

PAREKH GROUP
QUARTELY
E-NEWSLETTER
ISSUE 1





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Naresh Parekh
Director

It is with pleasure & delight that I acknowledge this thought and effort of our team members to come up with a quarterly newsletter for Parekh Group.

There have been two fundamental reasons (motives) behind this initiative:

First is to bring an awareness among all our colleagues about various developments and activities that is happening in our well diversified group.

This transparency in the information will assist to strengthen and synergise the bond between the employees of different verticals. In today's times, synergy between different group companies is a sure shot way to further strengthen our Business activities.

The second purpose is to enable the employees to bring out their hidden talents. This newsletter will help in serving as a platform to showcase various interests that will be incorporated in the newsletter in the form of write-ups, poems, paintings, sketching, health tips, creative idea sharing etc. Also, the achievements of your kids or self can be shared on this platform.

I am sure that you will enjoy this newsletter as much as I have enjoyed, and I am looking forward for more contribution from all of you in the future editions of this newsletter.

Message from Director's Desk

Naresh Parekh



FROM HR DESK

For years businesses have been endorsing and observing that “Human Capital” is the most valued asset any business could have or had and it’s not limited to numbers, but it’s all about the Creativity, Skills and the Potential of Each Human Capital.

And thus at “Parekh Group” we trust that every human being has some or the other thing and that could be creativity or Skills or potential or one can have all the competencies. But the most imperative among all is the “Potential”, because if a person has potential he/she can be trained on any of the competencies and can be converted as best resource for the organization.

And hence, in our Talent Acquisition Policy we predominantly give primacy to Passion, Skills, Experience and lastly to the Qualification. We believe in sculpturing the mindsets to create desired career opportunities for every “Human Capital” associated with us.

At Parekh Group, we have always been into designing careers of innumerable employees successfully and we endeavor to do it for all our prospective employees.

Our successful footprints in the arena of Shipping, Logistics, Vessel Owning, and Hospitality industry is largely because of our “Human Capital” who are associated with us for long time. We are focused towards the development of our Human Assets. Apart from providing platforms to the talent we also strive for their well-being and that’s how we always keep introducing different HR initiatives periodically.

In current scenario “Retention of Key Talent” is the biggest challenge for any HR professional in all the organizations. Fortunately at Parekh Group, we are successful in retaining our treasured talent. The aspects which plays vital role in retaining our employees is our Value System of “Oneness”, providing exceptional career opportunities and identifying the potential and training them to upgrade their skill sets.

We believe in the power of “Human Capital” and thus our focus shall be in bringing innovative and beneficial HR strategies for the progress of our employees. And we are determined to bring an all-inclusive growth of every human capital associated with Parekh Group

Team HR



DEVELOPMENT @ PAREKH GROUP

NEW FACILITY OF LIQUID TERMINAL DEDICATED FOR EDIBLE OIL STORAGE AT THE PORT OF KANDLA

Parekh Group has developed a new facility of Liquid Terminal dedicated for edible oil storage in the Port of Kandla, India, under the new name of Seabridge Terminals.

The terminal is one of India's state-of-art, well designed independent storage facility for vegetable oils with a total capacity of about 65,000 KL to cater the needs of customers.

Our terminal is located on the West Coast of India, at the Port of Kandla which is one of the busiest ports of the country and the largest for chemicals and vegetable oil imports. The port has good Logistic connections with the hinterland of northern. India and The Greater Gujarat area where most of India's such industries are located.

Seabridge Terminals Kandla, consists of 31 Fixed cone roof tanks with connections to 5 shared jetties owned and operated by the Port of Kandla. The terminal will continue to serve our existing international and domestic customers. India is seeing rapid growth in the production and consumption of vegetable oils. The storage terminal in the Port of Kandla is very well positioned to support the logistic product flows resulting from this growth.

We believe in maintaining customer relationships and partnering with our principals. After establishing a strong reputation among our customers through our PAN India CFS Facilities or Other Shipping business ventures, this acquisition is another important step for the Parekh Group in gaining an immediate presence in the fast growing Indian market. Our proven solutions and models fulfil critical storage needs and requirements for our customers.

