



A CEO INSTRUMENTAL IN BUILDING A RESILIENT AND SUSTAINABLE LOGISTICS SUPPLY CHAIN OF THE FUTURE



22 IPOWERT BATTERIES
BAGS MULTIPLE AWARDS



42 Samir J. Shah - JBS
Academy



45 BLR : MULTIMODAL
TRANSPORTATION

WESTERN INDIA'S LARGEST AUTOMOTIVE EXPOSITION



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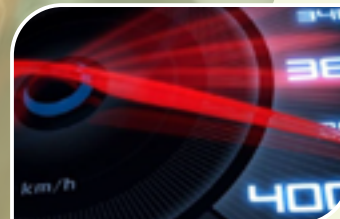
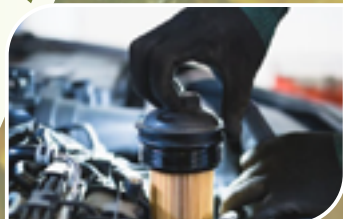
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PUBLISHER NOTE:

Dear Readers:

India's logistics sector rapidly going through many positive developments and seeing a paradigm shift during the month of July a remarkable one.

The launch of several initiatives - the Gati Shakti Master Plan being one; and, the critical transport infrastructure projects for the first and last-mile connectivity, resulting in reduction in the cost of logistics, increasing the level of infrastructure, truly a welcome feature.

And the current issue elaborately discuss on the logistics front - what are all the challenges in the warehousing sector, cold chain in particular; Freight Forwarding issues and the Skill learning that matters as a pivot in the logistics industry!

Whilst we focus on the green initiatives, eco-friendly and renewable, alternative energy, eV growth in our country becoming a manufacturing hub under its 'Make in India' program, we urge the MSMEs and the Start-Up, to make full use of the government initiatives like FAME India and PLI schemes to drive local production.



V. Ravi

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Publisher
V. Ravi

Consulting Editor
Chetna Khera

General Manager
GP Hariharan

Asst. Editor
Jyoti Sriram

Advertising
Team EEL

Administration & Circulation
Ajit Nautiyal

Graphic Designing
Ajay S

Online Coordination
L Santosh

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Mobile: +91 9840950196
ecargologindia@gmail.com
www.ecargolog.in

Office Representation in India:
POORNA CORP.,
Delhi – 304-A/1, Aggarwal Towers, IP
Extension, Delhi – 110092
Mobile: +91 9910112113 / +91
9790716956
poornacorp@gmail.com

Office Representation in Middle East:
POORNA CORP.,
Bahrain – P.O. Box 2465, Manama,
Kingdom of Bahrain

UAE – P.O. Box 18237, Ajman Free
Zone, UAE
Mobile: +973 33611950 / 33493140
ecargologme@gmail.com
www.ecargolog.me

CONTENT FOR August 2023

A CEO instrumental in building Cover Story	06
Technology and Drivers' Wellbeing Key Automobile	11
SECOND EDITION OF THE C&I CLEAN ENERGY Clean Energy (Green Initiatives)	14
New initiative to scale low-carbon fuel Clean Energy (Green Initiatives)	16
AIMTC met Transport Minister Road Transport	20
Ipower Batteries bags multiple awards Green Initiatives	22
TCIEXPRESS Reaches Sustainability Milestone Sustainability	24
Revolutionising the Intralogistics Warehousing	26
Tata Motors provides hands on automotive Skilling	29
IPM India introduces Electric Vehicles Green Initiatives	31
Indian Auto LPG Coalition Urges Government Alternative Energy - Green Initiatives	33
DRONECO by TSAW Drones targets Drone - Startup	36
TVS SCS secures a deal SCM	38
5 Best Systems for Effective Fleet Management Transport	40
Logisticians and their immense contribution Interview	42
BLR: Multimodal Transportation Challenges Interview	45

2023 THE GREEN LOGISTICS SUMMIT & AWARDS



To building sustainable and decarbonised logistics



20 September 2023
09:30 AM to 01:30PM

AGENDA

- Sustainable Logistics journey and its goals
- Building a sustainable and flexible 3PL business: warehousing as a service
- How Micro Hubs are needed to support the decarbonization of last mile transport
- How can businesses transform their Logistics to contribute to their ESG goals?
- Sustainability is the fuel stations of the future - what you need know
- ENVIRONMENTALLY SUSTAINABLE LOGISTICS: Can India achieve it & how?

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THE SPEAKERS



Kundan Chauhan
Vice President
(Head Supply Chain-Grocery)
Reliance Retail



Venkateshwar Rao
Chief Logistics Officer
**Jindal
Stainless Group**



Bhupendra Kumar
Head of Logistics
**IOL Chemicals and
Pharmaceuticals
Limited**



Ashish Palod
Chief Logistics Officer
Reliance Retail

REGISTRATION

thegreenlogisticssummitandaward.co

More information

+91-6362 814 621

SNOWMAN - STATE-OF-THE-ART TEMPERATURE- CONTROLLED WAREHOUSING FACILITIES IN PRIME LOCATIONS



**SUNIL NAIR -
CEO & WHOLE
TIME DIRECTOR,
SNOWMAN
LOGISTICS**

An astute strategist and turnaround specialist, **Sunil** is a SupplyChain and Logistics veteran with over 30 years of rich workexperience. It is under his direction that today Snowman Logisticshas become India's first logistics service provider to offer 5PLservices in the cold chain & integrated temperature-controlledlogistics service segment.

Sunil's experience encompasses multiple industries, includingPharma, Agriculture, Seafood & Meat, Dairy, Retail, QSR, FMCGand many more.

At Snowman Logistics, Sunil has been instrumental in building aresilient and sustainable logistics supply chain of the future andleading the team to create a gold-standard company in thetemperature-controlled, dry warehousing and logistics supplychain management sector. Under his aegis, the company hasspread its network across India.

In his illustrious career, Sunil has been involved as an SCMpartner for numerous multinational brands in India cost effectively,including Burger King, Tim Hortons, IKEA, etc., to name a few.

INTERVIEW :

In an exclusive interview with eCargoLog Team, he shares his views:

There seem to be a demand-supply gap for the Cold Storage. As a leading Warehousing Company - especially Temperature-controlled fleet operators supporting the transport system, what are your views?

Given the growth potential of the cold chain sector, which is growing at a CAGR of over 14.3% over the forecast period of 2023-2028, we can make out that there is a robust growth opportunity. Not just the industry growth, for an organized operator like Snowman, there is a huge volume shift happening from the unorganized sector to the organized sector. So for companies like us, there is much more to grab and go. It is critical that we gear ourselves up and be ready to continuously add capacity and volume to the business. At Snowman, we continuously invest in building cold storage and a new fleet of trucks. We always align our strategy with our key customer strategy and ensure we keep supporting their growth. We have observed that our existing set of customers do demonstrate organic

growth of 10-12% YOY. And hence, it is imperative for us to continue to expand.

You are maintaining high standard of services applying the latest technological advancements, Can you elaborate further?

At Snowman Logistics, we leverage advanced technology and automation to enhance the efficiency and effectiveness of our cold storage facilities. We have implemented various systems and solutions to ensure real-time visibility, streamlined operations, and seamless customer experience.

We use advanced systems and IoT to optimize our operations. Our Microsoft BC 365 ERP and WMS system assist in managing various functions such as operations, warehousing, finance, CRM, supply chain, and analytics. We also use a Transport Management System (TMS) for contract management, POD (Proof of Delivery) auditing, and monitoring profit and expenses. Advanced telematics solutions enable dynamic monitoring of vehicles and trigger alerts when necessary.

Our Chamber Monitoring System helps to ensure accurate and timely temperature monitoring

and control across our facilities in India. Our Complaints Management system records, analyzes, tracks, and addresses technical-related complaints. Furthermore, we utilize dashboards and reports powered by Power BI (Business Intelligence) to provide clear and comprehensive visibility of our business operations.

Can you tell us what are all the attributing factors for your growth - which is really phenomenal, this year?

At Snowman Logistics, we have implemented several strategic initiatives a couple of years back. They have started yielding revenue and profit to us.

» 5PL Services: In 2022, we launched 5PL service in India, becoming the first company to offer this solution in the cold chain/food sector. Under 5PL, we offer comprehensive distribution and consolidation benefits in addition to 3PL and 4PL services. We have evolved our information management, IT solutions, and accountability systems, enhancing the overall customer experience, information management, IT solutions, and accountability. Under

this, we also provide sourcing, vendor development, inventory planning, quality assurance, etc. as a service to our customers. In short, we try to function like an extended arm of our customers.

- » **Increased Pallet Capacity:** We have expanded our pallet capacity from 90,000 to 135,332 pallets in the last 2 years. This expansion allows the company to meet the growing demand for cold storage facilities in India.
- » **Fleet Expansion:** Recognizing the importance of efficient transportation, we expanded our fleet size. The company was operating a fleet of 300 trucks a couple of years back. With our Snowlink initiative, we also onboarded (aggregated) more than 100 transport vendor partners. At the same time investing in new trucks. Today we operate 450-500 trucks on a regular basis.
- » **Entry into dry warehousing:** We have also ventured into dry warehousing, where the compliance requirement is stringent, operational customization is a must, and complexities are to be managed. With

our Food and Pharma experience, we are venturing into providing 3PL services to such dry segments as well, which appreciate compliance, customization, and complexity management. With this, we have already started hazardous chemical storage operations recently. Very soon, we will be getting into FMCD (Fast Moving Consumer Durable) products as well.

What are your strength to boast up in the midst of completion – rather your usp for the successful operations?

Snowman Logistics has several strengths and USPs contributing to successful operations and brand recognition in the industry. These strengths include:

1. **Innovation, and Experience:** At Snowman, we continuously innovate to give our customers the best experience through our unique range of end-to-end customized solutions. We bring over three decades of experience to the industry that is rooted in knowledge and expertise.
2. **State-of-the-Art Infrastructure:** Our cold storage facilities are

built on cutting-edge infrastructure that includes temperature-controlled chambers, monitoring systems, and fire alarm systems. The cold storage facility can accommodate a wide range of sizes and temperature requirements.

