ACG has a Successful Interpack 2014

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ACG has a Successful Interpack 2014!

Interpack 2014 (8-14 May 2014) is the year’s packaging megashow with 2,700 exhibitors from over 60 countries spread across 17 halls. Held in Dusseldorf, Germany, the tradeshow was host to the widest range of packaging and processing equipment and machinery, packaging materials with several innovations and new products on display. In line with ACG’s objective of strengthening its position in international markets and based on previous Interpack’s positive feedback, ACG participated in this year’s show with gusto.

With a modern booth design spread over 300 sq. m., ACG had six machines on display ranging from processing, manufacturing and packaging technologies. The all new ZRO100T was the pick of the innovations displayed. The Accura 100T received much attention from visitors who reacted more favourably upon learning of its format-free design approach. The B45 and K120i also generated interest. Noted for its tabletop and portable design, the Quest-FB and Quest-TC machines received fair bit of interest. ACG’s booth attracted 726 visitors, many of whom expressed strong interest in the technologies on display. Highlighting the importance of Interpack 2014, Mr. Quateel Ahmad, Chief Marketing Officer, said, “Interpack 2014 is one of the shows that's important for ACG not just in terms of generating buzz, but actually generating direct sales. This in turn helps us calculate the returns that group companies were able to generate through exhibitions.”

The entire Interpack 2014 project was led by Ms. Gargi Lad (Corporate Marketing) with huge support from Arun Patil and Dattatray Jagtap (ACG Pampac), Rajesh Pereira (ACG Pam) and Amarjeet Singh (ACG Inspection).

One of the main highlights of Interpack 2014 was a boat party held on 10th May, 2014. Organized by ACG for the very first time, the boat party was host to over 80 guests from various countries. The round trip lasted for four hours cruising along the river. The guests were treated to some delectable Indo-European cuisine. The boat cruise party was organized by Rahul Kini and Sujit Nair (Corporate Marketing).

To commend the success of ACG’s participation in Interpack 2014, Chairman Mr. Ajit Singh said, “Interpack has always been a great platform for us to interact with our key customers and network with global technology leaders to forge partnerships. Going forward, we wish to continue at Interpack with innovative technologies strengthening our position as a leading single source partner for oral solid dosage for the global pharma industry.”
Rejuvenate Your Mind, Body and Spirit @ ACG Pampac

ACG Pampac had planned a special Yoga training session on 8th and 9th May, 2014. The training was organized by Mr. Atul from Patanjali Yogpith Samati. The topics that were covered included:

- Importance of fitness and yoga
- Personal care
- Improving own productivity

All the associates were quite inspired with the session. In fact, few associates even nominated themselves to attend a training program on yoga conducted at Haridwar this June. This will help us develop new trainers so that more such training sessions can be frequently later by our internal associates.
At the sales conference and communication meetings held at ACG ACPL, the team members expressed their eagerness to learn from successes of their colleagues. It was then felt that a platform needs to be created to share “how” an associate’s success can facilitate to another colleagues accomplishment through deliberations and replication.

While this was being pondered by the Sales Head and some of his colleagues, the recently conducted C.A.R.E. survey too highlighted a need to enhance “Recognition” and uphold our strength of being a “Learning and Development-driven organization.” And so the initiative was taken by ACG ACPL’s ‘Sales and Business Development’ and ‘CSR’ team to meet once a month to share HOW an associate achieved success in their assignment.

This was the best way to APPRECIATE and RECOGNIZE an individual’s success as well as enhance learning from colleagues. This also brings alive our TrANSSCEnD values. This initiative commenced in January 2014 with a lot of fervour among associates of the Sales & Marketing including the customer service functions. Five associates from different regional segments elaborated their success stories in the Sales function.

- Ms. Snjezana Sirovec – Manager, ACG Lukaps
- Ms. Ragini Menon – Manager, Domestic Sales, Mumbai
- Mr. Sharad Tiwari – Sr. Manager, Asia & Africa
- Mr. Amit Trivedi – Deputy General Manager, ACG Europe
- Mr. N. O. Joseph – Domestic Sales, Chennai

This unique initiative was acknowledged by our CEO and all other HODs as well as the associates. The zest was intact in the month of February too and four associates added their success stories.

- Mr. Tapas Saha – Sr. Manager, Kolkata & Bangladesh
- Mr. Siba Padhi – Sr. Manager, Domestic Sales
- Ms. Savita Shetty – Manager, Domestic Sales, Mumbai
- Mr. Ganesh Shenoy – Manager, Regulatory Sales

The response from the team continued to be positive and this endorses value creation while it also facilitates thinking and exploring replication in their respective areas.
Pharmexcil, taking note of the global slowdown in imports of pharmaceutical products from India, had organised an interactive session on 'Slowdown in Indian Pharma Exports - Strategies to Revive' with CEOs of pharma companies and exporters with Mr. Sudhanshu Pandey, IAS, Jt. Secretary, Ministry of Commerce and Industry on May 5, 2014.

