



THE GREEN MILE

Rentokil PCI has always been committed towards making the Earth a better place to live in.

We have been the exclusive partners in India for Grain Pro; makers of post-harvest management products for a sustainable ecosystem, for close to eight years. Grain Pro is a Hermetic storage solution that organically safeguards the stored dry agri-commodities from damaging insects.

In the recent months, huge deals for Grain pro Cocoon, have been grabbed by our hawk-eyed colleagues.

Ved Prakash Singh (Branch Manager Karnal) wanted to expand his branch portfolio and was searching for alternate options. He soon identified his organic customers and others involved in agri-commodities. After a lot of perseverance, repeated meetings, presentations and demonstrations, LT Foods (popular for Daawat Rice brand), showed interest in the cocoons and placed a huge order. Soon, more customers were added to this green list **and orders worth 50,000 USD (Rs. 30+ Lakhs)** were placed with Grain Pro.

Jaspreet Singh (Base Manager Ludhiana) along with technician Subash Chand had built a strong relationship with Punjab Agri Export Corporation Ltd, Ludhiana over the past couple of years for Cocoon CO2 Treatment service and maintenance. The client was proposing storage expansion at a couple of new sites, when Amit Kumar (Branch Manager Chandigarh) approached them to offer more cocoons. After a lot of negotiation between client's Head office at Mumbai, handled by Sandeep Nijasure (AGM- Fumigation) and Ludhiana local team, a **HUGE order of Rs. 46.20 Lakhs was bagged.**

Ganesh Grains has been RPCI's client for close to 13 years. Prodipto Roy, the Branch manager received information from the client about a cold storage unit they had rented for storing their agri-commodities, which was incurring a huge cost. He thought this was the best time to educate them about our Grain pro Cocoons. **The biggest USP i.e. no need of warehouse and the flexibility of storing the commodities even in open fields, was pitched to the client.** The involvement of Sumit Dutta, AGM (North Kolkata) and Mr. Avinash from Grain Pro played a major role in convincing the customer to give a chance to this unique organic solution, which led to getting an **order worth Rs. 15.66 Lakhs.** Sandeep Nijasure was the Subject Matter Expert and a key contributor to all these wins by supporting the teams and clients with technical support, product demonstration and final negotiations.



[Ved Prakash Singh- Karnal](#)



[Amit Kumar-Chandigarh](#)



[Prodipto Roy-Howrah](#)



[Sandeep Nijasure-Opex](#)

A BIG applause to all the teams!

Safety – Going organic ensures environmental and worker safety

Performance Driven – Keep persevering & Strike while the iron is hot

Integrity - Trust and relationships are built with constant hard work and years of consistent high- quality service

What we can Learn