

# ECARGOLOG

September 2016

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THE AVVASHYA GROUP

# NEW BEGINNING



**NITIN GADKARI**  
UNION MINISTER FOR ROADS  
TRANSPORT AND HIGHWAYS  
AND SHIPPING **15**



**ALLCARGO ANNOUNCES JOINT VENTURE  
WITH CCI LOGISTICS GROUP FORMS  
AVVASHYA CCI LOGISTICS PVT LTD**

Mr. Shashi Kiran Shetty (L) Chairman Avvashya Foundation  
and Mr. Naresh Sharma (R) MD Avvashya CCI Logistics Ltd

**PLUS**

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# INDIA

## MANUFACTURING EXCELLENCE

AWARDS - 2016

In Search of the Indian Manufacturer of the Year



December 9, 2016  
Hyatt Regency, Mumbai

# From the Desk of the Editor



**R. PRASANNA VENKATESAN**  
EDITOR

## DEAR READER

I was travelling till 15th in Delhi, Haridwar and Rishikesh.

In Delhi, I was warned not to take my walk around dirty garbage dumps, seen everywhere in Delhi, to avoid dengue and viral fever. Delhi is becoming dirtier day by day, with a wonderful CM, elected by popular vote, who does not realise that dengue and viral fevers do not spare him or AAP members.

God save Delhi and our PM Modi and his dream of Swach Bharat. How is it Kejriwal does not realise, that he is ruling a prestigious capital city like Delhi and does not keep it clean and blames the Lt. Governor and the PM, making himself a butt of ridicule. Let us pray God, to give him all wisdom and a bit of humility, to improve his image and that of India's capital.

Next, I stayed in a very good haveli type of residence, in a bed room, sparkling clean, attached bath room.

I reckon Hardwar, receives minimum 5 lakhs of pilgrims, everyday, without many reasonably priced hotels or toilets, but it was much cleaner and safer than Delhi, as we landed there by 12 midnight and the rickshaw driver, dropped us at our place, properly. We talk of smart cities, but these ancient cities, cry for minimum improvement like good roads, from Hardwar to Rishikesh, again a booming city with lakhs of visitors, every day.

These are ancient cities, where Ganga is flowing in pristine purity, unlike Kashi, Kanpur and if Nitin Ghadkari, allots some money, these 2 ancient cities, will attract Millions of visitors. Only cycle rickshaws, assembled electric scooters, ply on Streets, with a width of 4-5 feet.

If our new startups, with CEOs like - Hema in Coimbatore, can visit these place and design a low cost, safe electric scooter, they can replace the inconvenient cycle rickshaws, with the local municipality and and the Mudra bank, giving soft loans at 1-2% , to make public transports, pollution free and convenient to the Janata millions. These scooters can be plying on other II and III tier city roads, too.

Ravi is giving details, on our Second conclave on Transportation in October, where I propose to deliver a talk on electric and driverless cars.

We need volunteers, young and old to enable us to run such mammoth events and our next on ' Healthy India, Healing India and a Happy India in Nov / Dec.

Till then, All the best, for All, Always,

*R.Prasanna Venkatesan,*  
*Editor, Green India, eCargoLog.*

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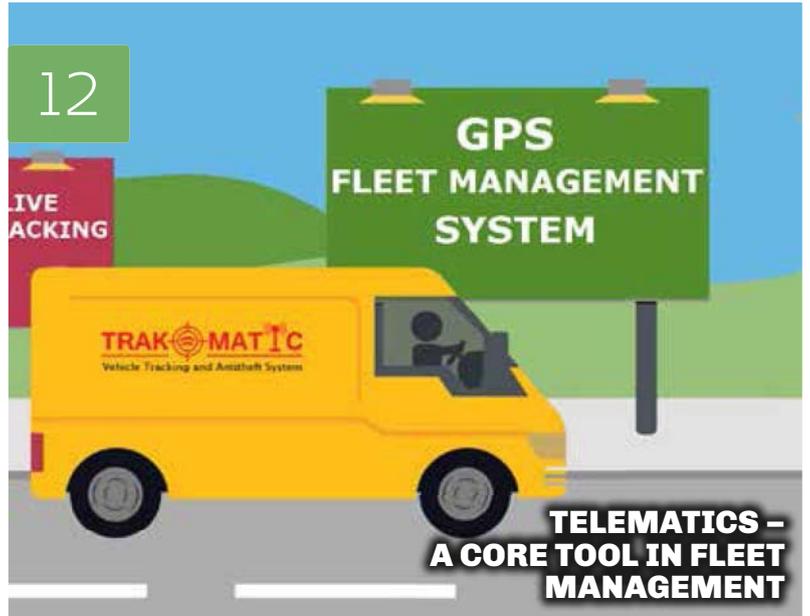
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Chairperson,  
CSR Committee,  
Allcargo Logistics



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(An exclusive magazine on Logistics from Chennai)

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## From the Desk of the Publisher



V. RAVI  
PUBLISHER

### DEAR READER

Well, the count-down begins for our AutoLog2016!

All set to fuel the conclave, with the eminent personalities from the Industry, learned Prof. from the institution – supported by our Chambers of Commerce.

Yes, I personally invite all our well-wishers and the people connected to the Logistics fraternity, to get registered oneself and join the event to enrich his/her knowledge and reap the benefits. Please do remember the date is: Friday, the 21st October 2016.

September saw us partnering with 10th Express Logistics & Supply Chain, a two day Conclave in Mumbai, organized by Kamikaze - with very many personalities taking participation and sharing their experience, hands-on workshops with their interactive participation, specialist advice, ending up with a Q&A session.

And, yet another Conference & Exhibition, Portlore 2016, organized by Teflas for 2 days, unlocking the Growth Potential of Port-led development in India – the opportunity and the challenges, one cannot miss out!

When the Rafale deal was finalized cementing the growth of the Indo-French strategic relationship - which is also said to be the first Western power to have supported India's claim for a permanent membership of the UN Security Council, Indo-French Chamber of Commerce, joins us for this mega event and no doubt, this will mark yet another milestone in our event programs.

The interactive session by IFCCI & ASSOCHAM on GST, in Chennai, well presented by the Heads of the Tax, Law Chambers and the Financial experts - ably handled by the Principal Commissioner, Commissionerate of Service Tax, was in fact, a prelude to our forthcoming event which we will be discussing at length, in the afternoon session.

So long!



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# NEW BEGINNING

The new entity, Avvashya CCI Logistics Private Limited (Avvashya CCI) is a joint venture between three business entities, viz Warehousing division of CCI Logistics Ltd, Hindustan Cargo Ltd and the Contract Logistics Division of Allcargo Logistics.

**A**vvashya Group, comprising of logistics major Allcargo Logistics and ECU Worldwide announced a consolidation of its contract logistics business. The new entity, Avvashya CCI Logistics Private Limited (Avvashya CCI) is a joint venture between three business entities, viz Warehousing division of CCI Logistics Ltd, Hindustan Cargo Ltd and the Contract Logistics Division of Allcargo Logistics. As per the agreement reached between the promoters of Allcargo and CCI, Allcargo will hold 62% and CCI promoters will hold 38% share in the company.

Allcargo's Contract Logistics division currently offers superior services to companies in sectors like automobile, engineering,

e-commerce, fashion & retail since last few years. The newly formed entity will aim to create business synergies by taking the strengths of all the portfolios to make an enterprise that will stand out as a powerhouse in integrated logistics business specializing in end to end logistics, contract logistics and supply chain management.

