

Dear Keith, HI!

Thank you for your mail. Following a discussion with Mr. Sanjeeva Shivesh on 2<sup>nd</sup> May 2017 and your mail dated 4<sup>th</sup> May 2017, we are grateful for having taken initiative on our behalf a Teleconference with the Board of Trustees for Thursday, 11<sup>th</sup> May 2017 at 18.30 hrs India time. We will be organized and shall be attending with all the representatives of CILT INDIA.

On Education:

1. We have as advised by you issued a letter to Transglobe and all our other five accredited Institutes to stop all activities – a copy of the letters is attached for your reference.
2. As pointed out earlier that due to the procedural failure CILT INDIA was not aware of the Delegation Agreement and we have initiated a dialogue with the Institutes to promote and adopt CILT INTERNATIONAL Certificate and Diploma programmes. We are very positive of the outcome in this regard.
3. CILT INDIA also proposes to come forward for accrediting a customized course for which we require your (CILT INTERNATIONAL) approval for content and commercial terms.
4. The Education Committee is taking steps to prepare ourselves for undertaking Desktop Audit of CILT INTERNATIONAL after the meeting with Board of Trustees on 11<sup>th</sup> May.

On Membership:

However, to bring to your notice the Membership commitment as per para 1.2 of the Delegation Agreement for a Territory Status of 1,000 members has been exceeded last year (vide CILT International invoice dated 1<sup>st</sup> March 2017), and we hope to increase it further.

It is requested that the Territory Status of CILT INDIA be restored with the above commitment and we can work to submit a revised Business Plan for 2017-18 on the lines which will cover South India as well.

Thanks & regards



Mr. Shanti Narain

Chairman

CILT INDIA

On Thu, May 4, 2017 at 9:30 PM, Keith Newton (INT)  
<[Keith.Newton@ciltinternational.org](mailto:Keith.Newton@ciltinternational.org)> wrote:

Dear Sanjeeva

**Point 3: Trustee meeting confirmed**

I can confirm that the Trustees will hold a teleconference with the representatives of CILT India on Thursday 11<sup>th</sup> May at 1400hrs UK time / 1830hrs India time. It will be for 30 minutes. CILT India should lead the conversation and use the response letter proposed below to guide their thoughts. Given the time will be short and a response in turn will be needed to be given by the Trustees then you will need to plan this.

I through Ceri Williams will send out the invitation and conference details ahead of the meeting for you to dial into.

**Point 4: Commitment to set things right**

An immediate action I must have this week is to have the visible evidence that you have taken the termination actions that you refer to below. The evidence is that this has not yet happened. The CILT India website still has the picture and story of the Transglobe MOU award and a list of partners which includes Transglobe. I expect not only Transglobe but other providers to be removed until we have agreement on any that we can allow you to continue.

The Transglobe website still has the CILT logo and actively is marketing the CILT India courses in their website.

I expect therefore an immediate letter to Transglobe and a copy to be sent to me terminating the agreement as set out below. We can then agree further action if Transglobe does not respond.

I expect the CILT India website to have the changes made or to be taken down until those changes can be made.

These are critical actions and it is the lack of this type of response that makes our task much more difficult. Can you (and I have copied the Council members here) ask the Council to act?

Regards

Keith

**From:** Sanjeeva Shivesh [mailto:[shivesh@entrepreneurship.edu.in](mailto:shivesh@entrepreneurship.edu.in)]

**Sent:** 02 May 2017 12:43

**To:** Shanti Narain; shanti narain; Veni Mathur; Vinod Asthana Howe; Ragini Yechury; Sanjiv Garg

**Cc:** Keith Newton (INT)

**Subject:** Call with Keith

Dear All:

I had a call with Keith today regarding the crisis at hand. The gist of call is below:

1. As agreed in our meeting of 29th April, I shared with KN about non-existence of the Delegation Agreement in India Office and that being the prime reason for goof-up.
2. I also explained that loss of "territory status" is a massive loss of reputation, unknowingly for everyone at CILT India.
3. KN will fix up 30min Teleconference with Board of Trustees (BOT) on 11th May 2017 at 6:30 India time (2:00pm British time). **He will circulate the dial-in numbers.**
4. We must send our response to the Secretary General's letter dated 19th April 2017, which shall be circulated to the BOT immediately with cc to us.
  1. Our response should reflect our **commitment to set things right** as per "delegation agreement"
  2. This letter should have clearly indicate set of ACTION POINTS and A PROGRAM TO SET THINGS RIGHT.
  3. ... which also includes terminating the MOU with TransGlobe and others.
  4. .. we must share our 'risk assessment' of MOU terminations
  5. ... also bring out "Business Continuity" issues
  6. We must also bring out the pain - How it impacts CILT India
5. **I had much discussion on timeline, when we can get status quo ante restored.**
  1. KN's quick comment was BOT, when they signed, they had minimum 1 year in mind.
  2. KN shared that we have not engaged enough with the BOT. Therefore, this is absolutely necessary for quick resolution.
  3. We must get the Desktop Audit done quickly with Jon, May 12 onward.
  4. We must TRY be present at Macau (June 11-14), and have face-to-face meeting with BOT.
  5. I have shared with KN that we have India National Conference in Sept'17 and we want our status back before that. (KN suggested that we must start rolling out the corrective actions)

6. KN also suggested that I speak with Rezak at Malaysia to understand how they got their status back.
6. I also discussed about TransGlobe and its offer to sell CILT International Programs. However, I took the position that TransGlobe is our project and will not join the South India Project.
  1. KN explained that there are competition issues, but will think about this.
7. Finally, I took the following position:
  1. We will STOP India program
  2. Get INDIA Programs approved by CILT International and then market
  3. Start marketing International Programs in India
  4. But, we want our "territory status" back.

**ACTION POINTS:**

1. Send our response by email to Keith.
  2. Prepare for the TELECONFERENCE on 11th May
  3. Must go to Macau (if Budget permits)
  4. Prepare an engagement plan with BOT
- 

Keith - If I have missed on anything, please add. Need your full support to set our house and reputation in order.

Warm regards,

Sanjeeva Shivesh



**First Choice for Transport and  
Supply Chain Professionals**



The Chartered  
Institute of Logistics  
and Transport

E: [info@ciltinternational.org](mailto:info@ciltinternational.org) T: +44 (0) 1536 740162 W: [www.ciltinternational.org](http://www.ciltinternational.org)

---

Any opinions expressed in this e-mail are those of the individual and not necessarily the company.

This e-mail and any accompanying attachments may contain information which is, or maybe confidential and/or legally privileged.

If you are not the intended recipient or have received this e-mail in error you are hereby notified that any disclosure, distribution or the taking

of any action in reliance to the contents is strictly prohibited, and that this e-mail and any attachments should be returned to the sender immediately.

Although this e-mail and any attachments have been scanned, and are believed to be free of any viruses it is the responsibility of the recipient to ensure

that they are virus free and no responsibility will be accepted by The Chartered Institute of Logistics and Transport.

The Chartered Institute of Logistics and Transport

Registered Office: Earlstrees Court, Earlstrees Road, Corby, Northants. NN17 4AX

Charity Registration Number: 313376.

[www.ciltinternational.org](http://www.ciltinternational.org)