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CHANGE OF GUARD AT F A D A – MR JOHN K PAUL HANDSOVER THE BATON TO MR ASHISH HARSHARAJ KALE, THE NEW PRESIDENT

5th October 2018, Nagpur: Federation of Automobile Dealers Associations (F A D A) of India, the apex national body of Automobile Retail Industry, today, unanimously elected Mr Ashish Harsharaj Kale as the new President at its 289th Council Meeting which was held immediately after the 54th Annual General Meeting of the Federation. Mr Kale is the Managing Director at Provincial Automobile Co. Ltd. based out of Nagpur. Provincial is in the auto dealership business since 1930 and is one of the oldest dealer partners of Mahindra & Mahindra, both for its auto and farm equipment division and also dealer for Bharat Benz Trucks and Nissan Motors. Mr Kale is also the President of Vidarbha Automobile Dealer Association since 2012. He has succeeded Mr John K Paul, Managing Director at Popular Vehicles & Services Pvt. Ltd., who completed his term as the 33rd President of the Federation.

The Council also appointed Mr Vinkesh Gulati, Partner – United Automobiles, Allahabad as the Vice President, Mr Manish Raj Singhania, Managing Partner – Ralas Motors, Raipur as the Honorary Secretary, Mr Chittoor Selvakumar Vigneshwar, Deputy Managing Director – Anaamalais Toyota, Coimbatore as the Honorary Treasurer and Mr Nikunj Sanghi, Managing Director – J S Fourwheel Motors Pvt Ltd, Alwar as the International Director for the year 2018-19.

F A D A India places on record its appreciation for the immense contribution made by Mr Paul over the last two years as the President of the Federation. Under his aegis, the Federation was made discernible as the most relevant body vis-à-vis the auto retail sector, in the eyes of the Policy Makers, OEMs, Dealers and other Industries allied to us. F A D A has also played a key role in bringing together the Auto Dealers under its umbrella who have a total market share of 90%.



On giving over the baton to Mr Kale, Mr Paul said, **“Though a lot of ground remains to be covered, it gives me a sense of fulfilment and pride in what has been achieved so far. Had it not been for the unstinted support from all quarters, this would not have been possible and let me place on record my thankfulness to one and all. Our strength is the unity of our pack. Let us keep up this vibrancy in our work and F A D A can surely scale greater heights in the days to come. I once again thank all those who associated with me in my endeavours and wish the new team all success, along with my promise on continued support in every way possible.”**

Commenting on his appointment as the new F A D A President, Mr Kale said, **“I will first thank John in terms of what we have been able to achieve under his leadership over the last 2 years. Moving ahead, as India zooms past Germany and becomes the 4th largest Auto Market in the world, there are enough opportunities for us, the dealers in times to come. With opportunities, we will also witness a lot of challenges due to the changing nature of the business and changing regulations. Our viability is under severe stress and the current business model needs to be re-worked with all stake holders. During these times, we need to be united and stay put.**

F A D A as the apex body will work towards building this unity as well as enhancing the capabilities of our dealer community. I am confident, that with my team, we will work towards fulfilling the

aspirations of our members and building a brighter identification for all of us in the Auto Retail fraternity. Together, we will also partner in the growth of our nation by being employment generators, skilling the workforce and also being responsible citizens.”



Brief profile of Mr Ashish Harsharaj Kale – President, F A D A India and Managing Director – Provincial Automobile Co. Ltd.

Mr Ashish Harsharaj Kale is the Managing Director of Provincial Automobile, Nagpur. Provincial is in the auto dealership business since 1930 and is one of the oldest dealer partners of Mahindra & Mahindra, both for its auto and farm equipment division. It also operates multiple franchisees of Mahindra first choice wheels.

Provincial Auto are also dealer partners for Bharat Benz Trucks and buses as well as for Nissan Motor India, Provincial has also forayed into the insurance brokerage business and are licensed by IRDA as General Insurance Brokers in the group company, Provincial Insurance Broking Pvt Ltd.

Mr Kale is also the President of Vidarbha Automobile Dealer Association since 2012, a very active association and under his leadership VADA has organized two very successful Auto Expo's in Nagpur, with participation from all OEMs. Shri Kale is also member of social organizations and clubs in Nagpur, such as the Rotary club of Nagpur, Vidarbha Cricket Association, Gondwana Club and Central Provinces Club and has been involved in its committee in the past.



Brief profile of Mr Vinkesh Gulati – Vice President, F A D A India and Partner – United Automobiles

Mr Vinkesh Gulati is a Law Graduate and has done Master's in Commerce and in Business Management. He is Managing Partner of United Automobiles, one of the largest selling Bajaj 2W dealership in India and also deals in Mahindra Automotive. He has been regularly recognized by Mahindra and is the member of Dealer Council.

He is the Senior Vice President of United Group of Institutions having Education Institutions at Allahabad and Greater Noida imparting Engineering, Management and Computer Degrees.

He is also the Director at United Bharat, Hindi Daily Newspaper having circulation in Eastern Uttar Pradesh. He is Chapter Chairman of Indian Industry Association. He was President of Allahabad Automobile Dealership Association in 2010-12. Mr Gulati has been actively associated with F A D A for the last 8 years.