Avvashya CCI is a leap towards greater consolidation of providing end to end logistics solutions that will deliver cost and service efficiency. The combined entity will help to create technology enabled solutions value offering to the customers with over 1.5 million sq.ft of operating warehousing space across more than 20 strategic locations in India. Avvashya CCI will play

an important role in offering composite services to valued customer in forward integration & backward integration logistics services delivering, reduced turnaround time due to efficient warehousing, storage and last mile delivery which will provide a complete package of service to customers under one roof.

The Board of Avvashya CCI Logistics Private Limited will be headed by Mr. Shashi Kiran Shetty as Chairman, Mr. Naresh Sharma as Managing Director, The board of Directors will comprise of Mr. Adarsh Hegde, Mr. Satish Sharma and Mr M.P. Bansal.

The key management team of the company will comprise of Mr. V. Balaji as CEO-Contract Logistics and Mr. Deepal Shah as CEO- International Logistics. **e**

Mr. Shashi Kiran Shetty, Founder & Chairman of Avvashya Group said: "Indian logistics market is expected to grow at the rate of 6-7% CAGR to USD 160 billion by 2020. The formation of ACCI paves the way to deliver excellent growth and profitability. "I am confident that Avvashya CCI will bring together the strengths of all the portfolios into one unified name, which will make a powerful enterprise and create greater value to the industry at large, apart from providing value to our stakeholders." he further added.

Mr. Naresh Sharma, Director, CCI Logistics group said, "The joint venture will not only help us integrate our front and backend operations but will also help us expand our reach across geographies. Avvashya CCI will help provide end – to – end business solutions thereby creating a compelling proposition to all its customers. We look forward to a profitable partnership."



Mr. Shashi Kiran Shetty (L) Chairman Avvashya Foundation and Mr. Naresh Sharma (R) MD Avvashya CCI Logistics Ltd



## Allcargo Logistics

**A**llcargo Logistics is the global leader in Less than Container Load (LCL) consolidation. It is the largest integrated logistics solutions provider in the private sector. The company has redefined the global logistics landscape with distinctive and pioneering integrated logistics services towards the supply chain requirements. With its presence in 160 countries and more than 300 offices, Allcargo boasts of a comprehensive network, linking all continents and trade hubs worldwide.

The company's Container Freight Station (CFS) and Inland Container Depot (ICD) facilities, leadership in project logistics and coastal shipping as well as contract logistics solutions helped consolidate its position as one of the most experienced, reliable and innovative organisations in the logistics space globally.

## Avvashya Group

**T**he Avvashya Group has been known to work to transform the business it ventures into and bring joy to all its stakeholders. Their tagline clearly expresses the same with "Transformations that Delight".

Headquartered in India, the group comprises of companies like Allcargo Logistics Ltd, India's leading integrated logistics provider and ECU Worldwide, world's largest LCL service provider. Other leading companies of the group include Conserve Infratech Pvt. Ltd specializing in EPC and Real Estate services firm SKS Netgate Pvt Ltd.



## AVASHYA FOUNDATION MEETS PARTNER NGOS TO DISCUSS THE WAY FORWARD FOR CSR INITIATIVES

Allcargo Logistics' NGO, Avashya Foundation, recently hosted a meeting with the representatives of its partner NGOs. The objective of the meeting was to deliberate on various CSR initiatives undertaken by the NGOs, understand the current status and impact of CSR initiatives.

Mr. Shashi Kiran Shetty, Founder and Chairman, and Mrs Arathi Shetty, Chairperson, CSR Committee, Allcargo Logistics presided over the meeting. Representatives of 19 NGOs from Maharashtra and Tamil Nadu were present for the meeting.

Avashya Foundation believes in building a society of repute for the disadvantaged section of the society through need based interventions that will have a lasting impact on their lives. To achieve this, the foundation has been spearheading numerous social programs supporting education, health care, women empowerment, nutrition, computer literacy, sanitation, natural disaster relief and issues pertaining to differently able children.

Allcargo Logistics and Avashya Foundation have partnered with these NGOs in order to bring sustainable positive change in the life of underprivileged section of the society at the grass root level and consequently contributing towards nation building. Partner organizations have played a vital role in shaping and impacting over 1,29,000 households in last three years.

Taking the cause forward, Avashya Foundation has setup a skill development center called Nipun near one of its Container Freight Stations (Transindia Logistics Park) in Uran, to provide training to deserving citizens from the tribal as well backward regions of Maharashtra such as Marathwada (especially the children of farmers who have committed suicide due to drought in the region), in the skills of crane operations, heavy vehicle driving, warehouse management and others. The objective of the center is to empower them to acquire skills which will help them find employment and sustain their living. The foundation also aims at associating with the 'Pradhan Mantri Kaushal Vikas Yojana', through various activities undertaken in Nipun. A total of 261 youth, who received training at Nipun since its launch in February, 2016, have secured already placements at Allcargo as well as other multinationals.



**Mrs. Arathi Shetty, Chairperson, CSR Committee, Allcargo**

**Logistics said:** "We are thankful to our partner organizations to help us address the challenges that underprivileged section of the country confront in their day to day life and taking forward chariot of social change. With the constant support of our partners we aim to become active agents of sustainable and equitable development to promote, facilitate and implement positive change in society."

## AVVASHYA CCI'S ROLE IN THE AREAS OF BUSINESS

### Automotive and Engineering

The new entity provides sophisticated end-to-end supply solutions to enable clients to thrive in a challenging marketing.

### Chemical, Pharma and Food

With its world-class logistics solutions for storage, packing, documentation and movement of hazardous chemicals, agro chemicals, pharma products and package food, it leads from the front.

### E-commerce, Fashion and Retail

Its efficient stock management system is designed to achieve an effortless coordination of retailers, retail outlets and e-com platform providers.

### Freight Forwarding

Moving goods across sea and air becomes easier when you work with Avvashya CCI. Its partnership with core carriers and an extensive network in more than 160 plus countries ensure smooth end-to-end solutions to the customers.

### Custom Clearance

Custom clearance is the most crucial part of the entire logistics chain. With its expertise in government regulations, it ensures smooth and faster clearance.

# MAKE ENTREPRENEURS

## Mahindra and Ola to drive Entrepreneurship and Smart Mobility across India

**M**ahindra & Mahindra Ltd have signed an MOU to enter into a strategic alliance with the country's largest shared transportation platform, Ola to empower 40,000 driver partners across India by 2018. Through this strategic alliance, they aim overall vehicle sales and financing of over US\$ 400 million (Rs. 2,600 crores). Ola's driver partners can now avail of an integrated and attractive 'Mahindra-Ola' package which will include Mahindra cars at special prices, attractive financing with zero down payment, and the best NBFC interest rates, subsidized insurance premiums, comprehensive maintenance packages, as well as exclusive benefits on the Ola platform.

This unique alliance, which brings together two of India's most prominent brands, seeks to encourage micro-entrepreneurship amongst drivers, to address India's growing mobility needs. Mahindra and Ola will also explore other areas of joint collaboration to build the next generation of mobility solutions including those for unique transportation use cases.

Speaking on the occasion, Mr Anand Mahindra, Chairman,



LtoR: Anand Mahindra - Chairman, Mahindra Group and Bhavish Aggarwal, Co-Founder and CEO

Mahindra Group said: "This is an initiative whose time has come, one that meets the current and future needs of Indian consumers, particularly younger ones who prefer shared mobility solutions. It also has a positive social impact on the lives and prospects of at least 40,000 driver owners, and their families. To me, this is an important strategic alliance for the Mahindra Group, one that I believe will change the contours of our industry, while giving us the first mover advantage in the fast growing Sharing Economy of India."

Bhavish Aggarwal, Co-Founder and CEO, Ola said, "We are delighted to work with an iconic Indian brand like Mahindra to further our mission of building mobility for a billion Indians. As part of the strategic alliance between the two companies, we have created a unique solution to help tens of thousands of aspiring driver-entrepreneurs realize their dreams. Our alliance with Mahindra will help build

significant scale by innovatively building more mobility options and newer use cases in the time to come."