We are here to build a great company. A company that has achieved the highest levels of customer satisfaction. A great place to work, a provider of exceptionally high quality service. A Company that carries itself in the market place with the highest levels of business integrity and business ethics, a company composed of dedicated, accomplished professionals, committed to customer. We are here to build a company in which we can all take great pride.



- Total 31 nos of Tanks available with different storage capacities ranging from approx. 250KL to 5000KL such as 250/1000/2000/2500/3000/3500/5000.
- Total Capacity - 65115 KL
- 14" MS Offshore pipe line connectivity from Kandla port Liquid jetty to our terminal with capacity to discharge 400 to 500 CBM/Hour.
- State-of-Art inventory management system
- Professional & Customer Oriented Operational & Commercial Team
- Hygienic Facilities for surveyors and Other Stake Holders
- Single Window Operations Through Control Room
- End to end Logistics Solutions for refinery based at Kutch on long term basis
- 24*7 operational
- 02 Nos of 100MT Electronic Weighbridges
- Uninterrupted Power Backup Supply with dedicated Generators High Boundary Wall all around the Area with High Mast lighting, Modern Office Building with Latest Communication Facility, First aid facility & Ambulance on call
- PCO, Fax, E-mail & Photo copy facility.

ROAD TANKER FILLING FACILITIES

- Dedicated loading/unloading facilities for each tanks provided with individual pipe line ensuring zero risk of cargo migration and contamination. Cargo discharge / delivery is monitored/recorded.
- Dedicated Pump House & Dedicated road tankers filling stations are available
- 10 Road Tankers can be loaded simultaneously in one hour with loading pumping capacity of 120 CBM/Hour.
- Multiple Grades of Vegetable oil can be loaded simultaneously.

RADAR GAUGING FACILITIES

- Each tank is equipped with Radars and MSTU (Multi spot sensing Temperature unit)
- This Automatic gauging system will ensure real time physical inventory to ensure customers trust on transparency
 - Provision of customer tanks physical inventory web access, hence, customers can access their stocks and movements from any where globally.
 - Further Automation enhances operation efficiency and prevents cargo overflow during product transfer from ship to tank through offshore pipeline.



First Tank Vessel @ Kandla Port



FIRE FIGHTING

- Automated fire fighting system, smoke detectors, hydrant system provided with electrical & diesel driven fire water pump as backup.
- Manual call points, fire detector and smoke detectors are provided at various locations in the terminal.
- Water Spray system in loading bay & Valve Manifolds

SAFETY & SECURITY

- 24x7 vigilance by trained security guards.
- High end security comprising of High resolution CCTV to cover entire Terminal.
- Dedicated cameras to monitor entry and exit of Tankers and visitors.
- Dedicated high resolution 32xcameras mounted at 30 mtrs height to monitor every activity in the Terminal.
- Mounted cameras on boundary walls to monitor any movement Team of experienced and Specially trained Security personnel's. physical inventory to ensure customers trust on transparency
- Provision of customer tanks physical inventory web access, hence, customers can access their stocks and movements from any where globally.
- Further Automation enhances operation efficiency and prevents cargo overflow during product transfer from ship to tank through offshore pipeline.



SEABIRD ACQUIRES DELHI-BASED MJ LOGISTIC SERVICES

'Will greatly contribute toward expanding Parekh Group offerings in end-to-end supply chain solutions & contract logistics'

Seabird, a leading logistics solutions provider and part of the Parekh Group, has announced the recent acquisition of MJ Logistic Services Ltd, a Delhi-based 3rd Party Logistics (3PL) firm, as its 100 per cent new subsidiary.

"As we welcome MJ Logistic into our group, we believe that their rich expertise in contract logistics, which includes warehousing, transport, cold chain, and vendor solutions in auto, light engineering, QSR, FMCG, nutrition sector, will greatly contribute toward expanding our group offerings in end-to-end supply chain solutions," said Mr Naresh K. Parekh, Managing Director, Seabird.

"As part of the group's continuing expansion, the new acquisition will improve the business growth of the existing marquee customer base of MJ Logistic as well as serve the existing customer base of Seabird Group into contract logistics in a big way, including warehousing solutions, transport and last mile distribution. MJ will also expand its footprint on a pan-India level," added Mr Amit M. Sarin, CEO, MJ Logistic.

