

JUNE 2021

ENTERPRISE

A MONTHLY BULLETIN PUBLISHED BY VIDARBHA INDUSTRIES ASSOCIATION

EXCLUSIVE INTERVIEW

AGAINST ALL ODDS

PYARE KHAN ON RISK,
PERSISTENCE, LEADERSHIP AND LOTS MORE



VISION

To promote Vidarbha as a preferred investment destination and create conducive environment for socio-economic growth through industry and services

MISSION

To act as a catalyst between various stakeholders and authorities.

To create harmonious environment for accelerated industrial growth.

To provide a unified platform for policy advocacy at all levels.

To create, nurture and develop entrepreneurship and business leadership.

To enhance managerial and technical competency for excellence

CONTACT

Vidarbha Industries Association,
1st Floor, Udyog Bhawan, Civil Lines, Nagpur
+91 712-2561211/2554090
www.via-india.com | viangpindia@gmail.com

Download the VIA App



/vidarbhaindustriessociation



/viasocialngp

EDITORIAL BOARD

Mr Suresh Rathi

Mr Aditya Saraf

Mr Gaurav Sarda

Mrs Anita Rao

Mrs Shobha Dhanwatey

Ms Mili Juneja

Ms Sei Deshpande



PRESIDENT'S MESSAGE

Dear Fellow Members,

You all must be feeling a little relieved as the pandemic's 2nd wave seems to have come to an end. I hope all of you must be taking good care of your families, employees and businesses. There are growing concerns for a possible 3rd wave and we must have a backup plan ready.

Post the 2nd wave, realising that the virus can create an untimely void in any family, VIA organised a session on estate and succession planning by CA Pankaj Shah, primarily to share the importance and advantages of writing a will. If you're interested, you can check out the webinar on YouTube.

I am glad to inform you that 28 VIA member companies are willing to, and 29 others have shown interest, to contribute more than ₹3.29 crores from their CSR funds to strengthen Vidarbha's health infrastructure.

In our continued support to the local administration in the fight against the pandemic, VIA requested over 150 companies to surrender their oxygen cylinders to the region's hospitals. I am grateful to and proud of all these contributors.

Many in our fraternity are still going through the trauma of managing bank loans, repayments, tax filings, interests and penalties, expenses, workforce management, legal compliance, etc. We have taken proactive steps to address these issues with relevant authorities and hope to generate required support. Over several meetings, we've discussed these points with Hon'ble Industries Minister Shri Subhashji Desai, Hon'ble State Minister of Industries Adititai Tatkare, CEO of MIDC Dr. P. Anbalaganji, Shri Dineshji Waghmare - Principal Secretary of Energy, as well as all the relevant officers.

I hereby request all of you to share your problems and help us serve you better. We will be awaiting your valuable suggestions for making VIA's work more useful. Your strong association and cooperation gives us great strength.

Thanks and warm regards

Suresh Rathi
President



SECRETARY'S MESSAGE

Greetings,

The month of May was kickstarted when VIA Marketing Forum invited Sanjay Singh - Founder of Strategic Concepts (I) Pvt. Ltd., to speak about business development during the pandemic. With the economy buckling under the pressure of COVID-19, Singh explained how technology can be used in ways that transform weak market conditions into a business development strength. Reimagining “technology” as “tech-know-logy”, he urged MSME owners to learn about the several functions of technology that can help them better leverage their human resources.

VIA Taxation & Corporate Law Forum organized a session with industry experts to highlight the importance of succession planning amongst the industrial fraternity. During his talk, CA Pankaj Shah - eminent speaker and expert on the subject,

cited examples from Mahabharata as well as several recent cases to explain the fundamentals of succession planning - prevailing global practices, pros and cons of powerful planning tools, and the laws governing succession.

We also reached out to key government officials and departments with representations on matters such as request to extend notification regarding certain Environmental Clearance (EC) projects related to API & Intermediate Manufacturing as ‘Category B2’ Projects. The representation was submitted to the office of Prakash Javadekar - Hon’ble Union Minister of Environment, Forest & Climate Change, Government of India, New Delhi.

As always, VIA Secretariat strives to serve the best interests of industries in Vidarbha. I request all our readers to have a positive outlook during these difficult times and participate in all the engaging activities we have scheduled for the coming months.

Gaurav Sarda
Secretary



EDITOR'S MESSAGE

Dear Readers,

We have the man of the moment on this month's cover of the Enterprise. Pyare Khan - MD of Ashmi Road Carriers Private Limited, made national news recently when he spent a crore of his own money to truck in liquid oxygen for the entire city of Nagpur. Hailed as a hero by many, Khan's rags-to-riches career is a master class in the ingenuity and resilience of a true entrepreneur. In an exclusive, off-the-cuff conversation with the Enterprise, he opened up about his insuppressible persistence, the joys of becoming a job-giver, secrets to overcoming intimidating challenges, and many more incredible insights from his awe-inspiring journey.

This edition features an article by CA Naresh Jhakotia who examines the legal document of

a will as an instrument for succession planning. In the exhaustive piece, he highlights the advantages of making a will, its registration process, as well as important tips and tricks while writing it. We also have Rajiv Choudhari - CMD of Vishwadatt Minerals Pvt. Ltd., who writes on the agricultural scenario in India in 2021. Guest articles from Mr. Hemanth Lodha, on the importance of leadership in a team, and Mr. T.S. Rawal, who explains investing practices during the uncertain times of the pandemic, add to good reads in the Enterprise this month.

It is our endeavor to bring to you the latest and most important news related to Vidarbha and its industries. We welcome write-ups from readers to be published in subsequent editions of the ‘Enterprise’. Please write to us at viangpindia@gmail.com with your inputs and feedback.

Aditya Saraf
Editor

AGAINST ALL ODDS



PYARE KHAN

MD of Ashmi Road Carriers Private Limited

There's a good chance you already know a version of his story. Pyare Khan - MD of Ashmi Road Carriers Private Limited, was once an auto wallah and an orange seller. Living in the slums of Taj Bagh, Khan pieced together money from the banks and, against all odds, built a transportation empire that is worth ₹400 crores in turnover today. Much has already been written about his rags-to-riches story. IIM-Ahmedabad has a case-study on his career and Mahindra & Mahindra Limited has given him an award for his excellence in the transportation industry. He's an acclaimed transporter in domestic, as well as international markets.

