

Monthly Magazine of All India Transporters Welfare Association

Parivahan Pragati

The True Mouthpiece Of India's Road Transport Industry



Infrastructure Status: A Big Boost To The Logistics Sector



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Aiming At Industrial Growth, Logistics Gets Infrastructure Status

Ramesh Kumar Gulati, National Secretary, AITWA

While offering a puff of fresh air to the transport and logistics services providers in the post GST era, the Government of India has granted infrastructure status to the logistics sector. Upon approval to the recommendation of Institutional Mechanism (IM) by Hon. Finance Minister Arun Jaitley, 'Logistics Infrastructure' has been included in the Harmonised Master List of Infrastructure Sub-sectors in the renamed category of 'Transport and Logistics.'

The need for logistics infrastructure development is not recently created but it has been felt for long. A strategy paper released in 2010 by the commerce ministry had also emphasized on the need to invest billions of dollars in improving infrastructure, including logistics, in India in order to boost exports.

Touted as a boon, the move is expected to make it easier for companies operating cold chains, industrial parks and warehousing facilities to avail long-term credit from banks and other financial institutions like India Infrastructure Financing Company

Limited (IIFCL) at low rates and on easier terms. Besides, the decision is likely to lower the cost of capital and encourage job creation and manufacturing.

The transport and logistics services providers would be able to access longer tenor funds from insurance companies and pension funds, as well as larger amounts of funds as external commercial borrowings (ECB). Owing to these benefits, the transport and logistics industry would also attract many foreign

investors thereby accelerating industrial growth in the country.

Through a notification, the Department of Economic Affairs, under the Ministry of Finance, has widened the category of infrastructure sub-sectors in order to accommodate transport and logistics. As per the notification, the definition of logistics now includes warehouses, cold storages, industrial parks, and transportation.

Further, the notification included multimodal logistics parks comprising

inland container depot (ICD) with minimum investment of Rs. 50 crore and minimum area of 10 acre come under



Transport and logistics services providers would be able to access longer tenor funds from insurance companies and pension funds, as well as larger amounts of funds as external commercial borrowings



As the transport and logistics industry deeply influences most of the economic activities, the government wanted to lower logistics cost of exports in India for a long time. Notably, around 14 per cent of the total value of goods goes into logistics cost, while in other major economies, like the United States and Germany, it is just 6-8 per cent of total value of goods. The high logistics cost not only impacts prices of goods in the country but price competitiveness of

logistics infrastructure. Also, a cold chain facility having an investment of at least Rs. 15 crore and a warehousing

A cold chain facility having an investment of at least Rs. 15 crore and a warehousing facility with a minimum investment of Rs. 25 crore would fall under logistics infrastructure

facility with a minimum investment of Rs. 25 crore would fall under logistics infrastructure.

Considering the need of logistics infrastructure development to promote economic growth in India, the government has already announced to set up 34 mega logistics parks across the country with the investment of more than Rs. 1 lakh crore. Further, the central government is planning to take up the projects in partnership with state governments and private companies. Moreover, National Highways Authority of India (NHAI) has been assigned the task of providing trunk infrastructure and last-mile connectivity.

exporters. And, granting infrastructure status to logistics would reduce the cost of capital in transportation and warehousing.

Soon after the announcement, logistics stocks saw an average increment of 6 per cent. Not just this, companies like Gateway Distriparks, VRL Logistics, Transport Corporation of India (TCI), Allcargo Logistics and Lancer Container Lines, have witnessed a hike. Further, logistics players, including Aegis Logistics, Sical Logistics, Mahindra Logistics and Tiger Logistics, have been cheering the development while trading in the green.

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Moreover, market experts are positive on a couple of logistics players as they believe that Gati can touch Rs. 155 in the coming months.

While GST is expected to lower the logistics cost by 20 per cent, industry experts believe that logistics infrastructure development is going to reduce it further.

Let's Welcome Government's Move To Grant Infrastructure Status To Logistics!



Pradeep Singal, National President, AITWA

When the transporters started to believe that their savior will never come, the Government of India decided to give infrastructure status to the logistics sector, covering cold chain and warehousing facilities. This has indeed spread happy wave across the logistics industry, which includes industrial parks, warehouses, cold storages and transportation.

On many occasions, Road Transport and Highways, and Shipping Minister Nitin Gadkari had said that the government was working towards formulating an integrated, multi-modal logistics and transport policy. Not just this, the need for better logistics infrastructure was highlighted by ASSOCHAM. It stated that the logistics costs in India are one of the highest, at around 14 percent of GDP, while the same in developed

countries with better infrastructure is around 6-8 percent of the GDP.

An ASSOCHAM -Resurgent India joint study also revealed that if the logistics cost is brought down from 14

Road Transport and Highways, and Shipping Minister Nitin Gadkari had said that the government was working towards formulating an integrated, multi-modal logistics and transport policy

percent to 9 per cent, India can save up to USD 50 billion. It is believed that this saving can offer Indian companies a competitive edge in the international market. Further, speedy delivery of products along with other logistical benefits will help Indian companies regulate their growth at a much higher rate.

The infrastructure status to logistics is likely to attract more funding at competitive rates for the industry. This would also help the transport and logistics services providers get credit at competitive rates and on a long-term basis. Moreover, improved logistical infrastructure



is expected to help create jobs. And with this vision, the government had launched Bharatmala (road network) and Sagarmala (waterways network). Knowing that

The government aims at improving transportation, which would require the coordinated development of railways, roads and waterways

transportation forms a third of the cost of a logistics chain, and roads carry nearly 60 percent of the freight cargo in India, the government aims at improving transportation, which would require the coordinated development of railways, roads and waterways.

As per the notification granting infrastructure status to logistics, the Department of Economic Affairs (DEA) clearly spelled out that logistics infrastructure includes "Multimodal Logistics Park comprising Inland Container Depot (ICD) with minimum investment of Rs. 50 crore and minimum area of 10 acre. Further, a cold chain facility having an investment of at least Rs. 15 crore as well as warehousing facility with investment of a minimum Rs. 25 crore would come under logistics infrastructure. In both cases, the facilities should also have a minimum required area."

As the move is said to help the industry access funds at a

Infrastructure loans of larger amounts would be available at easier terms with enhanced limits

cheaper rate, experts claim that the cost of funding could come down by up to 50 basis points, and the ones going for external commercial borrowing could get it even cheaper.

