

Show-Daily



Curtain raiser: Expo & Seminar Material Handling, Storage, Warehousing, Packaging, 24th to 26th June 2022, Chennai Trade Center – Nandambakkam, Chennai



Smart Expos and Fairs India Private Limited a pioneer in organizing B2B International and Domestic exhibitions since 2005 launches yet another edition of the popular and much awaited logistics event. Expo & Seminar Material Handling, Storage, Warehousing, Packaging, being held from 24th to 26th June 2022 being held in the Chennai Trade Center. Bringing thus the logistics fraternity together, in a challenging post-Covid era for timely sharing of trends and solutions.

Through the success of making every B2B trade fair a breakthrough, focusing on the growth of clients, SmartExpos has supported thousands of entrepreneurs in diverse countries, expanding its outstandingly large visitors' database through its diverse and dynamic events.

Pleased to invite our logistics family and friends across all industries, for this grand event,

a product of SmartExpos' swift and smart in-depth Market Knowledge.

The Logistics, Material Handling, Warehousing & Storage Expo (LOGMAT) 2022 Expo & Seminar Material Handling, Storage, Warehousing, Packaging re-imagines the warehouse of the future. Yes there's a bullish outlook for logistics, but the challenges, especially of the industrial growth post-Covid, need brainstorming and innovation. Presenting thus, the game-changer for the future of urban logistics for all participants and the fraternity.

Hear about industry research on concepts like converting underutilized retail, office, and manufacturing sites to logistics usage. We should be prepared for another unprecedented uptick in warehouse demand in the future. There is already a clear resurgence of the economy as well as of

customer sentiments, led by manufacturing, 3PL and e-commerce.

An interactive and collaborative event, this Conference and Expo brings together the stalwarts from the industry, and the connected sub-sectors like Supply Chain and e-Commerce. Through group discussions, and structured networking activities, you'll identify best practices to improve your end-to-end supply chain and minimize cost in today's dynamic warehousing and packaging environment. Identify constraints and opportunities in sustainability solutions, supply chain realignment, technology and building design. This conference is focused on helping multichannel merchants optimize their operations and their customers' experiences through inventory management, operations improvement, the rise of cold storage, global expansion, warehousing, fulfilment, packaging, shipping and delivery.

SPEAKERS PROFILE

24TH JUNE 2022 LOGMAT ECARGOLOG



***Sushanta Dey,
Technical
Director,
Transport &
Logistics,
KPMG India***

Mr. Sushanta has 12 years of work experience in various infrastructure sectors including ports & maritime, warehousing, inland waterways, airports, highways, logistics and industrial parks.

His experience spans across India, South-East Asia and Middle East. Sushanta has been involved in several marquee engagements across various transportation sectors and has advised logistics operators, multilateral donor agencies, private equity firms, and state/central government agencies on a wide range of projects.

He has an extensive experience in viability assessments of greenfield transportation infrastructure projects, opportunity assessment and strategic advisory, due diligence, and transaction advisory. He has a PGDM degree from Indian Institute of Management, Kozhikode and a B.Tech from National Institute of Technology, Trichy.

He is currently a Technical Director in the M&A Consulting practice in KPMG India and focusses on Transport & Logistics sector.



***Dr E Bhaskaran,
Joint Director
(EDP), District
Industries of
Commerce***

B.E (Mechanical Engineering); M.B.A (Management Sciences) & Ph.D. (Management Sciences), all from University of Madras.

Additional Director (FAC) / Joint Director (EDP), Entrepreneurship Development and Innovation Institute of Tamil Nadu [EDIITN], Chennai, MSME Department, GOTN (Deputation).

30 years working in Department of Industries & Commerce [DI & C], MSME Department, Government of Tamil Nadu [GOTN] 121 research papers published in International / National ISSN Journals / Proceedings / Newspapers / Edited Books. 41 ISBN books published out of which 6 ISBN books of single authored from 5 German which are available in amazon book;

92 research papers presented in UGC sponsored International/ National Conference/ Seminar with CPD of 292 Credit Hours & API, at IISc, Bangalore, IIM, Calcutta, University Perlis, Malaysia etc., Bangladesh, Sri Lanka, Thailand, Nepal etc.