Last month, when Vidarbha was in the grip of the most destructive outbreak of the coronavirus yet, Pyare Khan made news once again. Spending an amount close to ₹1 core from his own pockets, Khan trucked in at least 400 metric tonnes of liquid oxygen at the GMC. He procured the oxygen from various obscure sources in the country, at rates much higher than their market value. Now, the local administration has tied up with his endeavour and they have together wheeled in enough oxygen to meet the entire city's requirement, and then some. The national press has declared him a "Good Samaritan", a "real hero".

In an exclusive, off-the-cuff conversation with the Enterprise, Khan opened up about his insuppressible persistence, the joys of becoming a job-giver, his secrets to overcoming intimidating challenges, and many more incredible insights from his awe-inspiring journey. Excerpts:

In one of your past interviews, you speak of your early experiences playing as an artist with O. P. Singh and his orchestra. You observed that despite not having any experienced / well-known singers or musicians, Singh's band was earning exponentially more than any

other competitor in the market at the time. What was Singh doing that set him apart?

He used to focus on things that delighted clients. Most orchestras in the market were charging ₹5-6 thousand for full day gigs. Meanwhile, O.P. Singhji used to take ₹1-1.5 lakhs. His service was exceptional; his shows used to be full of splendour. Think of it as eating in a 5-star hotel where you pay ₹150 for a bottle of water that's worth ₹15 everywhere else. Singhji was that 5-star hotel. He had tremendous marketing skills.

You have borrowed over ₹100 crores for your business. How does one manage credit of that scale, without it turning into a burden?

Your repayment track should be good. If you've been diligently repaying your ₹1 loan to the bank, it won't be long before they trust you with ₹100 or even ₹1 lakh. When I started, my first priority was to ensure that money goes back to the bank. This was important because, as you know, I had no money, and one couldn't survive in the transportation business without good credit.

I've seen that some businessmen borrow huge sums of money and then purchase property with it. That's where they fail. See, anyone can get a loan. What you do with the money is what sets you apart. As for me, I only take loans for my business requirements and ensure that that's the only place my money is spent. That's why the banks trust me today.

Like you said, you had no money. You fought terrible circumstances and got where you are today. In retrospect, do you think that your hunger and suffering were essential to becoming successful?

No, no. Bad times aren't necessary for success. These days, even the rich are struggling. To be successful, you need to take risks.

I will give you an example. This one time, O.P. Singhji agreed to do a show in Sambalpur, Orissa. But the client wanted us to sing in Odia. We were artists from Nagpur - none of us could speak the local language! That was Singhji's risk. When we reached Sambalpur, he immediately

scouted two local singers and taught them the songs. We did that show and pocketed ₹4-5 lakhs. Had he not taken that risk that day, we wouldn't have earned that kind of money.

I have taken huge risks in my business. I worked in places where no other transporter wanted to work. I wouldn't have progressed otherwise.

Key Takeaways:

- Anyone can get a loan. What you do with the money is what sets you apart.
- Bad times aren't necessary for success. These days, even the rich are struggling. To be successful, you need to take risks.
- I only have two hands; without a team, I can't achieve anything.
- If I start believing that a challenge is bigger than me, I will never be able to overcome it.
- When you take care of every small thing for your clients, why will they ever turn to other suppliers?
- If you waste time in proving yourself right, there will be no progress achieved. Sometimes, you have to move on.
- Whether you have big clients or small, a neck-to-neck approach in liquidity is never advisable.
- Whatever work you do in a day, delegate it as much as possible. Keep yourself free.
- Despite being a first-time, non-corporate company, my clients trusted us because we did their work sincerely and gave them exceptional service.
- I want the young generation to become job-creating entrepreneurs and industrialists, rather than settle for the 9 to 5 life of an employee.

In 2018, your presentation won the prestigious Mahindra Transport Excellence Award at IIM-Ahmedabad. When a jury member asked you what your biggest challenge could be in the future, you said, "With the right team, no challenge is big enough". Elsewhere, you have mentioned that your zidd, or persistence, has propelled you forward. Of the two, which has been the greater advantage?

My biggest advantage is my persistence. Then comes teamwork. That's because without persisting, I can't get my team to work. See,

I only have two hands; without a team, I can't achieve anything.

When we talk about challenges, I believe that we should look at even the greatest obstacles as minor hindrances. If I start believing that a challenge is bigger than me, I will never be able to overcome it. After all, only those who believed that they could go to the Moon, were able to go there.

I see that a lot of people get caught up in whether they should take up a challenge or not. My advice to them is simple, "Try, my friend. Whether you find success or failure, don't stop trying."

Your group of companies has legs in several sectors and sub-sectors of the transportation industry - road transport, rail transport, ocean transport, fleet management, railway rakes and container handling, toll plaza management, etc. You also own petrol pumps and your group has plans to enter the coal industry in the future. Will you ever diversify into less capital-intensive sectors like consumer goods, where the dependence on differentiation and advertising is more?

I am definitely interested in branded products. We have a separate team dedicated just to innovate and try new ventures. We even have a separate budget set out for this very purpose. We don't see whether we are making a profit or not; what matters to us is that we keep trying new things. I believe that if you can think beyond what is visible, you can achieve it too.

We were speaking about the importance of good service earlier. How do you react when a valuable client is unhappy, or worst still, angry with your service?

I will give you an example. Until recently, there was a nationwide oxygen shortage in hospitals across the country. Nagpur was no different. People were rushing from one hospital to the other. Then, how did the supply bottleneck resolve so quickly after we stepped in? It happened because we focussed on doing exactly what nobody else was doing. That's our approach when dealing with our clients. When you are taking care of every small thing for them, why will they ever turn to other suppliers?

The other thing is, we have a lot of patience. Sometimes it so happens that a client, despite being the one responsible for a mistake, may be dead set to shift the blame on you. In such situations, you can't engage them in an argument. They are your business associates and you have to be able to listen to them, even if you know they are wrong. If both parties waste time in proving themselves right, there will be no progress achieved. Sometimes, you have to move on.

