



Mr. Sanjiv Desai
Director

RISHICHEM DISTRIBUTORS

TEM with Mr. Sanjiv Desai, Director of Rishichem Distributors

Sanjiv Desai is a prominent figure in the distribution and business sector, serving as the Director at Rishichem Distributors. With extensive experience in the industry, Desai has played a pivotal role in shaping the company's strategic direction and growth. Rishichem Distributors, known for its strong presence in the distribution of chemicals, raw materials, and industrial supplies, has thrived under his leadership.

Desai's approach to business is characterized by a blend of innovation, operational efficiency, and a deep understanding of market dynamics. He has helped Rishichem Distributors expand its reach by focusing on building strong relationships with suppliers and customers alike. His leadership is marked by an emphasis on quality, timely delivery, and providing customized solutions to meet the diverse needs of the industry.

Under his direction, Rishichem Distributors has become synonymous with reliability and excellence. Desai has overseen the development of an extensive network, both locally and internationally, helping the company navigate through various market challenges while maintaining a high standard of service. His strategic insights

have enabled Rishichem to keep pace with the evolving demands of the chemical and industrial sectors.

In addition to his professional achievements, Desai is known for his commitment to fostering a positive work environment. He believes in empowering his team and nurturing talent, ensuring that Rishichem Distributors remains a leader in the distribution sector.

Sanjiv Desai's reputation as a forward-thinking director continues to grow, with his focus on both innovation and operational excellence ensuring the long-term success of Rishichem Distributors. His contributions have significantly impacted the company's trajectory, solidifying its position as a trusted name in the industry.

TEM : Hello, Mr. Sanjiv Desai. It's an absolute pleasure to have you with us today. We are excited to hear more about your journey with Rishichem Distributors and the industry. To start off, could you please tell us a little about your background and how you found yourself in the distribution business?

Mr. Sanjiv Desai : Hi! Thank you for having me. I've been in the business for quite some time now. My journey into the distribution business started back in the early 1990s when I was looking for opportunities to apply my skills in management and business. I had always been interested in the supply chain

and logistics sectors, so when I saw an opening in the chemical distribution space, it seemed like the perfect fit.

I joined Rishichem Distributors in its early stages. The company was still growing, and the challenge was exhilarating. Over the years, I've seen the business evolve, and so have I. Being hands-on in various aspects of the business—whether it's procurement, sales, or logistics—has given me a deep understanding of the industry. I became the Director of Rishichem Distributors after years of hard work and dedication, which has been both rewarding and fulfilling.

TEM : It's impressive to hear about your growth with Rishichem Distributors. Can you tell us more about what Rishichem does and what differentiates the company in such a competitive market?

Mr. Sanjiv Desai : Absolutely. Rishichem Distributors is primarily involved in the distribution of industrial chemicals and specialty chemicals across various sectors such as pharmaceuticals, agrochemicals, textiles, food processing, and personal care, among others. We are a key player in the B2B chemical distribution network, offering products from global and local manufacturers.

What truly differentiates us in this competitive market is our focus on reliability and customer service. We don't just sell

chemicals—we build long-term relationships with our clients. Our reputation for ensuring timely deliveries, maintaining product quality, and offering customized solutions to meet specific needs has set us apart. We also keep a close eye on market trends and continuously update our offerings to stay ahead of the curve. Our team is well-equipped with the knowledge and experience to tackle complex challenges, and that's a core strength of ours.

TEM : That's a great overview. I can imagine that the chemical distribution market has its challenges, particularly with evolving regulations and the demand for sustainability. How does Rishichem address these issues, especially the growing focus on sustainability in the industry?

Mr. Sanjiv Desai : You're absolutely right. The industry is undergoing significant changes, and regulations around chemical safety and environmental concerns are evolving rapidly. At Rishichem, we are proactive in ensuring that our business practices align with these regulations and that we adopt sustainability measures wherever possible.

One key approach has been to work closely with manufacturers who prioritize eco-friendly and sustainable production methods. We actively seek out and partner with suppliers who are committed to reducing their environmental footprint. This means we can offer our customers greener alternatives, whether it's biodegradable

chemicals or more energy-efficient manufacturing processes.