***Parameshwar
Babu,
Param Projects***

Parameshwar Babu is an innovator and serial entrepreneur who built his ventures solely based on new product innovations. He was instrumental in developing the world's first of its kind, Java-based firewall that helped him win international customers like NASA and US department of defense.

He built ecommerce systems as early as 2006 for thousands of MSMEs in North America and Europe when ecommerce itself was unheard of in India. Today, he is nurturing hundreds of innovators through various programs and activities. Some of his recent startups have created innovative air purification systems, plastic to wealth creation systems, water purification systems automation of big data etc.



**John Prakash,
BSLS**

John Prakash, the Co-founder of BSLS, with his Management back ground (Loyola College) and 25 years' experience in the fields of Liner Shipping, Sales, Customer Service and Operations as humble beginning of Management Trainee rose to DGM level.

A good communicator with vast global selling experience in the containerized trade. Gained impeccable knowledge while working with cos. like Mitsui OSK Line, American Line, Maersk Line and Nile Dutch.

With his earnest desire to become an entrepreneur, chose the field of teaching and founded the Business School of Shipping & Logistics – A Supply Chain Education Institute - focusing on skill development, creating 'A world of opportunities'.

Had many accolades like the one from Times of India, International Logistics Conclave, as a distinguished speaker. Conducted a host of training programs at the reputed colleges and the corporate front as well, for the middle level managers – on supply chain, sales etc.



**Christine Vincent -
Tech Innovations**

Christine is a Venture Capitalist, an ex-Investment Banker and an advisor to multiple startup founders. She currently manages the investments and investor relations for Tech Innovations, a 100Cr fund based out of Chennai. As a fund manager, she has led multiple early stage tech investments across UK and India.

In her previous avatar, she had led the set-up of 2 AIFs, including a 120Cr government-led fund for tech startups.

She holds a Masters in Financial Engineering from University of Illinois at Urbana-Champaign, and an MBA Finance from the UK.



V Nagarajan

Mr V. Nagarajan is a post-graduate in English and a qualified company secretary though his interest lies with the media. He has edited and published real estate magazines on Chennai, Bengaluru and Hyderabad. He has contributed over 1500 articles to national and international newspapers and magazines.

He has been editorial consultant to the Times group in Chennai. He is also a columnist to Sharjah based Gulf Today on Indian real estate.

Mr Nagarajan has successfully organised 19 overseas property shows in USA (10 shows in US alone), Saudi Arabia, Qatar, Malaysia and Singapore.

He has won the US Asia Business Forum award In Los Angeles in 2008 for his contribution to housing industry in India.



Construction Cost Guide for Industrial & Logistics

INDUSTRIAL AND WAREHOUSING CONSTRUCTION COST SET TO GO UP

While demand for industrial and warehousing facilities is expected to remain unscathed in the long term, construction costs for industrial and warehousing projects are set to go up, says a survey by Savills India.

The economic slowdown due to the COVID-19 pandemic over the last two years has had a significant impact on the construction sector, which is sensitive to economic disruptions. The cascading effect has led to an increase in prices of crucial construction materials including steel, fuel, cement, copper and labour, as well as procurement-related challenges, all of which are pushing up overall construction costs.

Savills India has attempted to estimate variations in construction costs for the manufacturing and warehousing sectors with the help of real-time construction cost data and project budgets, as handled by the Project Management Services team of Savills India. The results and insights gained from this exercise have been brought out in the form of this Construction Cost Guide. This guide serves to understand market trends and presents an overview of macroeconomic indicators, price trends, building specifications, approval processes, timelines and construction costs of manufacturing and warehousing

assets across eight major markets in India.

Industrial and warehousing space absorption stood at 44 million sq. ft. in 2021 to include 35.1 million sq. ft. from Tier I cities and 8.6 million sq. ft. from Tier II and III cities, driven by a robust growth in the e-commerce and manufacturing sectors as well as rising demand in emerging Tier I and Tier II cities. On the supply side, India witnessed a fresh supply of 45 million sq. ft. in 2021 where 36 million sq. ft. was from Tier I cities and 8.9 million sq. ft. was from Tier II and III cities. Growing demand for warehouse space for manufacturing, e-commerce and organised retail are likely to drive warehousing demand in 2022. The market is likely to see absorption in excess of 40 million sq. ft. (including Tier I, II and III cities) in 2022. On the supply side, Savills India expects around 45+ million sq. ft. during the same period. Tier II and Tier III cities such as Rajpura, Lucknow, Coimbatore, Jaipur, Guwahati, Bhubaneswar, Nagpur, Kochi/Ernakulam, Indore, Hosur and Patna are likely to

witness 12+ million sq. ft. of supply in 2022.