Not just the existing players would benefit, but granting infrastructure status to logistics has also given a signal for others to invest in the sector. Further, infrastructure loans of larger amounts would be available at easier terms with enhanced limits. Moreover, the members of transport and logistics fraternity would be able to access longer tenor funds from insurance companies and pension funds, as well as borrow from India Infrastructure Financing Company.

Also, experts from the industry believe that the infrastructure status to logistics will not only reduce the



cost of transportation and warehousing, but lower down the cost of logistics. Besides, some opine that the development would help companies get fiscal sops, for instance, the members of construction sector would get import duty concession on plant and machinery.

Moreover, it is long known that infrastructure, such as cold chains and warehousing, needed significant investment for improving the competitiveness of manufacturing in India. With the latest decision, long-term investors are found to be very interested in the potential of this segment. Notably, a Rs. 211-crore multimodal terminal is being built at Varanasi in Uttar Pradesh, which is part of the Rs. 4,200-crore Jal Marg Vikas project.

While most of the experts point at the north, there are ones, though few, sailing southward with a word of caution reflecting that the picture would be different upon hitting the ground.

It's Time To Celebrate 'Infrastructure Status To Logistics' In India!



Ashok Gupta
Hon. General Secretary, AITWA

Being an agrarian economy, transport and logistics industry in India has always been known to play a crucial role in the growth and development of the nation. Yet, the industry is suffering big time owing to the government policies, including Goods and Services Tax (GST) and transit passes, among others.

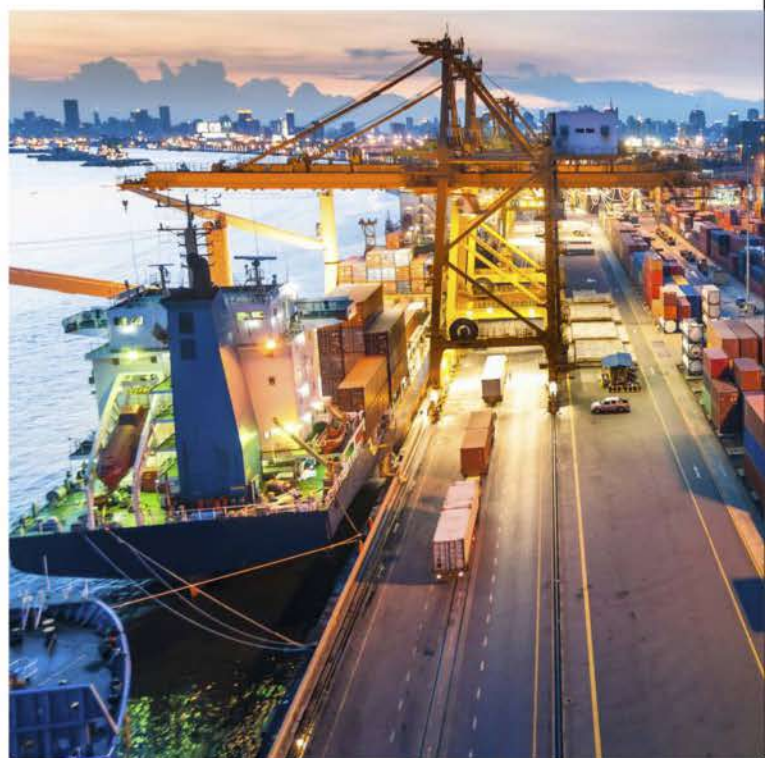
Recently, a study by the government titled Assessment of

The work on improving road network across the nation is going on in full swing under the Modi-led government, storage and warehousing facilities are yet to be developed

Quantitative Harvest and Post-Harvest Losses of Major Crops and Commodities in India found that the main reason behind the harvest and post-harvest losses of major agricultural produce is the lack of storage and transportation facility in the country. Although, the work on improving road network across the nation is going on in full swing under the Modi-led government, storage and warehousing facilities are yet to be developed.

Hinting at the 'it is never too late' approach, the

Government of India seems to be all geared up to offer a concrete solution to this issue as it announced to give logistics an infrastructure status. While amending the existing framework, a recent notification by the Department of Economic Affairs (DEA) has widened the category of infrastructure sub-sectors to 'transport and logistics,' covering cold chain and warehousing facilities. The move is expected to not only provide a big boost to attracting more funding at competitive rates, but offering



multiple instruments to raise the money. Further, the

decision will enable the logistics sector to access longer tenor funds from insurance companies and pension funds and also make it eligible to borrow from the India Infrastructure Financing Co. Ltd. (IIFCL).

Besides, loans can now be availed for a longer tenure and on easier terms as rising logistics cost impacts the global competitiveness of exporters. Notably, high logistics cost in India all these years was making Indian goods less competitive in the global market. Certainly, the aforementioned gain points will lure more and more investors to the transport and logistics industry thereby bolstering infrastructure development in the country.

In its run for the development of logistics infrastructure, the government appointed former director general of Directorate General of Supplies and Disposals (DGS&D) Binoy Kumar as special secretary in charge of logistics in the commerce and industry ministry earlier this month.



While considering a proposal by the commerce ministry,

the finance ministry decided to include logistics in the Harmonized List of Infrastructure Sub-sectors in its Nov. 10 meeting.

In addition, roads and bridges, ports, shipyards, inland waterways, airports, railway tracks, tunnels, viaducts, terminal infrastructure, including stations and adjoining commercial infrastructure, have all fallen under the 'transport and logistics' category, along with urban public transport and logistics infrastructure.

Notably, India's logistics performance improved from

India's logistics performance improved from 54 to 35 under World Bank Logistics Performance Index (LPI) in 2017

54 to 35 under World Bank Logistics Performance Index (LPI) in 2017. Further, the government expects the Indian logistics sector to grow to \$360 billion by 2032 from the current \$115 billion. In order to traverse this growth path, the road transport and highways ministry plans to develop around 35 multimodal logistics parks in India, which are expected to cater to 50 per cent of the freight movement. Also, this would enable a 10 per cent reduction in transportation costs, and a 12 per cent reduction in carbon dioxide emissions.

Transport and logistics fraternity along with the industry experts have hailed this decision of 'infrastructure status to logistics' of the Indian government. Many believe that the 'infrastructure status to logistics' will boost competitiveness that will transform logistics into a sunshine industry. Also, it is believed that the move has struck chords at the right time when the government is focusing on programmes, including Bharatmala Pariyojana (an initiative to add 35,000 km of new highways), to improve overall logistics performance and development of multimodal logistic parks.