Big clients need longer credit periods. Moreover, if you have a limited client base, the threat of defaults always looms large. Delays in payments can really hurt a young business, especially during the pandemic. How does one overcome the challenges of liquidity crunch?

This problem is bound to come. We have set aside a ₹5-6 crore cash reserve for such situations. The bank gives a temporary overdraft and discounts as well. It's good to have an extra arrangement for emergencies. Whether you have big clients or small, a neck-to-neck approach is never advisable. I have faced this challenge several times in my career but I always managed my money properly.

India has a long history of "lala" style family-run businesses that squeeze value from their stakeholders, have penny-pinching policies, and issue self-interested diktats. You, on the other hand, have spoken extensively about developing a corporate-style professionalism in your company. How does a small business make this shift from being a "lala company" to a professional corporate?

Just do one thing — have a big heart. I've seen owners of such lala companies who are taking projects worth hundreds of crores, but resist paying even a lakh in salaries. They feel that they are the smartest amongst all their employees. This obviously isn't true. I believe that people can be smarter than me. I certainly don't think I have all the knowledge in the world. That's why I hire the top-talent from all over the country and reward them handsomely for their jobs.

There's a great lesson I learnt during my

time at IIM-Ahmedabad. They said, "Whatever work you do in a day, delegate it as much as possible. Keep yourself free". I really liked this advice and implementing it in my business has really contributed to my growth. You should really learn how to delegate work to others. You have 12 working hours in a day. A ₹1 crore project can be executed in the same 12 hours as a ₹100 crore project or a ₹1000 crore project. If you try to do all the work yourself, you won't even have a second left.

Sounds easier said than done.

See, you have to be a good leader. You have to be like that politician who gives speeches in front of lakhs of people at a time. You have to have that quality where people truly like listening to you.

With all your work delegated, how do you spend your time in office?

My main job is fund-management. I track the performance and locations of my fleet of 300+ trucks and instruct them on a daily basis. I try to answer three questions - "How much money do I have?", "How much money do I need to invest?", and "How much money is due to be recovered from clients today?". Apart from that, I review the bottom-line. That's all.

What is your advice for young transporters looking to enter this capital-intensive industry?

I am a first generation entrepreneur. Before specialising in ODC (Over Dimensional Cargo), I was a normal transporter. I focussed on ODC because there was a lot of money in it. Initially, no client was ready to trust me. I had to win their trust by proving that I could provide better service than anyone else. I was the first transporter in Nagpur to get a work order worth ₹500 crores in the steel industry. Despite being a first-time, non-corporate company, they trusted us because we did their work sincerely and gave them exceptional service.

I was also ready to do the work nobody else was doing. In ODC, I took work orders in far-off or conflict-prone regions of Ladakh, Kargil, Nepal, Bhutan and Bangladesh. We put our lives on the lines to deliver great service. That's

the reason we are trusted by our clients today.

These days, cost saving is the biggest priority for many entrepreneurs struggling due to the pandemic. In your experience, what are the best ways to cut costs in a venture?

First of all, I will never reduce my staff in the name of cost-cutting. That's the easiest thing to do. I don't believe in that. Rather, I have asked my team to fix the leakages in our systems. Doing so has been educational. We have implemented basic techniques like increased monitoring of expenses, and shrewd negotiations with vendors. If anything, we have increased salaries from this financial year.

In parting, is there any word of advice you'd like to give to the young entrepreneurs in Vidarbha?

I want our young generation to understand

that there is no dearth of workers in our country today. However, there is an enormous shortage of work-givers. I want them to become job-creating entrepreneurs and industrialists, rather than settle for the 9 to 5 life of an employee. They should be willing to take risks - both for themselves as well as for their country.

Today, I have about 1200-1300 people working with us. If my businesses were wound up today, my family and I would still live out our days in comfort. However, at this level, you can't be working for yourself anymore: you have to work for the people. This isn't to say that we are not making money or that we are running a charity. What I am trying to say is that the happiness one gets from giving work to others is simply priceless.

TECH-KNOW-LOGY TO DRIVE BUSINESS DURING PANDEMIC



SANJAY SINGH

Founder,
Strategic Concepts (I) Pvt. Ltd.

VIA Marketing Forum invited Sanjay Singh - Founder of Strategic Concepts (I) Pvt. Ltd., to speak about business development during the pandemic.

With the economy buckling under the pressure of COVID-19, Sanjay explained how technology can be used in ways that transform weak market conditions into a business development strength. Reimagining "technology" as "tech-know-logy", he urged MSME owners to learn about the several functions of technology that can help them better leverage their human resources.

The session focussed on key concepts like

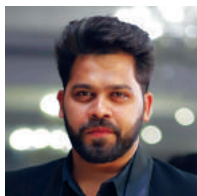
- Drip lead generation
- Automated lead responders
- Automation in pre-qualification of sales leads
- System-empowered customer relationship management

- Automated email marketing campaigns (for existing and lost customers from last 5 years)
- Automated marketing campaigns (for invisible customers who aren't on one's radar)
- System controlled marketing surveys
- Customer feedback tools
- Content development tools
- Online customer experience enhancement utilities

The speaker highlighted how technology is turbocharging social media marketing today; from interactive content generation to social listening, social conversation and finally - generation of inbound traffic on one's website and landing pages. Sanjay further explained how online schedulers assist in pre-scheduling content for the month, and how online data analytics help match one's content with an appropriate audience.

According to the speaker, allocating relevant work to WFH employees is perhaps the biggest pain area for MSMEs. As such, there are several digital platforms that facilitate efficient team collaborations, work assessments, and closing of work loops through lateral concurrent discussions online.

5 WAYS TO OPTIMISE YOUR PROCUREMENT PROCESS



CA PRATIK LOYA
Founder
Jugaadubaba Business

Managing cost has been fundamental to procurement. Considering the current situation of the industry, it's no surprise that efficiently spending every penny is more important than ever. Procurement leaders must come up with innovative ideas to help the stakeholders improve margins by driving down costs.

