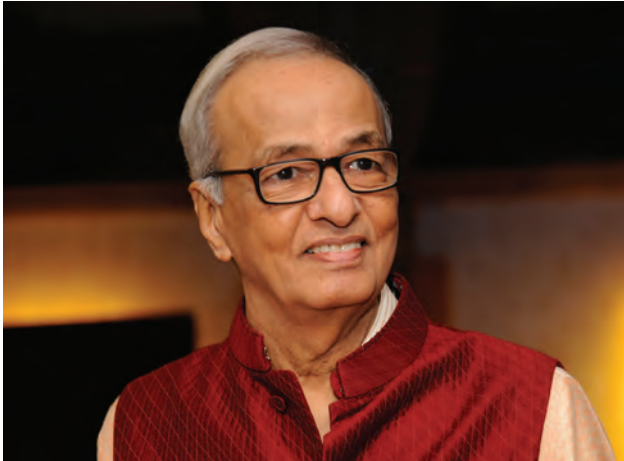


NOVEMBER 20, 2020

# Forbes

INDIA

## The Skies are Just the Beginning - The Global Group



*Ruling the skies for 45 years, Global Aviation Services is a company that commenced with the journey of one individual --- its Chairman and Founder — Mr. H K Vithalani.*

### An Opportunity of a Lifetime!

As an exporter, Mr. Vithalani was always shipping large volumes of jewellery to clients around the world. Looking at his hard work, determination and professionalism, Mr. Vithalani was offered the GSSA for Kuwait Airways in Bangalore in 1975. From being a good customer to the airlines, his international standards of excellence transformed him into a partner!

Being the visionary that he is, Mr. Vithalani took this opportunity without any knowledge on aviation and started the first office of The Global Group at Devatha Plaza on Residency Road in Bangalore. He learnt the ropes of yet another business with the same flair & passion to establish a Group that soared and enjoys an international reputation dominating the air cargo industry in India today.

### The Global Group

Every decision that the Global Group takes is imbued with a deep appreciation of its humble beginnings. Mr. Vithalani is a people's person. Being a part of the service industry, the business is relationship-based and has established precedent for delivering excellence in customer care. The Company acts like a large family and this very nature has made it a home for a dynamic MD & team, most of whom have completed tenures of 15-25 years, some even more!

Mr. Vithalani's wife, Indira Vithalani has been an anchor for him every step of the way. From being on the Board of Directors to keeping the finances & admin work running smoothly, she has played an important role and been the sounding board for Mr. Vithalani both professionally & personally. Mr. Vithalani considers his team his wealth, for his truest belief is that people are the greatest asset any business or person can have. This belief translates into his several international connections which have blossomed into long-standing relationships. The enormous goodwill he enjoys is due to his vision, ocean of knowledge and applaudable sense of commitment & values.

The company was founded with a strong commitment to become a leading player in Airline Representation, Travel, Transportation & Logistics services to Indian and international clients. Today, it is

As an eager 18-year-old, Hargovind Vithalani began working for a jewellery store in Kalbadevi and learnt the ropes of the business very early. He soon had his own costume jewellery business that started operations from a tiny room that had him working as the designer, production manager, export head and everything else in between. With a penchant for entrepreneurial success and refined creative sensibilities, he was well on his way to become the country's largest exporter of costume jewellery with clients like Harrods and Macy's. His social outreach and dedication earned him the Chairmanship of the Plastics Export Promotion Council of India (PLEXCONCIL).

***"It is important to be updated, innovative and creative in business."***

• Mr. H K Vithalani

His father Karsandas Vithalani served in the community Swami Narayan temple as an accountant for 45 years. Mr. Vithalani started his journey rooted in the excellent upbringing he inherited.

among the Top 3 GSSA organizations in India. It provides a comprehensive range of services that encompasses Airline Representation, Airport Services, Courier Consolidation, Road-feeder services, IT development and Travel. It has a PAN-India presence with 40 offices in 16 cities that has acquired the trust of clients, regulators and industry experts.

Global Aviation was the first Indian organization to be accredited as a GSSA agent by IATA. The Company's strong belief in good corporate governance and following the best business practices ensures the Group's synonymy with high-quality & reliable service.