United by a common business culture, the new alliance between Seabird and MJ Logistic was solemnised in February 2018.

The acquisition now makes Brand Seabird a forerunner in the logistics market, enhancing the company's future growth and performance. MJ Logistic too brings its excellent and established professional team and fantastic consumer base, with customers in the automotive, light engineering, food and FMCG, QSR, retail and food ingredients segments.

Speaking on future plans, Mr Yogesh K. Parekh, Director, Seabird, highlighted that the group has been in the logistics sector for over five decades, offering shipping services, logistics solutions, vessel owning, offshore agency, CFS operations and hospitality. With the acquisition of MJ Logistic, the group plans to set up over 3 million sq. ft of owned warehousing space across India in the coming 2-3 years and another 5 million sq. ft in the next 5 years. Construction of a mega warehouse in Patli (Gurgaon) is on in full swing and will be ready for serving customers from April 18, 2018. Additional construction in Palwal (Haryana) will commence from mid-May and land acquisition in Chennai for another mega warehousing complex has been completed, he said. Mr Yogesh Parekh added that going forward, the logistics business will be graduating to one-stop shop that can transport goods from factory to retailer shelves.

This acquisition, therefore, will synergise the existing spectrum of Seabird activities and will ultimately subsume all related activities, where the customer deals with just one entity for their entire logistics chain, said a release.



Amit Mahendra Sarin
Chief Executive Officer

Expression

Dear All,

It gives us immense pleasure to be part of Seabird family after the attainment of 100% shares of MJ Logistic Services Limited in Feb 2018.

I am sure, you all must be aware of your new entrants in the group. However, let me also take opportunity to brief you about the Company which I joined in Feb 2008 and evolved in answerable role over period of time with the wonderful team built over years. I am getting this opportunity to introduce us in larger platform and it is befitting that I start with first expressing sincere gratitude to all my colleagues for all the hard work and belief to bring company to a stage and also big thanks to our new colleagues, management for the trust

bestowed on us. I have witnessed throughout my career that it is only people with values, who makes the difference and when you have mentors like our present management, there is no boundary for sustainable overall healthy growth.

MJ Logistic Services Limited, is a Delhi based Company, established in 2005 and is into complete storage, transportation, and distribution and also in cold chain enabled solutions, across sectors with special focus on achieving its customer objectives.

The Company has been deservedly acquired with a vision to integrate 3rd party Logistic Services seamlessly with the customer's supply chain to deliver intrinsic value. The Company is managed by professionals who have worked in different marquee companies and have vast experience.

The team relentlessly strive more towards building trust with customers, vendors, staff, society, communities and one another by doing what is right, keeping their promises, being a good citizen, complying with regulations and laws and honouring rules of engagement. These core values have helped us to remain in business for over 13 years and now yielding result when we are part of group who is fulfilling dearth of complete logistics window. We are finding no constraints and easily gelled with the larger family. What we did so far, can easily be multiplied as foundation stone is solid and laid on same principle of values.

At present MJ serves its customer from owned world class facility for both ambient and temperature control out of Palwal and have leased facilities across North India and Panvel (Navi Mumbai). Our Bhiwandi and Patli warehouse (first Phase), shall benefit us to grow manifold, combined customer base in over 1.3 million sq ft. With exchange of knowledge, mutual respect and sharing which ultimately result into group synergies, a 3 million sq ft. With exchange of knowledge, mutual respect and sharing which ultimately result into group synergies, a 3 million warehousing space with solid customer base and team, is a realistic goal over next 2-3 years. The Company's services are retained by its customers over the years and never ever any customer it has lost due to service issues. Seabird with their vast experience has taken MJ into its forte and with

combined expertise, Company shall enhance its base to PAN India.

