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Edition – 1

What is Vivid...

bright, brilliant, clear, colourful, glowing, intense, rich distinct, dramatic, graphic, highly-coloured, lifelike, memorable, powerful, realistic, sharp, stirring, strong, telling, true to life, active, dynamic, energetic, expressive, flamboyant, lively, quick, spirited, striking, strong...

Inhouse Magazine of InterJAS Logistics Pvt.Ltd.



Vivid

The name has it all...

"Another landmark for InterJAS Logistics

Which has realized in reality "

Wow..... , it's a honest feeling when you complete successful 2000 days in business on an idea which was started in Mar 2008 (Global recession time) becomes an growing enterprise. InterJAS was born after seeing opportunities available in FF & Logistics domain. Started with a single person and at the end of 5 years it becomes a pool of 50 talents, exceeding USD 3 million revenue with 4 branches across country ,+ 300 customers on board & network in + 100 countries across globe.

I am sure we have managed to do something's correctly with the education we gathered as an employee while working & experience taught us what not to do has helped us grow in business.

"VIVID "It's a dream which was in mind & on the completion of successful 5 years this is another landmark which has realized in reality.

Active participation by all the team members & their contribution is admirable. This is a beginning of new story which will bring bonding in system & make all wait for the new edition every quarter.

Thinking forward, working on ideas by putting them on paper with an action plan to ensure accountability & mapping, measuring, monitoring has helped us grow. I have seen many of the talents with great ideas which get vanished in the air since they do not get a platform to perform OR practice & the landscape vision is missing.

Our investment will be on process, people, perfection through information (IT) which is enabling the business for our customers & we create our own space.

New ideas always give food to think creatively & offer better solution, product to customer as well as to market. At the same time we believe in improving what has been created as nothing is permanent. The change is making us think differently and act efficiently.

We need to be flexible with our action plans, priorities & the actions should be based on market situations as well the opportunities available. With the present situation on global economy and rupee depreciating we need to be more active in our thought process to exist as well grow with competition.

I want to thank all our Supporters, Well-wishers, Employees, Business Partners across the globe for the trust shown & helping us grow in such a short time.

Thank You for continuous support...



Nitin Parab
Managing Director



*Wel Come...
To
InterJAS Pune*



*Rocking
2013*

InterJAS Logistics started 2013 on a Big note With the shifting of Pune office to new premises. Company is planning for similar offices across PAN India to ensure welfare for employees as well environment to keep all staff excited.

This also reflects the company positioning and stability with a vision for standardization.

"Login to Logistics"

It's a dream of any young beginner to be better than the other from the bunch when you pass out from the college. Theoretical perception barriers to be broken by the Practical experiences & this is the opportunity which every young talent desires.

This is the most crucial time of life when you have expectations from family, comparison from friends & competition from industry. As a fresher you have a task with internal as well external competition which sometimes exist but many of the times created by our own mind.

"Brand" & "Bond" are the two aspects when we choose a career, where our true self comes out based on the opportunity as well willingness to get accommodated. I decided to go with the "Bond" as I am sure creation of the "Brand" needs a solid bond which is an exciting exercise during the course of growth.

The opportunity to create your existence in Industry as well career which helped by making a choice of joining "InterJAS" & learn the trade. After Completion of 1st year successfully with this "BOND", I feel great with the choice which I made.

Being proud to have more knowledge about the industry & market which only makes me feel, still there is big way to move forward in career. Association of the young Team members & the platform given by InterJAS to explore as well exhibit my knowledge has raised the confidence to handle bigger things in coming days.

Today I realize how important it is to get a correct Kick Start to your career to run miles without getting exhausted.

Logistics = Logic + Statistics, A simple formula which works for you always in this industry & it makes you better with the implementation.

Being Persistent, Committed, Confident & Courage to counter any of the situations can make you reach heights.

It's a pleasure to participate in this growth & contribute to the 1st Edition of VIVID...

Thanks for the opportunity created by InterJAS & wishing all the Success...