The Mahindra-Ola package focuses on financial inclusion by empowering driver partners who otherwise may not be able to invest in a car, to purchase one at a highly affordable price, and at upto zero down payment. It will also support drivers with accident insurance and scholarships for their children. This aligns with Mahindra's Rise philosophy of empowering people with the right products and services to enhance the quality of their lives, and Ola's focus on building an ecosystem that supports the entrepreneurial growth of driver-partners across the country. Amidst the rapidly growing sharing economy, this strategic alliance will create immense synergies and address the country's growing need for mobility offerings, which will play a key role in the realization of India's socio-economic development agenda. **e**

# AUTO INDUSTRY COMMITTED TO MEET TIMELINES FOR BS VI EMISSION NORMS BY 2020

Indian auto industry is committed to meet the challenge of achieving to BS VI emission norms by 2020. The target is very stiff but the auto industry has accepted the challenge in view of the rising concerns on vehicular pollution, especially in the urban metros. This was stated by Mr. Vinod Dasari, President, SIAM in a press note issued today.

"India has been the fastest at adopting new safety and emission norms. This leap frog would make India the first country in the world to accomplish

such an accelerated progression in vehicular emission norms" Mr Dasari added. This would not only entail a significant telescoping of long term investments into a much shorter timeframe of 3-4 years, but also deployment of a much larger technical resource drawn from world over to enable compression in the time taken for technical development, testing and validation of the vehicles in Indian conditions.

Mr Dasari however cautioned that once the industry has chosen to go down the path of leapfrogging the emission norms, this roadmap should not be changed or delayed midway for any reason. He hoped that the oil sector would fulfil its role by making the required fuel available on a country

wide basis as per the new timeline and have testing fuel available a year sooner. He said that the exemptions given to oil companies in some of the fuel specifications will make it even more difficult for the auto industry to meet other mandatory norms like on fuel efficiency.

Also for two wheelers, even the Euro 5 Emission Norms (equivalent to BS VI) in Europe is not yet finalised. This is a matter of concern for the two wheeler industry, as our regulation will be ahead of even Europe.

Mr. Dasari also stated that's the industry is fully committed and ready for implementing BS IV across the country on 1st April 2017 and was now waiting for the fuel availability on a pan India basis.



## SHRIRAM AUTOMALL INAUGURATES ITS 61<sup>ST</sup> AUTOMALL FACILITY IN MANGALORE

Shriram Automall India Limited (SAMIL), India's Largest Service Provider for Exchange of Pre-owned Vehicles & Equipment, inaugurated its Mangalore Automall Facility on 13th September 2016. The Automall is the 7th facility in the Karnataka State and is in line with the aggressive expansion plans of the company. Spread across a sprawling 5.5 acres of land, the Automall is located at one of the most prime locations on the National Highway 66, Hosabettu. The Automall promises complete solutions to the pre-owned vehicles and equipment related needs of transporters, contractors, dealerships, manufacturers and individual buyers.

People from across the locations of Udupi, Kundapura, Puttur,

Hassan, Shimoga and Mangalore region will be reaping benefits of Shriram Automall's Holistic services and unique platforms for easily acquiring and disposing used vehicles & Equipment.

In conjunction with the grand inauguration ceremony, a live bidding event was also held at the Mangalore Automall where over 130 used vehicles & construction equipment were displayed on the ramp for the customers to bid on.

Moreover free food facility was available for all bidders, a Lucky draw that bring fortune to our customers along with easy finance assistance by Shriram Transport Finance Company (STFC) to all customers to get instant finance easily.

"As a part of our expansion plan to inaugurate 75 well structured



Automalls by 2017, we launch the Mangalore Automall today which is the 61st facility of the company. With favorable demand of used vehicles and equipment across the country along with a positive outlook for the coming years we are hopeful of achieving this new target easily. Our organized & transparent process has been accepted very well by the customers and we are all set to strengthen their trust through this Automall," said Mr. Sameer Malhotra, CEO Shriram Automall

## GTT, CMA CGM AND DNV GL HAVE SIGNED A COOPERATION AGREEMENT WITH NEW THREE NEW PROJECT PARTICIPANTS

For the second phase of the PERFECT project, ABB, the Caterpillar company Solar Turbines and OMT have all joined the plan for 'piston-free', or gas and steam turbine-powered propulsion to power an ultra large container vessel (ULCS).

Ludovic Gerard, executive vice president of CMA Ships, said: "CMA CMG and its subsidiary CMA Ships position themselves as pioneers by contributing to this worldwide leading innovation."

He added: "The COGAS system with electrical propulsion gives us a great deal of freedom in the general arrangement and in tailoring the installed power to the real operational requirements we are facing. New partners will bring

their expertise to go further than the initial concept."

The first phase of the project shows promising compared to an LNG-fueled ship with a conventional propulsion system.

Based on the results of the first study, the PERFECT vessel design was found to offer potentially increased cargo capacity, greater layout flexibility and reduced maintenance costs.

PERFECT phase two will build on these results and utilize the technical expertise of the project partners to further optimize the overall design.

Some of the focus areas for phase two will be process technology optimization of the COGAS system which includes the steam

turbine, use of the available cooling capacity of the LNG and further optimization of the ship design to attain greater efficiency and increased cargo capacity.

Phillipe Peterottiere, chairman and CEO of GTT, concluded: "GTT is pleased to collaborate with key technical and industry players to develop the project."

"The results of the first phase prove not only that the project is technically and economically viable, but also that the proven technologies can be deployed to make the PERFECT project a reality.



## ALFA LAVAL INDIA LAUNCHES 'SERVICE ON WHEELS'

Alfa Laval India, over the years has established a significant customer base which operates under seasonal conditions. The company recently, at a customer event in Mangaluru on 14th September 2016, launched a fully-equipped service van providing - 'Service on Wheels' for its southern belt customers in Fishery, Mango and Vegetable oil industries, among others. This initiative is in line with the company's service vision - Alfa Laval India is our Customers' First and Preferred Choice for process equipment and

service.

The customer-centric service initiative offers the complete service portfolio to customers at their doorstep, called 360-degree service. The aim is to pro-actively support customers during the critical seasonal business, by way of reaching them at their doorstep. This will secure genuine and quick service to the customers while ensuring high uptime of their equipment in the time of need. Trained service engineers with all essential tools and spares in a fully-equipped service van will be available on a call, and will reach

customers promptly to ensure efficient service or spare part delivery.

'Service on Wheels' was kicked off at an event in Mangaluru with customers from multiple industries and was marked by a gathering of 50 customers. The service van was unveiled at the hands of Mr. Shaukath Shoury, Chairman, Indian Fish Meal and Fish Oil Exporters Association, and Mr. Lars Dithmer, Managing Director, Alfa Laval (India) Limited.

Mr. Lars Dithmer states "In Alfa Laval, we see 'closeness and ease of doing business' as two vital enablers for a fruitful and developing cooperation with our customers. Our commitment to India is long and strong; we are present with our own sales force and through distributors across the country, we engineer systems in India, for India, we 'Make in India' (we have done so since 1961), and we have three service centers in India, offering servicing and revamping, to secure lasting performance of our products. With 'Service on Wheels' we are now at the doorstep of our customers, with competence, tools and parts - even closer - even easier - absolutely committed."

The service van is equipped with state-of-the-art specialized tools and equipment for service of Alfa Laval products. The van is monitored by the latest technology of GPS system, tracking different features of the van along with its position at any given time.