3. **Technology-driven Operations:** We are a technology-driven organization that does not shy away from adopting advanced technology solutions for the development of the company, people, and products. We work on ERP, WMS, telematics, compliance management, and comprehensive reporting technologies to enhance efficiency and provide real-time visibility to our customers. Our technology implementation is very functional, and one which quickly delivers efficiency or service to our customers.
4. **Strategic Network Distribution:** Our strategically distributed network of cold storage facilities is spread across 19 major cities in India. Operating a total of 44 warehouses nationwide, we provide connectivity, ease of reach, and uninterrupted supply

chain benefits to our customers.

Reefer Vehicles are in great demand; but, the focus is not looked into rather done by many transporters, is it true or false – can you explain?

Yes, there is a huge demand for reefer vehicles. However, it is not easy to operate. There are many small operators who get into the business with high hopes of earning profit. However, one small mistake costs him a full year's profit from that truck. Hence, it is not just about buying a truck, but operating it adopting technology, monitoring it throughout the journey, and ensuring timely delivery in good condition.

Considering the complexities involved in such operations, pricing your freight properly is a must. We have seen that many transporters discount the prices to ensure vehicles keep running, but later suffer losses with minor inefficiency in fleet management. Thus, they are reluctant to further invest in the business.

Snowman Logistics recognizes the significant need for reefer vehicles in the transportation of temperature-sensitive products. These vehicles play a crucial role in maintaining the integrity

and quality of perishable goods throughout the supply chain.

We realize how critical it is to maintain appropriate temperature conditions during transit, halt, and deliveries in order to protect the freshness and quality of perishable products. Our temperature-controlled vehicle fleet is well-equipped with cutting-edge technology and monitoring systems to ensure perfect temperature control and real-time cargo monitoring. By seeing the increasing demand for reefer vehicles we are continuously investing in expanding and upgrading our fleet to meet the growing needs of our customers. We understand that the reliability and efficiency of transportation are important factors in the cold chain industry, and we strive to exceed customer expectations in these areas.

Again, reefer vehicles are successfully running and that too solar-powered in many developed countries. In view of our clean energy motto, why such things are – not even attempted so far, in India?

At Snowman Logistics, we acknowledge the importance of clean energy and the potential benefits of using solar-powered reefer vehicles in transportation.

However, the adoption of solar-powered reefer vehicles in India is influenced by various factors and challenges that have hampered their widespread implementation.

One of the primary challenges is the high initial cost of solar-powered reefer vehicles. The technology and infrastructure required for solar panels and energy storage systems add to the overall cost of these vehicles. Infrastructure limitations are also an aspect of the slow adoption of solar-powered reefer vehicles in India. The availability of charging stations and the support required for the infrastructure of solar-powered vehicles is still limited.

Despite these challenges, it is important to highlight that the Indian logistics industry is gradually embracing sustainability and clean energy practices. Snowman Logistics is dedicated to sustainability and is continuously looking for ways to incorporate clean energy solutions into our operations. We continuously evaluate emerging technologies and monitor the feasibility and cost-effectiveness of solar-powered reefer vehicles in the Indian context.

Snowman, in partnership with TechEmerge (IFC), had launched a project 18



months back, wherein we invited global innovators to participate and showcase their products for better efficiencies. Accordingly, we have shortlisted 3 suitable and encouraging innovations that are being piloted. On a successful pilot, we would be adopting it on a large scale.

As the industry evolves and technology advancements continue, Snowman Logistics remains open to adopting innovative and environmentally friendly solutions that align with the clean energy motto. We dedicate ourselves to exploring and adopting sustainable practices wherever they are achievable and financially viable, while still maintaining the safe and efficient transportation of temperature-sensitive goods for our clients.

Network includes facilities at strategic locations like –

Port terminals and Airport more so, seem to be not well connected. Is there any suggestion from you as a veteran in this industry?

With the National Logistics Policy being implemented, we see a huge opportunity in terms of multimodal logistics. With our partnership with GDL, we intend to operate seamless services to our clients including sea, road and air movements. I am sure, that once the NLP is in full implementation, offering multi-modal services would be simplified and companies like us will find it attractive.

Can you tell our readers about your future long term growth plans like – expansion PAN India and contribution towards eco-friendly cold storage development, which India now focus on?

Our company is committed to

capitalizing on the industry's growth by continually enhancing our capacity. In the current financial year, we have planned to invest approximately 130 Cr INR to fuel our expansions. Our focus will be on establishing cold and dry warehouses in key locations such as Kolkata, Bhubaneswar, and Lucknow.

Alongside this, we will further develop our asset-light model of Dry Warehousing and SnowLink. Embracing a sustainable approach, we are actively investing in advanced cooling solutions that prioritize energy efficiency and significantly reduce the carbon footprint associated with cold storage operations. By staying at the forefront of industry advancements, our company ensures sustained growth and relevance in the ever-evolving cold chain logistics sector.



TECHNOLOGY AND DRIVERS' WELLBEING KEY TO ENHANCE INDIA'S LOGISTICS PERFORMANCE

INDUSTRY EXPERTS DISCUSSED DURING 9TH SIAM LOGISTICS CONCLAVE

New Delhi, Society of Indian Automobile Manufacturers (SIAM), the apex body of the automobile industry, organized the 9th SIAM Automotive Logistics Conclave. The conclave themed 'Road to Sustainability: The Future of Automotive Logistics' witnessed active participation from several coveted speakers including

senior government officials, logistics heads of automobile companies, and experts from the automobile supply-chain.

The first session was centred around "Automotive Logistics: Practices for Enhancing Efficiencies". During the session, **Mr. Ashish Choudhary, Operating Officer, Honda**

Motorcycle & Scooters India Pvt. Ltd., said, "Implementing disruptive technologies is crucial for improving efficiency in the automotive business. Time, distance, and efficiency are key factors affecting cost and delivery. Emphasizing the use of relevant technology, like Google Maps, will facilitate our efforts to achieve the highest level

of efficiency and ensure in-time delivery” and **Mr. Jasjit Sethi, CEO, TCI Supply Chain Solutions**, said, “To improve efficiency in the automotive industry, we must focus on implementing cutting-edge technologies such as GPS tracking system. Expanding the rail network and coastal shipping will enhance the supply chain. Moreover, there is a need for robust collaborations between automotive industry and logistics solutions providers to improve efficiency.”

The second session was themed on “Enabling Seamless Goods Transportation in Inter & Intra State Routes” wherein **Mr. Anil Chhikara, Dy. Commissioner, Transport Department, Government of NCT of Delhi**, said, “To enhance ease in transportation and establish India as a driver powerhouse, we must focus on improving drivers’ abilities, educating them about rules and regulations, and addressing their issues, primarily developing requisite infrastructure on highways like sanitation facilities. Compliance with government regulations and adopting cutting-edge technology in vehicles will strengthen automotive logistics in India and ensure seamless transportation” and **Mr. Achal Paliwal, General Manager, Tata Motors Ltd.**, said, “Treating drivers with care and providing

“THE INDIAN AUTOMOBILE INDUSTRY NEEDS TO INCREASE EFFICIENCY AND LONG-TERM SUSTAINABILITY”

requisite facilities is essential for the automotive industry’s success. India’s improved road connectivity and ongoing highway development will enhance seamless movement. Equipping vehicles with eating and sleeping facilities is crucial for drivers’ comfort and welfare. It is important for OEMs and Logistics Service Providers to collaborate with the government and take requisite actions to enhance logistics efficiency.”

During the third session on “Synergies between Rail & Road Logistics”, **Mr. S. P. Singh, Joint Secretary (IAHE & Logistic), Ministry of Road Transport and Highways**, said, “The government is focusing on the 4Is—Infrastructure, Information, IT, and Integration—to

improve the effectiveness of the Indian supply chain. Under PM Gati Shakti, government ministries and departments create plans after examining the requirements of India’s logistics infrastructure. It is pushing digitization and aiming to create a suitable information system to assist the industry in determining the shortest distance, by placing emphasis on integration” and **Mr. Prakash Gaur, CEO, National Highway Logistics Management Limited**, said, “A multi-stakeholder approach is required for the automobile industry to expand and successfully meet consumer demand. The government is continuously working to lower logistics cost, which is crucial for enhancing the customer experience

and fostering the sector's expansion. The private sector must come up with plans to create a strong logistics ecosystem."

During the concluding session, **Mr. Vinod Aggarwal, President, SIAM and CEO & MD, Volvo Eicher Commercial Vehicles Ltd.**, said, "The Indian automobile industry needs to increase efficiency and long-term sustainability. In accordance with the National Logistics Policy (NLP), it must focus on lowering logistics costs of transportation, warehousing, and administration, which account for about 14% of GDP. Additionally, the issues faced in increasing efficiency, such as time-consuming tasks like loading and unloading of cargo, must be highlighted. Additionally, the industry must concentrate on addressing the driver

shortage by enhancing the appeal of this profession, by improving amenities like insurance and working conditions."

Mr. E Srinivas, Joint Secretary (Logistics), Department for Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce & Industry, said, "India has climbed six places in the World Logistic Performance Index (LPI) and occupied 38th position. This has become possible due to the government's constant efforts and futuristic initiatives. The PM Gatishakti and National Logistic Policy (NLP) aim to create a robust logistics ecosystem in the country while reducing costs."

Mr. Amit Kumar Ghosh, Additional Secretary (LA & Highways), Ministry of Road Transport and Highways, said, "Transportation costs are one of the major

concerns faced by the industry and we need to implement state-of-the-art technologies to reduce the cost and improve efficiency. There is also a need for more seamless toll systems and the ministry is already working on it. Further, we need to elevate the reputation of the driving profession by enhancing drivers' comfort with initiatives like air-conditioned cabin trucks, among others".

Automobile Industry's recommendations for improving logistics efficiencies was shared by **Mr. Rakesh Sen, Chairman, SIAM Logistics Group & Vice President, Mahindra & Mahindra Ltd** and **Mr. Tapan Ghosh, Co-Chairman, SIAM Logistics Group & Vice President - Sales, Hyundai Motor India**.



