
DISTRIBUTION STRATEGIES FOR FUELLING INDUSTRY GROWTH

INDIAN CHEMICAL INDUSTRY ON THE RISE

- FROM US\$ 212 B IN 2022 EXPECTED TO TOUCH US\$ 1 T (AT 2-3 % GROWTH) BY 2040.
- AND EVEN US\$ 2 T (WITH PRESENT 9.3% GROWTH RATE).
- GROWING DEMAND FOR SPECIALITY CHEMICALS ACROSS VARIOUS USER INDUSTRIES SUCH AS PHARMA, AUTOMOTIVE, PERSONAL CARE, CONSTRUCTION, TEXTILE AND AGRO CHEMICALS.
- WHETHER IT IS AGRO-CHEMICALS, DYESTUFF & DYE INTERMEDIATES, VACCINES INDIA SEEMS TO BE EMERGING AS ONE OF THE TOP SUPPLIERS TO THE WORLD.
- HOWEVER, INDIA HAS COMPETITION FROM VIETNAM AND MEXICO (WHO ARE MAINLY EXPORT ORIENTED) TO REPLACE CHINA AS CHINA +1 MANUFACTURING HUB.

REQUIREMENTS FOR TRANSFORMING INDIA INTO A GLOBAL MANUFACTURING HUB

- **SPEAKERS PRAVIN, B NARAYANAN, PROF PILLAI, DR. NAIR AND OTHERS YESTERDAY TOUCHED UPON:**
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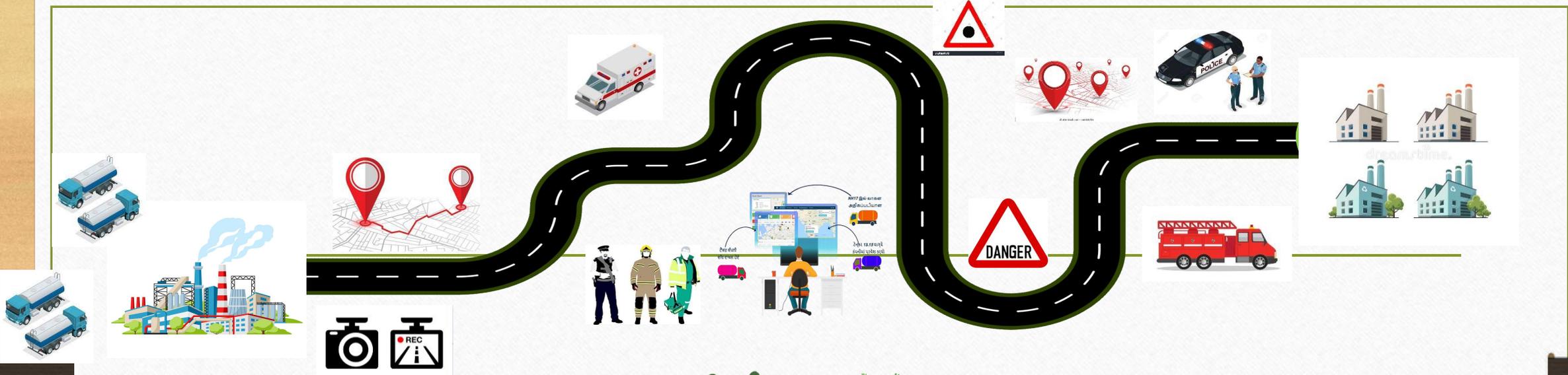
- 1. R&D**
- 2. DIGITAL TRANSFORMATION**
- 3. CONTRACT MANUFACTURING**
- 4. FOCUS ON QUALITY**
- 5. SAFETY**
- 6. ENVIRONMENTAL COMPLIANCE/EHG**
- 7. TALENT MANAGEMENT/TRAINING**
- 8. SUSTAINABILITY.....BESIDES OTHERS**

FROM MANUFACTURING TO DISTRIBUTION

- ONCE PRODUCT LEAVES THE FACTORY, ***ARE WE ABIDING BY BASIC SIMPLE RULES ON:***

1. SAFETY
2. ENVIRONMENTAL COMPLIANCE/EHG
3. TRAINING
4. SUSTAINABILITY

A FEW PRACTICAL SUGGESTIONS WHICH WE SHOULD ALL TRY TO ABIDE BY:



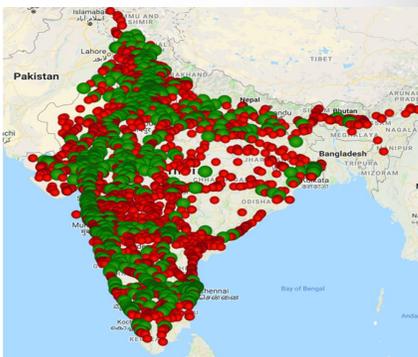
Transport Safety

Distribution Efficiency

Emergency Response

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- Single Window Platform
- Date & check Tools for Compliance
- Multi Model tracking