The Made in India Suzuki Baleno at Toyohashi Port Japan



Make in India Baleno, manufactured exclusively in India, is the first car to be exported from India to Japan

## A NEW LANDMARK

### Maruti Suzuki cumulative exports cross 15 lakh vehicles

**M**aruti Suzuki India Limited, the country's leading passenger vehicle maker, has attained cumulative exports of 15 lakh (1.5 Million) vehicles.

These vehicles have been exported to over 100 countries including Europe, Latin America and Africa. Early this year, the Company's premium hatchback Baleno, manufactured exclusively in India, became the first car to be exported from India to Japan.

The company started exports to Europe in 1987-88, when a small number of cars were sent to Hungary. Thereafter, exports have grown at a steady pace, as new models and markets were added from time to time. Although exports business is inherently subject to economic and policy changes in the destination countries, the company has been able to maintain an upward trend in exports over the years.

Maruti Suzuki's blockbuster hatch Zen, India's world car of the 1990s, took the company to many new markets. Exports were bolstered also by the iconic Maruti 800 and later, A-Star. India's most popular car brand for over a decade, Alto, also has a sizeable presence in the export markets, having clocked over 3,90,000 sales cumulatively.

Mr Kenichi Ayukawa, Managing Director and CEO of Maruti Suzuki, said: "We are happy to reach the 1.5 million milestone for our exports. Maruti Suzuki has consistently maintained a presence in international

markets, regularly offering new products and reaching out to new countries. Our products like Zen, A-Star, Maruti 800 and Alto have made a mark overseas, including in the most competitive markets of Europe".

He added: "Our premium hatchback Baleno, made exclusively in India, is the first car to be exported from India to Japan. It has become a symbol of the Make in India mission of Prime Minister Narendra Modi, and taken India's exports story to a new level".

In 2015-16, the top five exported models for the Company were: Alto, Swift, Celerio, Baleno and Ciaz. Among destinations, Sri Lanka, Chile, Philippines, Peru and Bolivia emerged as the top markets for Maruti Suzuki export models.

The newly launched light commercial vehicle, Super Carry, is also exported to South Africa and Tanzania and will be exported to SAARC countries in the future. **e**



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**Aerial View of the Plant Nagpur**



**Extrusion Nagpur**



**Die-Casting Nagpur**



**Forging Nagpur**



**Alloy Nagpur**



**Aluminium Alloy Plant-I Ratnagiri**



**Forgin Plant-II Ratnagiri**



**Pressure Die-Casting Plant-II Ratnagiri**

Varron Group is a pioneer in recycling, and is well known in the industry for its quality aluminium products.

The two plants at Ratnagiri – Varron Industries and Varron Aluminium consists of an aluminium alloy plant, a forging plant and a pressure die-casting division. The company has been supplying aluminium products for more than three decades.

Varron Auto Kast Ltd (VAKL) at Nagpur caters to the automotive, engineering and construction industries. This is Varron group's third and largest plant with ultra-modern facilities and infrastructure in place. It will manufacture products like aluminium alloys, copper alloys, aluminium extrusions, aluminium die-casting, steel and aluminium forgings.

**Varron Group**  
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**Our Plants:**

Ratnagiri and Nagpur



## TELEMATICS - A CORE TOOL IN FLEET MANAGEMENT



Ashish Gulati  
Country Head  
Telit India

In the Indian scenario, National & State highways are full of surprises due to inaccurate road engineering, untrained drivers, road users having different road usage perspective and lack of roadside facilities. This is a recipe for accidents and therefore understanding the risks in a journey and the road environment through hazard perception is very essential. It is very important to maintain vehicle upkeeps, driver training and tracking mechanisms and behavioral studies through Vehicle Tracking System or Data Recorders of drivers. Their timely monitoring will definitely enhance the effectiveness of transportation of men and material. This would have a direct impact on improving operational cost effectiveness for companies.

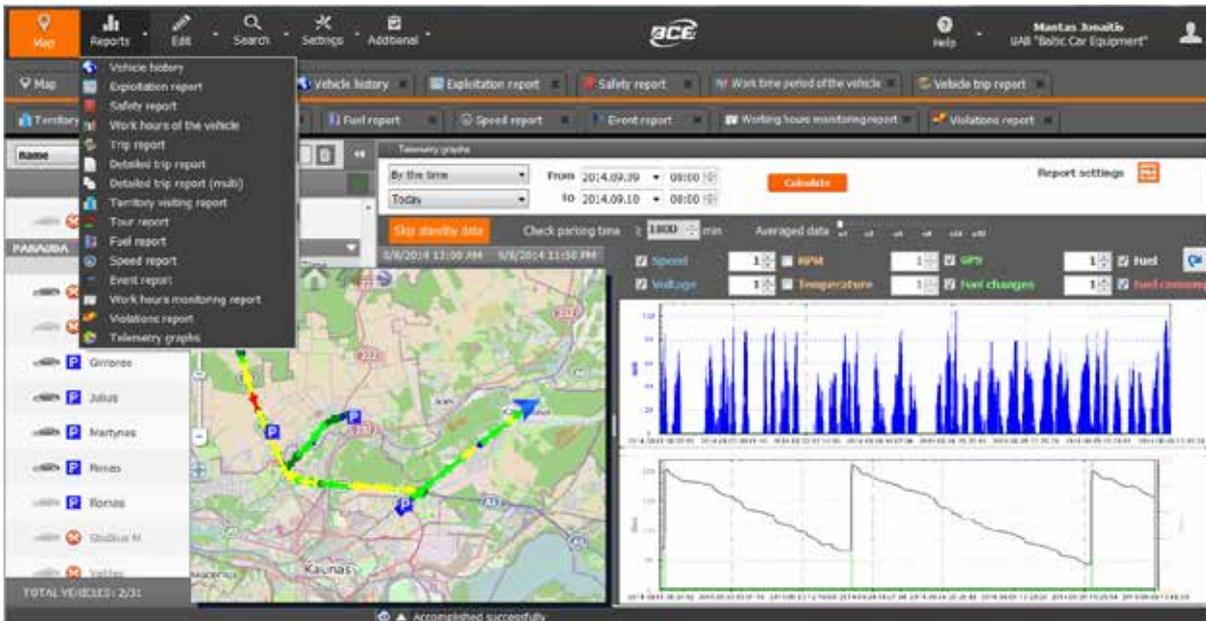
Hence, the need of the hour is a modern fleet management

system which helps in maintaining and operating vehicles effectively and efficiently with minimal investments. This can give companies an edge over competition especially during periods of financial hardships where any saving can help companies go a long way.

Usage of Telematics in Fleet management System has been a boon to fleet owners in managing their entire caravan with ease and in keeping track of their trucks and vehicles. Managing fleet drivers effectively can help companies save large amount of losses each year. Through driver training, telematics systems and effective fuel management systems, fleets can reduce costs and mileage while maintaining the same level of service. Tracking systems are becoming increasing popular with fleets as these can reduce costs when it

comes to driver management and simultaneously helps in running a more efficient fleet. Furthermore, with the help of data feed back to the fleet management system, companies can create profiles of the drivers. This helps in keeping track and the identity of the drivers who are not disciplined in driving and time management and are becoming an expensive resource to the company.

Telematics usage in Fleet management systems can not only track over speeding drivers but also help drivers with better route planning to ensure timely delivery of consignments which saves time and money for the company. It connects monitors and manages vehicle operation from a centralized web-based IoT portal that seamlessly integrates with enterprise applications. It has modules for cellular connectivity and for location



tracking which are used for managing drivers and fleets. Transportation and logistics is an industry where Telematics/IoT are widely deployed in order to remotely monitor fleets and assets in transit. Under utilization, pilferage and timely maintenance are the major problems in this industry and GPS tracking devices are designed to address this issue.