Brief profile of Mr Manish Raj Singhania – Honorary Secretary, F A D A India and Managing Partner – Ralas Motors

Mr Manish Raj Singhania is the owner of Ralas Motors, which is a dealership of Mahindra and Mahindra Ltd and Mahindra Trucks & Buses Ltd. He is also the President of Raipur Automobile Dealers Associations (RADA) and the State secretary of Eastern India Chamber of Commerce and Industries.

He has been invited by various organisations to speak on different topics like Budget, Excise Duty, etc., and under his leadership, RADA has organised four

very successful Auto Expos in Raipur. He has also been awarded the “Automobile Person of the Year” by Think Media Inc. in the Chhattisgarh Leadership Awards 2014 and his dealership, Ralas Motors has received the Emerging Chhattisgarh Awards 2013 – THE GREEN BUSINESS AWARD by Think Media Inc. for the lavishing Greenery of the dealership.



Brief profile of Mr Chittoor Selvakumar Vigneshwar – Honorary Treasurer, F A D A India and Deputy Managing Director – Anaamalais Toyota

Born into a business family in Coimbatore on 5/5/1980, Mr C S Vigneshwar spent his childhood in Chennai. Schooled in Don Bosco Chennai, he later graduated in Commerce out of Loyola College Chennai. He later pursued his MBA from GRD College Coimbatore before adding an MSc in International Business from Manchester Metropolitan University.

He joined family business in the year 2004, being the first in the third generation to do so from the family. Today the business group known as the ARC group has interests in goods transportation, automobile dealerships, drinking water, packaged foods, renewal energy, green energy alternatives, farming and education. The group has gained a strong environmental focus to add to its existing pioneering HR and CSR way of thinking.

Mr Vigneshwar has been a member of the Apex Consultative Committee of Volvo Eicher Commercial Vehicles for the last 9 years and has been the President of the Toyota India Service Dealer Council for the last 5 years. He has been a council member of the Federation of Automobile Dealers Federation for the last five years.

Having visited more than 60 countries, he loves travel. His personal interests include camping, nature photography and fishing and off-roading. Having a day of learning at work and spending time with his family, friends and dogs is his definition of a fulfilled day.



Brief profile of Mr Nikunj Sanghi – International Director, F A D A India and Managing Director – J S Fourwheel Motors Pvt Ltd

Being B Com (Hons), ACS, LLB, Mr Nikunj Sanghi is the MD of J S Fourwheel Motors Pvt Ltd located at Alwar, Rajasthan that is 3-S dealers of Mahindra & Mahindra. He also manages the 4-S dealership of Hero MotoCorp Ltd.

Mr Sanghi has received number of awards for his business performance and social work, including – Rajasthan Government Citation for Contribution to Beautification of Alwar City; Best Service Dealer for Honda Power Products Ltd; Roll of Honour for Best Human Resource Policies amongst Mahindra

Dealerships; Roll of Honour for Best Systems and Processes amongst Mahindra Dealerships; Certificate of Merit for Best All-Round Performance amongst Mahindra Dealers for the Years 2003-04, 2004-05, 2005-06 and 2007-08; and Certificate of Merit for Best All-Round Performance among Tractor Dealers for 2003-04, 2004-05 and 2005-06.

He is actively engaged in community activities in Alwar and other parts of Rajasthan in various capacities, such as, Member, Rotary Club, Alwar; Trustee, Rotary Charitable Trust; Trustee, Jaipur Calagary Eye Hospital; Trustee, Rajasthan Swasthya Yoga Parishad; Vice President, SML Blood Bank Charitable Trust, Alwar; and Life Member of Bal Hit Shiksha Samiti Educational Society.



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Mr Sanghi is also associated with various professional/business organisations for the promotion of business and professional activities. Amongst the various positions held by him are: Patron - Tractor and Automobile Dealers Association, Alwar; Member - Managing Committee, Centre of Excellence, ITI, Alwar; Member - Industrial Advisory Committee, Government of Rajasthan; Council Member - Alwar Chapter, The Institute of Company Secretaries of India; and President, ASDC. He was the President of Federation of Automobile Dealers Associations during 2010-12.

About F A D A India

Founded in 1964, Federation of Automobile Dealers Associations (F A D A), is the apex national body of automobile retail industry in India engaged in the sale, service and spares of 2/3 Wheelers, Passenger Cars, UVs, Commercial Vehicles (including buses and trucks) and Tractors. F A D A India represents over 15,000 automobile dealers having 25,000 dealerships including 30 Associations of Automobile Dealers at the Regional, State and City levels accounting for 90% of market share in India. Together we employ over 2.5 million direct employees and another 2.5 million as indirect employees, making it a total of ~5 million people in the country at dealerships and service centres.

F A D A India, at the same time also actively networks with the industries and the authorities, both at the Central & State levels to provide its inputs and suggestions on the Auto Policy, Taxation, Vehicle Registration Procedure, Road Safety and Clean Environment, etc. to sustain the growth of the Automobile Retail Trade in India.