Shared by :Poonam Gulati

Recap

Shared By : Ms.Priyanka Pawar

Management Lessons "Mahabharat"

- Turn your weaknesses into strengths.
- Turn enemies into allies.
- Share your responsibilities.
- Teamwork scores over Individual Effort.
- Right Team = Right set of Individuals. The right man for the right job.
- Commitment scores over Competence.
- Team interests over Individual interests..
- Know your enemy/challenges. Exploit its weaknesses. Take calculated risks.
- The Right Managers : To inspire, invigorate, counsel in crisis .
- Know Ground realities. Accept different ideologies. Cooperate.
- Empower Women. The Gender Balance is required for stability and administration.

The Best Managers Aren't Perfect

The Best Managers Aren't Perfect But They Keep Getting Back on the Horse.

"Leadership is about results, not experience, not education, or any of the other things that everyone claims is leadership. It's about

- Being able to consistently deliver results,
- Being able to recover from falling off that horse,
- And getting right back on until you ultimately deliver results."
-

That's so in line with what I keep telling my clients and my youth leadership groups I work with. The path to your destination is almost never a straight line. There will be zig zags, side trips, and steps backward.

Too many people slip off the trail, and just walk away telling themselves they just failed. The winners are the ones that learn from what took them off the trail, figure out how to get back on the trail, and keep steadily plodding toward the goal even with the setbacks.

Failure Is a Choice--Choose to Win You only fail one time--when you say you have....and QUIT.

When that happens there is only one guaranteed outcome--Failure. That makes failure a choice. Those that choose to not get back on choose to be victims. Those that win choose to get back on the horse, get back on the trail and plod along toward the goal. And be sure you don't judge YOURSELF. Just recognize what you did or are doing, and resolve to do better next time. THAT'S good judgment.

Negative Thought: I'll never advance in my company. I just can't grow here.

Power Thought: I'll work hard, prepare, stay positive and new opportunities will come my way when the time is right. I expect great things to happen.

Shared By: Mrs.Savita Upadhyay

[\(Article by Jack Welch\)](#)



Shared By : Ms.Geetshree Dumbre

Photos Taken during her visit to Golden Temple , Amritsar.



Shared By : Mr.Pragat Bhandarkar

Photos Taken during his visit to Anand Sagar, Shegaon.

The Mumbai Dabbawala Network

There are several examples in real life that we may miss to classify as a network model. Here, one real life example of astonishing use of networking in a business that has been successfully functional for a little over 125 years in the city of Mumbai, India. This is a study of the "Mumbai Dabbawala's and their business model. A Dabbawala is a person who carries a Tiffin box containing homemade food from their customer's home and delivers it to the customer's workplace and then later in the evening delivers the empty lunchboxes back to their respective households.

Though this may appear to be a simple business idea, it is revolutionary for various reasons. For one, the Dabbawala's do not work for salaries; they are all shareholders in the business that keeps expanding when more Dabbawala's are added to their business structure. Currently there are a total of 5000 Dabbawala's, who deliver approx. 200,000 lunches every day. It is worth mentioning that these Dabbawala's are mostly illiterate and make use of zero technology in their work even today. Yet, they have a delivery mechanism with a defect rate of only 1 in sixteen million deliveries which means they have achieved a 99.99 % success rate. According to an article in Forbes Magazine, they have been awarded with a six sigma rating. But, for the Dabbawala's even a single mistake is unpardonable.

It is believed that such discipline and sincerity for their work is the secret of their unbelievable success. An instance of their dedication is that when **Prince Charles** expressed an interest in meeting with them, the Dabbawala's replied that they would be pleased to meet him but could only do so if the Prince himself came to the Railway station where they would be working such that their delivery is not impacted under any circumstance.

Incredible features of this business model make it so unique that it has become a case study for MBA's at the venerated **Harvard Business School**. Experts believe that the Mumbai Dabbawala business organization a success story owing to its human resource system- because of their commendable way of hiring developing, managing and rewarding people.

The pluses have been tremendous, but no system is without flaws/issues. The Dabbawala's being resistant to technology may lead to deterrence in their customers/sponsors in the future (an area they could have earned a lot of financial gain from). Also, their advertising scheme is still old school and lacking. With the advanced and literate population, this does not seem to work very well. Yet, the Dabbawala's are confident that their services and dedication to work will lead them to sustain all odds and cross all hurdles.

