



Petroleum and Explosives Safety Organization (PESO) - IAC Workshop on Safety

July 19, 2008, was a red letter day in the Indian Auto LP Gas Industry. About 100 delegates, representing all ALPG dispensing companies, all type approval holders, all approved ALDS installers and also most of the ALPG/ALDS equipment manufacturers attended the first ever PESO-IAC Workshop on "Safety in ALPG Installation and Operations".

All senior officials of PESO, including the Chief Controller, Shri Ajai Nigam, actively participated in the workshop, during which many critical issues relating to ALPG marketers, ALDS installers and the ALPG Kit Industry were discussed. PESO highlighted threadbare the concerns that they had particularly in the area connected to ALDS installations. With a very positive approach of PESO, this conference can be termed as a historic day in the Indian Auto LPG Industry. Consequent to the various issues raised in the workshop, PESO asked IAC, having participation of all ALPG industry members, to discuss threadbare the issues raised, and make appropriate recommendations to PESO. Detailed papers presented at the workshop are available in the "presentations" section of IAC website.



First PESO-IAC Conference 2008 attended by 100 delegates.



Sh. Ajai Nigam (CCOE) lighting the inaugural lamp at the first PESO-IAC Conference in July 2008



Sh. Nigam, delivering the inaugural address.



Sh. R.C.Kaul, Deputy Chief Controller of Explosives, PESO addressing the delegates at the workshop.



Sh. Ajai Nigam, with Sh. Balraj Bhanot, (Former Director, ARAI)

CRACKDOWN BY AUTHORITIES ON ILLEGAL TRANSFER OF DOMESTIC LPG FOR AUTOMOBILE USE

Auto LPG industry has been severely impacted by the increasing illegal use of domestic LPG as an auto fuel, due to its easy availability at almost half the price of ALPG. We all know use of domestic LPG as fuel is not only illegal and a punishable offence, but also harmful to the vehicle engine. Hence it becomes imperative on the part of ALPG industry to make all efforts in creating awareness for the benefit of our customers.

The Auto LPG industry recently came together along with Government authorities in a drive against the use of "Red Cylinders". The campaigns conducted in different parts of the country were well co-ordinated and very effective.

Industry members met and planned a series of activities required. Communication material was designed to create awareness about the harmful and illegal aspects of "Red cylinder" usage for the purpose of automotive fuel. This included hoardings, leaflets and newspaper inserts.



The next step was to collect data pertaining to all the illegal establishments who perpetuate or enable use of "Red" cylinders. This included list of unauthorized Retrofitters, suppliers of domestic LPG cylinders, suppliers of transfer pumps and intermediaries.

Subsequently the ALPG industry personnel made a representation to the District Administration which included the District collector, Police, Transport and department of food and supplies. The Coalition team shared the data of illegal establishments with the authorities and requested them to take appropriate action.

Designs of the various communication collaterals were shown to the authorities for seeking their approval. Subsequently the hoardings were put up at vantage points in the city and leaflets were distributed.

This was followed by raids by the Government Authorities at most of the illegal establishments. The raids resulted in the seizure of Red Cylinders and refilling pumps/equipment.



1. Sangamner town in Ahmednagar District of Maharashtra: The raid was conducted on 30.07.08. Seizure of Rs.1.25 lakhs worth of equipment & Red cylinders.

2. Miraj town in Sangli District of Maharashtra: Raid conducted on 01.08.08. Seizure of 16 Red Cylinders & arrested the Illegal Refilling station operator.

3. Namakkal in Tamilnadu: Raid was conducted on 04.08.08. Govt. authorities have seized 27 Domestic cylinders and 6 Transfer pumps with electric motors in 2 places in a single stretch (Mohanur Road), within 2 hours time.

All the above three locations, the raids were accompanied by media personnel who responded well and ensured proper coverage in the Local News papers on the subsequent days.

The above efforts by the Industry coalition has not only helped create awareness among the customers, but also resulted in significant increase in sales at all the ALPG fuelling stations in the respective locations.

