

# SAMPARK

An Internal Publication of **TMILL**  
www.tmilltd.com

October-December 2021

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## From the MD's Desk



Dear Friends,

Life has a way of bowling a googly at us, isn't it? As we approached the end of 2021, there was an overarching sense of having seen off the worst and optimism was in the air. However,

as we approached in 2022 there is heightened anxiety due to an uptick on the count. This is not unexpected and this time around we do have a fair idea about what is required to deal with such situations. So let us not panic and take on the not so new normal with the right mix of pragmatism and precaution.

Coming to the business end of things, it gives me great sense of pride and satisfaction that we continue to deliver good performance despite the strong headwinds. I am confident that there will be no respite on this front, and we continue to write a good tale in 2022 as well.

If ever we learn any – 2021 has taught us the following key points as our guiding lights for the days to come:

- a. Customer Centricity – Deliver customer value to ensure sustainability of business
- b. Agility – to anticipate and respond to dynamic market situations
- c. Data Driven Decision Making – To ensure robustness of plans
- d. Effective Risk Management/Mitigation
- e. New business/ business segment development

f. Digital processes.

Above all our People – We shall continue to stay put, where health, safety and wellbeing are concerned.

On a personal front it was a year to reconnect with family, friends and introspect the inner self. It was also a year that I got back to all my neighbors by inflicting upon them my attempts as a wannabe singer. Some of the friendships have survived 😊

Wishing you all a safe healthy and happy 2022.

**Dinesh Shastri**  
Managing Director, TMILL





## A) Workforce:

- Vaccination completion status update: Till 30th Dec'21, 99.8% employees vaccinated with first dose (including contractual workforce) and 92.85% with second dose.
- Dr. Shyamal K Choudhury, ex CMO – TSL has joined TMILL from 1st Dec '21 as Consultant Doctor.

## B) Business Excellence:

### Appreciations

- TMILL received appreciation from Team Tata Steel (Logistics Operations, Kalinganagar) for timely completion of GI processing of the Raw Material rakes dispatched from Paradip.  
It has helped customer to complete the accounting activity in terms of GRN processing timely, considering downtime in SAP.
- TMILL has received appreciation from Team Tata Steel (Supply Management Department, JSR) for reducing GR closure time from 5 days to 24 hours. Cycle time between Date of Receipt of goods and Date of GRN Creation has been reduced quite well.
- TMILL CHAIL team has received appreciation from Tubes & Bearing division TSL for prompt clearance & transportation of urgent air shipments in the quarter.
- TMILL Warehousing team has received appreciation from Tata Agrico for the series of services planned and executed during block closure period.

## C) IT Highlights:

- With MLS and Ports applications going live – TMILL now have business applications for all its area of businesses.
- SAP is upgraded to latest S/4HANA 1909. Centralised and Integrated for all services in TMILL, TKM India and ISL Dubai. Real-time SAP integration with business applications.
- SAP and Business applications environment on Microsoft Azure cloud platform – greatly enhancing security and continuity of our key digital assets.
- Office 365 deployment supporting enhanced collaboration, security and 1TB OneDrive online cloud storage.

# Business Highlights

## Key Business Initiatives -:

### I. ISL/Shipping:

- 1) Highest quarterly contribution in last 10 Years and Highest PAT in last 8 Years.
- 2) ISL Star completed 3 voyages and MV Subarnarekha completed her 2nd voyage in Nov'21
- 3) Signed 2-year contract with M/s Chettinad Logistics Pvt Ltd, for shipping of coastal coal on ISL Star.
- 4) In Dec'21, MV Subarnarekha had its 1st port call in India at Paradip port.



### IIa. TKM Germany, India & China (FF)

#### Germany:

- 1) Achieved 123% Revenue and 194% EBT over planned.