While transporters and logistics services providers are happy about the easy loans and private funding that will steer the industrial growth, they are expecting the move to create employment too. Let's hope for the best!



Infrastructure Status: A Big Boost To **The Logistics Sector**

On the road to development, a nation considers its transport and logistics sector as one of the major contributors. And considering this, the Government of India has made firm steps, including Goods and Services Tax (GST), major investments in infrastructure development, relaxed FDI regulations and increased technology adoption, in the recent past. Looking at the positive change, rating agency ICRA projected the transport and logistics sector to grow by 9-10 per cent per annum over the medium term.

While taking this story ahead, the government has just granted infrastructure status to the logistics sector. The need for integrated logistics sector development has been felt for quite some time in view of the fact that the logistics cost in India is very high compared to developed countries. High logistics cost reduces the competitiveness

of Indian goods both in domestic as well as export market.

The inclusion of 'Logistics Sector' in the Harmonized Master List of Infrastructure Sub-sectors was considered

in the 14th Institutional Mechanism (IM) Meeting

held on November 10, 2017. It was

recommended by the Institutional Mechanism and subsequently approved by Finance Minister Arun Jaitley.

'Logistics Infrastructure' is included by the insertion of a new item in the renamed category of 'Transport and Logistics', with a footnote stating that

'Logistics Infrastructure' means and includes Multi-modal Logistics Park comprising Inland Container Depot (ICD)

with minimum investment of Rs. 50 crore and

minimum area of 10 acre, Cold Chain Facility with minimum investment of Rs.15 crore and minimum area of 20,000 sq. ft, and/or Warehousing Facility with

Looking at the positive change, rating agency ICRA projected the transport and logistics sector to grow by 9-10 per cent per annum over the medium term

investment of minimum Rs. 25 crore and minimum area of 1 lakh sq ft.

Let's find out to what the infrastructure status to logistics will get translated to:

Cheaper Loans

Infrastructure status to the logistics sector will help it access loans on easier terms, encourage manufacturing and help improve economic growth. The decision is expected to enable the transport and logistics sector to avail infrastructure lending at easier terms with enhanced limits. Also, it would offer access to larger amounts of funds as external commercial borrowings (ECB), and longer tenor funds from insurance companies and pension funds. Moreover, the industry members will become eligible to borrow from India Infrastructure Financing Company Limited (IIFCL).

While speaking to The Hindu, K. Ravichandran, senior vice president, ICRA, explained that infrastructure



industries not only get longer maturity loans compared to typical manufacturing sector but the lending terms are typically easier. Post this move, logistics companies will also enjoy the option of refinancing with specialised lenders like IDFC Bank and IIFCL. Moreover, the infrastructure status will give transport and logistics services providers access to cheaper foreign currency



Shri Binoy Kumar, IAS

Binoy Kumar Takes Charge as Special Secretary (Logistics)

Sh. Binoy Kumar, Senior IAS officer, took charge as Special Secretary (logistics) in the commerce ministry on November 7, 2017, a recently created post to facilitate logistics with a view to cut transaction costs for exporters. He will be looking after logistics development to promote exports and domestic trade. Sh. Kumar, a 1983-batch IAS officer of the Telangana cadre, was the Director General of Directorate General of Supplies and Disposals (DGS&D) and played an instrumental role in development of the Government e-Marketplace (GeM).

GeM was designed to promote transparency in procurement of goods and services for ministries, departments and public sector undertakings.

Exporters had earlier demanded a specific department to deal with the issues related to logistics.

Logistics is a key component for increasing competitiveness of exporters by reducing transport cost and expedite shipments. There was no single department to look at all the aspects related to logistics covering various modes of shipment such as sea, roads and railways.

As the sector needs lot of coordination among different ministries and departments including railways, road and shipping, an umbrella body would help coordinate all aspects of logistics, which was managed by different departments till this declaration.

funding through the ECB route.

Lower Logistics Cost

The logistics spend in India is almost 14 per cent of the GDP, compared to well below 10 per cent for the advanced



countries. This high logistics cost added to the cost of Indian goods, making them less competitive in domestic and international markets. But with the GST roll out, and the above-mentioned easier access to capital and long-term borrowing, large format warehouses will soon crop up across the country. Eventually, this will bring down the cost of logistics in India, which will in turn boost the demand for Indian goods and further bolster the Make in India cause. Besides promoting manufacturing, this would lead to job creation.

Foreign/Private Investment

As the DEA notification, covered Multimodal Logistics Parks comprising Inland Container Depot (ICD) with minimum investment of Rs. 50 crore and minimum area of 10 acre; cold chain facilities with minimum investment of



Rs. 15 crore and minimum area of 20,000 sq ft; and warehousing facilities with minimum investment of Rs. 25 crore and over 100,000 sq ft area, under the logistics infrastructure, this will attract a great deal of foreign and/or private investors to the sector.

While hailing the decision, several major logistics firms traded at a premium soon after the announcement of granting infrastructure status to logistics. Notably, shares of Allcargo Logistics and TCI Express were up 2 per cent compared to their previous day closing price, while Mahindra Logistics was up 3 per cent and ABC India shares surged 4 per cent.

Boost GDP

As per industry body Assocham, logistics costs in India

***India can save up to
USD 50 billion if logistics cost
is brought down from
14 percent to 9 percent, stated
an Assocham-Resurgent
India joint study***

are one of the highest, standing at around 14 percent of GDP. The same in developed countries with better infrastructure is around 6-8 percent of the GDP. India can save up to USD 50 billion if logistics cost is brought down from 14 percent to 9 percent, stated an Assocham-Resurgent India joint study. Further, this saving will make Indian companies more competitive in the international market.

Job Creation

But more importantly, improved logistical infrastructure will help create jobs. And working in the direction to give a boost to the infrastructure development, the government has already announced Bharatmala and Sagarmala projects to improve logistic backbone in India.

With so many gains, who would not stand up and cheer for this show. Leading transport and logistics services providers have welcomed the government's decision.



Pirojshaw Sarkari, CEO at Mahindra Logistics, said, "The logistics sector is a core industry that deeply influences all economic activities," adding, "We believe that the infrastructure status will reduce the cost of capital in transportation and warehousing, thereby reducing the cost of logistics."