CLEAN ENERGY (GREEN INITIATIVES)



SECOND EDITION OF THE C&I CLEAN ENERGY MEET SERIES, BY MARCOM

Mercom India, a clean energy research and consulting firm recognized globally for its expertise in renewable energy, organized the second edition of the C&I Clean Energy Meet series, in association with the Chemical Industries Association (CIA) and the Southern India Chamber of Commerce and Industry (SICCI) and to explore successful case studies covering the full lifecycle of rooftop solar projects

and open-access solar, including funding, planning, design, construction, and savings.

At the inaugural session Speakers Mr. S. Ilanahai, President (CIA), Mr. Arvind Kumar, MD Chennai Petroleum (CPCL), Mr V N Shiva Shankar, V.P (SICCI) participated while the MD of Mercom Ms. Priya Sanjay welcomed the gathering.

Followed by a team of panellists M/s. Harimohanlal,

AGM –Project Development Sunsure Energy, S I Balaji, Associate Vice President Evolve Energy, Pratik Bhat, Sr. Vice President – Business Development Insolare and Dr Nikhil Tambe, CE) – Energy Consortium IIT Madras Chair – Energy Committee, SICCI and S. Nataraj Sr. Assistant Vice President – RE Projects Swelect Energy, elaborated on the Clean Power Purchase Options & Technologies Maximizing ROI and reduction in the

cost of the electricity bills.

Post lunch session, Dr. Beela Rajesh IAS, Principal Secretary, Energy Dept. Govt. of Tamil Nadu, briefed about the state Govt. achievements towards the projects taken and performed so far for the renewable energy, solar in particular.

On the Important topics on the Innovative Financing Solutions and the ways to access Cheam Loans, were discussed in the presence of M/s. C. Anburaj DGM, SIDBI and Jaideep Bhopale, Lead Sales – Partnerships, Ecofy,

who clarified various points raised by the audience.



CLEAN ENERGY



NEW INITIATIVE TO SCALE LOW-CARBON FUEL PRODUCTION

NEW INITIATIVE TO SCALE LOW-CARBON FUEL PRODUCTION
ADOPTED BY MINISTERS AT GLOBAL ENERGY SUMMIT

GOA, The Clean Energy Ministerial (CEM) has today adopted the Clean Energy Marine Hubs Initiative (CEM-Hubs) at a summit in Goa, India. The first-of-its-kind platform brings together the private sector and governments across the energy-maritime value chain to transform maritime transportation and production hubs for

future low-carbon fuels. The CEM-Hubs initiative is initially backed by Canada, Norway, Panama, Uruguay and the United Arab Emirates (UAE) in partnership with the International Chamber of Shipping (ICS), and the International Association of Ports & Harbors (IAPH). The CEM Hubs initiative is a partnership that's jointly led by private sector and

governments working in close collaboration.

The energy maritime value chain is far from ready to transport the influx of low-carbon fuels that are expected between now and 2050. To accommodate demand, the shipping industry is expected to transport at least 50% of all traded low carbon fuels by 2050, according to the

“PORTS, SHIPPING, AND THE LOGISTICS NETWORK NEED TO BE AN INTEGRAL PART OF THE GLOBAL CLEAN ENERGY TRANSITION”

International Renewable Energy Agency (IRENA). But the production centres, vessels and port infrastructure required to accommodate expected demand do not currently exist at commercial scale.

So far only one ship in the whole global fleet has been piloted to transport liquefied hydrogen – travelling from Australia to Japan. For hydrogen derivatives such as ammonia and other low-carbon fuels moved by ships, the scale is far from what heavy industries, transport, and other sectors would require. To support the global transition to net-zero targets, shipping

is expected to transport between two and up to five times the low-carbon fuels it will consume by 2050. The mix of fuels that shipping moves will also need to change to be aligned to the Paris Agreement.

Participants have convened in Goa for the first ever CEM-Hub meeting. The initiative was adopted less than a year after it was first presented, in an unprecedented move by the Clean Energy Ministerial (CEM) that reflects the immense scale of the problem and urgency to establish solutions. The CEM-Hubs initiative and progress will be featured at the next COP28 in Dubai.

The initiative is also supported by the International Renewable Energy Agency (IRENA) and the Global Centre for Maritime Decarbonisation (GCMD).

Jean-François Gagné, Head of Secretariat, Clean Energy Ministerial, said:

“Ports, shipping, and the logistics network need to be an integral part of the global clean energy transition. The Clean Energy Marine Hubs Initiative is a truly public-private platform between energy, maritime, shipping and finance communities. It represents a unique opportunity to develop concrete implementable actions to ensure greener supply chains globally.”

The Honourable Omar Alghabara, Canada’s Minister of Transport, said:

“Canada is pleased to announce its participation as a founding member of the Clean Energy Marine Hubs Initiative, alongside esteemed partners such as the International Chamber of Shipping, the International Association of Ports and Harbours, and other countries from around the world. This vital initiative will reinforce the pivotal role our ports and marine sector will play in advancing the global energy transition. By

facilitating the secure and efficient transportation of new clean energy resources, including hydrogen, ammonia, and renewable diesel produced right here in Canada, we are taking significant steps towards a sustainable future on a global scale."

Jorge Rivera, Government of Panama's National Energy Secretary, commented:

"We are very excited about the launching of the Clean Energy Marine Hubs initiative. Without any doubt, this is going to be a turning point in these sustainable initiatives around the world, and the connection between the energy and maritime industries. We expect to have great results in the short, medium, and long term."

Bjørn Højgaard, CEO of Anglo-Eastern, commented:

"Decarbonisation continues to dominate international shipping's agenda, with alternative fuels playing a critical role in the push to net zero by 2050, as revised at this July's MEPC 80. While much has been explored and discussed about the environmental and technical aspects of alternative fuels, one key area has received less attention: the logistics of

alternative fuels. No solution can stand on its own without the necessary infrastructure to support it, which CEM Hubs is addressing."

Captain Rajalingam, MISC's President and Group CEO, said:

"As leaders in global shipping, we recognise transportation's pivotal role in transitioning to a clean energy economy. The adoption, transportation, and integration of future fuels into the broader economy demands immediate action to unlock demand and achieve scale. We are committed to driving this agenda forward, collaboratively and with purpose."

Guy Platten, Secretary General of the International Chamber of Shipping, commented:

"The momentous speed at which the CEM Hub initiative has been adopted speaks volumes to not only the scale of the challenge before us and the urgency to act, but also the economic opportunity low-carbon energy production offers – particularly to



Jean-François Gagné, Head of Secretariat, Clean Energy Ministerial

developing economies. For first movers it presents a golden opportunity to develop an industry that will catalyse economic growth and prosperity and provide energy stability for their citizens."

Patrick Verhoeven, IAPH Managing Director, commented:

"It will be the role of shipping and the ports that serve them to become the enablers of the energy transition by offering the capacity to transport what is expected to be 50% of all global zero-carbon fuels. For candidate countries this presents a golden opportunity to develop the hub concept as catalysts of economic growth and prosperity for their citizens."

CVF

OFF HIGHWAY

3rd Annual

24th August 2023 | The Eros Hotel, New Delhi

KEY SPEAKERS



Mr. Shubhabrata Saha
Managing Director & CEO
Ajax Engineering



Mr. Jaideep Shekhar
VP, Managing Director - Asia
Australia & EMEAR,
Terex India Pvt. Ltd.



Mr. G S Grewal
Managing Director, Kubota
Agricultural Machinery
India Pvt. Ltd.



Dr. S.S Thipse
Sr. Deputy Director
Power Train Engineering
ARAI



Mr. Nitin Verma
India Agriculture Precision
Technology- Business Owner
CNH Industrial



Mr. Kaushik Narayan
MD, PSN Group & CEO
Leaptrucks



Mr. Ashish Jangale
Head - Precision Farming
Solutions, Mahindra Tractor



Mr. Rahul Patil
GM Virtual Design & Verification
John Deere India Pvt. Ltd. (JDTCI)



Dr. Anil Srivastava
Professor, Energy Policy &
Environment Solutions, IIT Kanpur
& Director, Epsilon Advanced Materials



Mr. Yuvraj Sarda
Head- E-mob Solutions
Volvo Construction Equipment

KEY THEMES OF
DISCUSSION AT
CVF OFF HIGHWAY 2023

EMISSION NORMS
CONSTRUCTION & MINING EQUIPMENT
ELECTRIFICATION & HYDROGEN
TECHNOLOGICAL TRENDS
TRACTOR & FARM EQUIPMENT

PARTNERS 2023

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For more information on how to get involved, Please contact:

RAGHAV SHANKAR
E: raghav@threefold.in
M: +91 9599881027

RAHUL KHURANA
E: rahul@threefold.in
M: +91 9599881028

SIMREN SONI
E: simren@threefold.in
M: +91 9871280628



AIMTC MET TRANSPORT MINISTER, GOVT. OF MADHYA PRADESH

TEAM AIMTC MET SHRI GOVIND SINGH RAJPUT, HON'BLE TRANSPORT MINISTER, GOVT. OF MADHYA PRADESH

Shri S.K. Jha , IAS, Transport Commissioner, Government of Madhya Pradesh met Shri Arvind Saxena , IAS , Additional Transport Commissioner and senior officials at the Minister's official residence in Bhopal at late hours on July 15, 2023 at Bhopal, Madhya Pradesh. Gave an ultimatum to take a strong decision on in case

no positive outcome is forthcoming on abolishing of the border posts by 15th August.

The top leadership of AIMTC and senior leaders of affiliated associations in Madhya Pradesh met Shri Govind Singh Rajput, Hon'ble Transport Minister of Madhya Pradesh, along with Shri S.K. Jha, IAS, Transport Commissioner,

and Shri Arvind Saxena, IAS, Additional Transport Commissioner, in a late-hour meeting at Bhopal, Madhya Pradesh.