#### India:

- 1) Handled 18 TEUs & 11 MTs import shipments on account of non-Tata customers in Kolkata.
- 2) Ocean export shipment of 365 TEUs for TSML & 69 TEUs for TSLP handled successfully.
- 3) New customer acquisition - Parseray Logistics, Chennai
- 4) Started operating in new lane Nhava Sheva-Jeddha and moved 3x40HC along with CFS and Customs clearance for Himadri Chemicals

#### China:

- 1) TKM China handled good sea freight volumes ~ 120 TEUs (nomination from TKM Germany)
- 2) Increase in Sea Freight exports nomination from Gmbh A/c TSL – 120Teus
- 3) Increase in Direct Sales A/c Auro Pharma – 35Teus (projects) /Delsey – 40Teus, added new lanes for NTACO with 14Teus on Door-to-door deliveries.



### II b. Integrated Logistics Services (CHAIL, WH)

#### 1) CHAIL:

- a. Started clearance of Tata Steel (erstwhile TSBSL) shipments from 15-Dec-2021.
- b. First time Customs clearance of 1021 MT of HRC for Bangladesh through Barge from Hemnagar. Hemnagar is the Inland waterways customs border of West Bengal (India) and Bangladesh.
- c. 150% increase in covered warehouse (current: 55000 Sq mtr) with 6 new contracts bagged during the quarter

#### 2) Warehouse:

- a. Obtained Central Warehouse contract (14,400 sq mtr-covered) in TSK through competitive bidding. With this, warehousing vertical is operating at ~ 65,000 sq mtr covered space. Operation began from 01-Jan-22.

### III. Railways:

- 1) SFTO: Best -ever performance with 50 loads and a loading volume of 0.17 Mn MT.
- 2) LTTC Target for 35% slab achieved.
- 3) 14 New destinations (under LSFTO policy) approval from Indian Railways.
- 4) GPWIS made good contribution in Railways bottom-line with 1140 loads.



### IV. Ports & MLS:

- 1) TSK team has acknowledged and appreciated the efforts of Paradip team for Cyclone preparedness (Jawaad) towards cargo safety and quality.
- 2) Three years ports work order received for Haldia (other berths) and Paradip

### V. SCM (Pravesh doors & Jorhat Assam WH):

- 1) 8470 units handled at Hyderabad Warehousing. This is the highest ever volume achieved. Similarly, at Zirakpur, highest ever volume of 3410 units achieved.