We believe that the infrastructure status will reduce the cost of capital in transportation and warehousing, thereby reducing the cost of logistics

Further, executive told ETNow, "Combination of GST and now giving it an infrastructure status is going to be good for the industry. With GST coming in, we are going to see large format houses coming and these warehouses require a lot of capital and long term borrowing. Infrastructure status will provide that facility which will give a boost to large warehouses. Once large format warehouses come into the country, you will see the cost of logistics go down."

Welcoming the move, Deepal Shah, chief executive (customs clearance and freight forwarding) at Avvashya CCI Logistics, the holding company of the largest private sector player Allcargo, said, "The decision will boost

competitiveness which will transform logistics into a sunshine industry." He added, "The move will lead to better access to funds and a consequent rise in investments for industrial parks, warehouses and transportation, providing a major fillip to consumption."

Anshuman Magazine, chairman, India and South East Asia, CBRE, said, "The granting of infrastructure status to the logistics sector will result in higher investments, which will drive the revolution of the segment in India. With India's growing economy and boost to the sector, increased movement is expected in the industrial and warehousing segment. Both cold chain and warehousing facilities are covered in the announcement and will go a long way in strengthening infrastructure development across India. Coupled with the implementation of the GST, this will provide an impetus to the segment as a whole and will enhance our competitiveness in the global market."

For years, Indian logistics sector remained uncompetitive owing to inefficiencies in transport, low rate of technology adoption, poor storage infrastructure, GST, complex tax structure, pending policy decision on according industry status to the sector, poor skills of the logistics professionals and warehousing issues, among others. But the transport and logistics services providers are happy that it finally rang their door bell, though late.

Converting Logistics Big Data To Knowledge



The World has become small, thanks to various innovations and connectivity options. Now, it has also become much smarter with a number of developments in cutting edge technologies, which are changing the world as we know it. We are on the verge of transformational progress with the Internet of Things (IoT) (Cell phones, Cameras, RFID, Bar codes, Scanners, Sensors, etc.), Connected Objects (Driverless cars, Drones, etc.), 3D printing (Manufacturing option), Artificial Intelligence (AI) (Robots in business and personal life in almost any field you can imagine), etc.

Supply chain management, paperless E-way bills, etc. will lead to Smart Logistics and a significant drop in transaction cost from the present approximately 17-18 per cent to the developed world's average of 7-8 per cent.

It is only a matter of time when our ways of doing things, be it in personal or business matters will become archaic and earlier skills learnt will be obsolete. New skills sets will be required to cope up with the new realities and updated ways of doing things. Unless we start in real earnest now, on a large enough scale, we are going to have serious imbalances between the number of skilled workers available and those required. The scope of the **CONNECTED OBJECTS, BIG DATA and LOGISTICS EDUCATION** conference on Nov. 7, 2017 by The Chartered Institute of Logistics and Transport (CILT), is based on these innovative factors leading to the new, changed scenario. It is our response to this challenge which will determine how India fares up in the technology driven future.

There is government support to an extent, with their orientation towards schemes like Digital India, New India, Start-up India, Skill India, etc. and initiatives like Bharatmala, Sagarmala, Hi-speed trains, Skill Councils,

etc. However, knowing their limitations, we will have to depend on our peoples' enterprising spirit to make real progress in this regard. There is hope that development in Logistics and Government initiatives will build a better India.

There were a number of eminent and erudite speakers during the four sessions, which provided an excellent opportunity to the audience to get into the groove of the speciality they covered. Only one speaker covered the subject in its entirety adequately enough for us to appreciate the criticality of interlinking the components in the theme of the conference. Though there was no designated Keynote speaker, Sanjeeva Shivesh's content was the closest to fill this lacuna.

Shivesh started with enumerating the big changes in the world:

1. The development of the Internet of Things
2. Large scale production and application of Robots
3. Smart manufacturing like 3D printing
4. Connected Objects like Driverless vehicles talking to each other, Navigators on cell phones, etc.
5. Artificial Intelligence like Deep Blue, which beat then World Champion Gary Kasparov in Chess.

Shivesh also referred to the amazing Ray Kurzweil of the Singularity Movement, Master Predictor of Tech advances, as saying, in one of his many remarkable forecasts, that Drones are here to stay and that Zeppelins in the air will be used as Fulfilment Centres, while drones hover around to do the deliveries.

Ray is of the opinion that a lot of technologies have leap-frogged.

Other speakers gave their opinions on their specific subjects:

KP Krishnan, Secretary, Skill Development and Entrepreneurship, said that looking at Supply Chain, Road Transport, Inland Waterways, etc., the distinction between workers and entrepreneurs does not really exist. We are attempting to make jobs aspirational in this sector.

Ashwini Lohani, Chairman, Railway Board: Commenting on the difference with his previous stint as Chairman, Air India, he said that the objective in both jobs is to improve utilisation and yields.

Lohani had a lot to say on plans to modernise the archaic systems in the railways. One point stands out, where he said that High Speed Rail is a paradigm shift. Our average speed is very slow at 45 kms/hr, whereas the stock is meant for 160 kms/hr. For a start, Delhi-Mumbai and Delhi-Kolkata routes will be speeded up with other corridors coming up later. Electrification is a big move now. A National Rail University is also being set up.

A reference was made to the Road Transport company Rivigo, who are implementing a plan to treat Drivers as workers with specific eight hour stints.



Darcl logistics is one of the India's leading transportation and logistic companies with annual turnover of over ₹ 1500 crores catering to nation's leading private and public sector corporates through a pan india network of nearly 200 branches and a strong and experienced team of over 3000 professionals covering all major port cities and industrial towns in the country. Company growth genesis can be traced back to more than four decades.

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Keith Newton, International Secretary General, CILT International, London, he felt that Logistics is a people based industry. People will be needed to handle work, hence jobs will be available. Education will be very important to build up the relevant capabilities. A World Bank study on Skill Development has placed India at Number 35 on Logistics Skills competence. CILT International has developed a board game, similar to Monopoly, to develop an interest in Logistics.

Some of the other meaningful contributions came from:

Prof. Venkat of Lucknow University, who gave a heart-warming example of ambulances being able to deliver preserved hearts for transplants within hours, in a country where public apathy to giving them right of way is well known. Hence there is a way to speed up delivery service which can be found.