During the meeting, team discussed the issue of illegal borderposts and highlighted the incidents of forced extortion, harassment, and exploitation faced by transport brethren. Also brought to their attention

the meeting held under his chairmanship in Bhopal on December 15, 2022, where a committee was formed, chaired by Shri Arvind Saxena, IAS, Additional Transport Commissioner of Madhya Pradesh, to assess the situation and submit a report on the necessary measures to be taken for abolishment of the border checkposts. The committee was expected to submit its report within three months, and the term of this committee ended on March 3, 2023. However, there was a delay in submitting the report.

On June 7, 2023, a detailed discussion took place in Gwalior with Mr. S.K. Jha, IAS, regarding the report's observations on abolishing border posts in the state. He had informed us that the report would be presented to the Principal Secretary on June 8, 2023. Furthermore, he assured us that within a month, they would hold a meeting with Shri Govind Singh Rajput, Hon'ble Transport Minister, to discuss the abolishment of border posts in the state.

During the meeting it transpired that the Transport Department has submitted a positive report to the government, expressing their support in principle for abolishing the border posts. The

Minister mentioned that the decision-making process would take approximately two months, as it requires recommendations from the Finance and Legal Departments. Afterward, the Hon'ble Chief Minister will make a decision based on those recommendations.

AIMTC expressed their concerns to the Minister about the growing frustration within the transport community due to the delay in decision-making. Without any concrete response, unable to pacify discontentment and angst. Hence, urged the Minister to make a decision to abolish the border posts in the state by August 15, 2023. Also emphasized that failure to do, so would compel the transport community to take a strong decision on August 16, 2023.

TRANSPORT



IPOWER BATTERIES BAGS MULTIPLE AWARDS IN VARIOUS CATEGORIES

IPOWER BATTERIES BAGS MULTIPLE AWARDS IN VARIOUS CATEGORIES AT THE EV BATTERY EXCELLENCE AWARDS 2023

Delhi, 19th July 2023: Pioneers and leading manufacturers of batteries in the country, Ipower Batteries have bagged awards in multiple categories at the EV Battery Excellence Award 2023 by Emobility+.

The company bagged awards in categories of- New Product Launch of the Year- Rugpro, Company

of the Year: Material & Chemistry Innovation of the Year and Company of the Year: After-Sales Support

The company has grown from strength to strength owing to their state-of-art R&D (ISO certified) and manufacturing which enables their team to develop innovative and long term solutions pertaining to different needs of various

Electric Vehicle segments and businesses and offers tailor made solutions for each. The products by Ipower especially the launch of new LMFP (Lithium Manganese Iron Phosphate) chemistry based Rugpro series is being hailed as the game changer for the EV two-wheeler industry and has generated wide spread interest in the market.

Elated over the announcement and upon receiving the awards, **Mr. Vikas Agarwal, Founder & Managing Director, Ipower Batteries Pvt Ltd** said, *"We are happy that our efforts to create a long-term solution to existing needs of the market has been recognized and this has motivated us to build a strong supply network for such products. There is a huge existing demand for such products both at B2B and B2C level which we aim to fulfill over and offer our innovative research driven solutions for furthering the penetration of EV within the country".*

Ipower has launched about 50 service centre's in collaboration with various companies. It is driven towards fulfillment of company's vision towards a full proof after sales service commitment. The enormous positive response this has received has motivated the team to work towards establishing a widespread network of these centres.

The company is determined to empower the electric mobility segment by providing smart batteries and allied solutions, in a bid to create an ecosystem to promote a pollution free future. They also offer tailor made battery solutions for 2- wheelers, 3- wheelers,

OEM's, solar energy solutions, industrial batteries, medical instrument batteries, weighing scale batteries and other segments. The company is aiming at fulfilling the demand for clean energy solutions with regards to India's mobility and other crucial such requirements. The company's Made in India technology has received an immense push and recognition with these awards bestowed upon them for their ongoing work giving a further push to meeting India's long-standing demand for such products which are ideated, engineered, and developed in India.



**Mr. Vikas Agarwal, Founder
& Managing Director, Ipower
Batteries Pvt Ltd**



TCIEXPRESS REACHES SUSTAINABILITY MILESTONE

TCIEXPRESS REACHES SUSTAINABILITY MILESTONE WITH INDIA'S AND SOUTH ASIA'S FIRST LEED-CERTIFIED GREEN EXPRESS B2B SORTING CENTRE

Gurugram, TCI Express Limited (TCIEXPRESS), India's leading B2B express logistics company, is proud to announce that its Gurugram-based 'GIGA' sorting centre has been certified with the Leadership in Energy and Environmental Design (LEED) Gold Rating. TCIEXPRESS is the first B2B express logistics company in India as well as South Asia to receive such an esteemed certification for a sorting centre.

The prestigious U.S. Green Building Council (USGBC) has recognised TCIEXPRESS's sorting centre for its remarkable sustainability

practices, awarding it the 'Gold' rating under the LEEDv4 BD+C Warehouses and Distribution Centres rating system.

This distinguished recognition, one of the world's most renowned certifications for sustainability, underscores TCIEXPRESS's unwavering dedication and innovative approaches towards sustainability and environmental responsibility.

The company's remarkable achievement was made possible with its most advanced and eco-friendly automated sorting centre,

'GIGA,' which is the first and largest facility of its kind in India.

Spanning across an impressive 2 lakh (200,000) sq. ft., the TCIEXPRESS's 'GIGA' sorting centre has been meticulously designed and constructed with a focus on green building principles meeting international standards. The facility leverages solar power as a primary source of energy, aligning with TCIEXPRESS's dedication to green energy utilisation and carbon neutrality.

The LEED Gold certification represents one of the most

esteemed accolades in the field of Green Building in the world. USGBC experts thoroughly evaluated the TCIEXPRESS sorting centre against a comprehensive set of sustainability parameters before bestowing this recognition. The facility excelled in numerous areas, including:

- *Rainwater management and renewable energy production*
- *Innovation and the presence of LEED-accredited professionals*
- *Reduced parking footprint*
- *Construction and demolition waste management plan*
- *Daylight Simulation and sustainability innovation*
- *Indoor and outdoor water use reduction*
- *Construction indoor air quality management plan*
- *Green Power, Carbon offsets and optimised energy performance.*

As the first LEED-certified Green Express B2B sorting centre in South Asia and India, TCIEXPRESS's 'GIGA' sorting centre has set a new benchmark for sustainability in the logistics industry. The facility's rainwater management system ensures efficient collection and utilisation of rainwater, minimising water wastage.

With the installation of 600 kWh solar panels, the sorting centre harnesses clean and renewable energy, reducing its dependence on conventional power sources and significantly lowering its carbon footprint. The presence of LEED-accredited professionals ensures that sustainable practices are implemented throughout the facility, from design and construction to daily operations.

In pursuit of TCIEXPRESS's sustainability goals, the company has implemented energy-efficient LED lighting at the 'GIGA' sorting centre, resulting in reduced electricity consumption and heat index. TCIEXPRESS's Smart Sync technology has effectively optimised generator usage, minimising carbon footprints. Additionally, the adoption of battery-powered forklifts and insulated building design has led to decreased emissions and power usage. Through solar plants at the Gurugram and Pune sorting centres, TCIEXPRESS successfully generated 804,311 kWh of renewable electricity in FY 2022-23.

Furthermore, the Gurugram-based 'GIGA' sorting centre places a strong emphasis on waste management, incorporating a comprehensive plan to minimise construction and demolition waste. The centre mitigates its environmental impact and contributes

to a circular economy by prioritising recycling and responsible waste disposal practices. The facility also prioritises the well-being of its occupants by implementing measures to enhance indoor air quality and reduce water consumption both inside and outside the premises.

TCIEXPRESS is proud to be at the forefront of sustainable logistics in Asia. The LEED Gold certification for its cutting-edge sorting centre 'GIGA' underscores the company's commitment to building a greener future. By integrating cutting-edge technologies, renewable energy, and environmentally conscious design and construction practices, TCIEXPRESS continues to lead the way towards a more sustainable and resilient logistics sector in the region.

TCIEXPRESS is India's leading provider of customised B2B express distribution solutions. With over 950 owned branches across the country and a wide network of 50,000+ pick-up and 60,000+ delivery points, it ensures time-definite last-mile delivery across the country. TCIEXPRESS caters to various industries such as automobiles, pharmaceuticals, electronics, retail, e-commerce, and telecommunications, providing exceptional express delivery services.



REVOLUTIONISING THE INTRALOGISTICS AND WAREHOUSE AUTOMATION INDUSTRY

ARMSTRONG DEMATIC: REVOLUTIONISING THE INTRALOGISTICS AND WAREHOUSE AUTOMATION INDUSTRY WITH AI AND BI DRIVEN SOLUTIONS

Pune, Armstrong Dematic have established themselves as a leader in intralogistics & warehouse automation industry through their relentless pursuit of innovation and customer-centric solutions. With extensive research and

development, they leverage cutting-edge technologies like robotics, AI, and data analytics to optimize warehouse operations. The tailored systems address unique client challenges, offering modular and scalable solutions for future growth. Supported

by a team of experts, they provide comprehensive support from consultation to maintenance. Their track record of successful implementations and long-term client relationships demonstrates their commitment to delivering outstanding results.

They continue to stay at the forefront by driving efficiency, reducing costs, and improving productivity for clients, solidifying their position as an industry leader.

Vinit Majgaonkar, Chairman, Armstrong Dematic says: *"Intralogistics is poised for significant transformation. We anticipate a shift towards interconnected systems, where warehouses, distribution centers, and transportation networks seamlessly exchange data in real-time. That will be a major step towards omnichannel fulfilment. This will facilitate end-to-end visibility, enabling businesses to optimize their supply chain operations and respond swiftly to changes in customer demands. Additionally, the use of advanced analytical software and predictive modeling will enable proactive maintenance, reducing downtime and improving equipment reliability. Multiagent Orchestration Platforms will enable seamless interaction between devices and softwares alike. This integration of technologies will not only streamline intralogistics but also contribute to increased customer satisfaction and cost efficiencies."*

Discussing the key trends that they foresee in the future of warehouse automation, Mr Vinit said that the key

trends & advancements will be centered around omnichannel fulfillment and multi-agent orchestration platforms. He mentioned that the growing demand for seamless customer experiences across multiple channels, warehouses will increasingly focus on integrating their operations to handle e-commerce, brick-and-mortar, and hybrid models efficiently. Leveraging advanced technologies such as AI, machine learning, and robotics, apart from ASRS, sortation and video analytics, warehouses will optimise inventory management, order processing, and fulfilment.