As part of Brand Seabird's continuing expansion, the new acquisition will improve the business growth to the existing marquee customer base of MJ Logistic as well as serving the existing customer base of Seabird group into contract logistic in a big way including warehousing solution, transport, last mile distribution along with MJ expanding its foot prints on Pan India level. We understand our responsibility to add value in the group and emulate our performance which so far mainly confined to north India into other parts of country. Now since we are also team member in overall group and soon we shall start with offering Warehousing, Transport, Cold Chain, Vendor Solutions in Auto, Light engineering, QSR, FMCG sector to the customer base of our entire group and entice new valued customers. Off course, like any business, we have also our shares of risks, adverse market conditions but then we have the experience of converting challenges into opportunities, and now with combined team, combined experience and most important involvement of owners in business and their empathy, we see no hindrance now . As a Logisticians, self-motivation is must and when you get affection and support of our stakeholder and support of our colleagues in warehousing, finance, HR, it all adds great value to morale of team. We even got opportunity to meet most of HOD, visits to our group other establishments including our Bhiwandi warehouse, CFS in Mumbai, Kolkata , Delhi office so far and this is all very enriching and gave insight to us about the working culture. In fact, we have started closely working with our colleagues and look forward to have sustainable synergy which is key to take business at its high scale and yet keep same healthy. I am pretty confident that now growth shall be on fast track after settling down in first few months of transaction. We are aware of our responsibility and it gives us added caution that we have to keep the expectations both at commercial and value system better . I thank stars that though small but valued organization me and my team of MJ has built over the years.

Economy is in our favor, GST and massive improvement in connectivity under present Government shall greatly contribute toward expanding our group offerings in end to end supply chain solution. There is big thrust on requirement of world class facilities which we are making in Palwal, Patli, Chennai, Bhiwandi coupled with overall group synergy and I personally feel that only sky is our limit. Now we are part of group which has been built on core values for over 7 decades offering Shipping Services, Logistic Solutions, Vessel owning, Offshore agency, CFS, Hospitality and with acquisition of MJ Logistic, the plan to set up over 3 million owned

warehousing space across India in next 2-3 years and another 5 million in next 5 years should be achieved earlier than expected. Construction of ware house in Patli – second phase (Gurgaon) is completed and ready for serving customer and it gives me pleasure to inform that with group synergy, we have started taking new customers on board and perhaps in 6 months' time, we will go back to our management with better problem of requirement of more area. We are also contemplating to have one dry and cold store in heart of Delhi as well to serve local customers, get into last mile distribution and commoditize same as product and our offering should include end to end solutions and better pricing to end customers to enlarge our base. It also gives me immense pleasure to inform that construction of second phase in Palwal (Haryana) shall also commence early June and we have already got major underwriting of occupancy of space and services from our one premier existing customer and we are confident that during construction time, we shall get more underwritings and then further go for Palwal-phase-3 expansion. As I said, we are also mindful to take contract logistic PAN India and land acquisition in Chennai shall also open new geography for us to penetrate market in south. Our group has solid base already PAN India and we are also exploring new business in Gujarat, North east to add value in our group.

So far, it is a learning and wonderful time with meeting new colleagues, understanding more about our new Company, its values, working culture. we look forward for a wonderful journey. The seeds for delivering end of end supply chain to valued customers have been sowed by the acquisition and now challenge is to execute the vision of making Seabird as the largest and most valued service provider across all verticals of supply chain and we are excited and geared up for the pleasant challenging time.

Once again, sincere thanks for the warm welcome and we really look forward for your support, experience to enable us to add value in family . We also assure you all that we shall leave no stone un turn to mark our presence in the group!!

With Warm Personal regards and best wishes,

Yours,

Amit Mahendra Sarin

SAFETY @ PAREKH GROUP

It is the policy of Parekh Group to provide a safe and healthy workplace for all employees, contractors and visitors and as a minimum observe all Rule and Regulations. We have and will continue to maintain a safety and health programme designed to train our employees to follow safe practices, which will recognise and correct unsafe working conditions. Safety is an essential part of each employee's job. Active participation and adherence to our safety system is a condition of each employee's employment. No employee is required to work at a job that he or she knows is unsafe. Therefore, we must work to make every workplace safe by detecting and correcting unsafe working conditions. Our safety policy has equal importance with the company's policies of providing the best quality and most productive service in our industry. It is our goal to completely eliminate accidents and injuries to achieve Zero Incident. We at Parekh Group create a culture of health & safety through regular Safety Trainings, Tool Box Talks and defined Safety Policies.