He also gave the example of Tirupati temple, which is the world's largest, of solving a crowd management problem by opening up multiple lines whenever there is stress, to ease the situation by allowing more people to have darshan simultaneously.

Samir Shah of JBS Academy, Ahmedabad, who rued the fact that India has come down in the ranking for International Cargo Movements across Borders by 4 points, owing mainly to inadequate technology and inability to respond to questionnaires in English, outside of the four metros.

He also referred to use of latest technological developments like the comparatively new Block Chain software, which permit only the first person to make data entry on a secure platform, which cannot be altered by anybody else subsequently. The others who follow will be able to work only on differentials.

Dilip J Chenoy, former CEO, National Skill Development Corporation, is a votary of development of Waterways, which he feels is worth it, owing to Transport and Infrastructure cost savings.

Competency is much more than just skill – attitude and knowledge are equally important, hence we need to provide education. For example, there is no curriculum on drones, though Government Policy on drones is expected sooner than later. Another example, earlier cement, sand, etc., used to be transported to the site to make mortar for the construction. Now, pre-fabricated concrete blocks, prepared elsewhere, are used to save time and money.

Chenoy expects 10 million jobs to be added and Big Data trading, which is based on location and ability to get the relevant information.

Kwaja Moinuddin of SLMT Kochi, said that Nokia was the biggest selling phone earlier, but today it is nowhere because they did not invest in Technology. Logistics Systems education was not popular earlier. This attitude has to change.

Prof. Arun Sacher, Dean of GD Goenka University, spoke

on Big Data Analytics, which is based on Data Velocity; Data Variety; Data Volume. Students today, are being trained for jobs and challenges which are still not imagined yet.

Rajesh Nigam, CGM (Supply & Distribution), Indian Oil spoke at length on his large organization's travails in some areas in the North-east and the archaic Plan B used to reach the destination. Kudos for resourcefulness, but low marks for the non-development of modern logistics route plans.

Capt. TS Ramanujam, of the Logistics Sector Skills Council gave a very persuasive presentation on Addressing Logistics Sector Skill Gaps. He is clear that Technology can also multiply jobs, not just replace humans. His example was the experience of Heron drones procured from Israel around the start of this century. They could be up in the air for 14 hours, hence three sets of teams were required for the three shifts, which would mean nine people for each Heron.

Logistics is much more than just transportation and last



mile delivery (this was directed to Garg's long dissertation on how Railways are the pioneers in multi-modal logistics having started their out-agency service in 1925, to supply areas without a rail head)

Prior to performing, ASK (Attitude; Skills; Knowledge) and check on Occupational Standards, which have been set for 11 sub-sectors, to underline the Scope of the Logistics Sector.

The loudest cheers were reserved for the Captain's statement that 45000 jobs were given this year, after imparting skills training. The next year's (2018-'19) target is ambitious at provision of 1,00,000 jobs.

The world is changing very fast. It is also innovating new technologies at a much faster pace than ever in our history, thereby also leading to a huge rate of obsolescence. VUCA (volatility; uncertainty; complexity; ambiguity) challenges test the best of businesses. Reputations made earlier are not adequate safeguard, unless there is a constant technological / innovative upgradation and relevant updated education to develop skilled manpower for the brave new world.

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Right Time To Detariff Third Party Motor Premium, Exempt It From GST Like Agriculture Crop Insurance Premium



On most occasions, the government leaves the trucking industry with only hope, without considering its crucial contribution towards Indian economy. There is no iota of doubt that the industry is burdened with the third party premium for their vehicles. Truck

owners take this as obligation toward his society. But, the time has come to see the industry in different light.

Often, it is narrated that insurance for trucking industry is a loss making business for insurance companies, which, the Insurance Regulatory and Development Authority (IRDA) also supports. IRDA has been increasing the insurance premium year after year on pretext of something or other and that too without taking a view point of transport operators.

When in 2002, the top brasses of IRDA stated that the Indian insurance industry is not mature enough to detariff

the third party insurance premium, we accepted. But IRDA has now successfully tried detariffing on own damage and fire premium and has given relief to the consumers in rates as well as service.

Insurance industry is mature enough now and detariffing third party premium for trucking industry is the need of the hour, without further delay. IRDA should not force insurance companies to suffer losses but then Insurance companies know how to render insurance services and at what rates. After all, 50% of the total insurance industry income comes from motor portfolio!

It will be wiser on part of IRDA to acknowledge the truckers' humble request and detariff the third party insurance with a consultation to truckers and without further delay. As most of the insurance companies are offering further discounts in third party premium, IRDA should take this bold step in the best interest of insurance companies too.

Furthermore, we humbly request IRDA to keep third party insurance premium from the preview of GST like agriculture crop insurance premium. Because trucking industry too is performing its duty toward society by paying third party premium, which eventually is used to pay for compensations of road accidents victims.

Time has come for IRDA to take the right decision and balance the interest of both - consumer as well as the insurance sector. IRDA simply cannot keep protecting the insurance companies only. It will have to understand that the existing third party premium rates are unbearable for truck owners. And, increasing third party premium year after year in pretext of different projections is not the only solution. IRDA would have not required to take so much of pain, if only, it would have left it for market forces to decide.

By and large, detariff seems to be the only right step to deal with the third Party Premium increase every year.

Ishwar Chander Goel (9327004175)

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For How Long **CV Growth Momentum** To Continue In India?

Well, one should always consider the fact that the auxiliary roots are temporary. And so is the growth seen in the commercial vehicle sales in India. The CV sales graph may not grow for long as this could be a pre-buying because of the upcoming policy changes like the new body building norms and mandatory air conditioning for all the new buses and trucks sold.

Looking at this pre-buying trend, industry experts are of the opinion the industry may not be able to touch the peak sales of 8 lakh units even by 2020 which it achieved in 2012. Also, they feel that these changing norms, impact of demonetization and slowing economy will hamper the growth in CV segment.

ET Auto reported an industry veteran and commercial

vehicle dealer as saying, "Some extension has been given to the new body building norms and mandatory air condition in cabins, which has led to advance buying of commercial vehicles by the fleet owners. Not sure if this growth trend will continue for long time."

According to the research firm ICRA, the total market size for CV in India will remain at 7.5 lakh units in FY18, while the medium and heavy commercial vehicle (M&HCV) segment is expected to grow between 1 per cent and 3 per cent. Further, the light commercial vehicle segment is expected to grow by 7-8 per cent, while the entire CV segment can grow by 5-6 per cent in FY18.