Fleet Management Telematics is transforming business operations and engagement with customers. All the companies who manage fleets can use fleet telematics to collect real-time information like location

of their vehicle, usage of fuel, speed and mileage of the vehicle and the last insight into drivers behavior to optimize the routes, increase productivity, control fuel costs, reduces operational expenses, improve driver safety, increase fleet security and remotely diagnose maintenance requirements.

Fleet managers are tasked with constantly watching their fleet's bottom line, while also ensuring that the vehicles are operating efficiently and are available to accomplish the mission of any particular fleet. Fleet drivers are one of the major elements in that equation which can help

improve overall fleet metrics, or drive them into the ground. Thankfully, there are several strategies fleet managers can implement to increase driver productivity. In the end, all efforts made by fleet managers to improve driver productivity are aimed at one thing i.e. protecting the company's bottom line. While driver productivity is important for service and delivery fleets, the asset uptime is what's paramount. It's crucial to businesses in managing their total cost of operation to deploy services that keep the vehicles on the road.

One of the best things fleet management system has done is to enable vehicle owners to keep the real time track of their trucks. GPS installed in the trucks which now is a standard feature of fleet management system tells the exact location of the truck. It has made operators bring transparency in their delivery system as they can tell clients precise delivery and estimated time. Fleet manager's now-a-days need to run their operations with optimum efficiency especially when it applies to mission-critical challenges such as high fleet operations costs, recurring repairs and frequent vehicle downtime. Herein, Vehicle Diagnostics allows managers to remotely monitor vehicle performance, engine malfunctions and driver behavior to improve vehicle reliability, security and reduce costs.

Fleet Management system has been an effective innovation for the trucking industry which has not only improved the efficiency of operations for operators but has also managed to align the operations. It is bringing transparency in terms of business which is needed for building strong business bonds. However vehicle telematics and fleet management system still have a long way to go as these technologies are still at the initial stages of acceptance in the Indian trucking industry. **e**



## RENAULT-NISSAN AND MICROSOFT PARTNER TO DELIVER THE FUTURE OF CONNECTED DRIVING

The Renault-Nissan Alliance and Microsoft Corp. have signed a global, multiyear agreement to partner on next-generation technologies to advance connected driving experiences worldwide.

The companies will work together to develop next-generation connected services for cars powered by Microsoft Azure, one of the company's intelligent cloud offerings. These new services will improve customer experience via advanced navigation, predictive maintenance and vehicle centric services, remote monitoring of car features, external mobile experiences and over-the-air updates.

"A car is becoming increasingly connected, intelligent and personal," said Ogi Redzic, Renault-Nissan Alliance senior vice-president, Connected Vehicles and Mobility Services. "Partnering with Microsoft allows us to



**Ogi Redzic, Renault-Nissan Alliance senior vice-president, Connected Vehicles and Mobility Services**

accelerate the development of the associated key technologies needed to enable scenarios our customers want and build all-new ones they haven't even imagined. We aim to become the provider of connected mobility for everyone with one single global platform."

Microsoft Azure provides a proven, secure global cloud platform with unlimited scale that allows Renault-Nissan to deliver services worldwide to its broad customer base.



## TATA MOTORS FORAYS INTO BOLIVIA WITH THE LAUNCH OF COMMERCIAL VEHICLE RANGE

Tata Motors announced having forayed into the Bolivian commercial vehicle market, through a distribution agreement with local partners, Bolivian Auto Motors, part of the business group Salvatierra, an important business conglomerate engaged in the distribution of motor vehicles and motor cycles in Bolivia. Through this partnership Tata Motors has launched three commercial vehicles in the Bolivian market – Tata Super Ace Petrol, Tata Xenon Petrol and Tata LPT 613 truck, all of which will currently be available in Santa Cruz and will soon be available in La Paz and Cochabamba. Besides Bolivia, Tata Motors commercial vehicles are also sold in other South American markets like Chile and Ecuador.

Mr. Rudrarup Maitra, Head (International Business), Commercial Vehicles, Tata Motors said, "We are delighted to be here in Bolivia, one of the fastest growing markets in the Latin American region. With years of experience in the commercial vehicles business, we at Tata Motors understand our customers well and today have introduced class-leading products, suitable for varied terrains, with each of these built for better load carrying capability, more trips, with the lowest turnaround time. We look forward to being here."



**M**ahindra & Mahindra has introduced DiGiSENSE, a revolutionary connected vehicle technology solution in its small commercial vehicles Jeeto and Imperio. This will enhance productivity of these vehicle owners thereby opening up a whole new dimension to the experience of vehicle ownership. DiGiSENSE technology will be available in the X7 16 (BS4) variant of Jeeto and SC VX & DC VX variants of Imperio.

Mahindra becomes the first OEM in India to offer a cloud-based technology platform in the category of small commercial vehicles. DiGiSENSE will empower customers, dealers and service teams to access vital information about their vehicles remotely, on a real time basis. The DiGiSENSE technology will particularly benefit e-commerce companies, logistics companies and captive customers to improve their efficiency and productivity. With the introduction of this technology both Jeeto and Imperio are set to score higher over its nearest competitors.

According to Pravin Shah, President & Chief Executive (Automotive), Mahindra & Mahindra, "Today the need to stay connected is a basic necessity for our commercial vehicle customers, to control their businesses & improve productivity. With the introduction of DiGiSENSE we have become the first OEM to introduce a connected vehicle technology in our small commercial vehicles, Jeeto and Imperio, for the utmost convenience of the customers. I am confident that this will further revolutionize the way our customers will interact with their Mahindra vehicles."

## Mumbai Port Slashes Charges - Coastal shipping to benefit

**I**n order to encourage the coastal movement of cargo specially automobiles by Ro-Ro ships and to meet the demand of the Auto Original Equipment Manufacture and Ro-Ro vessels operators, Mumbai Port Trust has reduced vessel related charges by about 10% on the applicable Scale of Rates for coastal vessels with further reduction of wharfage charges on vehicles.

The aforesaid reduction in wharfage and Vessel Related Charges which is to the tune of about 50% to 65% has become applicable for one year from 01.06.2016. The reduction in wharfage will encourage movement of domestic cars/ trucks from manufacturing locations such as Chennai to Mumbai, and similarly from Pune and Nashik to southern and eastern parts of India.

At present these movements take place by road. The move is expected to reduce congestion on roads and also help reduce carbon foot print.

## Travelling to Goa from Mumbai by road may soon take only six hours

**U**nion Minister for Roads Transport and Highways and Shipping, Nitin Gadkari made the announcement during the launch of a construction of a new four-lane concrete highway. "It will soon take only six-hours to travel between Goa and Mumbai with the four-lane concrete highway we are building," Mr Gadkari said, adding the rate of road building by his ministry was 22 km per day.

He was speaking at a function on the occasion of signing a concession agreement between the Mormugao Port Trust and Goa Seaport Pvt Ltd for redevelopment of two berths and other barge berths at the central government facility. He also said an eight km highway will be constructed, connecting the upcoming Mopa airport in North Goa, located 40 km from Panaji, to the National Highway 17 at the cost of Rs.300 crore.



**Nitin Gadkari, Union Minister for Roads Transport and Highways and Shipping**

## DAIMLER FINANCIAL SERVICES INDIA: SUCCESSFUL OPERATIONS IN INDIA

**D**aimler Financial Services India completed 5 years of successful operations in India. Headquartered in Chennai, Daimler Financial Services India is a 100% subsidiary of Daimler AG.

