system, Bright Beer Filter (Twin Flow System), High Gravity Unit and Beer Bottling Instrumentation. The Beer Bottling Plant is also benefiting from a new palletizer and de-palletizer.

## Zeeburg Secondary students attend Waste Management Training



Mr Shabir Hussein, US Embassy Official Ms. Sumayah Abu-Duleh with students and teacher of Zeeburg Secondary School

Students of Zeeburg Secondary School in West Demerara attended training on the proper disposal of PET containers conducted by Ms. Shabir Hussein, Building and Power Generation Executive at Buildings Board Room.

The two-hour long programme was attended by US Embassy vice Counsel Officer, Ms. Sumayah Abu-Duleh, who spoke briefly on waste management and its impact on society.

Mr. Hussein's presentation featured the proper disposal of plastic containers, maintaining a health and clean environment, recycling and the use of public education to promote a healthier society.

Zeeburg Secondary School recently won the Guyana finals of the Sagicor Visionaries Challenge competition with its entry "Use of a Shrimp Drier to reduce air pollution."

## Banks DIH mounts booths at Lions Career Fair. OHS Exhibition



Children who may be interested in a career at Banks DIH were given the opportunity to know more about the company during the Lions Club of D'Urban Park Career Fair held at Girls' Guide Pavilion.



A booth was also mounted at the Ministry of Labour's Occupational Health and Safety (OHS) Month Exhibition also held at Girls' Guild pavilion lawns which attracted several organisations.



FIFA WORLD CUP TROPHY TOUR Coca-Cola

## COCA COLA BRINGS THE FIFA WORLD CUP TROPHY TO GUYANA

Thirst Park Complex will be the centre of attraction when Banks DIH Limited and the Coca Cola Company bring to Guyana the FIFA World Cup Trophy on October 30th 2013.

Guyana was chosen as one of the venues for the World Cup Trophy Tour leading up to the 2014 FIFA World Cup football finals in neighbouring Brazil.

The Tour was made possible by Coca Cola, a valued partner of FIFA.

The Trophy tour was first held in 2006 and during that period the solid gold trophy visited 31 countries and in 2009/2010 the Trophy toured 85 countries.

The current tour is the largest and longest global tour of the FIFA World Cup Trophy, visiting 88 countries during a nine-month journey.

The activities will include an Arrival Ceremony and Press Conference at the Cheddi Jagan International Airport, Timehri to be followed by Novelty events and viewing of the Trophy and a Gala Reception at Thirst Park.

## **Banks “Green Ambassadors” at World Environment Day Walk**



Banks DIH Limited “Green Ambassadors” joined with hundreds of their colleagues from schools and organizations in a march through the streets of Georgetown in observance of World Environment Day held on June 2 this year.

The “Green Walk” was held under the Theme “Think, Eat, Save” as the participants raised concerns about

food security and problems affecting the environment.

Decked out in green T-shirts the 80-strong contingent marched along the route from the Umana Yana to the National Park where a rally was held with speeches made by government officials, members of the diplomatic corp. as well as the local business community.

## **Yeast, Fermentation Technology Training for Brewery and Lab Employees**

Brewery and laboratory employees attended a one-week training programme on yeast and fermentation Science and Technology conducted by Mr. Bill Simpson of Cara Technology Limited.

Mr. Matthew Kendall, Senior Brewer said the aims of the course were to develop a common understanding of the principles of yeast and fermentation science, exposure to yeast management techniques and the ability to prevent and solve problems in the area of yeast and fermentation through practical examples.

Mr., Simpson who heads Cara Technology Limited has conducted similar training in Europe, Asia, Africa, Russia, North America over the past two decades and has trained more than 1000 brewery professionals.



The participants were Cecil Chapman, Mahendra Sukhdeo, Ghansham Hoolas, Noel Mendonca, David Martindale, Tomeshwar Persaud, Eulanie Burgess, Alpha Smith, Paul Moore, Kevin Percival, Eustace Hinds, Kennard Sugdeo, Dhaneswar Ramnauth, O’neil Ceres, Sewnarine Bharrat, Neville Britton, Keron Abrams, Paul Moore, David Martindale and Brooks Maxwell.

## New telephone system installed



Employees of the MIS department prepare to unveil the new telephone system

A new IPPBX telephone system has been installed at Banks DIH Limited to provide reliable telecommunication within the Company. Mr. Clifford Reis, Chairman had announced that the new system would be established and would help to cut down on international travel by personnel of the company during his address to employees at the half yearly staff meeting held recently at the Sports Club.

Mr. Robert Ross, Communication Executive said the Avaya Aura Enterprise Communication System being used is designed for medium to large businesses.

He said the new system include video conferencing, instant messaging and normal voice calls.

“This new system is not limited to Thirst Park only but will be facilitated in all the branches so there will be uniformity in the Company’s telecommunication network,” Mr. Ross noted.

He said three types of phones will be used in the system – the Avaya Flair has advanced features like video conferencing, emails and internet browsing while the 9641 is equipped with email and internet

browsing while the 9601 will be for general usage.