We often rely on reducing discretionary spending, but once it's been successfully reduced, what's the next step for finding new ways to cut costs? Here are few ideas that may help procurement professionals move beyond the noticeable optimisations and rethink how to increase savings and reduce costs:

Optimise Supplier Base: Looking out for the right supplier and when to bid competitively builds a sustainable supplier base. It begins with supplier rationalisation and category planning to initially reduce not-so-frequently-used suppliers, thus spending more time with lesser suppliers to reduce costs.

Tame Tail Spend: Tail spend is the amount of money that a company spends on purchases that make up ~80% of transactions but only 20% of total spend volume. Since these are viewed

as a series of low value, low-risk transactions, the time spent is not worth the reward. The best way to deal with tail spend is to identify it with spend data and pair it with tools such as tactical sourcing and procurement audits.

Improve Product Specifications: By improving relationships with suppliers, one can learn about innovations in the industry. With the help of value engineering, one can bring new ideas to product planning and development and identify new alternatives.

Price Negotiation: Being equipped with appropriate data and strategy makes it easier to negotiate with suppliers. It's critical that whenever one builds their negotiation strategy, one should know a few important things: leveraging position, what one wants to achieve, and when to walk away from the table.

Market Cost Analysis: Market analysis is a tool to identify present market conditions for particular goods or services. Leveraging this information with spend data provides unique insights that are critical to an efficient and effective procurement planning and strategy.



"Don't worry about failure. You only have to be right once."

- **Drew Houston**



Never before
SEASON
COLLECTIONS

GOLD, DIAMOND JEWELLERY
AND SILVER ARTICLES

Batukbhai
Batukbhai Sons Jewellers

Dharampeth, Nagpur.

Ph : 91688 36888, 91688 37888, 91688 39888
email : info@batukbhai.com | www.batukbhai.com
<https://www.facebook.com/batukbhai.jewellers>

Image India 2020

INVESTING DURING UNCERTAIN TIMES



DR. TEJINDER SINGH RAWAL
Chartered Accountant
tsrawal@tsrawal.com

It seems we will have to live with COVID-19 for quite some time. Last year, around the same time, we thought it was something with a short shelf life that would go away soon. That did not happen; we hoped that once the vaccine becomes available, the pandemic will be out of our lives. We are yet to see that happen. The second wave has taken us by surprise.

There is a noticeable difference between the first and the second wave. In the first wave, the authorities focused on ensuring that people remain confined to their homes. With some restrictions, businesses were open. Industry was working but with bottlenecks, as the free movement of people and transportation of goods was affected. Imports were severely affected, causing supply chain disruption. The second wave lockdown is more relaxed in the sense that it did not curb the free movement of people to that extent, but controlled shops and businesses so that people do not have a valid reason to roam around and crowd places.

This difference in the nature of lockdowns has different economic consequences. In the first lockdown, people felt they had been confined to house arrest. They wanted to buy things but could not because they were not allowed to move freely. The demand continued to rise but the production could not keep pace with the demand because of the bottlenecks. In the second lockdown, people have learnt a lot from the previous experience. We now know that the pandemic is not going to go away soon. We have an acute shortage of vaccine, herd immunity is a distant dream which will take a year or more, the healthcare infrastructure is fragile or non-existent. We also know that to survive we need to dig into our savings. We are facing harsh realities of the pandemic, which we were not aware of in the

first wave. Unemployment, underemployment and disguised unemployment are at their peak. Job creation may not happen in the near future.

After the first lockdown was opened up, the economy had witnessed pent-up demand. While the restrictions on availability are more stringent in the second phase (even online vendors are not allowed to deliver what the government considers as non-essentials), we anticipate less demand emerging after the lockdown is over. Uncertainty, unemployment and the perception of a bleak future are causing people to save whatever resources they have. Many families have footed huge medical bills for treatment, many lives have been lost. People are suddenly in savings mode. The opening of the economy after the lockdown this time will not see the demand we witnessed earlier. The enthusiasm will be lacking. This time there are no supply chain bottlenecks as the wheels of industry run smoothly because of more pragmatic guidelines. We might face a situation of sluggish demand, and a downward spiraling economy.

The stock market continues to behave as if nothing has gone wrong. Clearly bulls are in charge. The results of the first quarter will look better because of low base effect: the industry was in a state of virtual standstill in the first quarter of the previous year. However, as we proceed further, industry may not show impressive results. The dent that the pandemic has created may not end soon. Investors need to tread this with caution. Long term investment is the only investment strategy that can work in all times, and especially in uncertain times such as the present.

The investor must keep the following in mind as a guide to safe and defensive investment -

- 1) No investment is possible unless you save.
Saving is a prerequisite. Save as much as you can, as early as you can.
- 2) The long term investment is, well, long

term investment. If you need some money in the short term, it may not come out of long term investment. If you have to pay a college fee for education abroad and it falls due in 6 months, your long term investment may not help. Since the equity market is in a constant flux of greed and fear, you cannot predict the market direction on the day you need money. Always keep a provision for expected short-term requirements and keep it aside in liquid non-fluctuating assets.

- 3) When I say long term, I mean a period of minimum of 5 years. To some like Warren Buffett, and I, the holding period is eternity, I do not sell my equities unless I direly need money, or I have made a wrong investment decision, or one of my investments has fallen permanently (change of technology is an example of things that may bring about such a change). I seldom sell for any other reason.
- 4) Diversify. Do not trust all your eggs in one basket. However, too much diversification makes your return lower. My ideal diversification plan is to invest in 20 stocks, and I also diversify between different sectors. Some sectors run contrary to others, diversification helps you balance. During the COVID-19 pandemic, while many sectors have lost value, FMCG and pharmaceuticals have gained.
- 5) Ignore the day-to-day fluctuations. Long-term investors do not bother about how their investment behaves in the short term. They are not glued to the screen during

trading hours. They buy quality stocks and keep them aside. Momentum trading, intraday trading selling short are not the stuff that will make you a real investor.