LIVE FIRE DEMO & ITS EXTINGUISHING METHODS



LIVE DEMO FOR EMPLOYEES FOR EMERGENCY EVACUATION



CELEBRATIONS & EVENTS @ PAREKH GROUP

WOMEN'S DAY CELEBRATED @ PAREKH GROUP

International Women's Day is an occasion to celebrate the progress made towards achieving gender equality and women's empowerment but also to critically reflect on those accomplishments and strive for a greater momentum towards gender equality worldwide. It is a day to recognize the extraordinary acts of women and to stand together, as a united force, to advance gender equality around the world.



CORPORATE WELLNESS PROGRAMS @ PAREKH GROUP HEADQUARTERS

More and more companies are conducting corporate wellness programs. The reason being, corporate wellness helps improve productivity and the overall bottom line. We at Parekh Group also believe that regular check-ups along with nutrition guidance can help keep your employees in good health. This in turn has a positive effect on the entire workforce, thus increasing productivity. Employee wellness programs can help curb this absenteeism and boost your bottom line. Studies conducted by ICRIER and Capital Line estimate that preventative health care costs a company approximately 0.28% of its total income every year. On the other hand, lifestyle diseases can end up costing a company approximately 3.83% of its total income. Hence, investing in employee wellness is an investment in the company itself.



YOGA DAY CELEBRATION @ PAREKH GROUP



WORLD LABOUR DAY CELEBRATION - 2018



EARTH DAY CELEBRATION @ SEABIRD CFS MUNDRA

Earth Day is observed every year on April 22. First celebrated in 1970, Earth Day is significant as it's a day of political action and civic participation towards preserving the planet. People march, sign petitions, meet their elected officials, plant trees, clean up their towns and roads. Earth Day Network is the organisation that leads Earth Day worldwide.



BIRTHDAY CELEBRATION @ SEABIRD CFS MUNDRA

Birthday recognition is a good way to build your team culture. In virtual team environments, it can act as a way to engage remote employees. We celebrate multiple Birthdays on one Day which helps us to enhance Team Building, Moral & Motivation among employees.



PAREKH GROUP - BOX CRICKET LEAGUE 2018 AND MEN'S & WOMEN'S LEAGUE 2018



AWARDS & ACHIEVEMENTS @ PAREKH GROUP



DAILY SHIPPING LINE AWARD

This award was been given to Orchid Shipping Pvt. Ltd. for outstanding contribution in project shipment.



MSK LINE AWARD

MSK line have awarded Orchid shipping for loading parcel of 79.5 tons from JNPT to Antwerp. This was special award 'OUT OF THE BOX SOLUTION'. In this case the terminal has a crane capacity of 80 tons which Orchid has manage to maintain the weight including parcel + Lifting appliance weight & loaded the parcel successfully. This is first time such heavy parcel were been loaded at any container vessel in India.

EMPLOYEE OF THE QUARTER...!!!



The Employee of the Quarter Program recognizes the outstanding qualities and contributions of employees towards departmental and Parekh Group's goals and mission. We're delighted to announce the winners of our quarterly Star Performer awards for outstanding contributions throughout Quarter (Jan-Mar 2018) . **Mr. Manoj Nair** from OSPL and **Mr. Abhishek Parikh** from Seabridge Marine Agencies Pvt. Ltd.



STEEL RAIL VESSEL
(TATA PROJECT)
HANDLED AT
ADANI HAZIRA PORT



SPECIAL PROJECTS
HANDLED BY
PAREKH GROUP

This vessel was arrived & berthed on 20.04.2018 and operation discharging commenced @1506 hrs and completed on 25.06.2018 @0518 hrs. Giving an average of 1800 mts per day per 02 hooks. Adani hazira port and receivers were very pleased with the operation managements and output at the first ever shipment done very successfully with out any difficulty.

56 TONS CREW BOAT HANDLED
AT MUMBAI FOR MOMBASA

This was the joint operations by **Parekh Marine & Orchid shipping**. Dimension of the Boat was 22.00 x 6.00 x 7.00 Meters. The cargo have lifted directly from the water and also the same will discharge directly to the water. This shipment has involved with under water operations to lift the cargo from the water directly. The cargo have lifted with vessel gear with the help of Spreader and spacer bar.