## NEW YEAR CAKE CUTTING



IM section Jamshedpur



Kalimandir Warehouse Jamshedpur



Integrated IM Section TGS Jamshedpur



IM Section Noamundi



Haldia



Dhamra



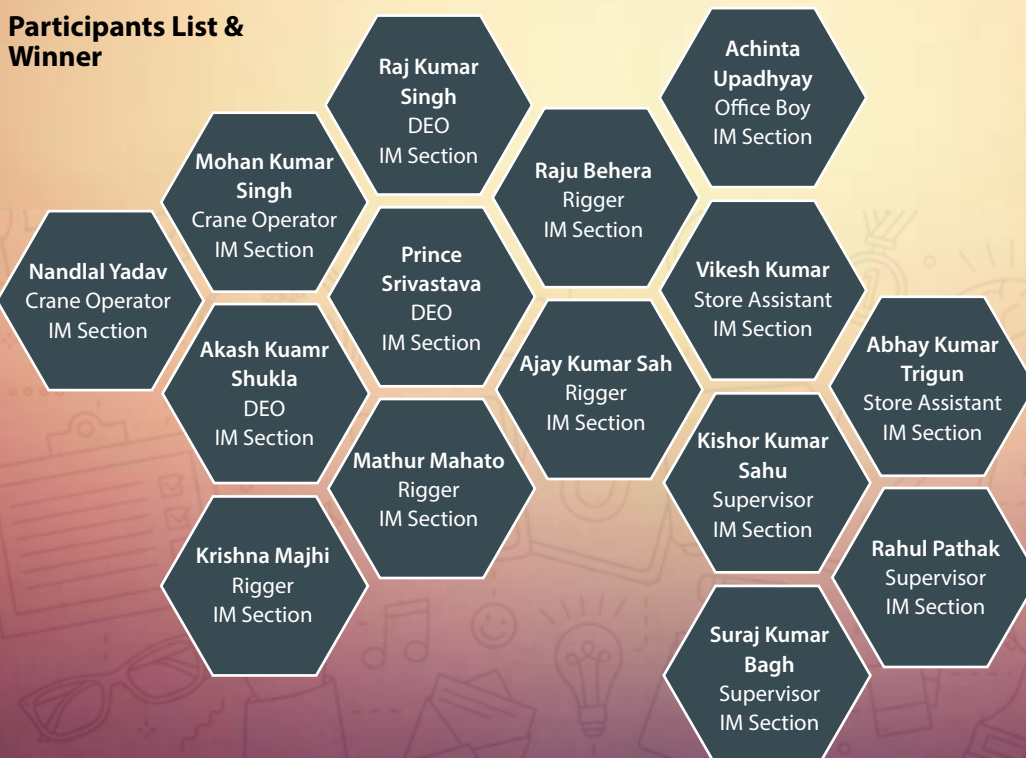
## Ethics Month Celebration



Paradip

## Ethics Quiz & Awareness Session

### Participants List & Winner



- 1<sup>st</sup> Rahul Pathak

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- 2<sup>nd</sup> Suraj Kumar Bagh

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- 3<sup>rd</sup> Prince Srivastava

## Ethics Quiz & Awareness Session



TGS IM Section



Kalimandir & Steel Yard

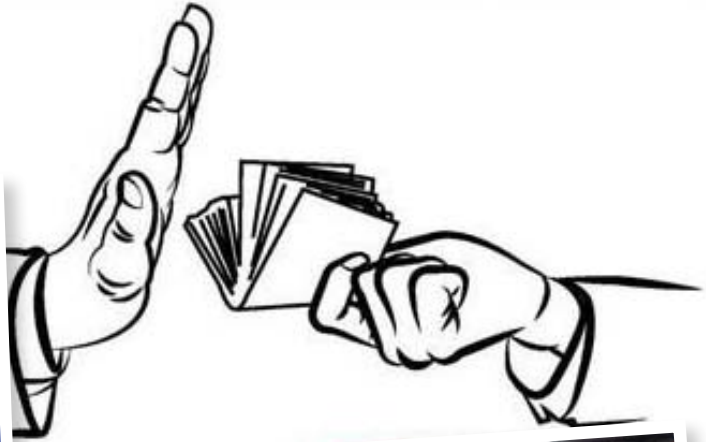


Darcl





## International Anti-Corruption Day



TKM TML ISL  
TMILL Group of Companies

### INTERNATIONAL ANTI-CORRUPTION DAY

**Your Right, Your Role: Say No To Corruption**  
Today focuses on the rights and responsibilities of everyone in tackling corruption, as well as the need for measures to be in place for anyone to be able to say no to corruption. Each one of us has a role to play and act on these measures, as it contributes to an effective, accountable and transparent organisation towards building a culture of resilience and integrity.

STOP CORRUPTION

YOUR RIGHT say no to corruption YOUR ROLE

#SayNoToCorruption #IACD2021



Darcl Warehouse



IM Sec. TGS Warehouse



IM Sec. TGS Warehouse



Steel Yard & Kalimandir Warehouse



JSR Office

## New Office at Dhamra



## CWH operation begin



## Joda IM section operation begin



## Khondbond IM section operation begins





## Hard work and discipline important to gain wisdom

2021 started with a slightly receding Corona virus threat. The situation started improving till February. While TMILL band members continue to rock the show in its full glory, we shall continued always cherish the memories of the grand get together during the same time with Paradip Port family and other stake holders in Paradip. A grand reunion with some veteran war horses and several dignitaries joining the celebration. Kudos to the Paradip team for arranging such a wonderful evening!