Temple City Turns Greener



Madurai, the city of Goddess Meenakshi – situated on the banks of the river Vaigai, hub of commercial activities of southern Tamilnadu, is one of the oldest cities in India.

The city has been witness to many important political activities in independent India that has changed the course of the politics in Tamilnadu with its visitors list including Marco Polo, who visited this city in 1293 AD. First thing that comes to a person's mind, when you mention the word Madurai is the Meenakshi Temple. The Temple has become almost synonymous with the place. This is Madurai's most famous landmark.

Madurai has an area of 22 Sq. Km. and population of around 16 lacs. Major industrial activities are Automobile, Textile, Food Processing, Rubber, Hotel & Travel Industry.

The city currently has 6 Auto LPG outlets.

More than 80 % Autos & 60% Petrol Cars are running by Auto LPG and conversion continues at a fast rate owing to the economic & environmental benefits of this fuel.

Almost 15 Retrofitters are active in the market and doing conversion at the rate of 230 kits per month. Awareness among the business people and professionals is very high.

Message from District Collector, Sh. Jawahar S.S. on Auto LPG



Sh. Jawahar S.S.
Collector, Madurai

“Controlling emissions is very critical to maintain the city in general and the Temple in particular. To this effect the district administration has been propagating the use of clean fuels like Auto LPG. Madurai is the 1st city in Tamilnadu, after Chennai, to provide ALPG to its citizens. We are happy that there are 6 ALPG stations in the city and the consumption levels have also gone upto around 22-25 kl / day and around 20% of the vehicles consuming petrol have converted to this clean fuel.

We are also constantly taking efforts to encourage use of this environment friendly fuel by way of conversion of vehicles, expediting issue of No objection for setting up ALPG stations and taking appropriate action to prevent misuse of detachable cylinders in the vehicles.

The district administration whole heartedly supports the conversion activities because we want to make Madurai, a GREEN CITY.”

“This is the future business for Petroleum dealers as CNG may not be available in Southern Tamilnadu in the near future. Initial reluctance on using Auto LPG is gone among the customers and they are interested to use this rather than Petrol” **RIL ALPG Dealer, Mr.R.Sekkappan.**

“Auto LPG is a high profit business and unlike other petroleum products, the erosion on profits by means of product loss is almost nil, in case of Auto LPG.” **Mr.S.Senthil Raja, ALPG Dealer**

“Day by day the conversion rate is on upward trend. In the past, only customers from the lower income segment like Taxi Owners/ Auto Owners/Small Workshop/Small Businessmen were using Auto LPG, but now even High Income Group Professionals have started using Auto LPG. There might be a slack in the trend because of recent price hike in Auto LPG as the price difference between Auto LPG and Petrol has reduced considerably.” **Win Fred Prabhu, Madurai Auto Gas, Authorised RFC: Lovato**

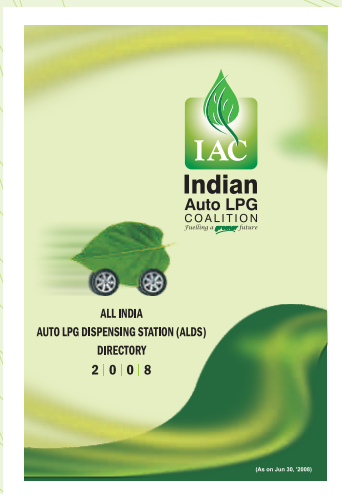
“In comparison to petrol, the operational cost of Auto LPG is lower which helps us to increase our margin considerably. In competitive business, we need to calculate each paise. So Auto LPG is inevitable for our business.” **K.Nagarajan, Auto Driver**

“Auto LPG is a gift for our cab s' business. Almost all the Omnis in the city are being powered by this Green fuel only. But regular increase in price is very much affecting their revenues as they are not in position to revise their contract rate on regular basis” **B. Mohan, Owner, Maruti Omni.**

Booklet on Safe Practices / Checklist for LPG Operated Vehicles :

With the growing popularity of Auto LPG vehicles in India and taking into consideration that most of the cars are retrofitted, need was felt to educate the ALPG consumers and also the Transport Dept. Officials on various aspects to safe fitment and usage of this alternate fuel in Vehicles. To help in this initiative a "Booklet on Safe Practices / Checklist for LPG Operated Vehicles" was produced by IAC in coordination with ARAI.

