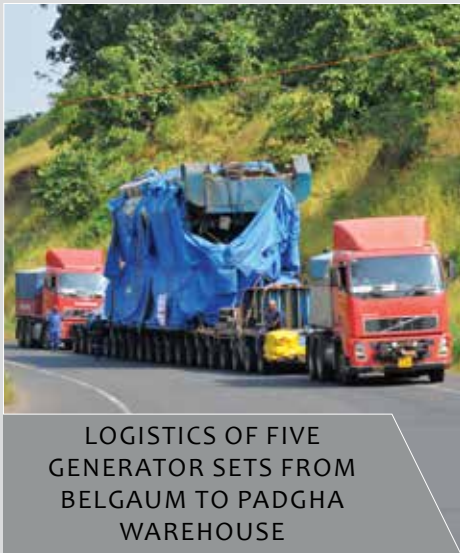


## CEO Speaks...



Gas Turbine



LOGISTICS OF FIVE GENERATOR SETS FROM BELGAUM TO PADGHA WAREHOUSE

It is my pleasure to come on board and introduce the first internal newsletter for the entire team of BOXCO. The newsletter will help us in keeping abreast with the developments in the Company on Pan India basis and will encourage team building and learning among the colleagues.



At the outset, I would like to congratulate the entire team BOXCO for getting the “Heavylift Mover of the Year 2015 MALA Award” as well as “Project Cargo Mover of the Year 2015 Gujarat Star Award 2015”. The credit for winning these award goes to each one of you especially the Heavy Lift Team who work day and night.

We are presently executing a large project in Bangladesh for Lnt Power which requires a lot of activities on Pan India / International level. This project is extremely demanding and we expect close to around 19 Barge trips to move within a span of six months for this project. A dedicated team is set up to execute this project. We are also forming a Joint Venture in Bangladesh to keep ourselves ready to handle the new opportunities arising in Bangladesh.

Also, I would like to congratulate the entire IT team for successful ‘GO LIVE’ of SAP Implementation. With the implementation of SAP platform it will be possible for us to integrate our SAP platform with the client’s ERP platform to give our clients value added services which none of our competitors are offering at present. We are also strengthening our Pricing team for Ocean freight and Containers to exploit opportunities coming on the export front due to the renewed efforts of our Government towards “Make in India”.

JMB Group has started giving a lot of emphasis on Knowledge Management and Skill Enhancement

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by imparting a regular training to the staff on various skills. Such training at present are restricted to only Mumbai. In the time to come, I would like to ensure that such training is also imparted at the Branches. Our HR Department is already working on the same and will keep you informed about the development.

We are proud to state that BOXCO has initiated a platform, whereby employees showing exemplary individual achievement leading to not only personal development but

also overall organizational growth will be awarded. Every quarter, one employee will be selected as the BEST EMPLOYEE based on the above criteria and awarded. For the July-September Quarter, **Mr. Vijay Shukla** has been selected as the BEST EMPLOYEE. Congratulations to Mr. Vijay Shukla! I am sure many more will be motivated to bag this prestigious award!

As I conclude, I invite suggestions from Team BOXCO with regard to process improvements enhancing

overall performance and new opportunities and developments that you may see which could result in new business development ■

**Mr. Janesh Gulati**  
CEO-BOXCO

# Siemens Trusted Us And We Delivered

The Baroda branch of Boxco Logistics arranged for the safe and timely delivery of 600 FRT of project cargo from Mumbai to Nakornphatom, Thailand. The scope included ocean freightage and delivery to the destination in Thailand. This shipment affirms the expertise of Boxco's project logistics department in arranging exports and shipments for projects and chartering into untried domains.

The shipment comprised a steam turbine, an alternator (generator set) and a compressor, which were the H/Ls, and general accessories. The steam turbine measured 7.5×4.6×3.5 mand weighed 89 MT. The entire cargo, with accessories, was loaded under deck. The cargo was heading to Chiem Patana Textiles' captive power plant in Naga, Thailand.

The challenge was to arrange a suitable vessel for sea transport, and to meet the delivery schedule and technical requirements of both Siemens and Chiem Patana. The salient feature about this entire shipment was that it was executed under the Indo-Thai ASEAN agreement, in which the consignee had the benefits of zero custom duty in Thailand. Accurate documentation was a very critical component and Boxco assisted the shipper with clearing all major and minor issues, without affecting the timelines. As a result of excellent loading, stowing, sea fastening and planning with all concerned, the entire operation was completed well in time.

A unique fact of this project was that the decision-making for the contract was mainly done in Thailand, with feedback from the shipper, i.e. Siemens, in India. Boxco, with its strategic network in Thailand, made representations and thus won the project against stiff competition from various global freight forwarders. This was due to the techno-commercial



presentation made by Boxco and the recommendation made by the shipper from India. This indicates the trust the shipper has in Boxco's capabilities.

