



Declutter Your Life!

In real estate, I've learned one simple thing: space significantly influences how we feel. Walk into an open home, and you relax. Walk into a cluttered one, and you want to leave. The same rule applies to life.

Today, our phones are full, and our minds are even fuller. Endless notifications, photos, messages,

and thoughts fighting for attention. Just like a messy house slows you down, digital clutter quietly drains focus. Clear your screen, and your head often feels lighter, too.

Mental clutter works the same way. We love open homes because they let us breathe. Our thoughts need that space as well.

Not everything deserves your time or energy. Choosing what to ignore is as important as choosing what to do.

Emotional clutter is the hardest to clear. We hold on because of memories. But every move into a new home proves one thing—letting go creates fresh energy. You don't lose the past; you make space for the future.

Decluttering isn't about removing things. It's about making room—for clarity, calm, and what comes next.

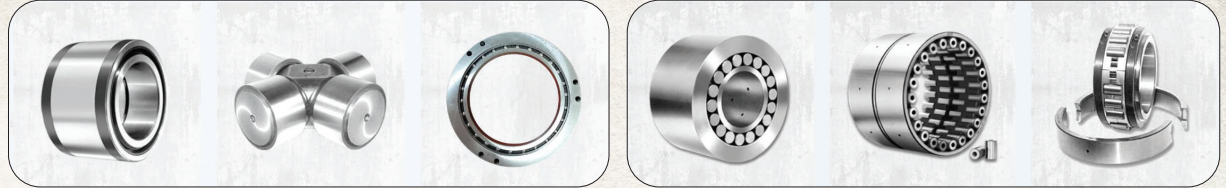
From the Editor



Hiren Chheda

People & Pioneers

From Crisis to Global Success The 40-Year Leadership Journey of Kasturi Varadan



In 1985, at just 22 years of age, Kasturi Varadan joined his father's company, J. Mangsun & Co., a company dedicated to the manufacturing of industrial-grade bearings, and was immediately entrusted with the dual responsibility of heading both the HR and Finance departments. Right after completing his studies, he was handed roles much bigger than his age suggested, but his toughest phase began the following year.

In July 1986, the company—known for its unique culture of treating employees as "Sahakari Bandhu" (Co-Brothers)—witnessed the formation of its first labour union. This change,



Kasturi Varadan

driven by external influences, shook the foundation of trust that had long defined

the organisation. For the promoters, Nijananad Pendse and Kasturi's father, P. M. S. Varadan, both in their early 60s, this was a significant setback. Consequently, their sons, including Kasturi Varadan, had to step in early to preserve the company's values, stability and continuity.

While managing HR challenges on one side and financial responsibilities on the other, Kasturi's days stretched into 12-hour work schedules, seven days a week. This was an era without computers—every process demanded meticulous manual effort, discipline and consistency.

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Building Green Intelligence: The Bloom n Vine Approach to Sustainable Landscape Execution

Led by a team of qualified experts in landscape architecture and horticulture, Bloom n Vine integrates technical expertise, data-driven design, and ecological insight to deliver landscapes that perform as intelligently as they look.

In the rapidly evolving landscape of modern urban development, Bloom n Vine has emerged as a distinguished name in contemporary landscape execution and sustainable green design. Founded and led by professionals with strong academic and professional credentials in landscape development, horticulture, and environmental design, the firm combines technical precision with creative innovation to deliver transformative outdoor environments. What sets Bloom n Vine apart is its extensive horticultural expertise and scientific understanding of plant behaviour — from soil dynamics and water management to species selection aligned with diverse climatic conditions. This depth of knowledge ensures that every project is both aesthetically refined and environmentally resilient. The firm's approach integrates modern design principles with sustainable horticultural practices, resulting in landscapes that are not only visually compelling but also functionally efficient and ecologically balanced. Operating across urban



Madhumati Khopade

and suburban contexts, Bloom n Vine specialises in the execution of modern landscapes, rooftop gardens, and community green spaces that enhance livability, promote biodiversity, and contribute to long-term urban resilience. Through its commitment to excellence, innovation, and ecological intelligence, Bloom n Vine continues to redefine the standards of contemporary landscape development in India's growing built environment.