Shared By : Mr.Amol Bhagat

(Source : [Cornell university Networks II Course Blog For INFO 422](#))



Shared by : Sagar Kaknale

The Annual meeting for 2013 of WFP Global members was at Athens , Greece.

InterJAS Logistics is the most active member of World Freight Partnership representing India every year since 2009.

The World Freight Partnership (WFP) has been set up by freight professionals with many years experience of networking, planning conferences, and understanding the needs of dynamic owner managed international freight businesses who want to compete on the World's stage.



Mr.Nitin Parab , representing WFP
conference at Athens – Greece,
June 2013



"Paid in full with one glass of milk"

One day, a poor boy who was selling goods from door to door to pay his way through school, found he had only one thin dime left and he was hungry. He decided he would ask for a meal at the next house. However, he lost his nerve when a lovely young woman opened the door.

Instead of a meal he asked for a drink of water. She thought he looked hungry so brought him a large glass of milk.

He drank it slowly, and then asked, "How much do I owe you?"

You don't owe me anything," she replied. "Mother taught us never to accept pay for a kindness." He said, "Then I thank you from my heart."

As Howard Kelly left that house, he not only felt stronger physically, but his faith in God and man was strong also. He had been ready to give up and quit. Year's later that young woman became critically ill. The local doctors were baffled. They finally sent her to the big city, where they called in specialists to study her rare disease. Dr. Howard Kelly was called in for the consultation. When he heard the name of the town she came from, a strange light filled his eyes. Immediately he rose and went down the hall of the hospital to her room. Dressed in his doctor's gown he went in to see her.

He recognized her at once. He went back to the consultation room determined to do his best to save her life. From that day he gave special attention to the case. After a long struggle, the battle was won. Dr. Kelly requested the business office to pass the final bill to him for approval. He looked at it, then wrote something on the edge and the bill was sent to her room. She feared to open it, for she was sure it would take the rest of her life to pay for it all. Finally she looked, and something caught her attention on the side of the bill. She began to read the following words:

"Paid in full with one glass of milk"

Shared By:- Vijaya Dalvi

आई

जर्गी माऊलीसारखे कोण आहे,
जिचे जन्मांतरीचे ऋण आहे.,
असे ऋण हे ज्यास व्याज नाही,
त्या ऋणाविन जीवनास साज नाही,
जिच्यासारखे कौतुके बोल नाहीत,
जिच्या यातनांना जर्गी तोड नाही.,
तिचे नाव जगात आई.,
आई एवढे कशालाच मोल नाही .

Shared By:- Pankaj Parab



Shared By:- Pandurang Gade

7 STEPS FOR SUCCESS THROUGH SELF DECIPLINE

The myth of easy success

It's easy to feel that success comes easily; that it's just a question of self-belief. But anyone who has achieved anything has done so because they've been able to control and direct their own inner lives and actions to the extent that has enabled them to become super-able at what they do.

Life is not a waiting room

Self-discipline, like a muscle, can be developed. If we were raised in a disciplined environment, we may find it easier to be self-disciplined, but we can *all* develop more.

1) Don't wait to 'feel like it'

Choosing to do something or not based on whether it feels comfortable /pleasurable or not is a disaster. If I waited to 'feel like it' before exercising or working or making that tricky phone call or putting in the occasional all-nighter to meet a deadline, then I would be much less disciplined than I am now and believe me that would be really bad. :*"Don't have a wishbone where your backbone should be!"*

2) Finish what you start (as a point of honour)

You may *think* you are serious and even tell others how serious you are, but only your *actions* really convey how genuine you are. Better you keep silent and get on with it than delude yourself and others. Focus on the long-term 'big outcome' and self-discipline will naturally follow. Respect yourself enough to keep your own promises to yourself.

3) Dump the excuses

Be honest with yourself. Do the following sound familiar? *"I'll start it when the weather gets better!"*

"Well it's too late now to do it, anyway!" , *"I'm not getting support from others so I won't bother then!"*

But if you are going to make excuses, don't fall for them yourself. In fact, start being honest. Tell yourself:

Or: *"I've decided not to give that speech now because I'm too cowardly!"*

4) Sorry, it's non-negotiable

Make self-discipline 'non-negotiable'. You don't um and ah about whether to clean your teeth or pull the chain in the toilet – these things are unquestioned by you. Likewise, tell yourself: *"I'm not going to listen to excuses or wimp-outs – this is **non-negotiable!**"*

5) The pull of the external deadline

Working to deliver what others expect from you – can massively boost your drive to succeed. If there are no external deadlines, then make some. But if you don't, then create an *internal* one and make it *external* by telling as many people as possible.