This booklet was released on 28th July 2007 by Mr. S.D. Shinde, Transport Commissioner- Maharashtra in Aurangabad during the Seminar on "Inspection and Safety – Key to Successful and Prosperous Auto LPG Industry in India". The ready reckoner is being extensively used by field officers from the Motor Vehicles Departments of various states in India.



All India ALDS Directory :

There are more than 600 Auto LPG dispensing stations (ALDS) covering more than 250 towns and cities in India. Need was felt to have a comprehensive Industry ALDS directory giving state wise ALDS addresses for the convenience of motorists using Auto LPG. The same was compiled and printed by IAC in the form of a directory. The Directory was released by Sh. Ajai Nigam, Chief Controller of Explosive on 19th July 2008 during the PESO – IAC Workshop on Safety in Nagpur.

10,000 copies of the ALDS directory have been printed and arrangements have been made to send the same to all ALDS in India for distribution to the ALPG customers, Retrofitment centres and vehicle showrooms.



Auto LPG Dispensing System & Calibration – Training Program for officials of Legal Metrology at FCRI-Palakkad.

During IAC's meeting with Director – Legal Metrology, Sh. R. Mathurbootham, we had expressed desire to be associated with any training program they wished to conduct on Auto LPG.

The opportunity came when Fluid Control Research Institute (FCRI) extended invitation to IAC to conduct a session on "Auto LPG Dispensing System and Calibration" for Officials of Legal Metrology Dept.

Mr. John Joseph, President IAC & Sr. VP- RIL and Sh. Krishnamurthi Tadipatri, GM-RIL were present to take the sessions on 14th and 28th July '08, at FCRI's campus in Palakkad (Kerala) for about 60 officers of legal Metrology who came from across the country. Each training program comprised 2 ½ hours presentation and interactive session on Dispenser calibration followed by 3½ hours practical demonstration at RIL's Auto LPG dispensing station in Palakkad.

FCRI Officials expressed their thanks to IAC for the insight/ knowledge imparted towards Auto LPG which is a relatively new field in India.

Domestic LPG Vs Auto LPG Leaflet :

Presently the Auto LPG industry is battling with the widespread menace of diversion of cooking gas cylinder for automotive use. This is not only illegal but also unsafe and results in huge losses to the Government exchequer.

As one of the initiative taken by IAC to curb the diversion activity, it has designed a comprehensive leaflet explaining the ill effects of using domestic LPG in vehicles. It is proposed to print thousands of these leaflets and distribute the same to all LPG vehicle owners, retrofitters, OEM showrooms across the ALPG markets in India.

Bajaj Platina - 2-W ALPG Kit

Bajaj has recently launched Auto LPG Bike (Platina) in Gujarat. The Kit is supplied by Vanaz. The LPG cylinder is well fitted and camouflaged in the petrol tank area itself and not visible from outside. It has thus addressed the problem with retrofitted 2-W bikes where the tank is mounted on the rear carriage of the bike thus marring its aesthetics.

Bajaj Platina is a dual fuel bike with ALPG WC (water capacity) of 4.5 ltrs. while Petrol capacity is 1.25 ltrs. It is priced around Rs. 45,000/- which is Rs. 5000/- more than Petrol Platina. The bike performs satisfactorily on the power and mileage front. There is a good demand for the bike in Gujarat and there is some waiting period for the customers.



MUMBAI MARATHON AD.