Multi-agent orchestration platforms will enable real-time coordination and collaboration among various automation systems, ensuring smooth workflow orchestration and maximising operational efficiency. This integration will enable warehouses to adapt swiftly to changing consumer demands and maintain a competitive edge in the evolving market landscape.

He went on to talk about the challenges that companies may face when implementing warehouse automation solutions, and suggested ways to overcome them. He suggested that, maintaining flexibility and adaptability is crucial in the face of evolving customer demands

and market dynamics. Companies should consider scalability and modularity when selecting automation solutions, allowing for easy expansion and reconfiguration as business needs change. Legacy systems may not be compatible with new technologies, requiring careful planning and coordination. By engaging experienced automation partners, companies can leverage their expertise in system integration, ensuring seamless interoperability between existing and new systems.

Workforce resistance and skills gaps are additional challenges that organisations may face. Addressing these concerns through transparent communication, training programs, and upskilling initiatives can help employees embrace automation as a tool to enhance their roles and productivity. Lastly, data security and cybersecurity pose significant challenges in an automated environment. Protecting sensitive data, securing networks, and implementing robust cybersecurity measures are imperative. Armstrong Dematic uniquely crafts solutions keeping in mind the above challenges faced by their customers.

When asked about how does Armstrong Dematic aim to stay ahead in this

REVOLUTION



**Vinit Majgaonkar, Chairman,
Armstrong Dematic**

to meet their requirements. Furthermore, we prioritize building a team of experts with deep knowledge and experience in warehouse automation and intralogistics. Our team

rapidly evolving landscape of warehouse automation and intralogistics, he said, "Staying ahead in this dynamic industry requires continuous innovation and a deep understanding of our customers' evolving needs. Our company is committed to investing in research and development to bring forth new and improved solutions and has a dedicated team for New product development. We believe in building strong relationships with our customers, understanding their pain points, and providing tailored and uniquely crafted solutions

stays up to date with the latest industry trends and advancements, enabling us to provide cutting-edge solutions and valuable insights to our clients. Through these strategies, we aim to not only meet but exceed the expectations of our clients, helping them optimise their warehouse operations, reduce costs, and gain a competitive edge in the market. We are dedicated to being a leader in warehouse automation and intralogistics, driving innovation and setting new standards in the industry."

**"INTRALOGISTICS IS
POISED FOR SIGNIFICANT
TRANSFORMATION."**



TATA MOTORS PROVIDES HANDS ON AUTOMOTIVE SKILLS TO SECONDARY AND SENIOR SECONDARY STUDENTS

TATA MOTORS PROVIDES HANDS ON AUTOMOTIVE SKILLS TO SECONDARY AND SENIOR SECONDARY STUDENTS IN PARTNERSHIP WITH JAWAHAR NAVODAYA VIDYALAYAS (JNVS)

First automotive firm to tie-up with JNV for vocational education

Tata Motors, India's leading automobile company, has joined hands with Jawahar Navodaya Vidyalaya to provide knowledge, hands-on automotive skills and industrial exposure to the students of secondary and senior secondary students of JNV as a part of the vocational courses envisioned in the 'National Education Policy 2020'. Launched in 2022, the programme is

on offer at 25 JNVs across Gujarat, Maharashtra, Jharkhand, West Bengal, Karnataka, Uttar Pradesh and Uttarakhand. So far, 2500 students have been imparted training under the programme and the training is expected to cover 5000 students this year.

Under this unique initiative, Tata Motors is utilizing its extensive expertise in the automobile domain to provide Automotive Courses (404 & 804) for vocational skilling to the students of JNVs. The course is offered to students in 9th to 12th grade

and the curriculum and lab setup has been designed as per the CBSE guidelines and with inputs from the Tata Motors team. The program aims to equip students with hands-on automotive skills and industry exposure right within the school premises.

Tata Motors has created the required 'Automotive Skill Lab' infrastructure at 25 JNVs schools and also conducted a training programme for the instructors teaching these vocational subjects. The training was conducted at the Tata Motors plant in Jamshedpur. After



finishing their schooling with vocational automotive skills, students can opt for Diploma in Mechatronics that will be fully funded by Tata Motors. The students get an exposure to the on-the-job training in the TML manufacturing facility while earning stipend from the company. Post this, the students can either seek opportunity within the automotive industry or pursue B. Tech in engineering and follow the career progression thereafter.

Vinod Kulkarni, CSR Head at Tata Motors said, *"We are committed towards enriching the lives of the youth of the country and upskilling is one of the means to achieve this goal. We are delighted to work with Jawahar Navodaya Vidyalayas to make students from underserved communities employable thus fuelling their career ambitions as well. The progression of the course into professional education helps students to envisage their future*

in this field. Further, this project reiterates our commitment to nurturing talent, empowering youth, and bridging the skills gap in the automotive industry under the 'Skill India Mission'. We are happy to enable cultivation of an engaged and skilled workforce and creating a future-ready workforce in partnership with JNVs."

Vinayak Garg, Commissioner, Navodaya Vidyalaya Sangathan said, *"We are delighted to partner with Tata Motors in this first of its kind of initiative wherein we are providing our students access to holistic education that includes both academic as well as vocational streams as per the NEP 2020. This partnership will enable the students get necessary knowledge and skills to succeed in a particular career or trade and align themselves with the current trends in the automotive industry."*

"WE ARE COMMITTED TOWARDS ENRICHING THE LIVES OF THE YOUTH OF THE COUNTRY AND UPSKILLING IS ONE OF THE MEANS TO ACHIEVE THIS GOAL"



IPM INDIA INTRODUCES ELECTRIC VEHICLES

IPM INDIA INTRODUCES ELECTRIC VEHICLES TO OPTIMIZE SUSTAINABLE LOGISTICS NETWORK

The first and a significant start in the journey of sustainable logistics: EVs to save more than 13 tonnes of CO₂

NEW DELHI, IPM India Wholesale Trading Private Limited (IPM India), a country affiliate of Philip Morris International, Inc. (PMI) adds electric vehicles (EVs) to its logistics fleet for optimisation of sustainable

logistics network

Introduced in Delhi-NCR and Mumbai, these vehicles will save more than 13 tonnes of CO₂. In line with the organisation's long-term sustainability goals and the core objective of reducing carbon emissions - the deployment of the EVs is the first and a significant start in the journey of sustainable logistics. Each EV has the

capacity to carry weight up to 1000 kgs and can easily cover a distance of 100 kilometers on a single charge.

Commenting on the occasion, **Alexander Reisch, Managing Director, IPM India**, said, "We are excited to announce the addition of EVs to our logistics fleet in India. For IPM India, sustainability is

“WE ARE EXCITED TO ANNOUNCE THE ADDITION OF EVS TO OUR LOGISTICS FLEET IN INDIA”

more than just a means to minimize negative externalities and mitigate risks while maximizing operational efficiency and resource optimization. As an organisation, we see sustainability as a fundamental opportunity for innovation, growth, and purpose-led, impact-driven, long-term value creation. Accordingly, we work hard to integrate sustainability into every aspect of our business and activities. Electric vehicles

are revolutionising the world of road transport. The adoption of EVs aligns with our core values. With each new carbon-neutral initiative, we move a step closer to realizing our goal—to transition toward a carbon-neutral model.”

Sharad Aggarwal, CEO, Godfrey Phillips India (GPI), said, “We take immense pride in facilitating the introduction of electric vehicles (EVs) into IPM India’s logistics fleet and enhance our commitment to

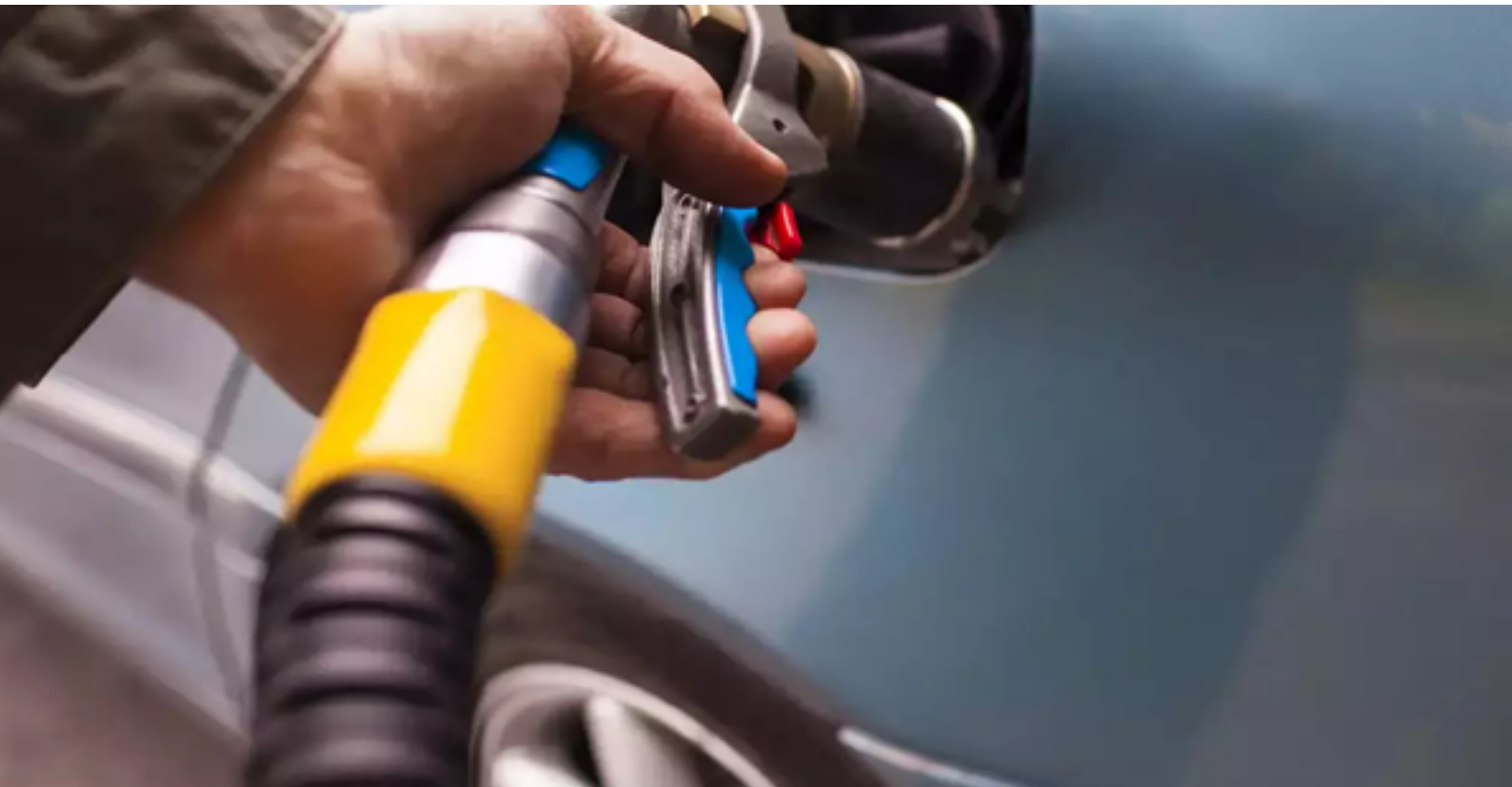
sustainability. At Godfrey Phillips India (GPI), responsible and sustainable business has always taken precedence and extends far beyond the realms of risk mitigation. This complements the ongoing