Jalpa H Vithalani

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*Hargovind & Indira Vithalani with their daughters Jalpa & Toral*

### Daughter turns Director

Jalpa Vithalani wears multiple hats and explores her potential with the same panache her father has. As a businesswoman, artist, farmer, gallerist, social worker and healer, Jalpa is Future-Fast and multi-dimensional in her thought process and mindset.

Jalpa is passionate about all that she is engaged in and this unbridled enthusiasm has made her succeed in many areas. She is the President of Business & Professional Women, South Mumbai; the Vice President of Western India Floriculture Association; State Director for NGO Humans For Humanity and has also been on the board of India-Netherlands Business Association.

Jalpa continually chooses to tap into her innate creativity to bring a personalized touch to all her ventures --- be it social work or business. Her self-belief in following her passions gets stronger with every project and every piece of work she puts out in the world. It is as if her work is not something she has to do, but rather a part of her DNA.

Like her father, she can look at the big picture. She channeled her inherited passion for travel & business and elevated her father's legacy to even greater heights.

Jalpa leads the Company with the same set of beliefs that the company was founded on --- to provide unparalleled excellence in service, nurture relationships and work within a set of values, principles and ethics.

### New Horizons

The flagship Global Group grew to consist of subsidiary and associate companies that provide value-added services and add to the seamless working of the Group. JTB Jupiter Express Services Pvt. Ltd., is a PAN-India market leader in international courier consolidation and air freight forwarding. It was launched as a joint venture with Jupiter Global Ltd. --- a Hong Kong-based Japan Airlines subsidiary affiliated with Mitsubishi Logistics Corporation. Mr. Vithalani's second daughter Toral is at the helm of JTB Travels Pvt. Ltd. As the Managing Director, Toral has taken the company to new heights and it is one of the leading Tour Operators in the country today. The Company specializes in customized travel and has been a renowned name in the industry for the last 27 years.

Today, the Group's bouquet of airlines comprises over 15 international airlines spread across South Asia, Europe, North America and Canada, with close to 18 plus cargo routes across these regions. Some of the notable airlines are Air Canada, Lufthansa Cargo, Finnair, Japan Airlines, Bangkok Airways, Drukair, Qantas, Air Mauritius, TAP Air Portugal and many more. On an average, The Global Group transports a cargo tonnage of approximately 50,000 tons per annum and manages a passenger volume of roughly 50,000. It deals with a diverse product range of more than 100 product categories sourced through more than 1,500 freight forwarders across India and specializes in transporting perishables & temperature-controlled products. In fact, during these pandemic times, the Company has been at the forefront in

enabling logistics support for transportation of perishables & temperature-controlled cargo (especially pharmaceuticals) through its robust operational network.

The outstanding work done by the Global Group has received significant industry recognition, appreciation and acknowledgment. From being awarded the 'General Sales Agent of the Year - Region India', an International Award for Excellence in Air Cargo by STAT Trade Times five times in a row to Mr. Vithalani being felicitated with a lifetime achievement award for his overall contribution towards the Air Cargo industry in India, by Air Cargo Club of Bombay in February 2020. Global has received various performance awards and accolades from the International Airlines they represent.

The Global Group and its Founder Chairman have changed the face of cargo and logistics in India. Mr. Vithalani is an institution in himself. The Group enjoys a goodwill and repute that is unmatched.

### Socially Conscious & Responsible Growth

A considerable part of the Company's ethos is to engage in activities that give back to the community. From the very beginning, philanthropic work and social enterprise has been a part of the company's leadership.

In the coming years, the Group holds an ambitious vision to grow its robust platform in the fast-growing Travel, Transportation & Logistics industry, focusing on facilities management. The Group aims to provide Skills Development for Aviation and allied industries to fulfill the talent requirements needed to achieve the industries' full growth potential.

Global Aviation Services is a company that has conquered the skies and will continue to do so, for it has the legacy of a celebrated veteran and the promise of a conscious, strong and ever-evolving future. The foundation of ethical business practices, a team of highly knowledgeable experts delivering exemplary services and grounding values that establish trust above everything else, are the discerning factors that make The Global Group, an organisation to be revered around the world. ■