Savills India conducted a thorough examination to estimate the cost of construction for industrial and warehousing projects across the major cities of India. The prices of the most commonly used materials in construction were estimated across the cities to arrive at the overall cost. These materials include cement, steel, crude oil, copper, glass, wood and other materials required, along with labour wages

Global construction costs

The global construction market size reached \$12.63 trillion in 2020 and is expected to grow at a compound annual growth rate (CAGR) of 7.4% according to EMERGEN Research, driven by rapid technological advancements and environmentally friendly buildings with low carbon footprint. Additionally, technological advancements in the construction sector, urbanisation, improvement in economic conditions of developing countries and increased investments in infrastructure are augmenting the sector.

As per EMERGEN Research, the Asia Pacific region accounted for over 41% of the market share in the global construction market in 2020. In the last two years, construction costs have increased due to rising material prices such as crude oil, steel, aluminium, cement and cost of plumbing and fixtures. COVID-19 caused a significant shift in construction costs, resulting in slightly higher material costs and supply chain disruptions.

The way forward

According to market research firm 'Research and Markets', India's construction industry is expected to grow at a CAGR of 9.5% between 2022 and 2026. This is expected to be driven by the government's increased focus and spending on large-scale infrastructure projects, along with growing demand for industrial and warehousing facilities including data centres, and recovery of demand from the residential and office sectors. In 2020-21, the construction sector's contribution towards the GDP was 7.6%.

Going forward, the expected increase in construction activity is likely to contribute significantly to GDP. In fact, the industrial and warehousing sector is the most resilient segment in India, and is expected to emerge quickest and strongest post COVID-19. While demand for industrial and warehousing facilities is expected to remain unscathed in the long term, it is expected that construction costs for industrial and warehousing projects will increase going forward. The magnitude of this increase will be dependent on the cost of construction materials, including cement, steel, copper and aluminum, labour, equipment rental costs, interest rates and other related costs.

Average Construction Cost for General Manufacturing (Rs per sqft)

Quarter	Bengaluru/ Hyderabad	Pune	Delhi NCR	Mumbai	Chennai	Ahmedabad	Kolkata
Q1-20	2,980	3,010	3,010	3,035	2,990	2,995	3,040
Q2-20	3,000	3,035	3,035	3,060	3,010	3,115	3,060
Q3-20	3,020	3,060	3,060	3,095	3,035	3,045	3,090
Q4-20	3,055	3,070	3,070	3,120	3,060	3,070	3,120
Q1-21	3,065	3,100	3,100	3,140	3,075	3,080	3,135
Q2-21	3,095	3,130	3,130	3,165	3,105	3,110	3,160
Q3-21	3,115	3,165	3,165	3,195	3,125	3,135	3,200
Q4-21	3,150	3,195	3,195	3,225	3,160	3,185	3,220
Q1-22	3,210	3,265	3,260	3,295	3,225	3,255	3,295

Source: Savills

Average construction cost for Grade A Warehousing (Rs per sqft)

Quarter	Bengaluru/ Hyderabad	Pune	Delhi NCR	Mumbai	Chennai	Ahmedabad	Kolkata
Q1-20	1,890	1,910	1,915	1,930	1,910	1,915	1,915
Q2-20	1,920	1,960	1,960	1,975	1,940	1,945	1,980
Q3-20	1,945	1,976	1,976	1,990	1,955	1,950	1,995
Q4-20	1,945	1,980	1,980	2,000	1,960	1,965	1,995
Q1-21	1,950	1,990	1,990	2,015	1,970	1,975	2,015
Q2-21	1,980	2,005	2,005	2,015	1,980	1,985	2,020
Q3-21	1,990	2,020	2,020	2,030	2,005	2,010	2,025
Q4-21	2,010	2,035	2,035	2,050	2,025	2,030	2,045
Q1-22	2,065	2,100	2,095	2,115	2,090	2,105	2,115

Source: Savills

ADANI AND TOTALENERGIES TO CREATE THE WORLD'S LARGEST GREEN HYDROGEN ECOSYSTEM

Adani New Industries Ltd to invest USD 50 Bn in green hydrogen

This is India's largest commitment to green hydrogen by a company

Adani, India's fastest-growing diversified business portfolio, and energy supermajor TotalEnergies of France, have entered into a new partnership to jointly create the world's largest green hydrogen ecosystem. In this strategic alliance, TotalEnergies will acquire 25% minority interest in Adani New Industries Ltd (ANIL) from Adani Enterprises Ltd (AEL).

