

POWERFUL

LEADER

ASGAR S PATEL

DARE TO DREAM

Asgar S Patel – Chairman, Patel Integrated Logistics Limited – has a formidable 53 years’ experience in the logistics industry. He has made the company the largest wholesale consolidator of couriers, where it controls the 75% of the same-day delivery market share among national couriers



Asgar S Patel is a pioneer in the introduction of co-loading concept. He has morphed the Patel Integrated Logistics Limited from a mere transportation company to a full-fledged logistics major with retail, warehousing, express delivery and e-Commerce functions. In 1977, through Patel International, he launched Patel Exports and shipped galvanized steel to Kuwait – a first for India.

In the 1990s, with the economic slump and other challenges, the Group lost millions. However, Patel is not one to accept defeat, and under his able leadership, the Asgar Patel & Group bounced back to its former glory.

THRILL OF INNOVATION

Asgar S Patel has always had a yearning to create and be ‘the first’. He finds the thrill in initiating, innovating, journeying to growth and progression, and when the business reaches its zenith, moving on to a new dream.

He is a disciplined leader for whom time management is essential. He also believes that to instill discipline into others, one should discipline oneself first. Consequently, even at the age of 76, he reaches office before his staff does. Believing that a team is not simply a group of people working together, but trusting each other, he allows his staff to have freedom within certain boundaries, and encourages them to think out-of-the-box through motivational techniques in the form of rewards and promotions.

UNIQUE WORKING STYLE

His working style is unique and highly successful. He follows the philosophy that ‘You learn best if you do it yourself!’ Toward this end, he used to hold meetings with his drivers at renowned ‘dhabaas’, where he learnt more

about the business than he did from Board Meetings.

He plans daily and reviews yesterday’s activities and accomplishments, following his belief that success comes from in-depth understanding of the business, complimented with an understanding of the market dynamics and customer needs. He always asks his team and managers to rectify errors, or overcome those that cannot be rectified; but keep moving ahead constantly.

THE BEGINNING

Knowing that risk is imminent, but without risk there is no gain, Asgar S Patel borrowed money in 1959 at an exorbitant rate, braved abysmal roads and hostile terrain, and delivered his first consignment himself to Indore on time.

“Even before the word ‘CSR’ was coined, Asgar S Patel endorsed this topic, and felt it close to his heart.”

Later, purely by word of mouth, he was given more and more contracts from various companies. Having observed the system of the movement of goods, he went on to assisting the clients in eliminating the lacunae in their own supply chain, thereby gaining their trust. With continued self-confidence, hard work and a steely resolve, he repaid his loan and purchased his own fleet of vehicles. By 1962, Patel Roadways Private Ltd. (PRL) was born and there was no turning back.

His foresight of clients’ needs of deliveries within hours, led to the launch of Patel On-Board Couriers Ltd. (POBC), which secured practically every courier company in India.



THE SYM