



# HARRISON®

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BOOK-POST

www.harrisonlocks.com



**Anil Kumar Monga**  
(Chairman)

Message From the *Chairman*  
Dear Patrons,

The month of September has seen many historical happenings.

Historic rousing welcome to our beloved PM Narendra Modi on "Howdy, Modi" in Houston, USA and ever 1st presence of American President Trump in such events organized for a visiting dignitaries. This depicts the ever growing relations and bonding between the two great democracies. Our sincerest thanks and good wishes to the two great leaders of the two great countries.

Chandrayaan -2 journey to the moon and applaus received from NASA on efforts of ISRO, is another milestone in the history of India. Harrison Salutes our Scientists for their big achievement. Spending time by PM Narendra Modi on September 12 with "Divyang" Children in Varanasi on his birthday will fill them with joy and courage what they so rightly deserve. Our sincere thanks to the visionary.

I will fail in my duty, if I do not appreciate the efforts of my sales force, who even in this tough period are moving towards the right direction of achieving the set sales targets. It is heartening to say that majority of our Channel Partners have achieved their 2nd quarter targets comfortably. I suggest my sales force to concentrate on deficient areas to bring them also at par with our national achievement targets.

It is also heartening to note that 15% of our Channel partners have already crossed Maha Chhoot scheme target much prior to its closing month and about 20% are at the verge of crossing the same. I invite my rest of the channel partners to avail this golden opportunity to win attractive prizes.

I am delighted to say that mid-term schemes like Independence Day scheme, Janamashtmi Scheme and Chandi hi Chandi Scheme have also received a robust support from the Channel Partners under respective schemes.

My channel partners will be happy to note that to give a flip to the B2C sales, Harrison has launched a heavy TV and OOH media Campaign and is also heavily active on Social Media to attract the young generation. Also my creative team in association with the technical team has introduced multiple videos on product installation and launched them on youtube under Harrison "Do it yourself" initiative for the benefit of the carpenters and the buyers in the far flung areas.

Kudos to my Sales Force, whose most intelligent planning of "Branding" and "Carpenter Pathshala" activities in every Distributors' area is showing encouraging results.

Much more is required to be done in these aspects, I therefore invite my sales force to be more energetic and aggressive in the field of expanding our dealer-distributor network, particularly in newer areas to let Harrison come more closer to the actual buyers.

At Harrison, we are always, looking for the active participation of our valuable channel partners so as to plan an aggressive growth path.

A selected group amongst our Channel Partners-some long term and experienced associates and some new and energetic associates; to meet and share their experience and vision and what they expect from Harrison in next few years; listen to Harrison draft growth path and actual " *संघ* " amongst in the brief session that we are planning to organize shortly.

With my personal warm regards to one and all.



**Late Sh. R P Monga**  
Founder of  
Harrison Locks

Warm Regards

*A K Monga*

Anil Kumar Monga (Chairman)

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