- 6) Do not invest on tips. Stay away from fortune-tellers who sometimes show up as formal suit-wearing experts on CNBC. Do your homework. I do not invest in companies whose business model I don't understand. I do not buy stocks of companies that have not been making profits for 10 years continuously. I look at the PE ratio, and look for the debt component in the company's balance sheet. I do not buy a heavily indebted company.
- 7) Do not time the market. You cannot. Outstanding stocks are available in all market conditions. It is only in retrospect that you will know if the market was high or low. You are too small a player in comparison to the market size to time it.
- 8) Learn to be a contrarian. Learn to buy when others are selling. The market is manic depressive, it suddenly quotes too high or too low; buy when it is quoting low. Be fearful when others are greedy and be greedy when others are fearful.
- 9) Trade less. Money is made by sitting on your stocks. If you frequently churn your portfolio, you are making money for your stockbroker.

The author is a Chartered Accountant, economist, and thinker. He can be reached at tsrawal@tsrawal.com.



Engagement, Wedding (Mehandi, Haldi), Birthdays, Baby shower, and religious events decorations, Brooches, Baskets, Gift trays, Bouquet, hand crafted Torans Customised stage decorations with hand made paper flowers.

Suman Dass
sumandass0210@gmail.com
9588458069

Manjusha Mokase
manjusha.mokase@gmail.com
9422133818

 decokraft

To know more, visit www.vialewudyojika.com/store/decokraft

AGRI SCENARIO IN INDIA 2021



RAJIV CHOUDHARY
CMD,
Vishwadatt Minerals Pvt. Ltd.

Agriculture is the primary source of livelihood for about 58% of India's population and must never be underestimated. The country's small land holdings, illiteracy, lack of irrigation, lack of innovation and sole dependency on precipitation and rainfall, have left farmers helpless. Traditional approaches and unscientific farming methods still loom large over the Indian agricultural space.

Agricultural productivity depends on factors like the availability of quality seeds, fertilisers and other crop protection inputs, access to agricultural credit and crop insurance, assurance of lucrative prices for produce, etc. However, due to the several lockdowns imposed across the country, all these facets of farming have been heavily affected.

COVID-19 induced lockdowns have disrupted agricultural labour markets that have witnessed huge reverse migration. Even as the main agricultural season (Kharif) trickles nearer, the effects of the pandemic in rural India are getting worse by the day. The lockdowns imposed have shut operations of retail sellers and restricted their movement, constrained the movement of goods severely, and—despite their 'essential service' tag—shut down some mandis and markets.

It's estimated that the agricultural sector will grow by 3% in 2020-21 (NITI Aayog), owing to normal monsoons this year, along with India's water availability in reservoirs, which is 40-60% higher than last year. Food grain production in India is expected to increase to 345 million tonnes by 2030 (ICAR).

The global prices of commodities are ruling high and farmers in India have a chance to earn on export of cotton, fruits, guar gum, maize, soya bean, etc. However, for agriculture

to make a positive impact on GVA this year, the spread of this disease in rural areas needs to be controlled. The government must push accelerated vaccination drives in villages across the country to support the farmers.

Excessive regulation is also a big concern. Recent policy changes have brought thousands of our farmers to the capital's backyard and they continue to wait for an amicable solution. Similar policies have had a major impact on the industry at large.

The MSME sector in India is the second largest employer after agriculture and has taken a major hit across the board. The pandemic has not only affected production and marketing through labour and logistical constraints, but has also restricted access to markets due to restrictions on inter-state movements and absence of transportation. This has disrupted the food supply chains and spiked food prices. It's safe to say that the pandemic has disrupted the Indian agricultural system extensively. Extended lockdowns have had a negative impact on supply of finished goods, procurement of raw material, and labour availability in production and supply processes.

To add to the woes, the recent cyclones came bearing down just when the farmers were wondering as to how they could sell their ready-to-harvest crops with no demand. This year has been merciless beyond bounds and is causing our farmers and manufacturers of the industry great economic and psychological losses.

There is an urgent need to identify problems that threaten the agriculture sector. The Ministry of Agriculture is taking steps to refine the process to benefit the overall business environment. However, private sectors' participation is crucial to overcome bottlenecks arising in the system. This is critical for the success of various policies announced by the government. It's imperative for the Centre and State governments to come together and ensure a sustainable growth plan for our country.

TEAMS NEED LEADERS



HEMANT LODHA

Chairman, HRD Forum,
VIA

A great project is completed or an event is over and we hear that it was great teamwork. Even the person who was leading it overtly or covertly will say with modesty that I have done nothing. It was teamwork. There is no doubt that one person cannot complete a big project alone but, at the same time, it's also true that even a hundred people will achieve nothing if there is lack of direction.

When birds fly in a group or animals walk in a herd or ants are at work, there will be one among them who will be leading towards the goal. They might be autocratic or democratic, but there will always be a leader if the project or event is completed with great results or the organisation is operating efficiently and effectively.

A leader will sometimes be like a pendant in a necklace or a thread in a garland, but the

leader will be there. However, it's the prime duty of a leader to set vision, give direction, create motivation, credit success to team members and take blame for the failures. Leaders need to be flexible according to the team, time, and situation but never towards the goal. Whether one needs to lead from the front or the back or be hidden, depends on the group, situation, and time.

It is also important to know whether your role is of a leader or a follower in a given situation. Sometimes, it switches during the same project or event. However, if you lack wisdom and flexibility to adjust, you may become the cause of failure for the entire project. Change your leadership style based on the situation — this is called situational leadership.



“You have to be burning with an idea, or a problem, or a wrong that you want to right. If you're not passionate enough from the start, you'll never stick it out.” —

- Steve Jobs



VIA REPRESENTATIONS – JUNE 2021

18th MAY

Prakash Javadekar,
Hon'ble Union Minister of Environment,
Forest & Climate Change, Government of
India, New Delhi.

Request to extend notification regarding
certain Environmental Clearance (EC)

projects related to API & Intermediate
Manufacturing as 'Category B2' Projects.

Ref: Ministry of Environment, Forest &
Climate Change Notification No. CG-
DL-E-28032020-218947, dated 27th March
2020.

VIA NEW MEMBER PROFILE

VIA Welcomes Its Newest Member to the Association

UMESH H. PATEL

Managing Director,
Orange City Plywood Pvt. Ltd., 16 KM Mile Stone, Bhandara Road,
Mahalgaon, Dist. Nagpur - 441202.