Moreover, ICRA believes that CV exports from India are likely to grow at a CAGR of 12-15 per cent over the medium-term to touch 160,000 units by 2020. This will be



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driven by expansion in the new markets like Asia, Africa and the Middle East, scaling up exports from foreign CV OEMs and growing demands from existing markets like the SAARC region.

As per the Senior Group Vice-President, ICRA, "The main reason behind the conservative projection is due to the low growth in the first half because of the low component availability as the industry transitioned from BS-III to BS-IV and demonetisation." Further, a slowing GDP growth of 5 per cent in the Q1 of this fiscal raises concerns for the growth in CV segment.

In addition, it is expected that the implementation of GST is going to have a massive impact on the logistic firm, especially on the prime customer, and this in turn will impact the industry. However, after the confusion and concern over GST in the logistic sector gets settle, demand in the market may get created again. Further, evolving customer dynamics would require refreshed positioning and marketing strategies by manufacturers as the advent of technology and digital world has increased their expectations.

Not to forget, India is far behind in terms of infrastructure and with growing focus on it, the commercial vehicle segment has a massive growth coming up in the long term, despite a subdued market in the recent past because of demonetisation. But with the latest policy intervention and changing dynamics of the market, the commercial vehicle segment has kick started all over again. The Government of India has not only made BS-IV emission complaint vehicles mandatory but has also ruled for a comfortable cabin with air-conditioning must from

January 2018, and safety features such as anti-lock braking system. Further, the road transport and highways ministry in India is working hard to hit its ambitious target of 40 km per day while it stands at 26 km per day.

Moreover, body-building activities of buses and trucks have to be done under stringent requirements laid down by the Automotive Research Association of India (ARAI). Currently, there are few body builders, who are certified

by ARAI, and the tough time is foreseen for the organized players in this domain. Also, some extension has been given to the new body building norm that has also contributed to the growth of the M&HC segment in the past few months.

Undisputedly, the new trend is seen moving strongly towards providing value-added services, including the use of telematics, driver comfort, safety and other features. Certainly, these changes will put a dent on the historical dominance of domestic manufacturers and make a level playing field for the likes of Daimler, Scania and Volvo. Additionally, trends like alternate fuel and electrification will have a strong impact on the manufacturers and its suppliers. With increasing electronics, new emission, safety and body building norms, they also need

to gear up for the change.

In order to meet the new regulations, the manufacturers in the CV segment will need additional capital expenditure and will have strong pressure on return on investment as the cost of product is also expected to rise. On the other hand, small commercial vehicles may face challenges as the demand for bigger vehicles will increase in the changing market dynamics.



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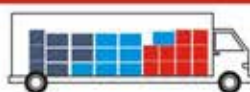
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ICRA: Transport And Logistics Sector In India May Grow By 9-10 Per Cent

From demonetization to Goods and Services Tax (GST) roll out, the historical events of the Indian economy have indeed the transport and logistics industry hard, but ICRA Ltd. calls it a short-term effect. The credit rating agency expects that the fluctuations in the economy and freight demand would be corrected over the near term. Further, ICRA predict the industry to witness the growth of 9-10 per cent per annum.

ETAuto quoted Shamsher Dewan, Vice-President & Sector Head, Corporate Ratings, ICRA, as saying, "Our

analysis of the first quarter FY18 performance of key listed logistics companies indicate that their revenue growth at 6.2 per cent (on Y-o-Y basis) outpaced the real GDP growth, much of it was supported by increase in freight rates since the latter half of FY17, while volume growth remained flat for most of the companies."

Further, the executive highlighted that the impact of economic and industrial slowdown owing to GST implementation has negatively affected the performance of transport and logistics companies in the first half of the





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current FY18 in India.

He said, "In addition, companies have benefited from the underlying sectors such as automobile, consumer durables, etc., which have bucked the economic slowdown trend. From a profitability perspective, while the aggregate operating profit margins improved marginally on a sequential basis to 9.7 per cent during the first quarter of FY18, there was pressure on the margins on a Y-o-Y basis."

According to experts, though, the manufacturing activity has declined post GST implementation in July this year, there has been a gradual improvement in most of economic indicators over the past couple of months indicating that the outlook for transport and logistics companies is likely to turn favorable going forward. Further, the road freight rates also faced the same fate in July 2017, but it started to recover in August 2017 as the industrial activity and freight demand improved.

Moreover, the ICRA executive said, "The logistics industry would continue to benefit from economic recovery and revival in industrial output, while supply side factors like improvement in logistics infrastructure and emergence of logistics startups would offer further impetus to growth," adding, "Prevalence of trends like rise in integrated logistics, e-commerce logistics, investments in warehousing and penetration of technology in the sector, in tandem with the ongoing shift towards organized

logistics players, would induce a structural shift in the industry over the longer term."

Further, the industry experts believe that the dedicated freight corridors (DFCs) project to have multiplier effect on the transport and logistics industry. While highlighting this, the ICRA executive said, "Currently IR account for 30 per cent of total freight movement in India and are a

The logistics industry would continue to benefit from economic recovery and revival in industrial output, while supply side factors like improvement in logistics infrastructure and emergence of logistics startups would offer further impetus to growth

preferred mode of transportation for long haul and bulky commodities such as Coal, Iron Ore, Fertilizers, Steel and Cement," adding, "Although, it continues to maintain its dominance in transportation of select commodities, it has lost market share on an overall basis over the past few decades due to significant increase in freight charges and infrastructure bottlenecks. However with the commissioning of the DFC, IR's competitive position is expected to improve and enable it to capture market share in freight transportation."

Notably, the Western Dedicated Freight Corridor (WDFC), which is being financed by Japanese International Cooperation Agency (JICA), and the Eastern Dedicated Freight Corridor (EDFC) will be commissioned in the first phase. The WDFC, which will pass through Haryana, Rajasthan, Gujarat and Maharashtra, is expected to greatly benefit the container freight movement and the CTOs by reducing the turnaround time and operating time tabled trains. Further, the EDFC will pass through Punjab, Haryana and the densely populated states of Uttar Pradesh, Jharkhand and West Bengal.