Come March and once again the virus started showing its strength and relentlessly displayed its cyclical behaviour. Towards the end once again, the virus peaked with a new variant of its own, confining people to their residence and forcing everyone to lead a restricted life.

I personally feel that human civilization is not able to hold on to the gains. We are not able to follow the lessons learnt in the past and the consequences are very grim. Life has become very impulsive. Lifestyle diseases are more prevalent than ever before. Health and hygiene are taking a back seat and sanitizers are not able to help. Medical industry is a booming one while health, fitness, resilience and stamina are on a downward curve. While developments in medical science are tremendous, there are limitations. The best thing possible is that we



are up and running as long as possible without any one's help.

It is high time that we understand the difference between wisdom and intelligence. Intelligence is welcome but it is wisdom that helps one to sustain and lead life in the most meaningful way. There is individual wisdom as well as collective wisdom and both are important. As individual wisdom goes on a downward spiral, collective wisdom also takes a backseat, and the consequences are very severe.

Wisdom can only come from hard work and discipline. Wisdom cannot come from opportunistic or impulsive attitude. Even an

uneducated worker can be very wise and happy in life. While everything else is important, we should fundamentally strive and work towards leading a meaningful life. Anything and everything that is detrimental and not in sync with nature must be used sparingly. Living in sync with nature makes one peaceful and joyous.

While life itself remains a mystery and we all go through cycles, life is always a celebration. There are many events to look forward to, many things to be done, to meet and greetings to be exchanged, many people and to say sorry to many people to whom we have not expressed our gratitude.

So, my motto for 2022 will be to improve my own lifestyle as much as possible so that I can make the most out of life. It is a competition with self. And of course, I want to have good empathy so that I enjoy mixing with people.

At the end I pay my humble respect to each and every one because everyone has a story to tell, and every one's life is a struggle. I am no one to teach but just penned down my own truth since Farha requested me to "tell a tale."



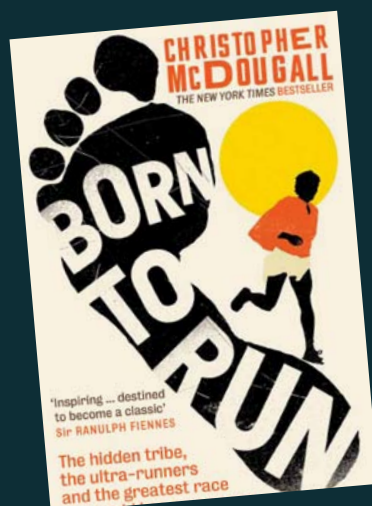
- Devdipta Samanta

## My Best Read of 2021

Sometime during 2015 there was this StepThalon event launched in Tata Group and all of us were given a smart looking pedometer, which we used to tuck in our belts and flaunt it like a fashion apparel. Weekly count of steps and declaration of "Winner of The Week" somewhere was inducing different habits & traits in most of us. And coincidentally in that very year I had received a Long-Term Service gift voucher. In my subconsciousness I realized that am getting older and with this gift voucher I should buy something which will lure me to do something different and still gain some amount of fitness. And I ended up buying a bicycle and in no time, I sort of was addicted to my times on peddles.

While I was still enjoying the peddling time, I really don't recall when I was indulging in running and started running beginners' distances in TSK 25 for couple of years. I further challenged my endurance and to my surprise I could run 25K in 2019 version of TSK25. And today it has become my second habit.

Sometime in 2021, I could lay my hand on



this book titled "Born To Run" by Christopher McDougall. The read was so very addictive that I finished the book in no time. What a wonderful read wherein It says "A thinking exploration of mankind's most ancient pursuit, Born To Run will make you realize that the secret to happiness could be right at your feet."

I would love to reproduce some of the excerpts from the book ....