The new partnership, centered on green hydrogen, is expected to transform the energy landscape both in India and globally. Both Adani and TotalEnergies are pioneers in energy transition and clean energy adoption, and this joint energy platform further strengthens the public ESG commitments made by both companies.



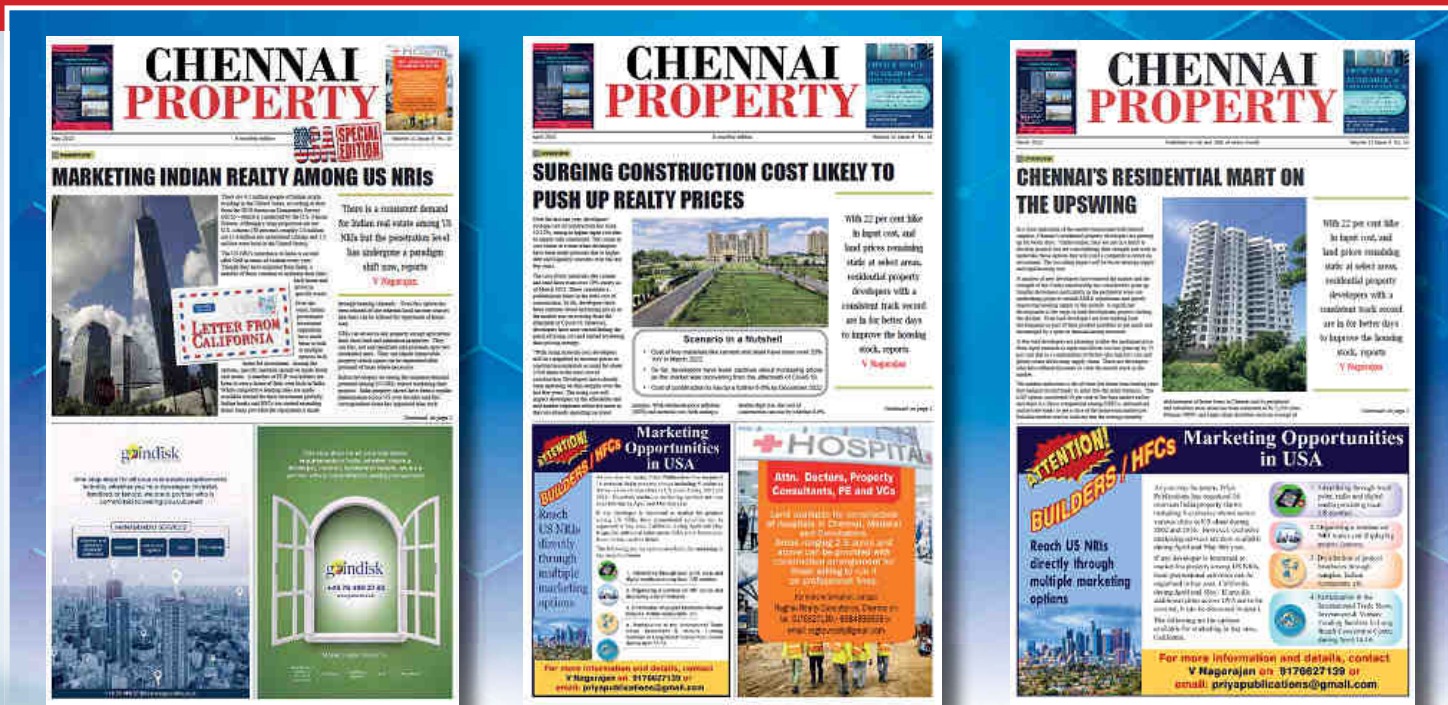
ANIL's ambition is to invest over USD 50 billion over the next 10 years in green hydrogen and associated ecosystem. In the initial phase, ANIL will develop green hydrogen production capacity of 1 million ton per annum before 2030.