ESTATE AND SUCCESSION PLANNING



CA PANKAJ SHAH
Partner - G.J. Shah & Co.

VIA Taxation & Corporate Law Forum organized a session with industry experts to highlight the importance of succession planning amongst the industrial fraternity.

In his introductory address, CA Naresh Jakhotia - Treasurer of VIA, said that ignoring succession planning almost always leads to financial and emotional disturbances and should therefore be part of every person's tax planning. "Death and tax are certain in life but one needs to plan gracefully for the former", he remarked.

CA Ashok Chandak - Chairman of VIA Taxation & Corporate Law Forum, said that successors have to suffer through agony, mental torture, and harassment in order to acquire the wealth created by the deceased person. Chandak explained that out of the many ways to plan a succession, the best method is that of a will or, in some cases, a family trust. "One should plan the affairs in such a way that successors get the wealth timely, without any hassle, litigation or disturbance of business", CA Chandak added.

During his talk, CA Pankaj Shah - eminent speaker and expert on the subject, cited examples from Mahabharata as well as several recent cases to explain the fundamentals of succession planning - prevailing global practices, pros and cons of powerful planning tools, and the laws governing succession. Highlights from his presentation -

- In the current pandemic situation, succession planning is a necessity.
- Succession planning differs from person to person and from business to business.
- A will may be registered or unregistered.
- In case of the will of an individual, an executor is a must.
- Major beneficiaries of the will cannot act as

witness to the will.

- In corporate houses, an Advisory Board can be formed.
- In case of partnership or LLP, a succession clause can be inserted by making an amendment to the partnership deed.
- Laws such as Hindu Succession Law, Shariat Law, Transfer of Property Act, Income Tax Law, etc. should be considered and legal professional advice should be taken while succession planning.
- A partition can be full or partial.
- If succession planning through a private trust, one must consider various IT Act provisions carefully.
- The government is thinking of an Inherent tax that will make private trusts a good option for tax planning.



"Don't sit down and wait for the opportunities to come. Get up and make them."

- Madam C.J. Walker



To know more, visit
vialewudyojika.com/store/disha-designings/



Largest and Modern Cotton Ginning & Pressing Machinery Manufacturer in India, Steel Buildings, Electrical Panels, Warehouse Conveyors, Blowers, Power Transmission Products, Machining & Fabrication Job works, Fire Fighting System, Hydraulic Cylinders & Powerpacks.

BAJAJ Pre Engineered Steel Buildings & K-houses



(K-HOUSE)



APPLICATIONS

- Industrial Buildings
- Warehouses
- Power Plant Structures
- Storage Buildings
- Highrise Buildings
- Parking Lots

Contact : Mr. Rajesh Modi : +91 93702 24505

BAJAJ Electrical Panels



MCC PANEL



VFD PANEL



AMF PANEL

Contact : Mr. Vihar Khargonkar : +91 94230 50615

BAJAJ Heavy Equipment Division



WIND BOX



SPLIT PLATE ASSEMBLY

Contact : Mr. Mrinal Mishra : +91 96079 64063

BAJAJ Fire Resistance Steel Doors



Contact : Mr. Prabhat Sahu : +91 94224 71552

BAJAJ Hydraulics Powerpacks & Cylinders



Contact :
Mr. Mayur Paliwal
: +91 77740 50429

BAJAJ Fire Fighting Systems



Fire Extinguishers

Fire Hydrant Pumps

Fire Alarm
and Detection Systems

Contact : Pranob Ganguli : +91 97658 61288

BAJAJ Industrial Fans and Impellers



BELT DRIVEN

DIRECT DRIVEN

PEDESTAL
WHEEL

FORWARD
CURVED

Contact : Mr. Ravi Mohan : +91 74200 77395

ESTATE AND SUCCESSION PLANNING THROUGH WILL



CA NARESH JAKHOTIA
Treasurer- VIA

There are only two things that are certain in life - death and tax. Like it or not, these two things need to be admitted gracefully. A will is simply a legal document in which a person declares as to who will manage their estate after they die. Asking the person to prepare the will is often considered as if you are telling the person that their end is near. We all think and believe that it is too early to think about preparing a will. Unwillingness to accept death as part of life is the main reason for not making a will. This pandemic and its impact has made us realize the fact that life is uncertain and it is sensible to prepare earlier. Further, old-age comes with several physical and mental illnesses, making a person incapable of doing the documentation in the desired way. Court statistics prove that a will prepared at an old age often generates doubts and disputes later.

ADVANTAGES OF MAKING A WILL

There are numerous benefits of making a will and serious consequences to follow if a will is not prepared.

#1. Avoiding the long, time-consuming process of transfer

A will can ensure hassle-free passing of the wealth to the legal heir, without any complexities. Without a will, the process could be longer, tedious and little expensive. In absence of will, legal heirs are often required to approach the court for a succession certificate, which is not only time-consuming, but also involves a lot of paperwork.

#2. Ensuring distribution by choice

Laws of inheritance and succession are complicated and diverse in nature, and are different in case of Hindus, Muslims, Christian, etc. Admittedly, there is higher inconvenience

to the family members if no will exists. In the absence of a will, property normally gets distributed equally amongst heirs, according to the succession laws in case of Hindu deceased. For example, in one of the cases, the son was suffering from life time imprisonment and absence of will resulted in the transfer of property to him rather than his grand son or daughter in law. Without will, estate is passed on according to the succession laws applicable to the religion of the person dying. By will, one can plan as to whom the property should be given through will.

#3. Distribution according to the need and contribution of the person

Every family structure is diverse and so is the contribution and dependability of the family members. The requirements of wealth distribution among family members are also different. Unequal distribution of assets is not possible without making a will. For example, a person can peacefully pass on the businesses to one who is taking care of business rather than leaving it on to a legal heir to negotiate and resolve. Distribution to friends, servants, etc. after death is possible only if it is mentioned in the will.