- There is something so universal about the sensation, the way running unites our two most primal impulses, Fear & Pleasure. We run when we are scared, we run when we are ecstatic, we run away from problems and run around our good times
- There is a motto – You are tougher than you think you are, and you can do more than you think you can. You will realize this if you dig deep
- Endurance is at the heart of all your stories

As a matter of fact, my daughter; Aditi too, is hugely influenced by this book and we both ended up reading it twice in a breath and now Running has become our sort of topic of day-to-day conversation.

This is my best read from 2021...

Will strongly recommend the book for all irrespective of generation. This endurance running shall certainly keep us away from harms' way and we can shed our agony of pandemic....

- KL Bhowmick





## The checkered journey...

Life is never easy the way it seems to be. Everyone goes through Ups and downs, so have I. What shall remain with you is the learning...I have had my share of pleasure and pain and wish the pleasurable moments lasted lifelong.

But that's never the case honestly, I wish I continued being the normal or ordinary girl as we may say. A girl without degree & designations. Life was much easier and happier!! Wish Mom was around, she made sure that I learn the domestic work and help her in the kitchen. Once I was back from School. After doing so, I was given Rupee 1 coin as my pocket money, with which a group of us used to relish churan and chutneys...What Fun!

And suddenly you grow up and come across people who teaches you lessons good, bad and ugly. They give you pain but also teaches you to push your limit of endurance... What shall remain with you is your individualistic purity. Never change yourself because of the environment you are in... Environment changes...Individuals don't...

Believe in God! Be yourself! Rest everything will be taken care!

Some of the learnings of my checkered journey 😊

- Shabana Khan

## MUSINGS on YEAR GONE BY

Year 2021 will be remembered for many things, primary among them, the loss of life during second covid wave of covid which descended on a complacent population. All of us lost a near or dear family member, friend or colleague, a stark reminder of vagaries of life. I lost my cousin brother in April and now each year, April will remind me of life and time we spent together.

On professional front, we utilized the year 2021 to consolidate and focus on profitability of rail business, which is now yielding results, month after month. We expect half a dozen rakes more to be added in year 2022 from our largest customer. We also realized that rail business can be extended to other industries such as Cement and now we have a dedicated team working on it.

In CY 2021, we completed bulk of BPR exercise and now all business verticals have a Line of Business (LoB) software in place for capturing operational and commercial data. Since this was our first attempt in digitalizing the entire businesses portfolio, there is ample scope for further improving the LOB and in this context, the digitalization journey will continue in subsequent years. The complexity of BPR exercise revealed itself during the execution and it was indeed a herculean task, our Business and IT teams have jointly accomplished.

As Prof John Keating in the famous movie Dead Poets Society exhorted..... "Carpe Diem, Seize the day boys... Make your life extraordinary". As I personally would like to follow the above, I also urge my TMILL colleagues to try and adopt it and make an endeavor to make TMILL an excellent, if not extraordinary company to work for in year 2022 and ahead.

- Anurag Garg

# EXPERT SPEAK



At the start of the pandemic when the world went into lock down, our normal life was restricted. Initial days of work from home had its novelty, one could roll out of bed and roll into the office, for some, even without having to leave “the comfort of your bed”! After the first few weeks, the relentless urge to move out of the house was getting hard to resist. Local laws in some places allowed outdoor movement only if you went to exercise or walk the dog. Many discovered a newfound love for dogs 😊

Having spent 2020 in a relatively confined way with not a single air mile and zero room nights, the year ended. We had hoped that with the year-end will come the end of COVID. The subsequent horrific experiences of situation in cities like Delhi and many others including in the Western world reenforced the importance of good health which no amount of money could buy.

Mental health is an often-ignored aspect and more so in India. As per study published in the American Journal of Psychiatry, each year, serious mental illness costs Americans, \$193 billion in lost earnings. The conditions induced during the COVID restrictions has far reaching detrimental impact on the mental health of many. We need to be conscious that this is a

disease that needs to be treated as we treat any other. Let there be no social stigma attached. We must be sensitive to those around while reaching out to help or counsel them and not go around making it a subject of gossip.