"The strategic value of the Adani-TotalEnergies relationship is immense at both the business level and the ambition level," said Mr. Gautam Adani, Chairman, Adani Group. "In our journey to become the largest green hydrogen player in the world, the partnership with TotalEnergies adds several dimensions that include R&D, market reach and an understanding of the end consumer. This fundamentally allows us to shape market demand. This is why I find the continued extension of our partnership to hold such great

value. Our confidence in our ability to produce the world's least expensive electron is what will drive our ability to produce the world's least expensive green hydrogen. This partnership will open up a number of exciting downstream pathways."

With this investment in ANIL, the strategic alliance between the Adani Portfolio and TotalEnergies now covers LNG terminals, the gas utility business, renewables business and green hydrogen production. The partnership helps India in its quest to build the fundamental pillars of economic sustainability by driving decarbonisation of industry, power generation, mobility, and agriculture thereby mitigating climate change, and ensuring energy independence.

Attn. Builders/HFCs/Architects/Consultants READ CHENNAI PROPERTY, a monthly digital edition providing an in-depth coverage of Chennai market scenario



Chennai's real estate scenario updated every month with market trends, land and apartment prices, luxury housing, rentals for residential and commercial, infrastructure development, potential areas for growth, multiple options in home loans, data on lease transactions, investment trends, legal judgements, NRI investment options, tax planning guidance, etc.

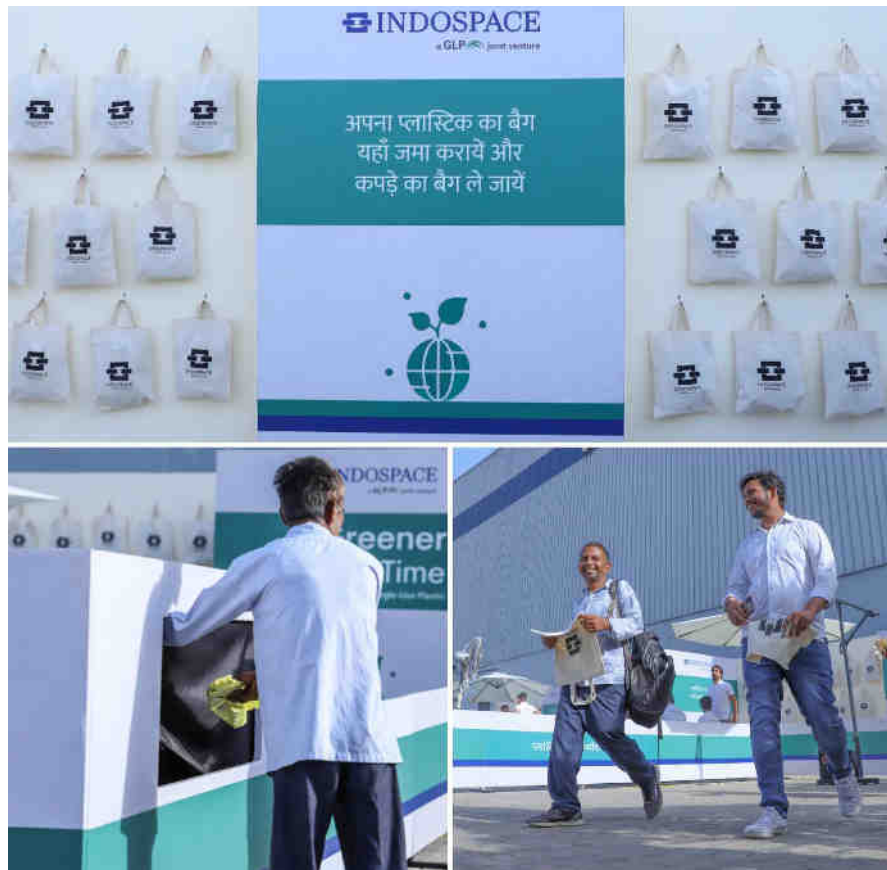
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INDOSPACE'S 'A GREENER LUNCHTIME' INITIATIVE

IndoSpace's 'A Greener Lunchtime' initiative plays a big role in environmental sustenance



~As part of the ongoing drive, the company aims to gradually eradicate the use of single use plastic bags across all touch points~

IndoSpace, India's leading developer and owner of Grade A industrial real estate and logistics parks, has launched 'A Greener Lunchtime', an initiative aimed at terminating single-use plastic use among its client workforce at all sites. IndoSpace is keen on encouraging eco-friendly practices within the park, prompting a sustainable, and environmental-friendly lifestyle as part of its green philosophy.