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Daimler Plans To Bring Electric Trucks To India

While Union Minister Nitin Gadkari clearly spelled its vision for electric vehicles, many commercial vehicle makers are eyeing India as potential market for this new technology. And, without wasting any time Daimler, at the launch of its electric Fuso e-Canter truck in New York, has also shown interest in bringing its electric trucks to the Indian market. Also, Fuso e-Canter ensues in savings of USD 2,000 per 10,000 miles on operating cost.

With environmental pollution touted to be higher in India compared to Germany, the need of electric commercial vehicles like the e-Canter is considered the need of the hour. Further, ETAuto reported that Daimler was exploring options of entering into a collaboration with the right partners in order to start a small series production in the future.

Marc Llistosella, Head of Daimler Trucks Asia, told ETAuto, "The natural limitation to bringing electric trucks

to India is the charging infrastructure and the current ecosystem that is not equipped to handle electric truck requirements." The executive added, "India is in need of it

India is in need of it and we have the technology ready that is priced a third higher than the diesel truck, so when we come into this market, it will be a competitively priced product. Electrification of trucks is possible, but we require support from the Indian authorities

and we have the technology ready that is priced a third higher than the diesel truck, so when we come into this market, it will be a competitively priced product.

Electrification of trucks is possible, but we require support from the Indian authorities.”

Notably, Daimler has completed five years in the Indian market with the BharatBenz brand and also expanded its portfolio with the country's first-ever Euro-V compliant special edition truck. Targeted at urban mobility transportation, the newly-launched Euro V truck offered a cleaner and more environment friendly alternative over the BS-IV versions that were introduced earlier this year. In addition, these medium-duty



trucks come in the prices of existing BS-IV trucks, and use the same fuel as BS-IV trucks.

Also, Daimler has already commenced work on the next emission roadmap - BS-VI as engines need to be upgraded and every truck has to be homologated. Erich Nesselhauf, MD & CEO, Daimler India CV, said, "We have access to the technology so we don't have to make further investments on it."

Pegged at number three in the heavy duty truck (HDT) segment, Daimler India Commercial Vehicles (DICV) is targeting a market share of 20 per cent by 2020 in the heavy duty truck segment from close to 10 per cent currently. Also attaining market leadership is on the radar in this segment pitted against established players like Tata Motors and Ashok Leyland.

NDTV quoted Nesselhauf as saying, "We continue on our sustainable growth track with BharatBenz. Customer

demand has been particularly strong in the 16-49 tonnes segment, further extending our position as the clear number three in heavy-duty trucks. We have thus taken the next step and moved to two-shift operations at our manufacturing plant."

In its run up the ladder, Daimler India kick started its

second shift operations for heavy duty trucks this September with 800 workers. Its Oragadam manufacturing facility near Chennai has an installed production capacity of an annual 72,000

***Daimler
India Commercial
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to 10 per cent
currently***

units based on shifts and manufactures trucks of three brands -- Mercedes Benz, which are exported to Indonesia, Fuso trucks that are shipped to Asia, and BharatBenz for the domestic market and Nepal.

Moreover, DICV is developing India into a global hub for sourcing components with millions of parts being shipped out. The company's Freightliner trucks, which will be launched in Mexico in November this year, are currently being shipped from Chennai.

Though, the market for commercial vehicles remains highly competitive, Daimler sees an extremely good pick up with a sizeable order book from fleet owners, who are modernising their truck fleets. Newer technologies involving air conditioned cabins, telematics, connectivity, apps and other services hold the potential to change Daimler's overall game plan in India.



Phase I of Delhi-Meerut Expressway To Be Ready Next Month

Road Transport and Highways Minister Nitin Gadkari announced that the first phase of India's maiden 14-lane Delhi-Meerut highway, which starts from the Nizamuddin Bridge in Delhi and ends at Uttar Pradesh border, will be completed next month. He added that the entire 96-kilometre expressway will be completed by 2019.

Notably, the expressway is being built on the hybrid annuity model at a cost of more than Rs. 7,000 crore. Also, the first phase is being completed in a record 14 months as against the scheduled 30 months. It includes 6-lane expressway in the middle and

4-lane highway on both sides.

Further, the expressway, which has a cycling track running alongside, is expected to substantially reduce traffic congestion in east Delhi, Ghaziabad and Noida.

Addressing the International Road Federation's World Road meeting, Gadkari also said that India is looking to reduce the number of fatalities in road accidents by half in the next three years.

ET quoted the minister as saying, "Roads are increasing but the worrying part is that road accidents are also increasing. Road safety is a very sensitive subject for us."

Subsurface Engineering Can Contribute A Lot To Highway Tunnel Construction

Union Minister Nitin Gadkari highlighted the potential of subsurface engineering in highway tunnel projects especially in Jammu and Kashmir. While inaugurating a School of Subsurface engineering by MIT World Peace University (MIT-WPU) here, the minister said that there are about 20 tunnel projects currently being implemented in the state, which could absorb subsurface engineers.

In his address Gadkari said, "With rapid urbanisation, there comes a need to have robust infrastructure. In India, we have seen the emergence of newer technologies which are addressing the infrastructure issues. Subsurface engineering is one such area, which will help in easing not just infrastructure issues but can help in many other domains," reported PTL.

The school will have a postgraduate course and will be available to students as a Certificate course (3 months), AND M Tech (2 Years) and PhD programmes.

India is at a take-off stage in terms of its infrastructure and civil projects in sectors as diverse as transport to hydro power, MIT World Peace University Executive President Rahul Karad said.

He added, "Even though there are professionals in this field, India is facing a dire deficit in terms of skill. We at MIT-WPU recognise this gap, and have therefore introduced this platform to formally teach subsurface engineering at this new school. All aspects of this course are at par with our international counterparts."



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Volvo Launches LNG Heavy Duty Trucks

The global climate scenario has forced vehicle manufacturers to go out on the hunt for what could reduce CO2 emissions immediately,

while offering the same high performance as fossil fuel like diesel at the same time. The need of the hours calls for a viable solution for the future to keep the dire consequences of global warming at bay.

It seems like Volvo Trucks has found an alternative fuel to develop the Golden Trucks or the Trucks of Future. Recently, Volvo Trucks introduced the Euro 6-compliant heavy duty trucks running on liquefied natural gas (LNG) or biogas, reported ET Auto. Volvo FH LNG and Volvo FM LNG are available with 420 or 460 hp for heavy

regional and long-haul operations. Also, Volvo's 460 hp gas engine delivers maximum torque of 2300 Nm, while the 420 hp version produces 2100 Nm.

