

GURU

(KSG) Kuldip Singh Grewal - A/29 – EAR



Kuldip Singh Grewal of A/29, often called KSG and popularly referred as ‘GURU’ by the old timers in the group of companies he owns, is not only a very keen entrepreneur, but also a very kind soul, who is highly adored by everyone. Born in 1939 into a middle-class family in Ludhiana, Punjab, he completed his schooling from a village, Mehma Singh Wala and later attended Gujranwala College in Ludhiana. A distinguished feature of his family had been that most of the members were working outside the state, even out of our own country. His grandfather served in Basra, Iraq and Shanghai, China.’ It was where his father was born. So it was natural for him too to be following the footsteps of his grandfather and exploring the world.

He joined Indian Navy as an artificer apprentice in January 1957 and qualified as EAR, from A/29 class. Subsequently he served onboard frigates INS Khukri, INS Brahmaputra and training vessel INS Tir, beside shore establishments INS Gomantak and INS Hansa. He had participated in Goa Liberation action so was a recipient of 1962 Service Medal as well as the War Medal for Goa Liberation. He always excelled as a sportsman and was known for his skills in the hockey field. During apprenticeship he represented INS Valsura against Gujrat Police in Ahmedabad and when serving in fleet he played against the Royal Navy in Trincomalee, Sri Lanka and Singapore.

On personal grounds he left Indian Navy as EAR 3, in December 1966 and found a position with International Aeradio Limited [IAL] to work as a service engineer in Bahrain Airport. There he worked on communication systems and radars. Shortly afterwards, he moved to IAL’s Marine Division in Saudi Arabia.

It was a well-paying position and everything going fine. But the entrepreneur sprit within him wouldn’t let him rest with that. In 1970 he moved to Dubai with his IAL, Bahrain colleague Bill Hardman and in partnership with him started **ELCOME**, derived from (**EL**ectronics and **COM**munication **E**ngineers) International. ELCOME International’s strategic location in the United Arab Emirates helped in its growth over the next few years. ELCOME’s initial business model was focussed on servicing marine communication, navigational and safety equipment. Over the years Elcome diversified its activities catering to other needs of the Marine industry like servicing of life rafts, sale of navigation charts, etc. As of today, Elcome International has service centres in thirteen countries spread all over the area from Suez Canal to Singapore besides offering worldwide service to select shipping companies.

Soon he realised a huge gap in Indian market for a world class marine electronics service agency. He felt he could offer services similar to what his company ELCOME International was offering in the Middle East and thus Elcome Marine Services (EMS) was setup and started operations in Mumbai (Bombay those days) in August 1978. Soon EMS opened offices in Calcutta and Visakhapatnam. The sales and service offices in Chennai, Kochi, Port Blair & Jamnagar followed. Elcome serves the Indian marine community, Indian Coast Guard and the Indian Navy to a great extent.

EMS had steadily grown over the years and diversified in to other related fields offering the solutions for coastal monitoring and navigation systems to the Director General of lighthouses and lightships, Oil and Natural Gas Commission, Indian Army, just to name a few. At that stage it was felt that the name “Marine Service for coastal monitoring and navigation systems” was a misnomer and so in 2013, Elcome Marine Services became Elcome Integrated Systems. For an ambitious entrepreneur the growth never stops.

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In the early 80's, as it is Elcome Marine Services was offering support services to companies in the Offshore Survey industry who were supporting ONGC in its efforts in exploring and exploiting the oil reserves along the West coast of India. That was an area where there were no major Indian players. The survey supporting business steadily grew large enough for him to make a decision to spin off a separate company and as a result of it, in 1984 "Elcome Surveys" was established. Soon the new company grew to be the leading player in the Indian Offshore Survey industry. But the nature of that business was such that it demanded very high investments. In a market with falling margins due to intense competition there was not much butter on his bread and so Grewal decided to exit the business by selling it to a Dutch multinational 'Fugro Surveys'.

Meanwhile, in 1992, "Indocen Electronic Systems" was established to undertake component level repairs of defence related electronic systems. However, many players stepped- in in that line of business too. So, the company merged with Elcome Integrated Systems in 2017.

Very soon Elcome Integrated Systems owned a state of the art office building with Leed Certification in Navi Mumbai. It is one of its kind in the area. The building houses purpose-built workshops and related facilities to service their customers. It is a Department of Industrial Policy and Promotion (DIPP) certified unit.

Grewal is proud that over the year he had been able to employ a large number of ex-servicemen, especially from the Indian Navy. Currently Elcome group of companies in India has 48 of them, while Elcome International has 9 ex-naval personnel.

Kudos to you, Partner Grewal. We are proud of you.



Founded in 1978, Elcome has one of the largest maritime engineering staffs in India. These technical experts are trained and certified by the industry's leading equipment manufacturers and solution providers. Each month, the company provides services to more than 150 ships and completes more than 300 repair and maintenance