Mr. Fred Weick, Managing Director, Daimler Financial Services India commented, "In 2011, we entered the dynamic and high potential Indian market and five years later we



**Fred Weick, Managing Director, Daimler Financial Services India**

are extremely satisfied with our market penetration and presence. We are proud to be the fastest growing financial services provider not only for Mercedes-Benz passenger cars business but also for Daimler's commercial vehicles under the BharatBenz brand in India. We always believed that India is a strategic market for us at Daimler Financial Services, and our success is a testament of our vision. We are here for good and would like to contribute in making many more customers for life by providing our consummate and flexible financial products and services."



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E: [ravi@ecargolog.in](mailto:ravi@ecargolog.in), W: [www.ecargolog.in](http://www.ecargolog.in)

## Objectives

The Conference will aim to bring together the officials from the Govt., Captains of the industry, SMEs and the users to discuss diverse viewpoints to assist policy makers to make decisions to accelerate the growth of the industry.

**eCARGOLOG**

eCargoLOG being a leading magazine – exclusively on logistics, now spreading its wings to Middle East, after successfully conducting three conclaves within a year, has come again for a day-long, brain-storming seminar on staking the important role for logistics industry, while doing away with the roadblocks. Chennai has the maximum potential to emerge as a role model city to support the Auto-sector. It's at the forefront to showcase the best of multi-modal end to end solutions that our logistics industry has to offer to the automobile and auto component manufactures.

## Green India

GreenINDIA Foundation, aims to improve the living style of all Indians, by developing clean pollution free energy techniques and projects, create happily livable, economically viable, safe, radiation free buildings, with ample sunlight and water, with all safety measures, and Green Fields, online education and various skill developing institutions.



The Indo-French Chamber of Commerce & Industry (IFCCI) was created in 1977. With four offices in Mumbai, New Delhi, Chennai and Bangalore, it comprises of over 520 active members, both leading French and Indian companies from various sectors of activity. The main objective of IFCCI is to promote business between France and India. The mandate of IFCCI is to assist French and Indian companies in their business development in India and France respectively, to organize conferences and workshops and to act as a one-stop-shop on information on India and France through its various publications. IFCCI's plug-and-play business centers based in its offices in Mumbai, Delhi and Chennai can welcome companies wishing to start their operations in India and enable them to fully focus on their business development and setting up their entity. IFCCI is a member of CCI France International, the network of the French Chambers of Commerce and Industry Abroad, which comprises of 112 French Chambers across the world, and is the biggest private French network of companies in the world

## Topics, Session and Programs details

09:00 to 09:30 hrs	Registration and Net-Working with Coffee
09:30 to 10:00 hrs	Inauguration & Welcome Address
10:00 to 11:00 hrs	Auto Industry – Present & Future
11:00 to 12:00 hrs	Infrastructure, Rules & Regulations
12:00 to 13:00 hrs	Logistics in Land, Sea & Air
13:00 to 14:00 hrs	Lunch Break
14:00 to 15:00 hrs	New Ideas & Start-Ups in Transportation
15:00 to 16:00 hrs	Alternative Energy
16:00 to 17:00 hrs	Going Green & Funding
17:00 to 17:05 hrs	Vote of Thanks and Break for Tea break

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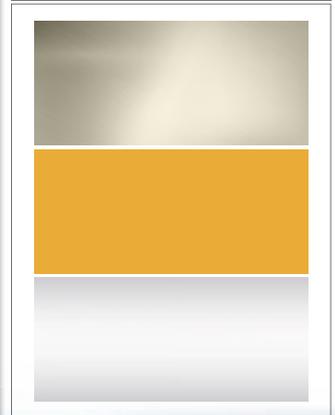
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## CONTAINER LOGISTICS - A PROMISING PATH AHEAD

With the current Government's renewed thrust on development initiatives, India is well on its way to become a preferred destination as a global manufacturing hub. For any developing country, the logistics sector acts as a backbone supporting key businesses and is directly correlated with economic activity. Empirical evidence suggests that changing business environment, emergence of organised retail and increased use of technology will lead to growth in excess of 15% per annum in the logistics sector.

However, Logistics is a vast sector comprising of basic transportation services via roads, rail, sea or air, specialized services such as express cargo, courier services, e-commerce logistics, project logistics, liquid and gas logistics, third party logistics (3PL) services,

warehousing and cold storage services and Container Freight Stations (CFS) and Inland Container Depots (ICD).

Over the past two decades, transporters have digressed from general shipping to container transport which has led to a rise in the containerization levels thus increasing India's share in global container traffic.

Statistics indicate containerization in India is indeed growing at an accelerated pace given the rapid growth of sectors such as retail, textiles, electronics and food products that will play a large role in enhancing EXIM trade. Several factors will contribute to this stupendous rate of growth of containerization that is expected to go from 50% to 65% in less than a decade.

There are several factors that are contributing to the optimism in the CFS and ICD sector and will be driving the growth meter in the years to come.

Courtesy:



P Manikandan  
Head - Business  
Development  
(South and West)  
IFIN



Mr Kapil Edke  
Business  
Development  
Team  
IFIN



## **MAKE IN INDIA AND GST**

Make in India campaign supported through Move in India will help Indian exporters to move, store and deliver goods faster and cheaper and retain their competitive advantage. Implementation of GST too will lead to higher logistical demand from manufacturing companies, requirement for more logistics parks, lesser downtime for container trucks and lower costs due to minimization of multiple taxes and wasteful leakages.

*Capacity expansion and development of new ports:* Government's initiative to double major ports capacity to 1.6 bn MT which includes expansion at JNPT (by 5.6 mn TEUs), Ennore (by 1.2 mn TEUs), major upgradation of Paradip and Kandla ports, setting up five new ports, dredging works, 6/8 laning of highways connecting to ports etc, should address the long term congestion issue at major ports. With private ports like Mundra and Pipavav posting double digit growth, an increased sense of competition has fostered a competitive spirit among ports that has ultimately led them to improve

operational efficiencies and will once again boost the CFS segment.

## **FOCUS ON COASTAL SHIPPING**

The central government has also outlined plan to promote coastal shipping through its "Sagarmala Project" which involves modernization of jetties and creation of new ports to add 120 mn MT capacity, development of inland waterways and incentivizing water transport so as to save INR 250 bn annually.

## **PRIVATE FREIGHT TERMINALS (PFT)**

Indian Railways has recently amended its PFT scheme by slashing application fees and one-time charges to attract private investments in rail-linked logistics which will boost the share of railways in freight transportation. Currently, there are 27 operational PFTs in India and Indian Railways plans to set up 500 PFTs in the next three years which are expected to create huge warehouse capacity, act as multi-modal transportation hubs, reduce the inland transportation cost and boost

exports from hinterlands.

## **DEDICATED FREIGHT CORRIDOR (DFC)**

DFC's connecting Dadri to JNPT and Ludhiana to Dankuni will be a big driver for rail freight that will in turn give a boost to the ICD segment. The project is expected to carry 25% of rail freight in first two years of operation itself. The speed of freight trains will increase from 25 kmph to 60-75 kmph and carrying capacity of rakes will increase from 58 wagons to 120 wagons.

We at IL&FS Financial Services (IFIN) believe that with the commendable progress in the ongoing projects of national importance like dedicated freight corridors and capacity expansion at major ports, new initiatives such as Make in India and rise of e-commerce, a positive growth trajectory is in sight and thus the container logistics sector in India is poised to grow 15% annually. To sustain this rate of growth, CFS/ICD players are gearing up to enhance integration with the other stakeholders in the EXIM supply chain for seamless movement of container traffic. 

# GLIMPSES OF ACMA

The 56<sup>th</sup> Annual session of Automotive Component Manufacturers Association of India (ACMA), the apex body of the auto component industry in India held in New Delhi on 30<sup>th</sup> August, 2016 focused on **‘Winning with Quality and Innovation’**. The session was addressed by key ministers and eminent leaders from the automotive industry, who spoke on a number of issues that the industry is facing today and their action plan for future.