The other health related downside of the restrictions has been reduced physical activities. Long hours in front of computer monitor, TV screen and smart phone is damaging. Study shows that it leads to bad eyesight, stress on your lumbar spine, obesity, sleep problems, chronic neck and back problems, depression, anxiety. Smart devices enabled with social media engagement has been toxic for those who aren't in control of avoiding an obsession.

“Wealth is where health is”. Our well-being is our own responsibility. It is for us to take care of this important aspect of life; without it, there is no life!

Regular exercise offers many benefits beyond burning calories — so there are plenty of reasons to keep moving in the new year. Among the benefits listed by the Centres for Disease Control and Prevention are sharper thinking, less depression and anxiety, better sleep, help with weight management, stronger bones and muscles, and reduced risks of heart disease, stroke, diabetes and cancers of the

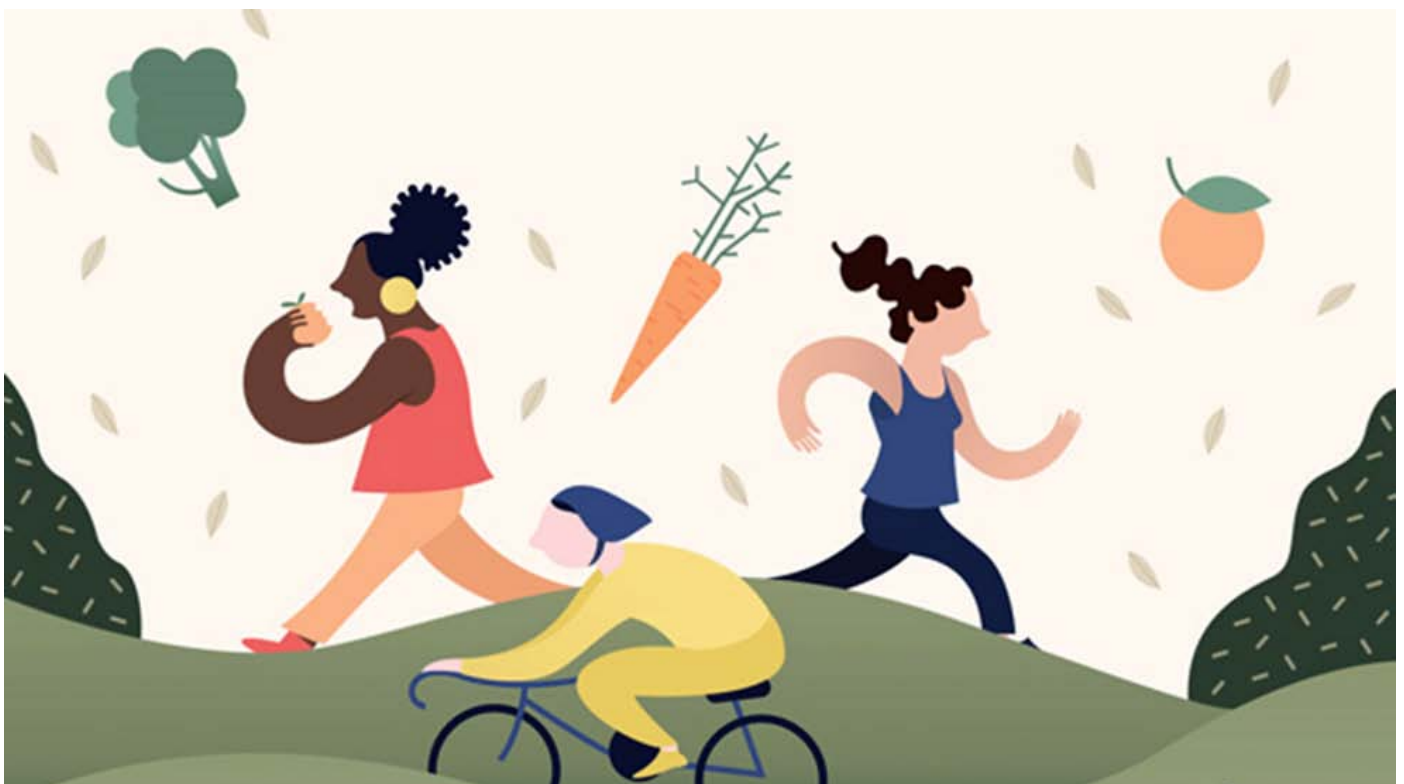
breast, the colon and other organs.

