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**E-Tailers
Need To Find
A Better Biz Model
Than Discounts:
Mr. Mohandas Pai**

**Delivering Smiles
Through Logistics
Mr. Subhash Agrawal**

**Jaipurkurti.com Will Be
A Global Brand in 3Yrs:
Mr. Anuj Mundhra**

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BUSINESS RANKERS | COMPANY OF THE YEAR



Delivering Smiles Through Logistics

Anita Chaudhary @RR Bureau

“Graduating in civil engineering with flying colors from MNIT, Jaipur, I joined the family business started by my father, late Mr. Charanji Lal Agarwal in 1965. Since childhood I had seen 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 reverse 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 and receiver.”

Speaking about the challenges in the logistics business, Subhash says, “Logistics management is 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 procedure involves hurdles like RTOs, police, traffic jams, accidents, no entry, 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 arrangements are improved. The transit

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.



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 adhered to. There are a few administrative 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 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 information about package is as important as the delivery of the package itself.”

Subhash is also involved in real estate business.

Subhash Agrawal is the proud father of a daughter and two sons. His daughter, Saloni Agrawal completed CA in 2014 and worked in Deloitte for a long span of time. After gaining professional expertise she joined the family business and currently she is the Chief Financial Officer at Globe 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.

Talking briefly about the company, Subhash says, “Travelling a journey of more than five decades Globe International Carriers Ltd is the 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, trailers, hydraulic axes and 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, specially our vendors to grow with us as we do. The reputation has not come easily. It has been achieved with persistent and focused hard work over the decades to gain the trust of our customers and watch them smile.”