## DAIMLER TRUCKS ASIA AT THE 2016 IAA READY FOR THE FUTURE

**D**aimler Trucks Asia, under which Daimler India Commercial Vehicles (DICV) and Mitsubishi Fuso Truck and Bus Corporation (MFTBC) are cooperating closely, boldly showcased its competencies at the 2016 IAA in Hanover, Germany, the world's leading commercial vehicle trade fair. While the world premiere of the FUSO brand's all-electric light-duty truck eCanter is Daimler Trucks Asia's tech highlight, DICV was represented with products from all three brands built at the Chennai plant: BharatBenz, FUSO, and Mercedes-Benz.

Mr. Marc Llistosella, President and CEO of MFTBC and Head of Daimler Trucks Asia explained: "Daimler Trucks Asia's presence at the 2016 IAA has been a bold demonstration that we are ready for the future. Our all-new FUSO eCanter as our technology highlight proves we're leading e-mobility in this segment, and we've showcased strong products built in India, for India and for growth markets worldwide."

The BharatBenz 3723R five-axle truck with modular load body is designed for special transport solutions in India. As a tractor for heavy loads, the FUSO TV concept truck 4043S is aiming at growth markets in the Middle East and Latin America. Also designed for Middle East markets is the Mercedes-Benz school bus OF 917 RF C, which at the same time marks the entry of Daimler Buses India into the export of complete buses, extending its export portfolio beyond bus chassis.

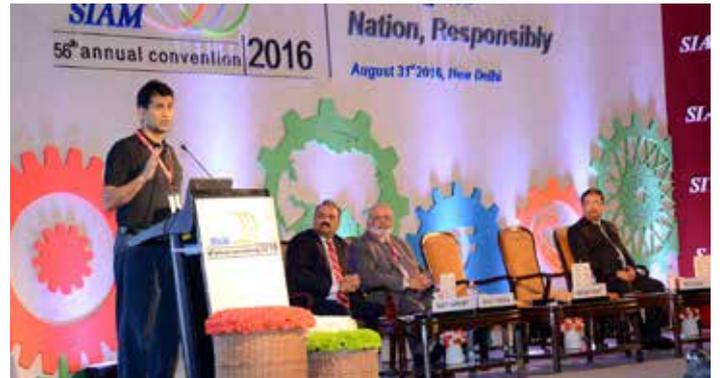
At the sidelines of the IAA, Daimler Trucks Asia also announced that a third truck product family has been assigned to be built at

DICV's plant at Oragadam near Chennai – a new sub-9tonne product family for exports and the domestic market. Production is planned to begin in 2017. Mr. Erich Nesselhauf, Managing Director and CEO, Daimler India Commercial Vehicles said: "It is great news for DICV to extend production beyond our existing medium and heavy-duty models to include a third truck product family below 9 tonnes. This shows the flexibility and quality of our manufacturing operations. It also underlines that exports will be more and more complementing our successful domestic BharatBenz business. This is 'Make in India' at its best."

# GLIMPSES OF SIAM 2016

Society of Indian Automobile Manufacturers (SIAM) held its 56<sup>th</sup> annual convention in New Delhi on 31st August 2016 with the theme -- **'Building the Nation, Responsibly'**. Graced by key ministers, bureaucrats and the captains of automotive industry, the one day convention saw a variety of subjects discussed relating to the theme as well the trends seen in the industry.





# GLIMPSES OF E-COMMERCE SUPPLY CHAIN FORUM

The 4<sup>th</sup> edition of e-Commerce Supply Chain Forum 2016 was held at the Taj Lands End, Mumbai on 21<sup>st</sup> and 22<sup>nd</sup> September 2016. Conceived and Managed by KamiKaze, it is a part the **"Express, Logistics & Supply Chain Conclave"** A number of leading companies were present. As a media partner, Ecargolog covered the event and here is a photo feature of the event.





# BRITISH-BUILT CARS MORE POPULAR THAN EVER AS UK AUTOMOTIVE LEADERS UNITE AT EIFFEL TOWER AHEAD OF PARIS MOTOR SHOW

**E**ight of the UK's major car brands united today at the Eiffel Tower in Paris on the eve of the key international motor show to demonstrate the diversity and quality of cars currently produced in the UK. Senior executives from British-based manufacturers, including Aston Martin, BMW MINI, Honda, Jaguar Land Rover, McLaren, Nissan, Toyota and Vauxhall, were joined by Mark Garnier MP, the British Parliamentary Under Secretary of State at the Department for International Trade, to promote the strength of the UK automotive sector to a global audience.

The UK automotive industry has undergone unprecedented growth in recent years – thanks to competitive business conditions, tariff-free trading and significant investment in new models and facilities. Car manufacturing

achieved a 10-year high last year and British-built cars have never been so popular, with a record 1.2 million cars exported to more than 100 countries. Already in the first eight months of 2016, that total looks set to be beaten this year, with exports reaching almost 900,000 vehicles – 13% ahead of the same period in 2015.

The UK's biggest trading partner is the European Union and 57.3% of UK-produced cars have been exported to the rest of the EU so far this year, followed by 12.1% to the US and 7.1% to China. While the US topped the list of individual countries buying British cars, EU Member States took six of the top 10 places: Germany, Belgium, Italy, France, Portugal and Spain.

Mike Hawes, SMMT Chief Executive, said, "The UK automotive industry is respected

globally for its rich heritage, iconic brands and engineering excellence. More than £10 billion of investment has gone into new facilities and models over the past five years and we're proud to see so many rival brands coming together to promote the strengths of UK Automotive ahead of a key international motor show. The future success of this sector will hinge upon the ability of the UK to maintain the business and trading conditions that make the sector so competitive globally."

## 10 FACTS ABOUT THE UK CAR INDUSTRY

1. In the UK, a new car rolls off production lines every 16 seconds.
2. The UK exports around 80% of all the cars it produces – and exports are at record levels, with 1.2 million people across the world buying a British car in 2015.
3. Some 2.5 million engines are produced every year in the UK, with more than half exported to global markets.
4. The UK is home to 13 R&D centres and six design centres. In fact, innovation has been a major part of the sector's growth – with £2.5 billion invested every year in R&D.
5. In terms of car production output, the UK now ranks 3rd in the EU (behind Germany and Spain); and 10th in the world – and the sector also has the highest level of workforce productivity in Europe.
6. If development of connected and autonomous vehicles continues at its current rate, the industry could be worth £51 billion to companies operating here by 2030.
7. The UK has one of the EU's fastest growing electric car markets – demand grew by more than 50% last year.
8. The UK imports 86.5% of the 2.63 million new cars sold in the country – 81.5% of them from the EU – offering consumers a huge choice.
9. The UK is home to 90% of the world's top automotive suppliers, and a £6 billion untapped supply chain opportunity has been identified there.
10. The UK new car market is one of the most diverse in the world, and with 2.63 million vehicles registered in 2015, it is the second biggest in Europe behind Germany.



# NEW FROST & SULLIVAN WEBINAR

## How Will Cybersecurity Impact the Success of Connected Cars?

There will be 43.8 million connected cars circulating globally by 2019 – Frost & Sullivan’s Digital Transformation Team discusses the key cybersecurity threats and emerging growth business models and the online webinar will be on, Wednesday 12th October 2016 at 3pm BST, with complimentary registration. Jean-Noël Georges, Global Program Director, Digital Transformation at Frost & Sullivan, and guest speakers: Christine Caviglioli, Vice President Automotive M2M Gemalto and Yvan Gravier, CEO Eliocity, will be speaking at the webinar.