6) Ignore the naysayers

Other people can exert an immensely negative effect... if we let them. Don't let them. If people say what you plan is not possible or sneer at your efforts, don't be deterred by this; rather, use it to fire your energy and strength. Proving others wrong is a greatly underrated pleasure.

Self-discipline is the fuel that gets you places. The happy by-products of discipline are success, self-respect, and improved physical and mental health.

Shared By: Bhavna Prasad

[\(Article by Mark Tyrrell\)](#)

Top 10 logistics challenges for 2013 (and beyond)

1. **The usual.** Not to trivialize any of these issues, but I believe it's pretty much a given that we'll continue to struggle with driver shortages and hours of service, fuel costs, carrier pricing, possible capacity shortfalls, infrastructure, and sustainability.
2. **Treatment of truck drivers.** While salaries certainly enter into it, it is becoming increasingly clear that lifestyle factors keep many from pursuing a career as a truck driver. It will be incumbent upon shippers and receivers to help ease the pain by making their facilities more welcoming to drivers. Consider, for example, that many DCs lack adequate facilities for women and pets, which are on the road in growing numbers. Some minor expenditure can yield some major results.
3. **CSA 2010.** Although the driver safety initiative was initially denounced as a huge blow to the industry, I believe CSA 2010 will turn out to be anticlimactic. As carriers and drivers gain experience with the program, the new regulations will prove to be more help than hindrance.
4. **Air travel.** Let's face it. Even in first class, air travel is ugly; and unless Singapore Airlines starts flying domestically, it will continue to be that way. Fares and fees have skyrocketed, while service, seat availability, and comfort continue to deteriorate. With no solution in sight, we can expect to see a renewed push to regulate the industry in 2013.
5. **Use of boxcars.** As rail service continues to improve and truckers' challenges mount, some companies will begin looking back 50 years and start shipping some products in boxcars. While this might not seem like a step in the right direction, improved rights-of-way, better equipment, and faster, more reliable service can make rail a reasonable alternative to trucks.
6. **Pricing options.** As transportation costs continue to rise, more companies will quit trying to be Six Sigma suppliers and begin offering slower, but cheaper, shipping options to customers who don't require premium service. Not everyone needs overnight or even second-day delivery.
7. **Alternative fuels.** Several motor carriers already have had excellent results with natural gas, and there is no reason to expect that these experiments will end anytime soon.
8. **Outsourcing.** Continuing uncertainty in the economy and the supply chain will give a boost to logistics service providers (LSPs). Contracting with an LSP gives shippers the flexibility to modify their distribution networks relatively swiftly in response to changing market and transportation conditions.
9. **Panama Canal.** The expansion of the Panama Canal, scheduled for completion in 2015, will open up new port options for U.S. importers. Although the change won't happen overnight, this could have big effect on where they locate DCs in the future. For example, expect to see an upsurge in interest in a misshapen geographic triangle bordered by Columbus, Memphis, Dallas, and Kansas City that promises to give U.S. companies both the inbound and the outbound flexibility they need.
10. **Freight bill payment.** For 50 years, freight bill audit and payment firms have provided a valuable service to the industry, but the widespread availability of transportation management systems with freight payment modules could take a big bite out of that business. Freight bill payment companies will need to broaden their horizons and look for innovative ways to package the valuable information they can provide.

Shared By :- Unnikrishnan Menon
(Source-logisticsweek.com/column)

Key Team Members of InterJAS Logistics



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- Customs
- Transportation
- Export / Import Consolidation
- Export / Import Consolidation
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- Legal Compliance
- Projects & Break-bulk
- Rejection & Re-Export / Repair – Return
- Warehousing & Distribution through strategic partnerships
- DGFT , COO , FORM A (GSP) , **SVB Finalisation**

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