#4. Equitable and logical distribution of wealth as against equal distribution

A will can take care of “who, what, when, why” of the assets distribution. A person making the will knows what belongs to whom, their contribution, conditions, attachment, nature in the family. Subsequent family disputes and conflicts could be avoided by making the will with suitable explanations.

#5. Attaching an obligation to the assets given

By making a will, one does not only distribute wealth; they can also attach obligations and responsibilities like who will take care of the children, spouse etc. The will enables a person to draft a clause in a way so as to take care of minor or even married daughter, grandson etc.

by providing funds with terms and conditions attached thereto. The will enables a person to take care of the legal heir in the most appropriate way.

#6. Tax planning through will

Through proper drafting of a will, a person can strongly plan and manage subsequent tax impacts in the hands of the legal heir. The will can be a powerful tool for succession and tax planning. Normally, an authentic/registered will is never questioned by the taxmen. There is no impact of clubbing provision if the assets are passed through will.

#7. Ensuring emotional and physical bonding amongst family members

Disputes amongst the family members, in absence of a will, result not only in loss of time, money, energy but also result in strained relations amongst the legal heirs. Creating a will can save a lot of headache and provide peace and harmony in the family.

Registration of will

Registration of a will is not at all compulsory. However, if the will is registered, it is considered more genuine. The will can be registered with the registrar/sub-registrar by paying a nominal fee. It requires the person to visit the registrar's office along with 2 trustworthy witnesses.

'Probate' and its importance

Non registration of a will often results in a questioning of its authenticity. In such a case, a document called "Probate of Will" is required from the Court. Probate is the copy of the will given to the executor with a certificate under the seal of the court and signed by one of the registrars certifying that the will has been proved. Probate is a way to certify that the will is authentic. The application for probate has to be made along with a copy of the last will and testament of the deceased to a court of competent jurisdiction. To avoid the probable requirements of a probate, it's advisable that the will be registered with the registrar.

Considering the nominal cost, consequences and time involved, it is advisable to make the will and register it too.

KEY TAKEAWAYS:

- A will is a legal document in which the person declares as to who will manage their estate after they die.
- Laws of inheritance and succession are complicated and diverse in nature.
- By making a will, one does not only distribute wealth; they can also attach obligations and responsibilities.
- An authentic will is never questioned by the taxmen. There is no impact of the clubbing provision if the assets are passed through a will.
- A probate is the copy of the will given to the executor with a certificate under the seal of the court and signed by one of the registrars certifying that the will has been proved.
- A codicil is a written statement which supplements or modifies an already existing will.
- An executor is a person who will carry on the tenets of the will.
- A nominee is someone who takes care of an asset after the death of the actual owner, until it is transferred to the right legal heir.
- It's advisable to take help from trusted professionals while writing a will.

POINTS TO BE KEPT IN MIND WHILE PREPARING A WILL

There is no legal or defined format for making a will. It's not necessary to make the will on stamp paper. One can make it even on plain paper. Preferably, thick paper should be used and should not be folded. It's important to keep it simple, precise and clear. It could be printed or handwritten. Normally, the printed version is preferred as it is more legible. The will can be changed as many times as required. It's possible to change the will even if it is registered. Minor changes can be done by executing a codicil. A codicil is a written statement which supplements or modifies an already existing will. It must be executed in the same manner as that of the original will. If substantial changes are required, then it's advisable to execute a fresh document mentioning it as the last will.

The person making the will must clearly mention the date of creation. The last will supersede all earlier ones. It should be titled as the “Last Will”. The will should appoint an executor. Executor is a person who will carry on the tenets of the will. A trustworthy person with prior permission should be named as an executor. Prior permission will safeguard against subsequent refusal by the said person.

5 STEPS TO MAKE A WILL

Step 1: Make a declaration in the beginning

The will should begin with a simple declaration about the person making it, name, address, age, etc. and with a confirmation that you are in your senses.

Step 2: Details of properties and documents

The will should incorporate the details of all the assets, properties, investments, etc. as owned by you on the date of making the will. It may also incorporate the details as to where these documents, records, and assets are kept. If any asset is held not fully but in sharing or co-ownership, this fact should also be mentioned. For few assets like gold, silver, etc. the manner of their acquisition, at the time of marriage, inheritance, etc., can also be specified for emotional and identification purposes.

Step 3: Manner of distribution of the assets/properties

The manner of the distribution of assets can be incorporated in the will. If an asset is proposed to be given to a minor, then a trustworthy custodian till the minor attains an adult age should be appointed. If there is any liability also, it may also be mentioned and the mode/obligation of its repayment can be discussed in the will.

Step 4 : Signing the will

After the will is prepared, all the pages must be serially numbered and signed, preferably in presence of at least two independent witnesses. Advisably, witnesses should be younger than the person making the will and should not be the beneficiaries of the will. Witnesses undertake that you have signed the will in their presence. The date and place must also be indicated clearly at the bottom of the will.

Step 5 : Storing the will

A will takes effect only after the death of the person. It's advisable that a signed and sealed copy of the will be kept in such a way that it can be accessed and implemented after the death of the person. For this, the intimation of will and its place of storage may normally be communicated to close relatives or friends who can ensure that the wealth of the person is distributed according to the desire of the person making the will.

Nomination cannot replace will

Most financial instruments like FDR, bank savings/current accounts, PPF, insurance policies etc. have the option of nomination over it. Having a nominee over such financial instruments will facilitate the transfer of the assets without the need for a succession certificate. Question is raised as to whether will is required even if a nominee is mentioned in the financial instruments? Strictly speaking, a nominee is neither a legal heir nor owner of the asset but merely a caretaker. The person takes the assets in their custody and then transfers it to the legal heirs of the original owner. A nominee is someone who takes care of the asset after the death of the actual owner until it is transferred to the right legal heir.

Although it is possible to draft a will on your own, it is always better to take the advice of a trusted professional while writing a will. This will reduce the probable chance of error and misinterpretation and the probability of the will being claimed as invalid in the court of law. Considering the nominal cost involved and the long enduring benefit, everyone must prepare a will for the peace and harmony in their family.