The car industry is facing a major breakthrough with the evolution of the connected car market. Many technologies are currently available to reach this new era. Frost & Sullivan forecasts that the market will reach 43.8 million connected cars in 2019 globally. The two decisive factors will be the management of cybersecurity threats as well as customer’s confidence.

“The market witnessed its first cyber recall in 2015 at Fiat Chrysler Automobiles (FCA), with over 1.5 million cars impacted,” finds Jean-Noël Georges, Global Program Director Digital Transformation, Frost & Sullivan. “Once risks like this are more controlled for, the connected car revolution will be a fantastic opportunity for the traditional players to reinvent the way consumers are interacting with auto makers and vehicles.” The concept of distributed end-to-end security is still under debate, and OEMs are engaging with vendors to test specific security application areas for over-the-air and vehicle-to-exterior services. The

connected car era is a disruptive phenomenon that will strongly transform the existing automotive industry. This transformation will create new business models and will drastically change the nature of the business.

New market players such as Apple CarPlay and Android Auto are now taking control of the connected car market. These new entrants will provide an opportunity for the car industry to reinvent the market.

Frost & Sullivan’s webinar will help companies to:

- Discover how connected cars are impacting the traditional automotive ecosystem.
- Learn about the major trends in connectivity and security.
- Discover how technologies and existing services will transform the way we interact with vehicles.

To attend the webinar or receive a link to the recording, please email Anna Zanchi, Corporate Communications, at [anna.zanchi@frost.com](mailto:anna.zanchi@frost.com)



## WE WELCOME OUR NEW CHAIRMAN, CHENNAI PORT TRUST!

Chennai Port Trust, gets a new head Shri. P Raveendran, IRTS, The Ministry of Shipping announced. Shri. Raveendran who took charge on Friday, was earlier Divisional Railway Manager, Khurda Road Division of East Coast Railway (ECOR).



P Raveendran, IRTS, The Ministry of Shipping

Earlier Raveendran was Chief Freight Transportation Manager with Southern Railway. He had also worked in various senior capacities in Southern and South Western Railway, as Group General Manager, Concor - says a ChPT press release.

## WINNER OF WRANGLER AND TRIUMPH

Wrangler announces the Winner of True Wanderer 2016. Ten riders were selected in Season 5.

“We are delighted to announce that Gaurav Siddharth has won the title and the Triumph Street Twin Motorcycle. It has been an exciting journey for the Wrangler brand to ride along with those who share its passion for the open road”, said Krishna Dorai, GM, Wrangler India. After handing over the key of the bike to the winner, Vimal Sumbly, Managing Director, Triumph Motorcycles India, said, “Triumph Motorcycles India have believed and encouraged the young motorcycle enthusiasts to go out and explore the world by burning the rubber on roads. In Wrangler, we found that perfect partner who felt the same for the riders in India.”



## RELIANCE DEFENCE AIMS TO EXPORT NAVAL, MILITARY EQUIPMENT

Reliance Defence and Engineering is also looking to export defence equipment to other countries besides exploring opportunities in India.

"While we are pursuing several opportunities in India on the naval side, we are also pursuing foreign military sales, which is effectively selling defence naval equipment to other governments, other countries outside India," Ambani told shareholders at the AGM of RInfra on Tuesday.

Reliance Defence, wholly owned subsidiary of RInfra, is looking at an integrated play in defence sector across all the verticals of army, navy and air-force, Ambani said, adding "the sector is new and it is taking baby steps in

moving forward".

In January, RInfra took over the complete control of the management and control of Pipavav Defence & Offshore Engineering Co (PDOE) now called as Reliance Defence and Engineering.

"The Pipavav Shipyard will be the centre of excellence for everything to do with the naval operations. There are only two companies accepted by the government to build submarines, warships, to refit existing warships and existing submarines and we are one of them," he said.

Ambani also said experts from Germany, Russia, and France came and surveyed the Pipavav Shipyard and have certified it as a world class facility.



All of them have expressed their desire and actually signed MoUs with RInfra to come and work with it in India and transfer technology, train the employees and also provide capital, the chairman added.

The chairman also said the company is in the process of signing a contract with the Indian Coast Guard for the first defense order for 14 fast patrol vessels, estimated at a cost of about Rs 1,000 crore (Rs 10 billion).

"The navy has recently sent 3 of their ships to refit to Pipavav and there are bids there, and shortly, tenders to be opened for projects on the naval side worth of over Rs 10,000 crore (Rs 100 billion). So, we are deeply engaged and involved and committed to the defence sector," Ambani said.

Courtesy: REUTERS/PTI

## KAMARAJAR PORT TO HANDLE COAL

**Kamarajar Port Limited signs Concession Agreement with SIOTL for modification of its iron ore terminal to handle common user coal.**

The decision for modification of Kamarajar Port terminal was taken against the backdrop of the ban on export of iron ore by the Government of Karnataka and the Supreme Court of India.

After obtaining necessary approvals from the Government, bidding process was initiated for modification of existing iron ore terminal on "as is where is" to also handle Common User Coal at Kamarajar Port on DBFOT (Design-Built -Finance-Operate-Transfer) Basis".

Sical Iron Ore Terminals Ltd (SIOTL) has offered a revenue share of 55.524%. The conversion work will commence in the month of October 2016 and will be commissioned within twelve months from

the date of commencement of work.

SIOTL is a joint venture company formed by Sical Logistics Ltd and state-run commodity trader MMTC Ltd to develop and operate the iron ore terminal for 30 years.

KPL had entered into a contract with SICAL Iron Ore Terminal Limited in September 2006 for building the iron ore terminal on BOT(Built-Operate-Transfer) basis with an approved project cost of Rs.480 crores in two phases of 6 million tonnes each. The Licensee developed the first phase of 6 MTPA capacity at an investment of Rs.360 crores. The revenue share was offered at 51.60%. However, the commissioning activities were stalled due to the ban on iron ore export.

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2. **Honourable Arijuna Ranatunga**  
*Minister of Ports & Shipping, Sri Lanka*
3. **Honourable Ravi Karunayeka**  
*Minister of Finance, Sri Lanka*
4. **Honourable Harin Fernando**  
*Minister of Telecommunication and Digital Infrastructure, Sri Lanka*
5. **Sarathkumara Premachandra**  
*Chairman & Managing Director of Sri Lanka Ports Authority (SLPA), Sri Lanka*
6. **Dato' Capt. David Padman**  
*General Manager, Port Klang Authority, Malaysia*
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*Product Manager, Navis, Singapore*
12. **Ashish Joshi**  
*Head of Logistics South Asia, Unilever Hindustan, India*

#### HIGHLIGHTED TOPICS

- The challenges of the maritime trade legal framework in Southern Asia region
- Sri Lanka: Today and the future of supply chain and maritime logistics
- Recent developments of containerized infrastructure development in Southern Asia
- Challenges in financing infrastructure development projects in Southern Asia
- The Colombo Port expansion project (Colombo South Harbour)
- Meeting the challenge: Colombo South Harbour planning, design and construction
- New terminal construction in Sri Lanka: Perspectives from the East
- Achieving greater efficiency and performance improvement of port operations in Southern Asia
- Inland container transport in relations to expediting logistics and supply chain in Southern Asia
- Infrastructure inefficiencies in ground transportation in Southern Asia: How does it affect container terminal operators?
- Fast forward: How do 3PLs and Total Logistics Providers differentiate their competency in fast-developing logistics hubs
- Towards a paperless trade and single window initiative in Sri Lanka
- Making the supply chain work: A manufacturer and exporter's case study in Sri Lanka
- Emerging technologies and challenges for the management of modern shipyards in South Asia
- Strategies in optimizing capability and efficiency of terminal utilization in Southern Asia

**For more information or to Register**

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