To obtain “substantial health benefits,” American federal health guidelines advise adults to do at least 150 to 300 minutes a week of moderate-intense physical activity or 75 to 150 minutes a week of vigorous physical activity, or an equivalent combination. Just being physically active and trying to improve your fitness seems to provide better prospects for longevity than just trying to lose weight.

At the beginning of 2021, I decided to be more active and give importance to my health. A colleague of mine encouraged me to take up long distance running. I soon realized the sheer joy of being outdoors. I did not set any specific milestone to achieve but picked up regular running three to four times a week.

The time during my run provided me with a blank canvass where I could paint the picture I was thinking of, bring in things into perspective. During my runs, I found that I could remove from my mind every other thought and channel it to the singular subject I was thinking about. It helped me immensely in conditioning my mental health.

Four months into my active running, I had a running related injury, common among long



distance runners. The next three months when I was not able to run, I moved to cycling. After a couple of months having recovered from my injury, I had become a regular runner and a cyclist.

Long distance running and cycling taught me to accept failure and to keep trying to improve. To improve on distance and pace, it takes sustained effort over a long time. The improvement in pace comes not in minutes, but in seconds. It helped me develop a great amount of perseverance. When there is so

much of physical effort and pain in long distance running, why do runners still do it? ---because they enjoy doing it, be it for their mental satisfaction, testing their limit or giving them a sense of conquering distance. To be good at something, we must fundamentally enjoy doing it. As with sports, so is it with work. At the end of 2021, my STRAVA app which monitors my activities popped up with "view your years highlight reel"! I was pleasantly surprised and excited to see year 2021 with 120 active days, 111 hours and 2055 kms covered. You don't need to be an athlete to lead an

active life. It needs a mind-set change. Do not let 2022 pass by intending to make the change in your lifestyle, be the change

Wishing you an active 2022, if not for anything, be active for your own wealth".

- *The author is a member of the TMILL Family.*



## Editor's Desk

Dear Colleagues,

As we welcome year 2022 with new hope, desire, expectations, and aspirations, let us also acknowledge the year 2021 for giving us a chance to stay connected if not in person but through virtual mediums. It has been quite interesting to read the tales of few TMILLians that reflects one most significant and the most constant part of all our lives i.e., CHANGE.

We are introduced to change the day we are born. We are exposed to an alien world and are required to adopt the same. We built our immune system towards change in such a way that perhaps at every critical milestone of our lives we are either ready to accept it or avoid it. Some of us may embrace change forthwith, some like me, develop over a period and through experience, some----- fear the CHANGE. For some, starting to spend time on the peddles could be more impactful and for some an unplanned series of events in one's life could be the game changer. But what is important is to reconcile the time gone, reorient to new ways and recommit and identify the change that can shape your journey of life -----thus making it meaningful for you. Let's not get bogged down by the circumstances, let's not give excuses to make a change but accept the Change in full panache and spot the positives in the "change". As they say -----Change is powerful and is unpredictable. Let's start celebrating the Change and create a new normal for ourselves by inventing and exploring things that we might have not done in the "so called" normal circumstances. Let's reinvent our inner self and start devoting time to our own self; let's find happiness in -----reading - singing-dancing-painting-cooking-blogging-cycling-running and anything that would rejuvenate our soul. Let's be the Change!