EMPLOYEES CORNER

CYBERSECURITY EDUCATING THE RIGHT TO OUR EMPLOYEES

Cybersecurity is becoming chief concern for many industries and organizations where the incidents from the attacks from the hackers by using malicious codes, phishing attacks, Malware attacks, denial of service, rogue softwares and most disastrous havocker, a ransomware, like WannaCry and Petya vulnerable, which work by encrypting up and locking up the files on victim's computer and then claiming a huge ransom for their release through decryption keys. A study of 2,700 IT professionals across the globe has revealed that 54% of organizations suffered a ransomware attack in the last year, whereas, India had the highest level of infection, followed by Mexico, the US, Canada, and South Africa.

That is to say, we must educate your employees on how best to keep their information private and your business's data secure, as employees are first persons to defend the cyber-attacks with following basic checklists.



- We must not keep the desk with sticky notes embroidered with passwords and other sensitive information.
- We need to use best practices for passwords, including making them long and strong, with uppercase and lowercase letters, numbers and symbols, and changing them routinely. We should never share the passwords with each other.
- We need to check the sender of the email first before opening any attachments of the email, where sender name may look alike and matching to the name of our company domain.
- When we leave our desks and when in no use, our systems and emails must be properly logged out.
- If allowed to use a USB storage device as per organization policy, it needs to be scanned thoroughly before we use or open it inside the system.
- We need to keep watch on anti-malware and anti-virus programs in our system, whether they are getting updated on timely manner or not.
- We must use common sense and take an active role in cyber-security. If we notice any suspicious activity, we must report it to IT administrator immediately. If employees become aware of an error, even after it has happened, reporting it to IT means something can still be done to minimize the damage.
- We should throw out suspicious links in email, tweets, posts, online ads, messages or attachments—even if they are from the known sources which are not related to us.
- We should stay away from the hoax mails, lottery or promotional emails.
- Hover over the link before actually clicking it to know whether it is suspicious URL or not.
- We should regularly clear our internet browser history, cache and cookies, as they store our very important information like usernames and passwords till we clear them. In addition, it also enhances the efficiency of the browser to surf the net. Cookies are usually harmless to one's computer but the fact that it stores and saves a person's private and personal information is risky and harmful especially when you're using a shared computer with other people. You may be a victim of hackers and opportunists who can steal your identity or even much worse could happen. While you have the option to delete the information stored in the cookies, you can also opt to keep the information you want to retain.

Sanjay Thacker
IT Head - Seabird CFS - Mundra



Sudhir Tripathi
Vice President
Contract Logistics (Automotive)

JOURNEY OF A LOGISTICIAN

कुछ काम करो, कुछ काम करो
जग में रह कर, कुछ नाम करो
यह जन्म हुआ किस अर्थ अहो,
समझो जिस में यह व्यर्थ न हो ।

Sometime some mantras which appeal to u but, they become part of you. These beautiful lines by Maithli Sharan Gupta, are always imprinted in my memory. Sometimes things first happen to you unplanned but, they completely change your life for better. Something like this happened to me when my career took off in logistic industry like most of other Logisticians. A nascent industry back then, it has grown bountifully, unbelievably. After finishing my MBA in Sales & Marketing like my other peers I also aspired a career in Sales but Mahindra happened to me. A turning point in my career

The industry back then operated in square foot warehouses, customer centric and commodity driven. These were the 2 C 's governing the logistic sector. But a lot has changed over the years. The industry has evolved, camouflaged and expanded its horizons leaps and bounds. The IT revolution and ushering of the E-Commerce era has changed the every style of working of this industry and expanded its wings manifold. The global logistics sector is expected to reach over USD 2 billion by 2019. In contrast with other Industry Profit in Logistics is relatively low, yet within this sector EBITA generally range from -1 to 8%. With all the growth hiccups were also part of the platter like integration of transport network, warehousing facilities, getting trained manpower to being one of the most unorganized sectors in India. But things started to change, commodity driven industry is now Solution driven while earlier a heavy downpour would wake me in the middle of the night, now it is a sluggish software or GST which gives me several sleepless nights. Technology and reforms have their benefits and their set of flaws. The constant evolution in this industry also calls upon the requirement of regular trainings. Only an up- to- date professional can do the check and balance in this evolving industry. I take trainings and I also arrange trainings for my fellow Logisticians. While earlier I used to implement strategies now I draft them. Earlier, I was driven, now I drive...

