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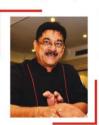


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INESS RANKERS I COMPANY OF THE YEAR

Leaders win strategically through logistics with a vision to excel. The line between disorder and order lies logistics. Subhash Agrawal is not just a name of chairman and managing director of a reputed company dealing in logistics, Globe International Carriers Ltd but an institution of excellence in him is praiseworthy. It is the name of the person who himself is a living enthusiasm, an idol. talking with whom acts

like a tonic of zeal and attitudinal finesse



Delivering Smiles Through Logistics

Anita Chaudhary @BR Bureau

raduating in civil engineering with Tlying colors from MNTT. Jaipur, I joined the father, late Mr. Charanji Lal Agarwal in 1965. Since childhood I had seem my father working passionately in logistics, a domain which is simple but not at all easy. The joy of people working under him can't be expressed in words; this in some way motivated me to connect with logistics with all my heart, 'says Subhash in an interview with Business Rankers.

Subhash asserts, "For me logistics management is not merely a part of supply chain management that plans, implements, and controls the efficient, effective forward and reverses flow and storage of goods and services and related information between

the points of origin and consumption in order to meet customer's requirements. But I feel it is a network to connect people's heart, linking a strong bond between the sender the receiver."

Speaking about the challenges in the logistics business, Subhash says, "Logistics management is the most the most challenging business in the entire country as this is an unorganized sector with difficulties in every step. It is often assumed by people that picking a product from one place and delivering it to the other are simple transport. But this precedure involves hurdles like RTOs, police, trafficians, accidents, no entity, toll taxes, poor infrastructure and others. This long list of problem is the reason for higher cost of transport.

We can reduce the cost if the overall

We can reduce the cost if the overall arrangements are improved. The transit



Mr. Subhash Agrawal with his wife Mrs. Surekha Agrawal and daughter Saloni Agrawal

period can be reduced subsequently if these issues are addressed. Every state has its own set of rules and regulations which have to be addresed to. There are a few administrational policies which we have to follow. I believe with the implementation of GST, things will improve and help in seamless transportation. Many a time, customers are not good pay masters which leads to crisis in recovery or, collection of customers are not good pay masters which leads to crisis in recovery or, collection of payment. This is a challenging area before numerous logistics companies. We are fortunate that we don't have bad paymasters in our kitty. For me, the

Subhash is also involved in to real estate business.

business.

Subhash Agrawal is the proud father of a daughter and two sons. His daughter, Saloni Agarwal completed CA in 2014 and worked in Delottle for a long span of time. After gaining professional expertise she client for the properties of the properties of the client framework of the Chief Financial Officer at Gloriant International Carriers Ltd. The elder son is pursuing MBA from Symbiosis and the younger son is studying B. Tech from BITS, Pilani. The better half of Subhash Mrs. Surekha Agrawal is the Director of the Company, GICL.



ther Saloni Agrawal

Talking briefly about the company,
Subhash says, "Travelling a journey of
more than five decades Globe International
Carriers Ladi site most reliable and trusted
service provider which adheres to
commitments with an endeavor for zero
defect, on-time delivery and standing by
customers, in their dire needs. Presently,
the company has more than Rs 100 crore
turnover with over 100 corporates in our
kitty. We are now ranked amongst the most
respected and reputed logistics companies
in India having pan-India branch network
of more than 30 covering all major
industrial towns and port cities, and is
managed by a team of over 100 employees.
We have a fortified fleet comprising of
trucks, traiters, hydraulic ackes and
loaders."

On the concluding note Subhash says,

loaders."

On the concluding note Subhash says,
"We are believers in long-term
relationships—be it with our clients,
employees, business partners or our
investors. We want our clients to benefit
from the solutions we have to offer. We
want our employees to be satisfied with the
growth and the opportunities they get
within the organization.

We want our business partners.

We want our business partners, ecially our vendors to grow with us as we. The reputation has not come easily. It is been achieved with persistent and cused hard work over the decades to gain the trust of our customers and watch them smile."

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