initiative of using 350+ electric scooters for last mile product deliveries by our dedicated salesmen across diverse geographies. Our progressive stride towards carbon neutrality, we bring ourselves closer to the realization of our ultimate vision—an epochal shift towards a carbon-neutral paradigm. And with IPM India as our esteemed partner, we are confident that our sustainability efforts will gain even greater strength.”

Aligned with the government’s focus on accelerating EV adoption in India and sustainable logistics, IPM India aims to create a sustainable logistics network and support India’s journey towards achieving a carbon-neutral environment. The organization plans to expand its EV fleet across key cities in India.



Alexander Reisch, Managing Director, IPM India,



INDIAN AUTO LPG COALITION URGES GOVERNMENT TO PROMOTE AUTO LPG

INDIAN AUTO LPG COALITION URGES GOVERNMENT TO PROMOTE AUTO LPG AS A CLEAN AND COST-EFFECTIVE FUEL OPTION

New Delhi, Delhi

- *The government has incentivized EV and CNG, however, Auto LPG has always been a non-subsidised fuel in the country despite it being one of the cleanest.*
- *OEMs must launch LPG variants aggressively in order to cater to the growing demand for*

eco-friendly and cost-effective vehicles.

There have been recent reports flagging a sharp decline in sales of Auto LPG vehicles since 2019 in India. A top automaker has even said to have stopped the manufacturing of its LPG models. For a country that is home to the largest number of polluted cities among

the fifty most polluted in the world with nearly 15% of its pollution coming from transport sector, the dipping sales in auto LPG vehicles is baffling. After all, auto LPG is said to be the third-most popular mobility fuel after petrol and diesel worldwide due to its enormous environmental and cost benefits.

Over decades, some of the most advanced regions or countries in the world including Europe, Australia, Japan, Russia, Italy, South Korea, Turkey, Bulgaria and the United States have seen the development of a well-oiled auto LPG ecosystem as a significant alternative to the conventional fossil fuel-based petrol and diesel. While Europe has 15.7 million vehicles powered by auto LPG and serviced by a 47,000-strong refuelling stations, a whopping 95% of taxis in South Korea run on auto gas. Similarly, 50% of taxis in Australia as also most taxis in Japan run on auto gas. And in the US too, auto LPG has seen demand from vehicle fleets including school buses, goods delivery and other government and non-government agencies. In Turkey, almost 40% of passenger vehicles and 26% of all vehicles run on Autogas. In Bulgaria, as much as 90% of LPG is consumed as an auto fuel. In Ukraine, auto gas accounts for more than one-fifth of total auto fuel consumption.

“For years now, we have been imploring the government to allow auto LPG a level-playing field in the Indian auto fuel market as a part of its broader low-carbon energy transition as well as mobility strategy. If auto LPG can turn out

as the most preferred and used fuel after petrol and diesel in most other parts of the world, what is it that prevents India from taking the auto LPG route in a more vigorous and sustained manner. After all, India does have a colossal environmental and pollution challenge on its hands with particulate matter pollution especially playing havoc with human health in our cities and elsewhere. Although low in per capita terms, India is also the third largest emitter of CO2 globally. For their part, vehicles running on autogas not only produce 90% fewer particulates and 98% lesser nitrogen oxides emissions than petrol-powered vehicles, but also up to 20% less CO2 than equivalent petrol models, all of which cannot be overlooked by any government,” said **Mr. Suyash Gupta, Director General, Indian Auto LPG Coalition.**

“The price of auto LPG has been consistently below the price of the carbon-emitting petrol and diesel in our country. In fact, the price differential in some regions particularly the south Indian market has come down to nearly 50% in recent times. Yet, traction is yet to be seen for a shift to this near-perfect clean fuel alternative. So,

just as other developed and high-income countries have promoted extensive auto LPG usage through policy intervention, whether for commercial or personal use, India must also provide sufficient policy stimulus. In other words, the authorities need to reduce the payback period or the breakeven distance for a vehicle owner to opt for either converting his existing petrol vehicle, or for purchasing a high-cost factory-built variant. For conversion, it is time that we reduce the exorbitant 28% GST on conversion kits and relax Type approval norms for them, process which is highly costly as well as tiresome. Similarly, OEMs must be encouraged through bringing down GST on auto LPG and other incentives. With the shale gas finding having transformed the US from an energy importer to an exporter coupled with India’s improved terms of agreement with West Asian suppliers, there is stability in terms of supply and pricing. At the same time, the existing vast supply and distribution network set up on account of project Ujjwala has already lowered the entry barriers for distribution across the country,” added Mr. Gupta.

**“FOR YEARS NOW,
WE HAVE BEEN
IMPLORING THE
GOVERNMENT
TO ALLOW AUTO
LPG A LEVEL-
PLAYING FIELD IN
THE INDIAN AUTO
FUEL MARKET AS
A PART OF ITS
BROADER LOW-
CARBON ENERGY
TRANSITION AS
WELL AS MOBILITY
STRATEGY**



**Mr. Suyash Gupta, Director
General, Indian Auto LPG
Coalition.**



DRONECO BY TSAW DRONES TARGETS 10 LAKHS DELIVERIES IN THE YEAR 2023

8400+ SUCCESSFUL PACKAGE DELIVERIES TO DATE, ON 3 ROUTES IN 2 STATES

Delhi, DRONECO, the logistic arm of Drone tech startup TSAW Drones has set an ambitious goal to complete over 10 Lakhs deliveries in 2023. With a track record of 8400+ successful package deliveries to date, DRONECO is steadily expanding its reach and revolutionizing the delivery industry.

DRONECO has covered an impressive total distance of 6920 kms+ delivered a cumulative wt. of 620 Kgs+.

DRONECO powered by the formidable expertise of TSAW has experienced impressive growth in its delivery operations, exemplified by the steady increase in monthly package deliveries. Started in November 2022,

DRONECO currently running 3 routes in 2 states and effectively completed a total of 8400+ deliveries. Its deliveries growing at 10% month-on-month growth rate.

DRONECO currently serving areas such as Kolkata and Nizamabad and a pilot run is going on the Noida-Meerut (NCR) route. DRONECO

aims to extend its delivery services to 2 new states with 2 new routes which includes Delhi NCR and Uttar Pradesh. Currently, the brand is witnessing high deliveries from the medical sector delivery and with its aggressive outreach approach looking forward to adding e-commerce, Q-commerce, Agriculture, and Defence deliveries in services. DRONECO's client roster comprises renowned names in the industry, including Medvolant, TATA IMG, GIMS, and Kanhaiya Life Care Medicine.

Commenting on the company's aggressive goals, **Kishan Tiwari, Co-Founder and CEO of TSAW Drones**, stated *"We are thrilled to set the bar high and aim for over 1 million deliveries by the end of this year. This ambitious target is a testament to the tremendous growth and success we have achieved thus far."* He added, *"At DRONECO, we are driven by the belief that the sky is not the limit, but our launching pad for endless possibilities. With each successful delivery, we are bridging distances, eliminating barriers, and bringing convenience to doorsteps. DRONECO is not only meant to serve as a seamless drone delivery platform; it stands as a gateway to a new era of*

connectivity. Together, alongside TSAW, we are making the impossible, possible by rewriting the rules of delivery to shape the future of logistics. A future where more cities, more businesses, and more people can rely on our innovative solutions to connect and thrive together."

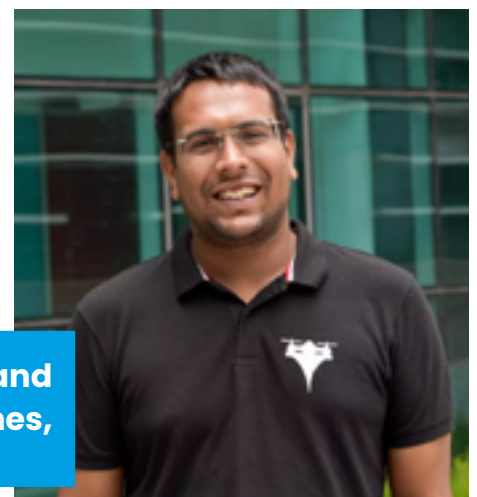
At DRONECO, the delivery process begins with securing the necessary permissions based on the designated zones. Local police authorities and Air Traffic Control are notified, and a planned route of operation is established. Operations commence according to the approved time of operation, with take-off and landing times communicated via email to the relevant authorities. In terms of performance, DRONECO has covered an impressive total distance of 6920 kms+ and delivered a cumulative weight of 620 Kgs+.

