

BLRCONNECT

OCTOBER 2018 TO MARCH 2019



BLR Logistiks (I) Ltd

Trust. Talent. Technology.

From the MD's Desk

It is heartening to note that the transport industry is doing various initiatives which recognize the pivotal role what drivers play in it. BLR organized, with Tata Motors and Kamal Motors, a Super Saarthi program, a Driver Rewards and Recognition Initiative on 21st January 2019.

Further to our commitment to safety, BLR has launched our 24X7 control tower to actively monitor trips with a proactive approach towards achieving zero accidents. A four-team works 24X7 in 3 shifts to actively monitor and prevent night driving, over speeding, harsh braking and continuous driving beyond 8 hours. At BLR, we believe Safety is no accident and setting up this control tower is a proactive step by us to improve safety levels.

I had the gratifying experience of interacting with youngsters during a guest lecture at the Durgadevi Saraf Institute of Management Studies.



This issue of BLR Connect will give you more information about these initiatives and activities and also highlight important developments the Company in the recent past.
Happy Reading !!!

Ashok Goyal
Managing Director



Super Saarthi - A Driver Rewards & Recognition Initiative



**Organized by TATA Motors,
BLR Logistiks & Kamal Motors Team on
January 21, 2019**



- A driver Rewards and Recognition initiative to engage with one of the biggest influencer segment- drivers
- Recognizing the services & efforts of the driver community for the Key Accounts
- Higher engagement with driver segment, building stronger affinity



Criteria for Selection of Top Performers:

- Max. no. of years of association with key account owner
- Best Mileage
- Most punctual
- Least accident cases
- Clean behavioral record

Rewards:

- Stage 1: Goodie bags for 100 drivers
- Stage 2: Branded wrist watches for Top 20 drivers
- Stage 3: ₹ 10,000 cash prize to Top 3



◀ Top 20 drivers were awarded with Branded wrist watches.

In picture - Top 20 drivers with BLR Logistiks team, Kamal Motors team & TATA Motors team.

▶ Top 3 drivers were awarded with ₹ 10,000 cash prize each.

In picture - Top 3 drivers with BLR Logistiks team, Kamal Motors team & TATA Motors team.



◀ Top 3 Drivers, received cash prize worth ₹ 10,000 each, from Mr. Ashok Goyal MD - BLR Logistiks (I) Ltd, Mr. Vijay Sharma GM, Sales - Tata Motors Limited & Mr. Rampal Yadav, Fleet Manager - BLR Logistiks (I) Ltd



▲ FREE Eye Check-Up Camp was organized for drivers & mechanics
Free spectacles were given to the ones, who were diagnosed with a poor eye-sight
62 people availed the free check-up camp services, 45 people availed the free spectacles
20+ drivers queued-up, awaiting their turn for Eye check-up camp

BLR Logistik (I) Ltd Control Tower



BLR Control Tower Team major responsibilities

Proactive monitoring of Vehicles:

- ✓ Night driving
- ✓ Over speeding
- ✓ Continuous driving beyond 8 hours
- ✓ Harsh braking

To communicate with our Fleet – Drivers:

- ✓ Fleet safety
- ✓ Own vehicle productivity like to monitor GPS devices is working properly, provide

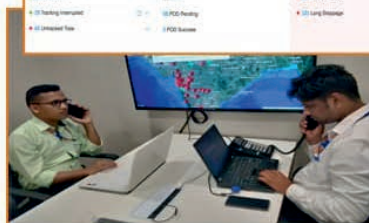
a daily snap shot of vehicle, timely submit transit time report & Month summary for own vehicles.

- ✓ Educate drivers regarding E-way bill.

To maintain the exception report (to be used in case of any vehicle meeting with an accident) along with action taken.

Maintain inventory of Portable GPS devices and to ensure turnaround for most efficient usage.

Dear Customer,
We are Happy to Inform you that BLR's 24/7 Control Tower is Now Live!



Proactive approach to control violations

- Night Driving
- Over speeding
- Harsh Braking
- Continuous Driving

Pre Trip Driver Briefing

- Create awareness about HAZ cargo safety
- Do's & Don'ts for Safe Driving

24/7 Helpline for Emergencies

- Emergency Response SOP

Proactive Root Cause Analysis in case of

- Violations
- Exceptions
- Accidents

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Safety Is No Accident

BLR Logistik (I) Ltd

Importance Of ISO Certificate in BLR

BLR Logistiks (I) Ltd. is proud to receive certification that its Occupational Health & Safety Management complies with the requirements of ISO 45001:2018. This certificate complements our earlier certification for Environmental Management System under ISO 9001:2015 and Quality Management System under ISO 9001:2015.

These internationally recognized standards ensure that our products and services meet the needs of our clients through an effective Quality & Environmental Management System and Occupational Health & Safety Management. We have developed and implemented our services in order to improve the overall performance, maintain a high level of quality and strong customer service and to provide a sound basis for sustainable development initiatives. Our decision to work towards ISO 9001, 14001 & 45001 accreditations demonstrates the commitment to providing high-quality and consistent services to our clients and our ongoing investment in our business growth. To become ISO certified company, BLR

underwent an evaluation process that included quality & environmental management system development and occupational health & safety management, a management system documentation review, audit and initial assessment which was very successful as no non-conformances were identified.

The ISO certificates are the assurance that we have robust, clearly defined procedures in place in all our business areas such as Transportation, Warehousing, and Logistics and so on. Being ISO certified, it not just ensures 100% reliability of our services, but also helps us by converting customer feedback into project tasks.