The Standard Chartered Mumbai Marathon (SCMM) is a mega sporting event. Each year, it attracts more than 30,000 participants from across the globe. The IAC contingent has been regularly participating in this annual sporting carnival for the past three years, running for the cause of Clean & Green India. SCMM provides IAC with a platform to promote itself and the cause for which it stands for.

The press ad. was released on 19th Jan. 2008, in DNA Mumbai a day prior to the Marathon. RIL who is one of the founder members of IAC sponsored the ad.



GUJARAT PRESS ADS.

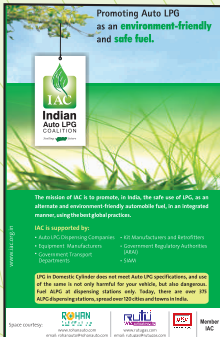
The CNG lobby in the State of Gujarat had launched a propaganda against Auto LPG during the first half of 2008. To make the position of Auto LPG as a fuel amply clear, IAC decided to come up with Press advertisements in local dailies of Gujarat.

The ad. as you see, talks about inherent advantages of Auto LPG over CNG, thus facilitating car owners to take an informed decision while converting to alternate fuel. Two ads. were released on 29th July 2008, one in Gujarat Samachar, and other in Sandesh.

Campaign against use of Domestic LPG for Automotive purpose in Namakkal.

To curb illegal transfer of Domestic LPG for automobile use, IAC along with the active support of District Administration of Namakkal launched a social awareness campaign. Billboards and posters were put up at strategic location in the town; advertisements in local cable were also flashed. The communication was designed in such a way, so as to deter people from indulging in the illegal and hazardous activity of Gas transfer.





Press ad. released during the 5th annual stakeholders conference.

To coincide with 5th annual general body meet on 29th Sep. 2007 at New-Delhi, an ad. was released in Financial Express and Indian Express. The ad. speaks about IAC's mission to promote Auto LPG in India along international standards as a safe and environment friendly fuel.

Rohan Automotive Equipments Pvt. Ltd. one of the IAC members sponsored the ad.



OEM & IAC co-branding.

IAC has been closely working with OEMs like Tata Motors, Maruti, Hyundai etc. to promote Auto LPG vehicles in India. A Co-branded ad. is designed which talks about advantages of using Auto LPG vehicle over petrol.

It is proposed to be launched shortly with active support of OEM's

More than 250 Cities & Towns
Covered with an ALDS Network of over 600 Stations

Agra
Ahmedabad
Ajmer
Alwaye
Amreli
Anand
Anantpur
Angamaly
Ankleshwar
Aurangabad
Bangalore
Bhilwara
Bilaspur
Bilimora
Bhayander
Bhopal
Chandigarh
Chandrapur
Changanassery
Changarmkulam
Chennai
Chennarayapatna
Cherthala
Chiplun
Cochin
Coimbatore
Dahod
Deesa
Delhi
Dharmaj

Dhule
Durg
Ernakulam
Erode
Gandhidham
Gandhinagar
Goa
Guntur
Gulbarga
Guwahati
Gwalior
Hyderabad
Ichalkaranji
Indore
Jaipur
Jabalpur
Jalgaon
Jamnagar
Junagarh
Kalyan
Kanjirappallay
Kanpur
Khedshivapur
Kishangarh
Khopoli
Kozhikode
Kodimatha
Kolhapur
Kolkata
Korba

Korukkupet
Kota
Kotakkal
Kottarakara
Kottayam
Kottivakkam
Lucknow
Ludhiana
Madurai
Mangalore
Mehsana
Miraj
Morbi
Mallapuram
Mumbai
Mysore
Nadiad
Nagpur
Nalgonda
Namakkal
Nasik
Nathdwara
Navi Mumbai
Navsari
Nizamabad
Palakkad
Palanpur
Pallikaranai
Pathanamthitta
Perumbavoor