The other challenge of this project was the involvement of different stakeholders and streamlining the coordination and communications. Our operations team did a wonderful job in communicating with the separate EXIM team of the shipper in Baroda and Mumbai, the local transporter, CHA, the shipping line, Customs officials, the destination agent and the actual consignee, Chiem Patana Textiles in Thailand, to make sure that the cargo was on board within the stipulated time.

JMB Group's ethos of customer first was given prime importance. A vessel was arranged, keeping in mind the timeline and not only the commercials. This was duly acknowledged by the customer, and we hope this paves a strong path for securing more such export projects from these prestigious clients.



With the "Make in India" campaign gaining momentum, the number of export projects will only rise in India. This experience has strengthened our expertise in handling projects with astringent timeline, challenging documentation and end-to-end logistics requirements ■

# Boxco Strategically Enters Bangladesh

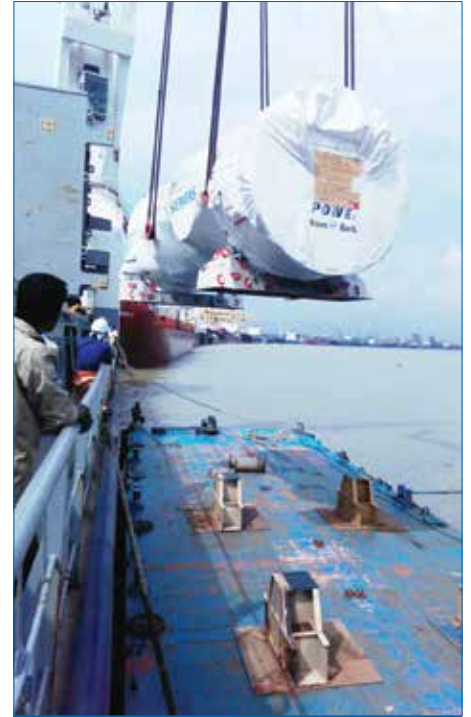
The adventures of Boxco in un-trodden pastures are well known and now it is entering Bangladesh, a nation that is virgin with immense scope for infrastructure development. India is contributing in a large way to the growth of this small country and thus, the entry of Boxco is quite expected.

Larsen & Toubro, the only infrastructure conglomerate that is performing in the global market, has bagged several orders for power projects in Bangladesh. It chose Boxco as its partner for the entire end-to-end logistics and rightly so. Boxco had the confidence of LNT right from the incubator stage and every minute detail was researched, debated and dialogued to make this complex multimodal project happen.

Boxco is picking up material from various suppliers in India under self-supervision, then either moving them directly by road to Sikalbaha via the Petrapole/Benapole border or moving them to Kolkata port, where they are consolidated into a multiple-origin cargo in a barge for onward sailing

to Sikalbaha. Boxco is also moving cargo directly from overseas locations like Korea, Germany and China to Sikalbaha via Chittagong, and also handling third-country direct air and container shipments into Bangladesh for this project. And, of course, Boxco is handling the construction of the complex ro-ro and lo-lo jetty.

This project is located in Sikalbaha on the banks of the river Karnaphuli near Chittagong port. The approach roads are so narrow that even a 40-ft dry container can hardly make way, so all the ODCs, like the turbine, generators, transformers and other structures, need to be transported by water. The complex operation of planning and implementing with precision, amongst all the cacophony of there being too many cooks spoiling the broth that is inherent in such big projects, is where Boxco masters and outsmarts all. The sequence of loading, stowage, lashing, dunnage and securing of all the cargo, including handling the complicated documentation, is where Boxco is performing effortlessly with elegance and class. The ODCs need to be discharged over the right-hand side



Gas Turbine

onto suitable barges with specially designed stools. They are barged down to Sikalbaha and received at Sikalbaha jetty for further transportation to the unloading location, where they must negotiate the tight turning radius of the approach ■



Gas Turbine Generator



Bypass Stack



Transformers

## MY BEGINNING WITH BOXCO



SAFETY MANTRA.....!		BOXCO
	Work With A Valid Work Permit (PTW) Required By The Job.	
	Verify Electric Isolation Before Starting Work.	
	Use The Correct Personal Protective Equipment (PPE) While Working.	
	Protect Yourself Against A Fall When Working At Height.	
	Obtain authorization before overriding or disabling safety critical equipment.	
	Do Not Position Yourself Under A Suspended Load.	
	Do Not Smoke Outside Designated Smoking Areas.	
	No Alcohol Or Drugs While Working Or Driving.	
	Wear Your Seat Belt & Do Not Exceed Speed Limit.	
	Do Not Use Your Mobile Phone / Walkie Talkie While Driving.	