As a pilot drive, this initiative was launched at the IndoSpace Park in Luhari on World Environment Day. The park caters to a 3,000-strong workforce wherein most staff used single-use plastic bags to carry essentials. By flagging off 'A Greener Lunchtime', IndoSpace distributed reusable cloth bags in exchange for every single use plastic used by the client work force. As a result, of this initiative, it helped replace 3.4 lakhs single -use plastic bags with ecofriendly reusable cloth bags. This drive is in line with the Indian

Government's nationwide plan on banning all single-use plastic from July 1, 2022, and will aid the effort in minimizing single-use plastic.

Rajesh Jaggi, Vice-Chairman, Real Estate, The Everstone Group, said "At IndoSpace, we believe, that it is very important to reduce the individual plastic footprint and hence we want to sensitize our employees, tenants, tenant workforce and value chain partners about the same. On this World Environment Day, we at IndoSpace have taken a pledge to launch our single use plastic ban policy in a phased manner across the organisation"

IndoSpace intends to lead the warehousing industry in terms of environmental sustainability, social embodiment, and true governance as a market leader. IndoSpace has invested over \$3 billion in the construction of various industrial parks across India. Its portfolio spans 49 million square feet, spread across 44 industrial and logistics parks in 10 cities, where all the parks follow strict environmental-friendly policies in their daily operations.



DELHIVERY SET TO EXPAND ITS INFRASTRUCTURAL FOOTPRINT

Delhivery, India's largest and fastest-growing fully-integrated logistics services provider, has announced plans to expand its infrastructure in two key cities of Bhiwandi (Greater Mumbai) and Bangalore.

Delhivery is collaborating with Welspun on a 7 Lakh sq ft mega-gateway in Greater Mumbai and with GMR for a 1 Million+ sq ft facility in Bangalore. The Bangalore facility also includes a warehouse for multi-channel order fulfillment for Delhivery's customers. These fully-automated large integrated trucking terminals will be operational by 2023 and will increase Delhivery's processing capacity to meet the customer demand from the South and West.

Commenting on the announcement, Ajith Pai, Chief Operating Officer, Delhivery, said, "Since our inception, we have created a robust pan-India network supported by high-quality infrastructure, automation, proprietary technology, and data capabilities. Aligned to our objective, we will continue to drive speed, reliability, and cost-efficiency for all our customers through these ongoing investments."

Speaking on the occasion, Mr. Bodapati Bhaskar, CEO of GMR Enterprises Limited, said, "GMR Logistics is happy to partner with Delhivery for their one million sq. ft. mega warehouse project in Bangalore. With the growth of the cargo sector in the country, there is a need to augment the logistics infrastructure. GMR and Delhivery are committed to building world-class infrastructure, and creating a warehousing footprint across the country."

Anshul Singhal, Managing Director, Welspun One Logistics Parks said, "Welspun One has since inception endeavored towards solving the location needs for our clients. We worked closely with Delhivery to create a customized solution to suit their needs. The Delhivery premises are completely bespoke to help them achieve greater operational efficiencies. With the logistics and warehousing sector going through a transformational phase in India, this partnership will take us one step closer to positively value add to our client's business requirements by ensuring they get the highest quality Grade A assets."



PACT POWER SOLUTIONS

"PACT Power Solutions LLP" is passionately engrossed in this occupation of Distributor / Channel Partner, since 2016. This is a Limited Liability Partnership owned entity which is headquartered at Chennai, Tamil Nadu. The spectrum of products in which they deal includes Linde Material Handling Equipment & Volvo Penta Engines.

While facilitated by highly efficient R&D department that support and to get precise idea about the mounting market requirements. In addition, affordability and flawlessness of products are widely rejoiced by the clients.

Being one of the consistent firms in the industry, they are engaged in providing a superb range of products.