Like Logistic industry was luck by chance, establishing forte in the automobile industry (MJ) had also happened – Unplanned. I don't know if the industry grew with me or I grew with it, but as I pen these thoughts some fond memories of this industry make me Smile. Of course, the transition from paper to computer is one of them but the every style of functioning of this industry amuses me now. The industry that started its functioning and gained popularity in the Freight sector transitioned into Logistics to 3PL to now 4PL. Warehousing sector has spread like nature, it's all over. Limited not only to storing and delivering but designing a complete solution, bringing down the cost of the projects to being a driven factor which drives the companies in terms of profits & customer growth. Wow! We have come so far and I can only predict the future much brighter, the landscape getting wider and the domain getting bigger. I don't only feel this industry is here to stay for many more years but it will be a formidable part of India's growth story. The industry has and will continue to expand its share in the country's GDP. I must put at the end once a logistician always a logistician.

NEWS CORNER

VIBRANT GUJARAT SUMMIT 2019 TO BOOST EXPORTS FROM GUJARAT

Industries and manufacturers in Gujarat will have a great chance to export their products from the platform of next Vibrant Gujarat Summit 2019 (VGS). The State Government has decided to turn this event as a launchpad for the Gujarat-based companies and establishments to market their produces in foreign nations.

Prime Minister Narendra Modi has given special directions to Gujarat Govt. for this and the Government is preparing to make this event of VGS export-friendly for Gujarati manufacturers.

"This is, in fact, a suggestion from the Prime Minister Narendra Modi when he addressed the State Government officials through special video conference for Vibrant Gujarat Summit. He asked the State to make this event a platform to bring the local manufacturers to global market. We are going to facilitate the local manufacturers from foreign consumer chains or markets directly," a senior Gujarat Government official said. "This is why we have decided to do away with conventional Expo during VGS in which giant corporates and Government owned companies put their stalls."

"The same place will be utilized for special exhibition for manufacturers of Gujarat and foreign visitors and delegations would visit their stalls. This will create the first interface between them and this will be a kind of buyers-sellers meet," the officer added. The Gujarat Government will also prepare the database of local manufacturers sector wise and that will be handed over to the foreign delegates. The delegates can directly approach them for business to business (B2B) meetings as per their requirements and interests.

"This kind of B2B meeting would be more fruitful when two parties having interest in the same sector would meet on the same table. Generally, we hold B2B meetings at VGS but that happens at the macro scale, but this time it will be on micro scale too and in a well-managed manner so that the permanent bonding with local manufacturers and foreign importers can be established," the senior official further added. The buyer-seller meet and Expo will be inaugurated by the Narendra Modi himself at the venue of VGS. The event will be held from January 18 to 20 at Mahatma Mandir in Gandhinagar and PM will inaugurate this global business meet.



AFTER NON-BASMATI RICE, INDIAN WILL SOON EXPORT RAW SUGAR TO CHINA IN A BID TO REDUCE TRADE DEFICIT

India will export 1-1.5 million tonne of raw sugar to China after almost a decade and is waiting for a formal notification from Beijing greenlighting the consignment. Though sugar exports attract a 50% duty in China, officials said it was still viable because of the high prices there. Raw sugar is the second product after non-Basmati rice that China has decided to import, weeks after Prime Minister Narendra Modi's visit, in a move to reduce the \$60 billion trade deficit with India.

India's exports to China in 2017-18 amounted to \$13.3 billion while imports added to \$76.2 billion. China has on multiple occasions promised India to address the high trade imbalance between the two countries. "We are getting market access for sugar," said one official in the know of the details.

However, the sugar industry is keenly waiting for China to announce its new policy on sugar imports after it imposed hefty duties on sugar imports last year. "This month we expect them to do so," said Abinash Verma, Director-General of the Indian Sugar Mills Association, who added that China annually imported 1.5 to 2 million tonne sugar to meet local demand. Verma said the mills would export only raw sugar and the first shipment is likely to happen by mid-October.

Industry sources said that China received sizable imports including unofficial imports of over 2 million tonne annually from the South East countries.



A FEW WEEKS AGO WE WELCOMED A DELEGATION FROM HYUNDAI LINE AT OUR MUNDRA CFS