Mr. Santosh Kumar Pradhan has been awarded with First Prize in “Safety Debate Competition” (English Language) conducted by Paradip Port Trust. The competition was organised on National Safety Day at Paradip Administrative Office. Mr. Santosh

has received the prize from Deputy Chairman of Paradip Port Trust.

**Mr. Arun Ghosh**  
**AGM – Project (Branch Head)**  
**Kolkata**

## 'BEST EMPLOYEE OF THE QUARTER' AWARD WAS ANNOUNCED ON THE EVE OF DUSSEHRA ON OCTOBER 21, 2015.



award namely Mr. Rakesh Choubey (Manager – Project Operations) & Mr. Vijay Kumar Shukla (Senior Executive- Project – C & F)

**Mr. Vijay Kumar Shukla** has been awarded as The BEST Employee for the July – September Quarter for his exemplary performance.

Mr. Vijay Kumar Shukla is a B.C.A & M.C.A with 1 year experience. He joined us a Trainee and due to his exemplary performance, got promoted in Six months time.

Let us all join hands to **Congratulate** him !

Our Chief Executive Officer, Mr. Janesh Gulati inaugurated the award function with sharing the details of projects which we have won this year.

He briefed about the criteria of selection of an Employee of

the Quarter and emphasized the importance of more nominations to be received. He also requested the employees to self nominate themselves and bring their achievements to notice.

We received 2 nominations for the

# First Movement Of 100 Axles To Start Our Centennial Celebrations

**B**oxco was honoured to handle the logistics of five generator sets belonging to Tata Power. These were to be moved from Belgaum to Padgha Warehouse. It started with our team loading five DG sets on to 100 axles. This was the first time that we had handled the movement of 100 axles

together at one time. With all the plans in place, safety being taken care of and being in receipt of all necessary documents, we started the movement from Tata Power's plant at Belgaum. The challenges included overhead lines, and the critical and long bridges over the Bhima, Krishna and Godavari rivers.

Our team overcame all the problems successfully and the consignment reached its destination safely and on time. With the successful completion of this movement, we are excited to realise that we will handle heavier and more complex movements in the coming century ■



LOGISTICS OF FIVE GENERATOR SETS FROM BELGAUM TO PADGHA WAREHOUSE

# HR GYAN...!

**F**irst of all, congratulations to all the Boxcoites for Xpressing & sharing your knowledge & experience in the very first newsletter of Boxco Logistics i.e. BoxcoXpress.....!

We, at Boxco, are constantly thriving to develop and inculcate the learning culture & the newsletter is one of the endeavors of the same. The sole objective of such forum being, connecting every nook and corner

of all our locations and keeping everybody updated about all the developments.

We would take this opportunity to congratulate all the achievers for their performance.

Last but not the least, we would request more and more knowledge sharing & suggestions from all the Boxcoites.

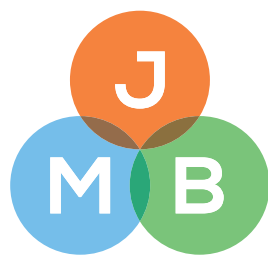
You can mail your writes ups on [arumugam@boxcoworld.com](mailto:arumugam@boxcoworld.com) / [bhagyashrik@boxcoworld.com](mailto:bhagyashrik@boxcoworld.com).

**Cheers to Boxcoites.....!**

**From the  
HR DESK.....!**

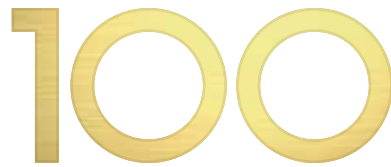
WORK WITH A PROFESSIONAL	
Have a qualified doctor Conduct a full body check up	Have a qualified financial coach Take a financial fitness check up
TRUST THE PROFESSIONAL	
Discipline in following the treatment DO NOT self diagnose & medicate Regular medical checkups are a must	Discipline in following professional advise DO NOT take financial decisions based on your instincts. Personal experience and advise from relatives AND friends Regular review of financial goals and progress are important
FOLLOW SIMPLE PRINCIPLES	
Get up early in the morning Have a balanced diet Exercise regularly Drink enough water	Start investing early in life Have a diversified portfolio Invest regularly Have enough liquidity
HAVE PATIENCE	
Treatments take time	Each asset class takes its time to perform
<b>“HEALTH IS THE GREATEST GIFT, CONTENTMENT THE GREATEST WEALTH &amp; FAITHFULNESS THE BEST RELATIONSHIP”</b>	

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YEARS OF EXCELLENCE



**BOXCO LOGISTICS INDIA PVT. LTD.**

Godrej Coliseum, 1201, 12th Floor, "A" Wing, Behind Everard Nagar, Near Priyadarshini, Sion (East), Mumbai - 400022. Maharashtra. INDIA.

**B:** +91 . 22 . 33466666 | **F:** +91 . 22 . 33466667 | **W:** [www.boxcoworld.com](http://www.boxcoworld.com)