During this meeting, FDA curbs that have led to a slowdown in the exports to the US were discussed. India is the largest exporter of generics to the US after Canada. It seems that encouraged by these curbs and notifications placed on Indian drug industry by the US FDA, other administrations and regulators from other countries have also begun to ask for plant audits of Indian pharma companies.

Aimed at ideating and devising strategies to meet this challenge and seek inputs from the leaders of Indian pharma export companies, the meet was well attended by many company heads. Besides Mr. Ajit Singh, Chairman, ACG Worldwide; Mr. Glenn Saldanha, CMD, Glenmark; Mr. D. B. Mody, Director, JB Chemicals; Mr. Tarun Bhatnagar, Sr. Director, Sanofi India; Mr. Raj Shah, CEO, Sangula Healthcare; Mr. P. Kamal Surya, MD, Unicorn, Mr. Nimish G. Thakker, MD and CEO, Zuvius Lifesciences were present. Many other senior executives and regulators were also present.

Addressing the gathering Mr. Ashutosh Gupta, Chairman, Pharmexcil said “Our quality standards are among the best in the world. If a neutral audit is done, it will find our true capabilities and strengths.” Mr. P. V. Appaji, DG-Pharmexcil said that “It's a challenge for us. But, in the future, it can be a positive for us because it will help us improve the dark areas.”

Mr. Pandey, Jt. Secretary, Ministry of Commerce and Industry, said “There can be no compromise on the regulatory standards and quality parameters.”

Pharmexcil outlined steps that it was taking to minimise the effect of this slowdown or to counter negative perceptions about the pharmaceutical industry. Over 500 importers and 25 regulators invitees to the IPHEX 2014 came to the showcase event in Mumbai. They were be able to conduct plant visits so that they can see for themselves the quality and GMP levels at which Indian pharmaceutical companies and plants operate.
ACG Worldwide's UK subsidiary ACG Europe is proud to be listed in the UK's 'Top 41 Fastest-Growing Indian Companies.' ACG Europe features within the top 25 fastest-growing Indian-owned companies. The list, developed by the UK's leading auditing and management consultancy firm Grant Thornton LLP in conjunction with Confederation of Indian Industry (CII), identifies fast-growing Indian companies in the UK by turnover, sector and employee strength.

The research report, ‘India Meets Britain: Tracking the UK’s Top Indian Companies,’ adds that there are more than 700 Indian-owned businesses in the UK. Of this, the 41 fast-growing companies contributed nearly £19 billion in turnover, achieving growth rates of over 10%. Few companies, including ACG Europe, even achieved more than 20% - outstripping the UK's existing GDP growth rate.

The fastest-growing Indian companies are spread across the UK, with just 29% of the Top 41 based in London. Also headquartered in the capital, ACG Europe offers end-to-end pharma processing, manufacturing and packaging solutions to pharmaceutical and nutraceutical companies in the UK and Europe. The research adds that nearly half are in the pharmaceuticals and chemicals (22%) and technology and telecoms (32%) sectors. “This is quite an achievement for ACG. We're pleased to be a part of a list of companies that continue to make a difference to the total economy wherever they are,” said Ajit Singh, Chairman, ACG Worldwide.

He added, “From ACG's perspective, the UK remains a strong and matured market with attractive possibilities to invest and gain a strong foothold in the European market. After ACG's establishment in the UK, we later expanded our base in Europe with an acquisition in Croatia. Our commitment to growth in the UK and European region is long term and has today helped us continue our growth in serving the global pharma industry.”
Amish Mehta

In conversation with Gurmit Mehta

The first thing you notice about him in an informal discussion is that he is so grounded and down to earth. His motto in life is “Do work seriously, but don't take things seriously.” He describes himself as a fun-loving and a passionate human being. His greatest passion is LIFE. He loves cycling and is also an active member of the Bandra Cycling Club. On a weekend, you might find him with a group of around 30 cyclists on a trip to Thane, Vashi, or the likes. They call themselves “MAMILS” - Middle Aged Men In Lycra Suits.

He is a voracious reader and reads two or three books at the same time. His interest in books wavers from non-fiction to inspirational to case studies to fiction. Currently, he is hooked on to Indian Fiction and is reading 'How to Get Filthy Rich in Rising Asia' by Mohsin Hamid and 'Mother Pious Lady: Making Sense of Everyday India' by Santosh Desai.

After spending majority of his life in India, he decided to move to London at the age of 45. Driven by the purpose of providing a rounded education to his kids, he took the plunge and shifted his base. Looking back, he thinks that was indeed the most challenging phase of his life. He stepped out of his comfort zone and did so many things that he would have not done otherwise. The relocation also helped him come closer to his family and he got to know his children better. A family man, he believes in valuing relationships and his love for his dad brought him back to India after 10 years. If not a CA, he thinks he would have been a tourist guide. Amish loves to explore new places and has an eye for detail. He has visited many beautiful unexplored places and would be more than happy to share details with like-minded people. In fact, this interest has motivated him to plan a road trip in Europe with his wife post-retirement.

His greatest strengths as described by him are commitment, passion, perseverance and his ability to see the larger picture. Beautifully articulated, he said, “I see the wood and not the trees.” On that note, we sign off leaving you with a side of Amish very few of us knew.