Speaking about the firm's guiding philosophy, the founders of Bloom n Vine emphasise that the future of landscape design lies in harmonising scientific understanding with emotional

This belief continues to shape the firm's evolving body of work, where precision, sustainability, and innovation meet to redefine what outdoor environments can achieve in the built world. As cities continue to expand and communities seek deeper connections with the natural world, Bloom n Vine stands at the forefront — transforming open spaces into living systems that embody resilience, beauty, and purpose.

resonance. "Our goal has always been to create landscapes that are not only visually compelling but biologically alive — spaces that respond intelligently to their environment and bring people closer to nature in their everyday lives," they share. "A truly modern landscape isn't just designed; it's cultivated with an awareness of how plants, people, and places interact over time."

Founders :

- **Madhumati Khopade**
(B.Sc. Horticulture, MBA-Agriculture)
- **Swati Kiran**
(B.Sc. Chemistry, MBA-Finance)

How One Van Became a Car Care Empire: The Story of Abhijit Ware

In the bustling automotive world of Thane and Mumbai, few success stories feel as rooted, determined, and inspiring as that of Abhijit Ware, a 43-year-old entrepreneur who turned his technical background and years of customer service experience into a growing car-care brand.

Abhijit's journey began with a diploma in automobile engineering, followed by hands-on roles across leading car manufacturers. Working in the after-sales segment with companies like Maruti Suzuki India Ltd., Nissan Motors, and Eicher Motors, he gained deep insights into customer expectations, service standards, and the importance of trust in the automotive sector. These years of experience became the foundation for what he would eventually build.

The spark for his brand stemmed from a simple yet powerful observation: car owners sought professional detailing services without the hassle of visiting a workshop. In 2016, acting on this need, Abhijit launched his doorstep car care service with just one van. Equipped with



Abhijit Ware



washing tools, interior cleaning machines, and a vacuum setup, he and his team travelled across neighbourhoods delivering high-quality services right at the customer's home.

The response was overwhelming. Customers appreciated the convenience and the meticulous work, soon asking for advanced services like ceramic coating and PPF (Paint Protection Film). Realising the growing demand, Abhijit expanded his operations and, in 2022, opened a full-fledged car detailing studio in Thane.

The numbers speak for themselves—over 8,000 cars washed every month, around 35 PPF applications monthly, and a new outlet soon opening in Mulund. But beyond the figures, Abhijit's journey stands as a testament to consistency, customer trust, and the courage to grow.

From one van on the road to multiple studios and dealership partnerships, Abhijit Ware's story shows how passion, skill, and service can transform an idea into a thriving automotive brand.

Today, his brand has become a trusted name across the region. The studio is an authorised application centre for PPF and an authorised Bardahl ceramic coating studio, a brand widely used by car giants such as Hyundai, Tata, and Mahindra. What began with a single van has now grown into a large operation with around 180 manpower, serving dealerships across Thane and Mumbai.

From a Chemist to an Industry Leader: The Inspiring Journey of Rajan Raje!

With a career built on curiosity, resilience, and an unwavering commitment to innovation, Rajan Raje has shaped an extraordinary entrepreneurial journey in India's Speciality Chemicals sector. Today, he stands as the visionary force behind NICHEM SOLUTIONS — a fast-growing MSME dedicated to creating niche, eco-friendly and high-performance chemical formulations.

Rajan Raje began his professional path as a chemist at Plastipeel Chemicals and later worked with Klass Equipments, where he gained valuable exposure to industrial processes, packaging systems and product quality. His problem-solving ability and leadership mindset grew during this phase. A significant influence in this journey was Prof. V.C. Malshe, one of India's finest chemical scientists, who became both a mentor and collaborator. These early experiences laid the strong technical and managerial foundation that powered his entrepreneurial leap.



Rajan Raje



Today, at NICHEM SOLUTIONS, Mr Raje leads a company powered by robust R&D and a culture of continuous innovation. With a dedicated innovation centre, the company develops eco-friendly, non-toxic and sustainable speciality chemicals tailored to customer-driven problem statements. NICHEM reinvests a significant portion of profits back into strengthening its innovation infrastructure — a rare practice in the MSME ecosystem and one of the company's strongest differentiators.

adoption, it became a stepping stone rich in learning. Unfazed, he pivoted into drinking-water purification chemicals, supplying to leading purifier brands. This success opened the door to new verticals, including plastic additives, paint additives, disinfectants, and home & personal care formulations.