Therefore, we can proudly and safely state that BLR is built with quality and transparency in mind. We integrate the attitude of quality in our daily work and continuously challenge ourselves to improve the Quality & Environmental Management System and Occupational Health & Safety Management to provide services that meet or exceed the needs and expectations of our customers, always complying with the specifications and regulations.

New Clients added by Marketing Team

BLR appreciates entire Marketing Team for new Customer Acquisition efforts. We appreciate the time and effort team invested to not only

get new clients, but to ensure the clients are satisfied with every step of the process of BLR. New Clients of BLR are:



Pentair

who started business
with BLR from
October, 2018



Sun

**Pharmaceutical
Industries Ltd**

who started business
with BLR from
October, 2018



**The Coca - Cola
Company**

who started business
with BLR from
January, 2019



**Vegetable
Vitamin Foods
Company
Pvt Ltd**

who started business
with BLR from
March, 2019



BLR Environmental Initiatives



TRANSPORTATION

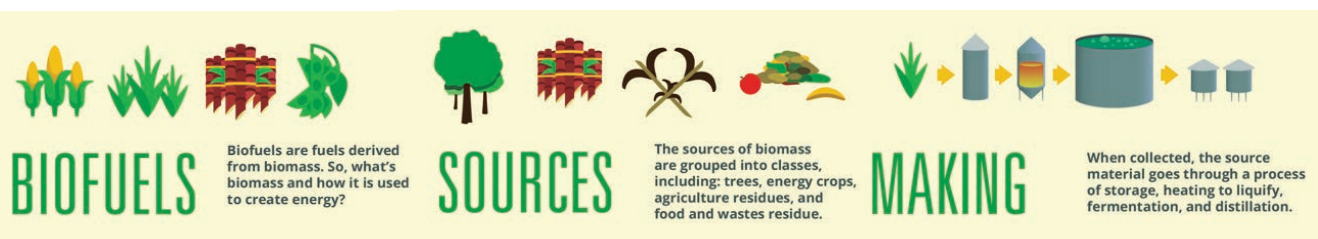


POWER



HEAT

Biofuels are often considered alternatives to conventional fuels used to power our vehicles. BLR current used approx. 2000 litres of biofuel per month.



Advantages

- Exhaust gases of ethanol are much **cleaner**
 - it burns more cleanly as a result of more complete combustion
- Greenhouse gases reduce**
 - ethanol-blended fuels such as E85 (85% ethanol and 15% gasoline) reduce up to 37.1% of GHGs
- Positive energy balance**, depending on the type of raw stock
 - output of energy during the production is more than the input
- Any plant** can be use for production of bioethanol
 - it only has to contain sugar and starch
- Carbon neutral**
 - the CO₂ released in the bioethanol production process is the same amount as the one the crops previously absorbed during photosynthesis



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New Fleet Added Between October 2018 To March 2019

BLR has added 43 new fleet between October 2018 to March 2019 and they are:

- 20 - 40 ft trailers
- 10 - 32 ft containerized vehicles
- 10 - 20 ft trailers
- 2 Bulklers
- 1 Electrical Forklift

BLR currently have total fleet size 366 which includes 20ft / 40ft / low bed & high bed trailers, 20ft / 32ft containerized vehicles including side open & double decker, half body / full body trucks, bulkers, cranes and forklifts.

Top 20 Clients



Crorepati Branches

Congratulations

Aurangabad, Gandhidham, Mumbai & Shirwal are Crorepati Branches of BLR, doing the business of more than rupees one crore a month. Stay tuned for more branches will become a part of BLR Crorepati Club.



Guest lecture by Ashok Goyal @ Durgadevi Saraf Institute of Management Studies

Mr. Ashok Goyal has given a lecture on Modern Indian Road Transport & Logistics System on **22nd February 2019** to explain students how fast things are changing in near surrounding and its importance's.

India's logistics industry is presently encountering a transformative stage. The growing manufacturing base under the government's Make In India activity, the entry of global players in the logistics business, alongside the introduction of the Goods and Services Tax (GST), and developing roads, for example, e-commerce and logistics parks framework are changing the course and elements of the business.



Now days the logistics industry in India basically involves cargo and transportation by means of street, rail, air, and water, and also auxiliary segments, for example, warehousing and inventory stocks. However, road transport overwhelms the business, establishing around 60 percent of the all-out cargo traffic.



GST - A distinct advantage for India's logistics

High logistics costs in India are, to a limited extent, an after effect of the past differential assessment routine that advanced the foundation of littler and numerous distribution centers the nation over.

Under the pre-GST framework, organizations fabricated and dealt with numerous distribution centers in each condition of business activity – to maintain a strategic distance from the cross – fringe charge. This made supply chains longer, costlier, and profoundly wasteful, bringing about the development of a very dissipated and disorderly logistics sector

As a single, uniform expense – the GST will lessen value contrasts among states and make assess liabilities uniform crosswise over India. GST framework, through its provision of the e-way bill have cut down registration at state fringes, empowering quicker and consistent development of products between states.

New Additions to Leadership Team

We are pleased to introduce **Mr. Naresh Gupta** who has joined BLR Logistiks (I) Limited as **“Vice President - Marketing”** from **15th January 2019**. He will be a part of our Marketing Team. He will be based at our **Corporate Office, Mumbai**.

Naresh has completed his **Bachelor in**



Commerce from Jammu University. He was associated with Indo Arya Central Transport Ltd before joining us. He has total 35 years experience in Marketing & Operations. He will help BLR to get new customers on board.

His hobbies are Reading & Listening Music.



2018, Navratri Celebration



2018, Diwali Puja @ BLR Corporate Office



2018, Christmas Celebration



2019, International Women's Day Celebration





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