

ASTER
BUILDING
SOLUTIONS

ESSENCE



ABSPL Monthly News Letter | Edition: April'14

Sales Tips:

“You have to generate revenue as efficiently as possible. And to do that, you must create a data-driven sales culture. Data trumps intuition.”

“Use your CRM to retain customers.”



Business Update:

We have booked 2,277 MT jobs in the month of March '14. The major jobs booked are:

1. L&T - TCS Canopy – 580 MT
2. Olam Agro – 504 MT
3. Cinda Eng & Const. – 386 MT
4. L&T - Shikar & Bhinwalia – 240 MT
5. Jay Kay Fab – 219 MT
6. Power Gas – 116 MT



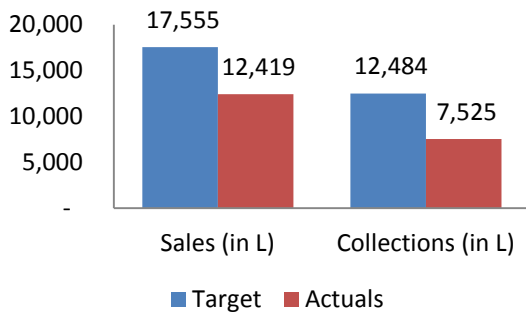
Projects Update:

We have completed 5 projects in the month of Mar '14, namely:

1. Job no 470 – Cinda Eng & Const.
2. Job no 515 – ECIL
3. Job No 566 – MDH Trucks
4. Job no 569 – Walplast products
5. Job no 596 – Pradip polyfilms



Our Performance in FY 13-14:



Announcements:

- ❖ We proudly announce that Bentley has issued a Certificate of Achievement to ABSPL for Innovation in Structural Engineering Design.



- ❖ Mr.Sumiran Ghosh is promoted to the Regional Lead position, will lead Central and East Region.
- ❖ Mr.P.S.Panneerselvam is promoted to Regional Lead position, will take care of South region.
- ❖ Ms.Abbha Thakker has joined as AGM (Sales) for Mumbai region.
- ❖ Mr.E.Rajendran has joined our Designs Team. He was earlier associated with Tata Blue Scope.
- ❖ Annual sales meet was conducted at Alankrita resorts between 4th - 6th April '14.



happy birthday



Birthday Buddies of April '14:



1. BES Dileep Kumar (PMG) – 3rd Apr
2. M.Eshwaraiah (SCM) – 10th Apr
3. L.Sridhar Reddy (F&A) – 10th Apr
4. Mirza Sadiq Hussain (Sales) – 14th Apr
5. Munish Kaushal (Sales) – 17th Apr
6. Shravya B (Costing) – 17th Apr
7. Gulam Abdul Qader (Detailing) – 20th Apr
8. Shouri Chittikam (PPC) – 20th Apr
9. Devang Prajapati (QA) – 23rd Apr
10. TV Naga Praveen (Sales) – 27th Apr
11. R.Mauleeswaran (Sales) – 27th Apr
12. Ramana Maharshi (F&A) – 30th Apr