The System will be operated from a server managed by the MIS Department.

According to the Avaya Aura website, their system simplifies complex communications networks, reduce infrastructural cost, and quickly delivers voice, video, messaging, presence and web applications to users in every location.

The new telephone number is 225-0910 and the extensions of departments and officials of the company remain the same.

## Snapshots



### Berbice Branch and Qik Serv Staff Observe Emancipation 2013

Berbice female staff with their emancipation attire from I-r Ms.Ashana Willams, Ms.Renisha Gilford, Ms. Michelle Duggin, Ms. Fraechie Kendall-Hardy and Ms. Amanda Beresford.



Sales staff of Thirst Park Mr. Dervin Chase and Ms. Alicia Thornton in their emancipation attire.



A look into the new brewery cellars with Mr. Navin Ramnauth, Mr. George Clifford and Mr. Mathew Kendall



Work continues on the Palletizer and De-Palletizer in the Beer Plant

## **WMPB members briefed on Company's Expansion during tour of Thirst Park**



Members of the Workers Management Participation Board (WMPB) were brought up to date with the Company's ongoing expansion programme during a tour of sections of Thirst Park Complex.

The members visited the Novelty/Dairy Ice Department, Soft Drink Plant, Rum Factory, Beer Plant and the Brewery and were briefed by executives and staff of the departments visited.

Mr. Matthew Kendall, Brew Master took the Board members to see the new Stromboli system in the Brew House and the recently installed unitanks and Cellars.

Mr. Alester Cameron, Mechanical Engineer presented a plan of the installation of the Palletizer and De-palletizer at the Beer Bottling Plant.

Present on the tour were Messrs. Henry Merchant, Leslie Doodnauth, Shon Bianchini, Anand Charran, Marlon Gibson, Carl Duncan, Brandford Peterkin, Ms. Loreen George, Ms. Carlotta Thornton accompanied by Personnel Executive Ms. Techla Gonsalves and Communications Manager Mr. Troy Peters.

## **Banks DIH employees donate 31 Units of blood to National Blood Bank**

Industrial Nurse Sharon Mansell said she was extremely pleased at the response to the recent blood donation drive held at Thirst Park.

Thirty one units of blood was donated by employees during the donation drive organized by the Ministry of Health's National Blood Transfusion Service (NBTS).

According to Nurse Mansell, employees of Banks DIH Limited were very supportive of the cause.

She said that there are plans for several activities for the remainder of 2013 including a Seminar on Domestic Violence, the World AIDS Day activities on December 1st and Peer Educators training held in collaboration with the Guyana Business Coalition on HIV/AIDS (GBCCHA).



## **Bursaries presented to 24 children of employees and shareholders**

Twenty four children of employees and shareholders were presented with Bursaries at the Annual presentation ceremony held on August 24th at the Sports Club.

Mr. George McDonald, Co-Managing Director/Marketing Director delivered the feature address and presented the bursaries to the children who were successful at the 2013 National Grade Six Assessment.

The recipients were: The successful students are: Olivia Sandy, Maleah Hopkinson, Priya Ramcharran, Jonathan Doodnauth, Olufeme Jones, Tryia Crum-Ewing, Kathleena Lall, Aaliyah Peterkin, Aneesa Leedoux, Felicia Pillay, Daniel Baldeo-Thorne, Yonathan Camacho, Lukas Walcott, Shania Renee Smith, Talisa Rawlins, Amirah Quamina-Cummings, Sushmita Mangru, Chantel Dey, Ayana De Roy, Leondra John, Nicholas Ally, Kendra Trotman, Rhianna D'Andrade and Tyreese Richards.

## ***New stars on the horizon as Banks DIH | JCI children programme ends on a high***



They sang, danced, recited poems, modeled and displayed their handicraft as visitors and parents alike were delighted at the work done by the children who attended the August Children Programme organized by Banks DIH Limited and JCI at the Sports Club. The closing ceremony was as usual an afternoon on fun and the children will look forward to next year's programme with great expectations.

## ***Coca Cola launches "Go Guyana" for wholesale distributors***



The Coca Cola Company in collaboration with Banks DIH Limited recently launched a promotion called "Go Guyana" where wholesale distributors can receive attractive prizes once they reach their required targets. Ms. Jennifer Khan, Coca Cola Brand manager said that 19 customers are taking part in the promotion and they are divided into two categories – VVIP and VIP. According to Ms. Khan, the promotion started in May and will end in November as participants compete in an effort to surpass

their 2012 sales target with an added percentage.

She said the winner in the VVIP category will win a Toyota Hilux Truck while the VIP champion will secure a motor car. Mr. Larry Rampersad, Coca Cola regional manager was on hand to launch the promotion at Banks DIH Training Centre. The wholesale distributors were later taken on a tour of the Soft Drink Plant. "There will also be valued added prizes including an Ipad for customers who have performed well during the promotion," Ms. Khan said.