Some of the factors which majorly contribute of their success in this domain are: Trained team of professionals, Rich vendor base, stringent quality standards, Ethical business practices, translucent business dealings, on time delivery, complete client satisfaction. In order to offer the clients the utmost quality range of products, they are in an authentic alliance with most reliable vendors of the market. They manufacture the products as per preferred needs in stipulated time frame. Furthermore, done a detailed market survey about their status and then selected them on the basis of their past records, goodwill, and economical prices.



GODREJ & BOYCE RENTAL SOLUTIONS BUSINESS

Godrej RenTRUST eyes growth of 23%; becomes the only Indian rental solutions provider to cross a milestone of 1,000 material handling equipment in its rental fleet.

Godrej & Boyce, the flagship company of the Godrej Group, announced that its business Godrej RenTRUST is targeting a growth of 23% YOY in providing rental solutions for complex material handling needs. The business has surpassed pre-pandemic level revenues and is growing steadily. Godrej RenTRUST is the only Indian rental solutions provider

that manufactures and provides Indian origin material handling equipment to its clients thereby, encouraging the government's push for 'Aatmanirbhar Bharat' with its vocal-for-local operation strategy.

The current industry value is approximately 600 to 650 Crs with an addressable market of INR 200 to 250 Crs for the business, in the backdrop of industries focusing on outsourcing complex and high-end material handling work.

As the e-commerce sector in Tier 3 and Tier

4 markets grows, so does the demand for warehousing equipment. Companies across industries, especially project-based firms, are moving towards renting equipment and outsourcing material handling requirements to expand their operations and focus on other core competencies. To address this need, Godrej RenTRUST has added more than 1,000 material handling equipment to its rental fleet. The business customizes end-to-end rental solutions such as equipment and maintenance, skilled operators, administration and value-added solutions for their clients.

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Donracks offers customized racking solutions where the best suited racking system depending on the nature and quantum of business is recommended for the client. On that note, this type of racking system will be best suited for warehouses where there is a need to store products across various heights. This can be ideal for storage houses that have an assortment of products belonging to different verticals.

Donracks in-house team of experts checks the requirements, analyze, design, prepare the estimate and on approval manufacture and assemble the racks at the client's place. The adjustable racking system is customized for a true optimal floor to ceiling storage solution. Beams and uprights form the major part of the racking system just as any other pallet racking type.



Porter started off as a platform to address inefficiencies in the last mile logistics sector and transform the way goods are transported around cities, enabling lakhs of businesses move anything on-demand. Grown manifold

since then, positively impacting the productivity of businesses, creating tremendous value for the partner-drivers and delivering happiness to a growing list of five cities.

But the journey has just begun, and the goal is to deliver the world's best end-to-end logistics platform and revolutionise the transport logistics sector.

Porter is strongly committed towards improving the quality of life of our partner drivers. The partners enjoy flexible working hours, increased earnings and an effective work life balance along with additional benefits like discounted insurance and fuel costs.

Also taken up a lot of community development initiatives like higher education grants and scholarships for the children of the partners, dedicated health care assistance and vehicle leasing assistance.

From the desk of the Publisher



Dear Friends,

A good beginning with this Logmat SmartExpo exposure and our 1st conference of the year 2022 – post covid and I am sure a lot more will be happening in the months to come as we plan to have a series of program from green energy to the digital!

An efficient logistics network is one necessary condition of growth we definitely focus on. India is on the right track. The development of logistics facilities and multi-modal transport is a key component of the Make in India program.

A multi-modal transport network that significantly reduces the cost of logistics, boosts export competitiveness. PM Gati Shakti incorporates the infrastructure schemes of various Ministries and State Governments. It will also leverage technology extensively including spatial planning tools with ISRO (Indian Space Research Organisation) imagery. Goods & people will move faster between destinations. The cost of logistics no doubt will come down.

The ongoing theme of industrial real estate space being in short supply, remains intact even post 2022. A report titled "The race for industrial space: Can supply keep up?" issued by the Chicago-based real estate firm JLL on March 30, 2022 focuses on the challenges at a time when industrial space availability continues to trend down. We would talk about solutions like new facilities featuring higher ceiling heights to accommodate mezzanine structures and also higher inventory stacking capabilities, among other features.

