

# TECH TALK



**MOHIT NAWANY TELLS BINDU GOPAL RAO HOW LOGISTICS IS THE GAME CHANGER IN THE MANUFACTURING SPACE**

**M**aking a mark in the manufacturing industry is certainly not easy. But Mohit Nawany is different. “Being a state level swimmer, I loved juggling between academics, extracurricular and co-curricular activities all through school. After giving my board exams in 2003, I did my civil engineering from the prestigious Sardar Patel College Of Engineering, Mumbai. Handling the finance department for college festivals and co-founding the entrepreneurship development cell helped me in my campus placement with Larson & Toubro (India’s leading engineering conglomerate).”

Mohit joined L&T in 2007 and spent a year with the design team in Chennai working on the Mumbai International Airport Terminal 2 flyover. “Subsequently, I was deputed on site for a year to ensure execution on behalf of the construction planning and methodology team.” He then joined the family business - the Nawany Group in 2009 to

nurture his entrepreneurial spirit and start a new logistics vertical (ASL Logistics) within the group.

His father and uncle founded the Nawany Group with a focus primarily on real estate development (industrial and residential) and cement trading. “I joined the business to spearhead the deployment of 50 vehicles for the Vedanta group in Orissa. Spending my first year on site in Orissa, setting up the team, operations, and client servicing gave me exposure and experience across the business spectrum. I considered myself blessed because unlike many family businesses I have always been given the freedom and autonomy to operate. I imbibed the lesson with great power comes great responsibility early on.”

Over the years, Mohit’s company has moved from truck owning to bulkers, warehousing, and railway clearing-forwarding. “The mantra of integrating forward and backward made us foray into the supply of fly ash as well. We have set our eye on promoting fly ash as a product which has benefits beyond financial gain. Fly ash is a



byproduct of burning coal and if used correctly is a boon to the environment, else an absolute disaster. There is not only tremendous potential here, but also a positive impact on our carbon foot print.” Backed by government initiatives to promote the use of fly ash, they have been supplying to infrastructure projects like the BARC Nuclear Waste Plant (Tarapur), Mumbai Pune Expressway Missing Link, Samruddhi Expressway, Mumbai – Goa Highway and to clients like L&T, Afcons, HCC and JKumar.

Having been awarded the National Runner-Up (Youth Transport category) at the Mahindra Transport Excellence Awards in 2018, Mohit feels that this is a validation of his hard work. “Winning the award was indeed an exciting experience, made even more interesting as a runner-up. It brought with the joy of winning and validation from industry experts, the knowledge that we are headed in the right direction. It also gave us the motivation to continue to

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strive for the winning prize.”

Currently, the group is expanding by setting up a logistics park in Mumbai’s warehousing hub, Bhiwandi. The project is Mohit’s brainchild as he looks at it as the perfect synergy between the group’s logistics and construction business as well as an entry into a business with global exposure. “Parallely, we intend on growing the construction business in the industrial development and project consultancy space; the logistics division into other products either organically or through acquisitions, and the fly ash division into exports or markets beyond Mumbai.”

Mohit has been inspired by a set of mentors who he approaches from time to time. “I look to adapt and absorb the good qualities and skills from most people I meet. I am constantly working towards being a better version of myself and achieving an optimum balance in life when it comes to health, wealth, family and self.”