Safety and efficiency are paramount at DRONECO, which is why the drone logistics company offers special features to enhance the delivery experience. These include real-time decision-making

in the event of motor or communication issues, pre-planned flights to minimize delays, and collision avoidance capabilities. The company's visionary approach, combined with its strategic partnerships and cutting-edge technology, positions DRONECO as a leader in the rapidly evolving delivery industry.

**"WE ARE
THRILLED
TO SET THE
BAR HIGH
AND AIM
FOR OVER
1 MILLION
DELIVERIES
BY THE END
OF THIS
YEAR"**

**Kishan Tiwari, Co-Founder and
CEO of TSAW Drones,**





TVS SCS SECURES A DEAL FROM THE UK BASED 'CENTRICA PLC'

TVS SCS SECURES A DEAL FROM THE UK BASED 'CENTRICA PLC' TO TRANSFORM THEIR SUPPLY CHAIN

Chennai, TVS Supply Chain Solutions (TVS SCS), a global supply chain solutions provider with an FY 23 revenue of over \$1.2 bn, and one of the largest and fastest growing integrated supply chain solutions providers in India according to the report titled "Logistics and SCS (Supply Chain Solutions) Market in India," prepared by RedSeer, today announced that it has

secured a business deal from the iconic Centrica plc – an FTSE100 company with annual revenues of £34bn and UK's leading energy services and solutions company that also operates British Gas – for their supply chain transformation. This deal is for a period of 7 years plus option years.

Centrica, after a rigorous evaluation process, found

TVS SCS to be the right service partner to manage and transform its supply chain operations. TVS SCS, on its part, will provide its global supply chain expertise and offer a suite of its in-built, state-of-the-art proprietary IT systems – Msys – and automate the supply chain in line with Centrica's business requirements.

Mr. Ravi Viswanathan, Managing Director, TVS Supply Chain Solutions, said: *"The trust shown by Centrica (British Gas), on us through this deal, demonstrates our capabilities and expertise in the world of supply chain solutions. I am sure this partnership with Centrica will add value to their energy services and solutions business, British Gas, through our tech enabled supply chain solutions. We look forward to a fruitful and enduring collaboration that will not only benefit both the organisations but also make a positive and lasting impact on the communities we serve."*

Mr. David House, Chief Operating Officer, British Gas, said, *"We are delighted to be working in partnership with TVS SCS, a renowned leader in their field, as we embark on a transformative journey in our supply chain management. This strategic collaboration marks a pivotal moment*



**Mr. Ravi Viswanathan,
Managing Director, TVS
Supply Chain Solutions**

for Centrica as we enhance our capabilities to deliver exceptional energy services and solutions to our valued customers. We are confident that TVS SCS' solutions will enable us to create a seamless customer experience and drive operational efficiency. We look forward to a successful collaboration that will unlock new opportunities and drive growth."

This transformational deal will enable Centrica to consolidate its logistics footprint through a new Centre of Excellence campus, which will be supported by state-of-the-art automation; digital ordering and fulfillment; end-to-end visibility and planning; and a flexible final mile delivery and returns service.

TVS SCS, through its UK operations, manages circa 3 million items per day for customers across automotive, beverage, defence, healthcare, rail, and utilities sectors. These clients rely on TVS SCS' ability to create and manage a resilient supply chain that actively mitigates the risk of supply from global disruptions.

It offers a range of solutions that include consultancy, product data

**"THE TRUST
SHOWN BY
CENTRICA
(BRITISH GAS),
ON US
THROUGH
THIS DEAL,
DEMONSTRATES
OUR
CAPABILITIES
AND EXPERTISE
IN THE WORLD
OF SUPPLY
CHAIN
SOLUTIONS"**

management, strategic purchasing, data analytics, inventory management, warehousing, and last mile delivery, among others. TVS SCS operates through 45 locations across the UK with around 3000 employees.

Fleet Management Systems

5 BEST SYSTEMS FOR EFFECTIVE FLEET MANAGEMENT

TVS SCS SECURES A DEAL FROM THE UK BASED 'CENTRICA PLC' TO TRANSFORM THEIR SUPPLY CHAIN

For many companies, operating a fleet of vehicles is essential to their functioning. However, managing drivers and vehicles on the move can be a significant challenge for drivers and dispatchers. They need real-time visibility over the activities of their fleets – to ensure that deliveries are carried out safely and on schedule, and that drivers are in compliance with safety standards and other relevant laws and regulations.

An effective fleet management system fulfils these requirements, and more. The market for fleet management solutions is expected to grow to USD 52.4 billion by 2027, indicating that there will be considerable demand for such systems in the years ahead.

While selecting the right fleet management system, it is crucial to evaluate the features of various platforms and select the option that is best suited to addressing the needs of

your organization. Let us examine a few of the major fleet management systems available in the market at present:

LogiNext :

LogiNext provides a complete fleet tracking and management solution for long-haul movements. The platform is designed to address several key fleet management challenges faced by transportation & logistics companies– lack of vehicle tracking data for long-haul movements, slow/delayed responses

to dynamic route changes, lack of clarity over optimal vehicle allocation, and lack of configured alerts for preventive measures in case of any deviations.

The software offers comprehensive route planning and dispatch scheduling, real-time vehicle tracking and updates with proactive alerts, effective driver management (including the ability to reroute drivers in real-time as required), simplified order management across multiple carriers and increased scope to take corrective actions if necessary. LogiNext's solution ensures improved cost efficiency, safe operations and timely deliveries.

Connecteam :

Connecteam offers a comprehensive fleet management software that enables businesses to simplify work communication and coordinate effectively with employees. The software ensures real-time vehicle tracking, seamless payroll management and efficient workforce deployment. Its features include GPS-based timesheet tracking, employee shift and route assignment, and verification of employee presence at job sites through geo-fencing.

Samsara :

Samsara's fleet management software facilitates vehicle tracking, route optimization, fuel consumption management, and more. The software incorporates a number of features – real-time GPS tracking and smart geo-fencing to improve route performance, advanced fuel and vehicle diagnostics, and swift and simple compliance through a centralized dashboard. A key element of the Samsara platform is the automated workflows it offers to drivers, which streamlines office-to-field communication, and simplifies reporting and administration.

Onfleet :

Onfleet's fleet management tracking platform has been designed for the needs of distributed delivery fleets. It includes a route optimization algorithm that considers various factors, such as driver locations, traffic, capacity, and delivery priorities, to calculate efficient routes for employees. Onfleet aims to optimize last-mile deliveries by consolidating dispatch and routing operations on a single dashboard. The platform offers user-friendly apps for drivers to handle deliveries and provides features like proof-of-delivery through photos,

signatures, and barcodes, as well as predictive ETAs.

Fleetio

Fleetio is a fleet management software that helps organizations more effectively manage costs, as well as maintain their fleets. Its features include comprehensive asset tracking and management, comprehensive vehicle lifecycle management from acquisition to disposal, and real-time visibility enabling better fleet management reporting. Fuel management is a key focus of the platform, enabling fuel efficiency monitoring and optimizing the fleet's fuel consumption.

Moving Towards Safer and More Efficient Deliveries :

An effective fleet management system will enable your logistics & transportation managers to improve the efficiency of your fleet, reduce costs, and enhance every aspect of your fleet operations – including real-time tracking, vehicle allocation, route optimization, and compliance. Being informed about the capabilities of fleet management software available in the market will enable you to make a more informed decision that best addresses your organization's specific needs.

LOGISTICIANS AND THEIR IMMENSE CONTRIBUTION NOT BEING RECOGNIZED



Mr. Samir J. Shah,

Mr. Samir J. Shah, is a multi-faceted person - not only in the industry front like Licensed Customs Broker, Logistician, Forwarder, Influencer, Industry Leader, but also an educator - promoting an academy called JBS Academy, and Member of organizations like Gujarat Maritime Cluster, Logistics Skill Council set up by National Skill and Commerce Ministry, Government of India, Chartered Institute of Logistics and Transport, Chamber of Commerce and Industry, Apex bodies etc.

eCargoLog Team converse with him about his personal interest in the academy and also his involvement with the logistics fraternity. Here we go:

INTERVIEW :

As an alumnus of various institutions including IIM - A and as a regular; visiting or guest faculty for a number of institutions and colleges, can you tell us how Logistics Skill can be imbibed in the minds of younger generation?

There is a lack of awareness about the sector and consequentially low societal acceptance to Logistics as a career. The concept is still that of truckers or loading/ unloading of goods or maybe facilitating the regulators and now to some extent the e-Com delivery person who is very visible. This leads to a lack of interest towards this field.

An urgent programme to popularize the sector by undertaking many awareness programs at school and college levels across the country is needed. Logistics could also be introduced in the 9th class in schools.

Logistics is location neutral i.e. logisticians are needed in all parts of the country. There is no migration needed.

Logistics studies imbibe compliance; concern; structured thinking; transparency and speed. Good logistics makes a good society; bad logistics

makes a bad society.

What are the real and biggest challenges faced - rather encountered by the logistics sector currently and your advice to overcome these?

Respect for the work done by logisticians and their immense contribution not being recognized is one of the major challenges of this sector. A misconception about the sector is very evident.

This is a sector which will need rapid adaptation but will never be disrupted. We will survive every possible change.

The need is to create a societal acceptance of this sector. We could start by ensuring numerous certificate; diploma and degree courses at the under graduate level. The blue collared in Logistics do not need to be English experts. This makes it an easy entry into Logistics.

Can you share your journey or more about the JBS Group - providing services which focus on customer centricity rather than profit making motive?

We are guided by 2 principles - Success is an inspiration; Failure is an experience. The endeavor is to follow this in every activity undertaken. We also work to our satisfaction rather than

the client's satisfaction, since we believe that the standards one sets up for himself are always higher than expectations of others. We try and push work related information on real time basis to our clients and associates. We share as much information as possible with our clients. We believe a knowledgeable client is much easier to handle than an ignorant one. Compliance; transparency and speed are our drivers.