Let us all be set to continue this upward trajectory through 2022 and beyond.

V Ravi
Publisher



SFS EQUIPMENTS PVT. LTD.

SFS Equipments Pvt. Ltd. is one of India's leading companies in Material Handling Equipment (MHE) for Used Equipment, Rental, Sales, Parts and Services. Managing a fleet of more than 500+ own equipment across India, cater to a wide variety of clientele across diverse industries. Pioneering the rental market in India with unmatched expertise in the material handling field, they offer the most competitive rates in the market and a service level that is best-in-class.

The Managing Director of the Company, Mr D.S Sekhar, has been in the material handling and used equipment business since 1994. The team combines the experience of seasoned professionals with the dynamism and energy of young Engineers and Technicians – who are distinguished by their functional and technical expertise, and their hands-on experience – thereby ensuring that our customers receive the most effective and professional service.

When it comes to quality, there is no better place than SFS! One of the most trusted Indian companies in the Material Handling industry. Having kick-started the MHE Rental market in India, understand the needs of their customers and the industry in a way that no one else does and are constantly evolving to meet the changing needs of our clients.

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INDUSTRIAL & WAREHOUSING SECTOR ON THE CUSP OF A REMARKABLE CHANGE

The logistics industry is now undergoing a robust metamorphosis than at any previous time in history, says JLL and CII Realty & Infrastructure Conclave.

COVID-19 had a domino effect on economies all over the world. The overreliance on a single supply source has led countries to revisit their supply chains. Moreover, with a view for supply chain diversification, several markets, including India, are emerging as a catapult location for establishing new production lines. The crisis has translated into opportunities and created significant shifts in India's industrial and warehousing sector.

India is emerging as an auxiliary to shear the current single-source dependence, thereby providing an apt opportunity for manufacturing units to serve export-oriented markets, while availing the advantages of its geographic location and domestic market with a large consumption base.

Additionally, in the past two years, to foster the growth and bridge the gaps in the manufacturing ecosystem, there have been increased efforts by the Government of India through reduction of corporate tax rate for new manufacturing units and announcing an outlay of USD 26.9 billion under the Production Linked Incentive (PLI) Scheme. India has positioned itself as the most competitive tax structure with the lowest rate with a base tax rate of 15% (effective tax rate of 17.16%) among MITI-V countries (Malaysia, Indonesia, Thailand, India, and Vietnam).

These initiatives have resulted in India attracting the highest manufacturing investment projects among MITI-V countries, as 64 projects and investments totalling USD 16.63 billion during January 2020 - July 2021 poured in from around the world, with significant interests from China, France, Germany, Japan, Netherlands, South Korea, Taiwan, UK and the USA.

Atmanirbhar Bharat has been fueling manufacturing from domestic companies as well. As a result, domestic Indian companies have also displayed confidence in the evolving manufacturing sectors contributing more than USD ~60 billion of significant investments in the past 18 months.

The paradigm shift in consumer behaviour from offline to online shopping has led to increased activity in e-commerce and 3PL/Logistics. Coupled with the rise in e-commerce and 3PL/Logistics, the reviving growth of the manufacturing industry has also provided an impetus to demand for quality warehousing space

Technology entails a formula to neutralise the challenges and amplify any system's efficiency, including logistics and warehousing operations. Manufacturers are employing technology in their supply chains. With the

advent of modern technology and continuous evolving sophisticated tools, the terms 'logistics' and 'warehouse' are being rediscovered and redefined.

The logistics industry is now undergoing a robust metamorphosis than at any previous time in history. Global supply chains, urbanisation, E-commerce, Technology, Sustainability etc. are some of the factors pushing logistics to expand its boundaries to reinvent operational efficiencies.

The industrial and warehousing sector in India offers many opportunities for developers, occupiers and investors. The shift in consumer behaviour from offline to online shopping paved the way for a sharper focus on new warehousing space by e-commerce players and 3PL Players. Also, the policies and initiatives by the Government of India have provided a throttle to the manufacturing sector, which in turn boosts demand for warehousing space. Furthermore, advanced technologies are employed in every leg of the sector, increasing efficiency and paving new ways of doing business. For developers and occupiers, sustainability measures offer long-term economic benefits, while for investors, it is a silver lined opportunity that is gaining momentum.

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