Over the last 25 years, Mr Raje has navigated the complexities of building and stabilising an MSME. He firmly believes that Financial Discipline and Innovation are the two essential pillars for any business to grow and sustain. Beyond his enterprise, he actively guides young entrepreneurs and MSMEs by leading the MSME Committees at the Bombay Chamber of Commerce and Industry (BCCI) and the Indian Chamber of Commerce (ICC).

Rajan Raje's journey is one of experimentation, evolution and fearless innovation — transforming challenges into opportunities and knowledge into impact.

Website:

<http://www.nichem.solutions>



Mr Raje's entrepreneurial journey took shape with the

establishment of Advanced Agro Tech, where he partnered with

Shashi Shah and Prof. Malshe to create preservation chemicals for fruits like grapes, mangoes and strawberries. Though the venture faced challenges due to market readiness and technology



Recession to Resilience: How Santosh Shinde Turned a Crisis into a Global Enterprise

Building a business without capital is a dream for many, but for Santosh Shinde, it became a lived reality shaped by grit, experience, and integrity. Today, Shinde proudly leads two companies—Euro Marine Services (established in 2003) and Euro Marine Power and Parts Supply Pvt. Ltd. (founded in 2012)—while also engaging in farming. These companies primarily deal in Marine and Industrial Engines, Gensets, Power plants, and related parts, exporting their products to various countries worldwide. However, his journey toward entrepreneurship began much earlier.

Starting work at the age of 17, Mr Shinde balanced his education with

a training job at Natani Steel Pvt. Ltd. Over the years, he rose from trainee to senior manager, gaining immense exposure under mentors like Anil Parikh. Later, working with the Singhal group taught him the practical nuances of Manufacturing, trading, negotiations, and market discipline. His career even took him to London in 1996 for international business development.

However, the recession of 1997–98 became a turning point. When his employer shut operations, he returned to India only to find job offers at half his salary. Rather than settle, he trusted his abilities — and with the support of his wife, he began his own venture.

What started with zero capital



Santosh Shinde

and immense uncertainty gradually transformed into a respected export-trading business. Initially, suppliers hesitated to give him credit even for small orders, but

For aspiring entrepreneurs, his advice is clear: Before starting your own venture, gain experience in all aspects of the industry where you wish to venture— sales, marketing, production, finance and supply chain. Learn the business first, earn next, and then build.

through honesty, timely payments, and consistent quality, he built deep trust. Despite being a Mumbai native, he boldly shifted to Gujarat in 1998 when people

from all over India used to come to Mumbai to do business. This trust later became the backbone of his business.

His journey wasn't without setbacks. The sudden loss of his father, long-distance travel, financial risks, the 2007 recession and family responsibilities tested him deeply. Yet, his principles remained firm: Never give up, maintain integrity, avoid excessive borrowing, and balance business with family, social responsibilities and nature.

Today, Santosh Shinde, with his business set up in Gujarat and Maharashtra, stands as a strong example that steady growth, not vertical growth, wins the race.

LASIK: Your Guide to Laser Vision Correction

What is LASIK?

– LASIK (Laser-Assisted in Situ Keratomileusis) is a popular laser vision correction procedure that reshapes the cornea to correct refractive errors (nearsightedness, farsightedness, astigmatism). It involves creating a thin flap on the cornea, reshaping the underlying tissue with a laser, and repositioning the flap.

Why should one choose LASIK?

– LASIK is quick, typically completed in under 15 minutes, and involves minimal discomfort. Its rapid recovery of quality vision and long-standing results make it a procedure of choice in refractive surgery.

Who is an ideal candidate for LASIK?

– Anyone above 18 years of age with stable glasses power for at least one year and normal corneal thickness on scans is generally suitable to undergo LASIK.

How long does the LASIK procedure take, and is it painful?

– The laser part takes only 20–40 seconds per eye. The entire procedure usually lasts about 10–15 minutes. You may feel slight pressure, but no sharp pain.

How long is the recovery period?

– Most people return to normal activities within 24–48 hours. Full healing takes about 3 months, though dryness or fluctuating vision may continue for a few weeks.

What is Contoura LASIK?

– Contoura LASIK is an advanced version using mapping technology to analyse up to 22,000 points on the cornea for an incredibly precise treatment plan. It is ideal for individuals with irregular corneas, offering better vision with reduced glare and halos.

What is Femto LASIK?

– Femto LASIK is an advanced, bladeless version of traditional LASIK. Instead of a mechanical blade, it uses a high-precision femtosecond laser to create the corneal flap.