Internally, we have also made substantial efforts to improve our operations. For example, we are streamlining our supply chain to reduce waste and minimize our carbon footprint. We have introduced recycling and waste management practices in our warehouses and are always looking for new ways to enhance energy efficiency.

Additionally, we continuously educate our clients about sustainable alternatives that they can incorporate into their own operations. It's an ongoing process, but we are proud of the steps we've taken so far and are excited about what the future holds in terms of sustainability.

TEM : It's wonderful to hear about your proactive approach to sustainability. Another aspect that often comes up in discussions about chemical distribution is the role of technology. How has Rishichem embraced technology to enhance its operations and services?

Mr. Sanjiv Desai : Technology has been a game-changer for us. The chemical distribution industry, like many others, has seen a shift toward digitalization, and we've made sure to stay ahead of that curve. We've implemented various software solutions that help streamline inventory management, order processing, and logistics. For example, we've integrated an enterprise

resource planning (ERP) system that allows us to track orders in real-time, manage stock levels efficiently, and ensure that customers get timely deliveries. On the customer-facing side, we've developed a robust digital platform where our clients can access detailed product catalogs, place orders, and track shipments. This has been particularly valuable during the pandemic, when many customers preferred to operate remotely. It also helps us reach a wider audience by offering a seamless online experience.

We also utilize data analytics to understand market trends, predict demand, and optimize our supply chain. This helps us reduce costs, minimize risks, and ensure that we're providing the right products to the right customers at the right time.

In addition, we use technology to improve safety standards. Our digital tools help us monitor compliance with safety regulations and track safety certifications for products, which is critical in the chemical industry.

TEM : It's evident that you're fully embracing the technological advancements shaping the future of the industry. I'd like to know your thoughts on the future of the chemical distribution sector. Where do you see the industry heading in the next 5 to 10 years?

Mr. Sanjiv Desai : The future of the chemical distribution industry looks very promising, but it will be driven by a few key factors. First, sustainability

will continue to be a major focus. As industries globally aim to reduce their environmental impact, the demand for sustainable and green chemicals will rise. Distributors like us will need to adapt to these changing preferences and be able to provide these solutions. Secondly, technology will continue to play a central role in reshaping the industry. I foresee a more digitized supply chain, with automation, artificial intelligence, and machine learning being used to optimize every step—from order fulfillment to delivery. This will allow distributors to reduce costs, improve efficiency, and enhance the customer experience.

Another trend we are witnessing is the growing importance of data. As industries continue to rely on big data for decision-making, we will see more customized solutions being developed for clients based on their unique requirements. The more granular we can get in terms of understanding client needs, the better we will be at offering value.

Finally, the regulatory landscape will continue to evolve, and we'll see more focus on safety, compliance, and ethical practices. Chemical distributors will need to maintain strict quality control measures and ensure that their supply chains are transparent.

In short, I believe that the future of the chemical distribution industry will be driven by a combination of sustainability, technology, data, and compliance. Those who can innovate and adapt to these changes will continue to thrive.

TEM : You've shared some insightful thoughts about the future. What advice would you give to young entrepreneurs looking to enter the chemical distribution industry or similar sectors?

Mr. Sanjiv Desai : The chemical distribution industry is highly competitive, but there's tremendous potential for growth, especially if you can innovate and adapt to new challenges. My advice would be to stay focused on providing value to your customers. Building strong relationships, understanding customer needs, and offering tailored solutions will always set

you apart.

I would also say that it's important to continuously learn and evolve. The business landscape is constantly changing, whether it's through technological advancements or regulatory shifts. Stay up to date with trends and be open to adopting new technologies. Don't be afraid to take risks, but always ensure that you're making informed decisions.

Lastly, integrity and ethical practices are critical. The industry is built on trust, and being known for your reliability, transparency, and commitment to safety and sustainability will pay off in the long run.

TEM : Thank you so much for sharing your valuable insights, Mr. Desai. It has been an absolute pleasure speaking with you today. We wish you and Rishichem Distributors continued success in the future.

Mr. Sanjiv Desai : Thank you! It's been a pleasure speaking with you as well. I appreciate the opportunity to share my experiences, and I look forward to seeing how the industry continues to evolve. Thank you again!





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