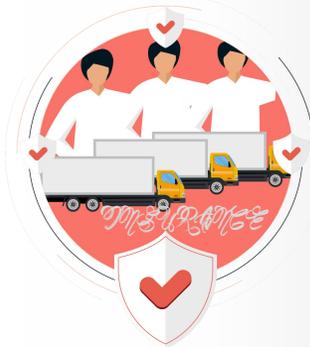
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- Driver App tool
- Journey Risk Assessment
- Driver E-learning & Training
- Audits



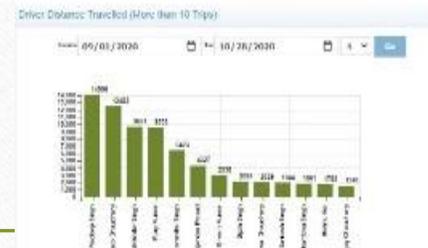
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- Adopting Technologies
- Group Insurance policy
- Improving Vehicle Quality
- Working Capital funding for the transporters



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- Establish Baseline
- Bench Marking
- Knowledge sharing



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- Level 1 services
- Level 2 services
- Point of interest validity

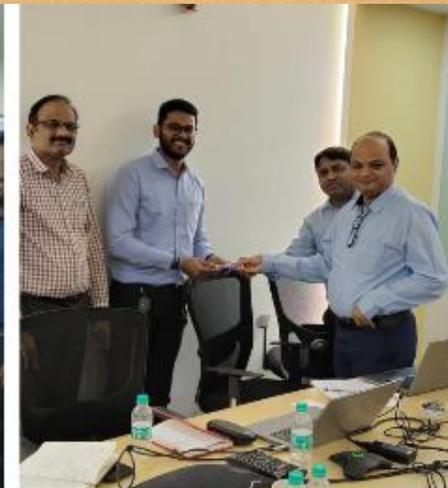
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Our PROUD MEMBERS



SAFETY:
TRAINING FOR
TRANSPORTER
ON SAFE
DELIVERY OF
CHEMICALS



SAFETY: 1ST RESPONDER TRAINING FOR HIGHWAY STAKEHOLDERS



ENVIRONMENT- AN EXAMPLE: FOR ALL TANK CONTAINER CLEANING & REPAIR



1. Inspection:-



2. Cleaning:-



3. Repair:-



SUSTAINABILITY: EV VEHICLES



BENEFITS:

- Service Improvement
- Transportation Cost Saving
- 10 MT Carbon Saving

SUSTAINABILITY: GREEN WAREHOUSES

With “EDGE” rating



- NATURAL LIGHTING
- NATURAL VENTILATION SYSTEM
- SOLAR ENERGY
- EV FORKLIFT/STACKERS
- WATER HARVESTING



**MINIMUM
30% LESS
ENERGY
CONSUMPTION**



Responsible Care®
OUR COMMITMENT TO SUSTAINABILITY



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ICC
Indian Chemical Council



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OUR COMMITMENT TO SUSTAINABILITY

ICC RESPONSIBLE CARE (RC)

ABOUT RC

**RC LOGO HOLDERS COMPANY 94,
RC SIGNATORY COMPANIES 170**

- Responsible Care® is the Global Chemical Industry's Voluntary Initiative to drive continuous improvement in safe chemicals management. **To achieve excellence in Environmental, Health, Safety and Security (EHS&S) performance.**
- The International Council of Chemical Associations (ICCA) is the Worldwide Voice of the Chemical Industry and Global Flag bearer of Responsible Care®
- Responsible Care® is a Flagship Programme of **INDIAN CHEMICAL COUNCIL (ICC)** and Nodal Agency for Implementing, Assessing and **Granting Responsible Care® Logo in India**



HOW TO GET RC LOGO

- Organization become ICC member
- Top Management (CEO/MD) Commit for RC Principles
- Implement Seven Codes of Responsible Care
- RC Audit: RC Logo Awarded only after the Successful RC Audit



OUR VISION

- Improve the EHS&S performance** of companies
- Create more awareness** about sustainability in chemical manufacturer, warehouses and other value chain



OUR MISSION

- Covers maximum number of **manufacturing chemical industries under the wing of RC logo**
- Covers maximum number of **chemical warehouse & other supply chain under the RC Associate Certificate Programme**

ICC INITIATIVES FOR IMPLEMENTATION OF RC

- RC NEW AUDIT CERTIFICATION
- RC RECERTIFICATION
- RC TRAINING
- RC MENTORSHIP
- RC GAP ASSESSMENT
- SECURITY VULNERABILITY ASSESSMENT (SVA)

BENEFITS TO BECOME RC

- Directly & indirectly improve the company performance and enable the sustainable growth
- International Recognition, in terms of business preference and acceptance
- Improved acceptance by the surrounding community
- Gujarat Pollution Control Board (GPCB) issued GR to offer fast track approval and to prolong the length of consent (2 years) for "RC" compliant industry.

ESTEEMED SPEAKERS ON:

Distribution Strategies for Fueling Industry Growth

- Mr. Sethuraman- Guru in the Specialty & Commodity chemicals
- Mr. Rajnish: Stalwart in the complete “end to end” Logistics solution
- Mr. Pratyush: The Supply Chain expert for Specialty Chemicals
- Mr. Daljit: Facilitating growth of India Export industry through ports