Readers may forward their feedback and queries at nareshjakhota@gmail.com. Other articles and response to queries are available at www.theTAXtalk.com

“If you don't build your dream, someone else will hire you to help them build theirs.”
- Dhirubhai Ambani

SERVICES FOR VIA MEMBERS



CLOSE INTERACTION
with VIA's renowned Members,
Central & State Government
officers and academia.



**REGULAR AND TIMELY
INFORMATION**
on latest national and international
policies Govt. Legislations and
technical developments.



PLATFORM TO INTERACT
and gain professional knowledge
through seminars, workshops and
round table meetings.



NETWORKING WITH
Government and renowned
Industries.



QUICK MAIL SERVICE
QMS (Weekly) makes available to
members government notifications,
circulars, reports, keep update
through VIA mobile App. etc.



GENERATING AWARENESS
and gathering public support
regarding specific aspects of
business for overall development.



ESCORT SERVICE
To Entrepreneurs setting up
new projects and Technology up
gradation



**ASSISTANCE TO TRADE AND
INDUSTRY**
In becoming competitive in
national and international markets.



**DEVELOPMENTAL
PROGRAMMES**
with special focus on Human
Resources and Industrial Relations.



**ASSIST IDENTIFYING JOINT
VENTURE**
partners at various Regional and
National events organized by VIA.



**OPPORTUNITY TO GAIN
MILEAGE**
by becoming a sponsor/co-sponsor
of VIA events.



CERTIFICATION OF EXPORT
documents including Certificate
of origin.



WEB SERVICES
information on important events
organised by VIA and other activities,
press releases, membership, etc.



**ACCESS TO VIA
PERIODICALS/ PUBLICATIONS**
VIA Bulletin, Business Contacts,
News & Views Weekly etc.



ANALYSIS OF LEGISLATION
Helping policy makers, foreign
investors and trade and industry.



CONCESSIONAL FEE
for participating in various paid
programmes organised by VIA.



**NOMINATION OF MEMBER'S
REPRESENTATIVE**
on Committees/ Forums constituted
by the State Governments.



**REDRESSAL OF GENERAL/
COMMON PROBLEMS**
of Members at Central/State Government
levels and other Institutions.



EXPERT ADVICE
on diverse subjects such as industrial
growth, monetary and fiscal policy,
exchange rate policy, economic
planning, taxation and corporate laws.



**ACCESS TO USE CONFERENCE
AND MEETING ROOM FACILITIES**
OF CENTRALLY LOCATED AT
concessional rates at centrally
Airconditioned VIA House, Nagpur.



**ACCESS TO LIBRARY, STUDY
REPORTS & DATA.**



**PARTICIPATE IN THE EXPERT
COMMITTEES /FORUMS/
TASK FORCES OF VIA**
VIA has more than 14 Committees
which regularly take up the Issues
of its Members interest in various
fields with the Policy Makers.

**PLEASE CONTACT VIA'S SECRETARIAT
FOR FURTHER DETAILS.
CALL: +91 7-2561211/2554090**

DECADE OF MAHARASHTRA

Lokmat Knowledge Forum and MIDC jointly organised the “DECADE OF MAHARASHTRA” seminar to get perspective on the growth opportunities for industries in Maharashtra. The program was addressed by State Minister for Industries & Mining Subhash Desai, State Minister of Maharashtra Aditi Tatkare, and Dr. P. Anbalagan - CEO of MIDC. Eminent panelists were Suresh Rathi - President of VIA, Chandrakant Salunkhe - Founder & Chairman of SME Chamber of India and Maharashtra Industrial Development Association (MIEDA), and Santosh Mandlecha - President of Maharashtra Chamber of Commerce, Industry and Agriculture.

During his talk, Desai said that the industries are going through a difficult time during the pandemic and that 8 electronic clusters have been approved and will be set up in the near future to boost the economy. In addition, a drug park will be set up in the state, in collaboration with the central government.

At the same time, a high-tech park will be set up to boost the new generation of industries with facilities such as 3D printing and robotics. “Today, 25-30% of foreign direct investment in the country is in Maharashtra”, Desai remarked, expressing confidence in the industrial front of the state

Desai also said in order to keep the industries running smoothly, a single-window clearance system titled Maha Parwana has been started under the MAITRI portal during the lockdown. At the same time, MIDC will provide industrial sheds to investors.

In his speech, Suresh Rathi - President of VIA, said that India is at the top when it comes to getting foreign investments and Maharashtra makes it very easy to do business. He also remarked how Vidarbha can become a logistics hub and requested for the appointment of officers in all MIDCs in Vidarbha.

This 2021
Go #VocalForLocal

www.vialewudyojika.com

ANJALI CREATIONS, INDO HERBAL, ARTEFACT, B'S COLOR N PATTERN, SWAR CREATION, SONALI WAKHARE, IT'S ALWAYS NEW, MINTREE COSMETICS, BLISSFUL ARTS, CITSPRAY, DECOKR, DISHA DESIGNING, INDI FUSION, NAVITAS LIGHTING, VAIPANI HERBAL, PREZEE ENT., PASSIONWEAR, KRIVAI, RESHAMRU, NANIS BUILDCON PVT. LTD., KALA SAGARS, RUTROP ENTERPRISES, VIDARBHA BIOTECH, SUPER BLOSSOM PARTY SALES TUPPERWARE



India's
only company
consistently
holding its
#1 trademark.



Evolving Every Second



*"To become number one is very easy.
To sustain at number one is difficult.
But we made it.
We are and will always be #1."*

- Nitin Khara
Chairman & Managing Director
Confidence Group

- | | | |
|---|--|--|
| BSE & NSE
Listed Company | Self-owned
LPG Tankers | 58 LPG Bottling
Plants all over India |
| Asia's largest
Producer of
LPG Cylinder | 209 Auto LPG
Stations all over
India | |

- Cylinder Manufacturing • Packed LPG Marketing
- CNG Cylinder Manufacturing • Auto LPG Dispensing Stations
- Packed LPG Cylinder • LPG Bottling & Blending



Confidence Petroleum India Limited

Corporate Office: 404, Sanyam Apartments, 8, Wardha Road, Dhantoli, Nagpur-440 012 (M.S.)
• gogas@confidencegroup.co • info@elitegogas.com

Call On: 7666 5555 60