



Vinay Thadani
Marketing Director

How would you describe the journey of your company since its inception? What are some of the key products / services offered by the company?

ABC Chemical Exports Pvt. Ltd is an ISO 9001(2015) certified, Govt recognized Star Export House setup in 1997. It's a multinational Speciality Chemical distribution company supplying key raw materials to the printing ink, Paints, Resins, plastic masterbatch Industries & offering key substrates to packaging industries. It's the flagship company of the ABC Group, which is in existence since 1984.

Head quartered in Mumbai, India, ABC operates global sourcing and international sales platform through their offices in China, UAE, Egypt, Thailand, Nigeria, Kenya, Lebanon and USA.

ABC is known to be a reliable service provider to Printing Ink industries in India over 34 years & they have left their footprint in more than 25 countries across the globe for over 21 years in terms of dependability, reliability, transparency with customer service mindset.

Focus of ABC is on 5 priorities:

- Customer Satisfaction
- Continuous improvement on Product and services
- Value added Products
- Timely deliveries
- Quality assurance

Some of the key products are as below,

- Titanium Dioxide
- Nitrocellulose

ABC Chemical Exports Private Limited

- Polyamide Resin
- Pigments + Chips
- Resins & Monomers
- Oleochemicals (Fatty Acids, Alcohols)
- Aluminium Foil & Speciality Substrates
- Industrial Solvents

What challenges did your company face during the pandemic? What modernization techniques did your company embrace to steer through the crisis?

Supply Chain Reliability – With Majority global supply partners of ABC hit by the covid pandemic & were forced to halt their plant activities. It created serious supply disturbances towards servicing end customers of ABC.

-ABC Team communicated the facts to the customers & supplied materials from their distribution warehouse stocks. Did also offer alternate products for qualifications to keep customer operations running.

Infrastructure creation & Mindset change for Teams –

The logistics & supply chain operations were seriously impacted during Pandemic period. ABC Management managed limited entry passes for key operations members. Invested into reliable Hardware & Internet support for team members working from homes & kept operations running. HR department worked on the mindset change of team to work from home efficiently & effectively.

On Job Training & Culture of Trust & Transparency –

In everchanging environment employees also learned new skills. Worked independently applying their knowledge & mind. It created a culture of Trust, transparency & adaptability within Organization.

Business Operation review – Business review were conducted via Video

Conferencing via web platforms like Zoom / WebEx. It's been followed today for Global customer & supply partners reviews globally. ERP Implementation is initiated & due for FY 21-22 completion.

Creation of Safe Working environment

– Admin & HR team created a social distancing awareness, hygiene & health consciousness in Office environment with specific seating arrangements. Work from home & office roasters were created.

Vaccination Drive – The admin & HR Team ran a Covid -19 vaccination drive for employees with no cost towards the employees.

What are some of the key factors that differentiates your company from its peers? What are the factors that give you an edge over your peers?

ABC – Team works very closely with customers, understanding their unique functional & business needs & priorities across the organization hierarchy.

Consolidation - Over 20 different products of different make, origin, technicality, nature, shelf life are sourced effectively & consolidated at ABC Warehouse. After palletization & labelling is shipped in one Container. Diff warehouses Managed from 3 different countries (India, UAE & China).

Provides convenience, cashflow Management & Shelf-life management for customer.

For Cross country shipments, preshipment samples are sent to customers. Also, the same is tested at ABC Testing LAB in Mumbai for validation, Ensuring quality norms adherence.

Both these above activities separate us from the industry peers, distinctly