Piravom
Pune
Puttur
Raipur
Raigarh
Rajkot
Ratnagiri
Sabarkhantha
Satar
Secundrabad
Shirdi
Solapur
Surat
Surendranagar
Thane Thiruvalla
Thriprayar
Thrissur
Tirupati
Tirupur
Trivandrum
Ullhasnagar
Vadodara
Vasai
Vijapur
Vijaynagar
Vishakhapatnam
Warangal
Yavatmal

Office Bearers



President
 John Joseph
 Sr. Vice President
 Reliance Industries Ltd.
 Joseph.John@ril.com



Vice President
 R.N. Ghosh
 Dy. General Manager
 Indian Oil Corporation Ltd
 rabindranthg@indianoil.co.in



General Secretary
 Suyash Gupta
 Managing Director
 CleanFUEL India Autogas Pvt. Ltd.
 suyash@vsnl.com



Treasurer
 Shishir Agrawal
 Managing Director
 CLH Gaseous Fuel Applications Pvt. Ltd.
 s.agrawal@shigan.net

Executive Committee Members



S K Hazra
 Managing Director
 Aegis Logistics Ltd.
 skhazra@aegisindia.com



Shrikant Marathe
 Director
 Automobile Research Association of India.
 director@araiindia.com



Balraj Bhanot
 Former Chairman, CMVR Technical
 Committee, Former Director, ARAI
 & Founder Patron, IAC
 bbhanot@gmail.com



K K Gandhi
 Director- Technical
 Society of Indian Automobile Manufacturers
 kkgandhi@siamindia.com



Amit Shah
 Managing Director
 Ace LPG Kits (P) Ltd
 amitshah007@vsnl.net



Raju Joseph, Secretary
 Indian Auto LPG Kit Federation



V N Diwakar
 Vice President
 Business Development and Special Projects
 SHV Energy Private Limited
 diwakar@supergas.com



Rajiv Chohan
 Managing Director
 Shell Gas (LPG) India Private Limited
 rajiv.chohan@shellpgindia.com



Sanjeev Agrawal
 Sr. Manager
 Design & Development : HQ
 Bharat Petroleum Corporation Ltd.
 agrawalsanj@bharatpetroleum.in



Pradeep Rungta
 Director
 Vialle Alternative Fuel Systems (P) Ltd
 vialle@vialle.co.in



H. Kumar, GM-Retail Upgradation
 Hindustan Petroleum Corp. Ltd.
 kumarh@hpcl.co.in

The IAC Effort



Warming up to all the action with more than 600 stations in the country now and Auto LPG being available in more than 250 cities already, more and more vehicle owners are converting to this Economical and Environment Friendly Fuel, paving way for India to become one of the largest Auto LPG markets in the world in the next few years.

Low costs of infrastructure and conversion, easy availability, versatility of use and of course, an impeccable safety record make Auto LPG the only viable, un-adulterable and environment friendly alternative auto fuel in India.

IAC, a member of "Central Motor Vehicle Rules - Technical Standing Committee" (CMVR-TSC), "Standing Committee on Emission Legislation" (SCOE), & TED26 (Bureau of Indian Standards), Government of India, is widely recognized as the nodal body for the Auto LPG Industry in India with practically all major stakeholders on Board. IAC membership base is expanding rapidly and we now have the Oil Sector PSUs, Private LPG Marketers, Kit Suppliers, Equipment Manufacturers and Turnkey Installers as members, in addition to a very proactive support of World LPG Gas Association, USAID, ARAI and SIAM.

We have been actively organizing seminars, workshops and various activities for state RTOs like that for Maharashtra, Karnataka, participating at various International forums like World LPG Association activities in France, USA, China & South Africa and initiating very meaningful interactions with the leading OEs.

Please visit our comprehensive website at www.iac.org.in for more details.

Members



Indian Auto LPG Coalition
 T-33, Okhla, Phase-II, New Delhi - 110 020
 Ph. : + 91-11-4060 0000 Fax : + 91-11-4143 5373
<http://www.iac.org.in>

Visit IAC at www.iac.org.in. Fill in the application form on-line and submit with details.