What are the advantages of Femto LASIK over traditional LASIK surgery?

– Femto-assisted eye surgery provides more precision and accuracy, less operative trauma, predictable visual outcomes, better healing, faster recovery time, and lesser risks of complications.

Shree Ramkrishna Netralaya is equipped with a world-class excimer laser with over 20 years of experience and expertise with these kinds of highly advanced surgical procedures.



Dr Nitin Deshpande
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Unseen to Unstoppable

Networking isn't a Rat Race

In today's business world, many people treat it like one — but real networking is a well-designed game, and the only way to win is to make sure everyone wins with you.

How do you do that?

By following a few simple but powerful habits that all pro networkers live by.

Here are the ones that come to my mind:

- 1) Walk into every room with intention, not pressure.
- 2) Prepare — know who you want to meet and why.
- 3) Listen deeply — people open up when they feel heard.
- 4) Offer value first — a connection, idea, or resource.



Kiran Zende
Consulting Editor for
Business Networking
Articles

- 5) Follow up warmly and consistently.
- 6) Maintain a small relationship system (your personal CRM).
- 7) Introduce people even when you gain nothing.
- 8) Show up regularly — trust needs repetition.
- 9) Play the long game, not the quick deal.
- 10) Build yourself into a person of value — the world follows value.

Networking isn't about collecting contacts

It's about creating meaningful connections and mutual wins. If you master these, you don't chase opportunities — opportunities start chasing you.

From Pg.1

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Under the leadership of its second-generation directors, J. Mangsun & Co. has dramatically evolved, growing from a modest turnover of ₹1 crore in 1985 to a ₹25-crore global enterprise in 2025. The company specialises in manufacturing industrial bearings and gearbox pinion pins, components critical to heavy engineering and steel industries. The company's products are supplied to hot and cold rolling mills and gearbox manufacturing companies across India and worldwide.

With a dedicated workforce of 80 employees operating in three shifts, the company embraced complete technological modernisation. Traditional machines were replaced with advanced CNC systems and state-of-the-art quality-testing instruments, ensuring world-class precision and reliability.

This transformation propelled J.



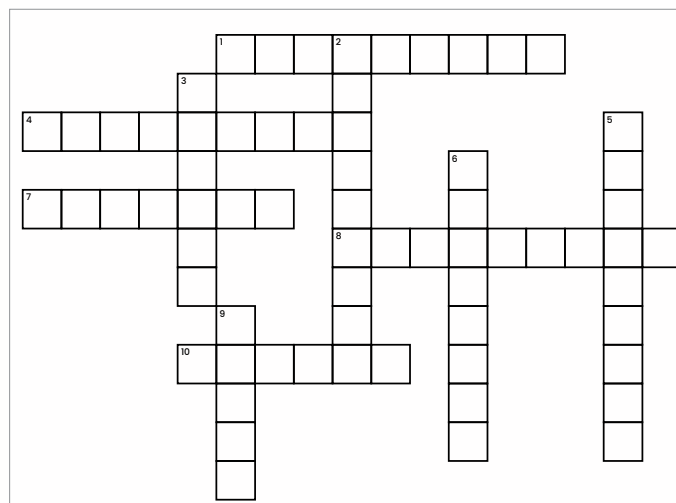
Mangsun & Co. from being a small India-centric unit to a respected global supplier of high-precision bearings, competing with industry leaders from Japan, Germany and the United States. The products serve as import substitutes and hold long-term rate contracts with major industrial clients.

Today, J. Mangsun & Co. stands as an ISO 9000 certified global supplier to steel plants worldwide—a powerful testament to four decades of resilience, progressive thinking and visionary leadership.



BUILD YOUR MIND

Put your knowledge to the test with our crossword!



Across:

1. a detailed technical plan for construction
4. an intermediate floor that overlooks the level below
7. an outdoor platform often used for seating or plants
8. a multi-level home attached to neighboring units
10. regulations that determine how land can be used

Down:

2. an architectural drawing showing a building's exterior view
3. the front-facing exterior of a building
5. the right to use a property for a specified period
6. to update or improve an existing property.
9. the main reception area of a residential or commercial property

November edition crossword solution

Across:

1. District
4. Balcony
5. Floorplan
6. Foyer
8. Landscape
10. Solarium

Down:

9. Amenity
7. Openplan
3. Penthouse
2. Retail