As the Chief Mentor and Director of JBS Academy, can you brief us about the achievements and your mission to reach the goal setting?

The experience of my visits to over 25 Indian cities where Customs clearance and Freight Forwarding is undertaken was a lack of domain knowledge in the practitioners. This led to their low self-esteem and gave the regulators an opportunity to deride my fraternity members. The solution is a knowledgeable workforce. We work primarily on skill updating the blue collared logisticians.

We have designed a number of certificate; diploma; advanced diploma; degree programmes in EXIM Logistics; Air Cargo; Courier and Warehousing; Many are under development. These have been offered to various



Universities; Logistics Sector Skill Council and private institutions across the country.

We are an affiliated institute of Kaushalya The Skill University and offer a degree programme in Logistics; post Graduate diploma in Customs Clearance and Freight Forwarding; PMKVY programmes and a few certificate programmes.

In partnership we offer short programmes and many universities to the undergraduate students in International Business; Customs clearance and Freight Forwarding.

We have published over 50 books on Customs Clearance; Freight Forwarding and various topics of International

Business.

We have also tied up with over 50 companies for placement of our students as well as internship.

We endeavor that all our students make a port visit; CFS visit; Air cargo complex visit as well as give them an opportunity to undertake internship at socially vigilant organisations.

Our efforts have been appreciated by many institutions.

Your plan of expansion of the Academy, PAN India in view of the fact that B School offering Supply Chain for MBA, started Data Science?

The immediate solution is to skill up date the working professionals. The long-term solution is to offer multiple options at the various universities.

We are open to all types of partnerships with private as well as universities for knowledge enhancement in this sector.

As a veteran of the industry, your role played at FFFA – as an Advisor, ACAAI – currently as Hon. General Secretary and FIATA – as Vice-Chairman of the Customs Affairs Institute, with decades of experience, your forecast on the logistics industry outlook for 2023?

The need for EXIMlogisticians is going to increase. India's dream of being an economic superpower will be only thru this segment.

Though the Trade Facilitation Agreement makes usage of a Customs broker non mandatory, it is seen that world over more than 98% of consignments are handled by Customs brokers. We remain an indispensable service.

The carriers having understood our importance are setting up Freight Forwarding companies.

The future will need us more.

This space will be open only to those who believe and practice compliance; safety; security; transparency while maintaining the sovereignty of the country where they operate. There will be little space for relationship management.

What are your views about achieving or vision of USD 5 Trillion Indian Economy by the GoI by 2025?

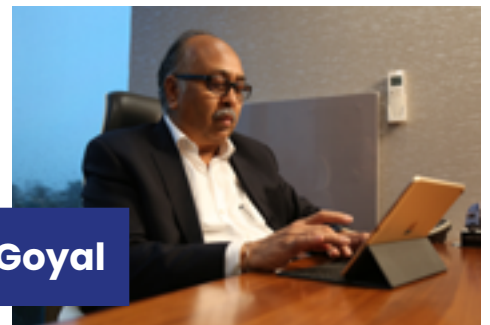
It is an achievable target. All the required ingredients are present – the aspirations of the young; coupled with our enterprising nature supplemented by Government support.

We must not lose our focus and a collective effort for common good will help us achieve the same.

MULTIMODAL TRANSPORTATION CHALLENGES



**Mr. Ashok
Goyal &
Abhishek
Goyal, BLR**



Mr. Ashok Goyal

Mr. **Ashok Goyal** is the Managing Director of BLR Logistiks and is the longest serving director currently on board. Mr. Goyal has been on the board for more than 34 years. With Mr. Goyal at the helm, over the years, BLR has grown to become one of India's largest and most trusted 3PL companies offering integrated solutions supported by robust IT systems for efficient operations and end-to-end visibility. The current footprint includes 600+ owned and attached vehicles, 25+ GN and over 14lakh sq.ft. of custom bonded warehousing space across all major cities. Mr. Goyal has been the President of BGTA and is an active member of AITWA.



Abhishek Goyal:

Abhishek is the third generation at BLR Logistiks. Since joining the business in 2017 he has since taken on leadership roles within the organization. Currently, Abhishek is responsible for leading various teams, including IT, Business Innovation, Compliance, and Safety. These teams are critical components in the smooth functioning and growth of a logistics company. Abhishek has pursued higher education, completing his post-graduation in Marketing and Finance from the University of Wales

INTERVIEW :

Can you brief us about your success story on Multimodal Transportation Services Mr Ashok Goyal?

Our distance from South India to North India is more than 3000 km and if you move it by road, it will be very very expensive. modes of transportation. So from south we carry cargo in ships from south to Mundra port. From Mundra port we move the cargo by train to ICD in North India and from North India to the last mile again by road. The time taken is a little high but the savings is almost 30% for the customer and this has been a great hit. A lot of customers are moving their cargo by this mode.

What are all the challenges faced by the Logistics

Industry - is a common question – but could you elaborate more on 3 PL front?

Lack of proper infrastructure at the loading and unloading points is the biggest challenge. If we are sending the cargo in remote areas, as a 3PL we would prefer to send palletized cargo so that damages in transit are less. But unfortunately at the unloading point there is no infrastructure to unload pallets, basic facilities like ramp or forklift are missing in most of the locations. Secondly, when we are moving goods via multi-modal, the challenge of e-waybill, every time you changed or it has to be modified. So one person is always constant on the job as a small mistake in not extending the vehicle or not changing the vehicle number or the charter

number could result in a lot of very high penalties for the lords player as well as the customer.

Do you think 'shortage of new talents or finding them difficult', is one of the challenges?

It's fact that there are no proper training schools or colleges which are giving education for logistics services and everybody learns by the experience on the field. So this is a challenge as the new players, as a new person who joins the lawsuit industry is not trained and this amounts to a lot of wastage and loss of time to get him trained.

Your motto 'Safety First' is adorable and your comments on the recent announcement of A/C cabins, for the drivers and your support to their better

lifestyle, if any?

AC cabins will definitely help in the safety of the drivers for the simple matter that most of the accidents happen in the night between 3 to 5 and if they get AC cabins they will not need to drive in the night. Currently drivers do not drive during day time because of the extreme weather conditions. It is very very hot during afternoons and it is unbearable to fly a vehicle with the temperature ranging from 40 to 45 degrees. So if they start flying in the afternoon, this would help in preventing road accidents during night as they will not feel sleepy. And also I feel AC cabins will improve the productivity and they would be able to clock more mileage during, let's say from 400 to 600 kmph. So we welcome the move of making AC cabins mandatory.

You have been receiving awards and accolades: any new feather added in your cap recently or you dream to have one?

When you receive awards you really feel happy that your good work has been appreciated. And recently we have been awarded with the best CNF service provider by one of our clients. And even though we are new entrants, about 3

years ago we started their business, but within the span of 3 years we have emerged as one of the best CNF service providers, which really motivates us to work harder and give better services to the clients. Driver tech ka hai wo main bolunga. Well, you have a vast area of operations for your warehouses.

Abhishek Goyal, What kind of DriveTech you adopt in your system and how this has resulted?

We have advanced robotic devices with lidar sensors that map out the driving environment and give us a driver risk profile based on which we are able to give detailed one on one counselling to drivers to improve their driver behavior. Apart from this we are also using ADAS and DMS systems that help in real time accident prevention by giving various warnings such as drowsiness, smoking, unattentive, mobile use, lane departure, collision warning etc. We also have OBD devices in all our vehicles that gives us a driver behaviour scorecard of all our drivers. All this tech has helped us to ensure that our drivers are constantly improving their driving habits and that we are able to ensure that only the

safest drivers are carrying precious or dangerous cargo of our customers.

Well, Mr Ashok, you have a vast area of operations for your warehouses; and, any PAN India expansion you propose to have?

Currently our model of warehousing is we make built to suit warehouses as per the customer needs. So definitely we look forward to working in any part of India if the customer is looking at any particular city. We already have network of branches for our road transportation so arranging a warehouse at any remote location in India is not that challenging for us.

This question to both of you ! Any CSR activity, for the betterment of the community that you can be proud with?

Apna Ghar Ashram

We are closely associated with Apnagar Ashram, Bharatpur, which is doing a remarkable job. And 4500, we call them Prabhujans, 4500 people are staying under one roof. who are abandoned by their family members or are lying on the road in a very bad condition, they are nursed back to health. They stay there, all the food, medical,

everything is taken care of. And once, if they, we try to contact the family members and if they want to take them back, they go back or they stay there. It's a complete, it's a private organization working

only on private donations. And the best part is they do not go door to door asking for donations. It is very remarkable that they just write a letter to God that this is their requirement and you will be surprised that by evening whatever is required is automatically arranged. So that is one area where we are working. So that is one area where we are working. Secondly, we have been providing vocational services.

Our Initiative in Skill Development for Students

We are also sponsoring vocational training for 225 students in two colleges in Mumbai who come from economically weak backgrounds. These courses are designed especially to help them get ready for the work environment and improve their employability. BLR has partnered with FDP Skilling Solutions LLP (www.samahskilling.in) who, along with resource partners, have created a curriculum for students in the final semester of their It is imparted at

a time when students prepare to transition into their chosen profession and make informed career path decisions.

Career Guidance:

This module provides students with an overview of the job market, analysis of current trends, the most in-demand skills and potential career paths available to them. Students are also guided on how to create an effective resume, prepare for job interviews and how to market themselves to prospective employers.

Mentoring:

Students are provided with one-on-one mentoring sessions with industry experts. The mentors guide students in identifying their strengths and weaknesses, developing career goals, and mapping out a career path. Workplace Behaviour: this module focuses on developing students employability skills such as communication, teamwork, problem-solving and critical thinking. These skills are essential to get started in any work environment.

It also introduces students to application software that is used in business (Microsoft Office Applications). It is an

approximately 45-hour programme, conducted in classroom sessions over a 2-month period.



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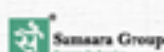
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Email: sales@hevilogistics.com

www.hevilogistics.my