Finally, leaving with a hope that 2022 will give TMILL Family all the more reasons to smile and many more reasons to celebrate.

Cheers!

- *Farha S Ahmed*

## The Christmas Carnival



Like every year beginning from 2020, TMILL had rolled out the Christmas Carnival Contest with the theme “Tree of Lights”. We are happy to share that all entries were accepted, considering the spirit of Christmas, celebration & joy. However the top 3 that made the list are.....

The winner, Miny Luke used biodegradable products to decorate the tree. It was made with twigs gathered on a morning walk, cleaned, and painted with white chalk paint. The Manger was again sourced from nature-waste bark from the date palms that were found in the area and stuck on cardboard.

## Christmas Celebration



Visakhapatnam Warehouse



Darcl Warehouse

# ACTIVITIES



Kaalimandir Warehouse



Dhamra



Hyderabad Warehouse



KPO Warehouse

Christmas Celebration

Dubai



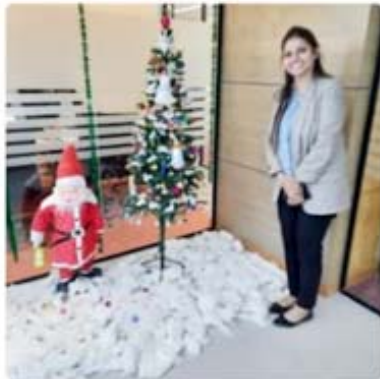
Zirakpur Location



# EMPLOYEE ENGAGEMENT



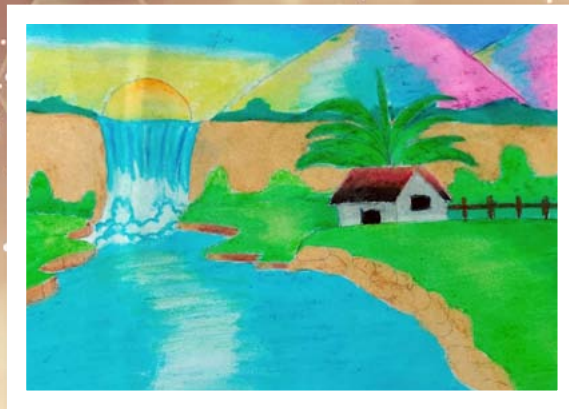
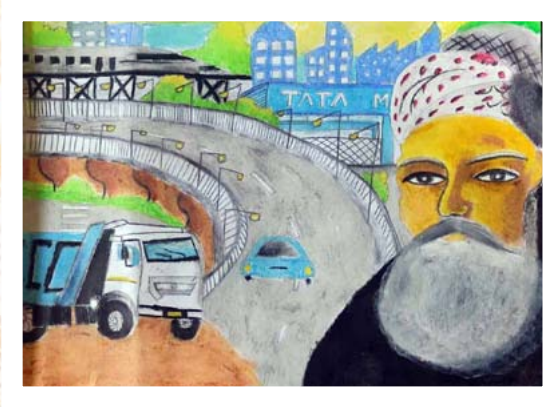
## Christmas Tree Decoration Contest





# EMPLOYEE ENGAGEMENT

## Our talent knows no bounds



*Ayush Sarkar, S/o Sukanta Sarkar*

*Garima Ghosh, D/o Goutam Ghosh*



### TM International Logistics Ltd.

(A JV of Tata Steel, NYK and Martrade)

Corporate Office : 7th Floor, Infinity IT Lagoon, Plot E 2-2/1, Block EP & GP, Sector – V, Salt Lake, Kolkata – 700 091

Registered Office : Tata Centre, 43, Jawaharlal Nehru Road, Kolkata - 700 071

Website: [www.tmilltd.com](http://www.tmilltd.com)  

Editor: Farha S Ahmed, Email your comments and suggestions to: [fahmed@tmilltd.com](mailto:fahmed@tmilltd.com)  
Creative Support: Sumita Maniktala