***Volvo's
460 hp gas engine
delivers maximum
torque of 2300 Nm,
while the 420 hp
version produces
2100 Nm***

Further, the LNG-fuelled heavy duty trucks are powered by gas engines utilising Diesel cycle technology instead of an Otto cycle engine, which is the conventional solution for gas-powered vehicles.

Also, the new truck range is said to deliver the same performance, driveability and fuel consumption as Volvo's diesel-powered models. With the LNG variants, fuel consumption is at par with Volvo's diesel engines, but 15 to 25 per cent lower than the conventional gas engines. Further, the new trucks' CO₂ emissions are 20-100 per

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cent lower compared to diesel.

Lars Martensson, Director Environment and Innovation at Volvo Trucks, said, "With our new trucks running on liquefied natural gas or biogas, we can offer an alternative with low climate impact that also meets high demands on performance, fuel efficiency and operating range. This is a combination that our customers in regional and long haulage require."

It is known that biogas is a better fuel in terms of saving cost and environment as tank-to-wheel CO₂ emissions are reduced by 100 per cent. Further, a 100 per cent reduction of CO₂ emissions requires diesel's replacement with hydrogenated vegetable oils (HVO) and/or a combination of. On the other hand, LNG, which is also cost effective and environment friendly, is a more viable option for most transport operators as CO₂ emissions are reduced by 20 per cent compared to diesel. For a truck covering 120,000 km per year in heavy transport, this translates to a saving of 18-20 tonnes of CO₂ a year.

In order to maximise the driving range, the tanks are filled with LNG, which is stored at 4-10 bar pressure at a temperature of -140 degree Celsius to -125 degree Celsius. The biggest fuel tank variant contains enough LNG for a range of up to 1000 km. Refuelling takes about



the same time as filling up with diesel.

When driving, the fuel is warmed up, pressurised and converted into a gas before it is injected into the engine. In order to ignite the gas, a tiny quantity of diesel is added at the moment of injection.

Volvo Trucks is now working together with gas suppliers

With our new trucks running on liquefied natural gas or biogas, we can offer an alternative with low climate impact that also meets high demands on performance, fuel efficiency and operating range. This is a combination that our customers in regional and long haulage require

and customers to develop the expansion of LNG infrastructure in Europe. This development is also being supported politically in many countries and by the European Union. A strategy for expanding LNG infrastructure is also included in the European Commission and member states' action packages for securing Europe's long-term energy supply.

"Natural gas offers clear climate upsides, it is competitively priced in many countries, and

there are sufficient reserves to justify large-scale use. Our focus on LNG vehicles is creating new prerequisites for our customers to run fuel- and cost-efficient operations. At the same time, we're making it possible for heavy truck operations to considerably reduce their climate impact," added Lars Martensson.

Though, Volvo plans to start selling the vehicles during spring 2018, the Sweden-based manufacturer does not spilled beans regarding availability outside of the European market.



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NGT: Old Diesel Vehicles Can Run In Some Areas of UP



The National Green Tribunal (NGT) provided a three-year breather to over 10-year-old diesel vehicles which carry essential goods like food and petroleum around Uttar Pradesh's Muzaffarnagar and Bulandshahr.

Headed by Justice Swatanter Kumar, the bench said that the trucks will not be allowed inside the National Capital Region and they will have to convert to CNG in the given period of three years. Further, the relief is only for the Muzaffarnagar Mini Truck Society and the Muzaffarnagar-Charathwal-Thana Bhawan-Garhi Kham and Allied Route Union, which filed a petition in the NGT earlier this year.

In their appeal, the petitioners said that all the diesel trucks being run by them were more than 10-year-old and carry daily food products, including fruits, vegetables and other

essential goods in and around Muzaffarnagar. Also, they sought relaxation for the 20-year-old trucks instead of 10-year-old ones. They added that the acceptance of heavy-duty vehicles had been assumed to be 20 years and that was why vehicles older than 10 years were being run.

Further, automakers believe that pollution is not dependent on engines, chassis or other parts of the vehicle, but on fuel being fed in the vehicle. Therefore, the vehicle manufacturer also does not fix the age of vehicles.

Last year, NGT had banned the diesel vehicles older than 10 years from plying on the roads of Delhi and its periphery. The NGT in its order dated April 7, 2015 had said that all the authorities concerned will not register diesel vehicles more than 10 years old in Haryana, Uttar Pradesh and Delhi. Due to this order, the transport department was not registering older vehicles in many districts across Uttar Pradesh and the society sought relief.



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SC Directs EPCA To Study Efficacy Of Green Tax On Trucks

A supreme court-mandated panel is studying the efficacy of the green tax imposed on trucks entering Delhi in reducing diesel emissions, a major factor behind the city's poor air quality, reported PTI.

Officials of the Delhi Transport Department, the South Delhi Municipal Corporation (SDMC) and the Delhi police are assisting the Environment Pollution (Prevention and Control) Authority (EPCA) chairman Bhure Lal and member Sunita Narain in the survey, which seeks to assess the ground reality of the implementation of the Environment Compensation Charge (ECC) on commercial vehicles entering Delhi, in force since 2015. Also, it is scheduled to be done at 20 such points across Delhi in two phases - before and after Diwali. Further, cameras have been installed at the survey points to compute the

number of trucks entering the national capital.

Moreover, an OD (origin-destination) survey is being conducted on the truck drivers to know where they are coming from, what they are carrying and where they are heading to. "The whole aim is to find out how many trucks are coming into Delhi, how many were not meant for Delhi but still entering, and also to understand whether the system of the green tax (ECC) is working or not," Narain said.

The survey will give an idea of any decrease or increase in the number of trucks coming in, which will help in enacting further controls on trucks, she said.

The analysis will also provide a bigger justification of why RFID (radio-frequency identification) technology, which can automatically identify and track tags attached to vehicles, is needed, she added.



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Overloaded Trucks: Some Ignore, Some Catch

No one can better understand the term 'overloaded' than the transporters. For long, transporters have been suffering on highways owing to the arbitrariness of transport officials related to overloading issues.

And, recently transporters in the Nagpur district narrated corrupt practices at the city and rural regional transport offices (RTOs). According to them, RTO officials were under-reporting the number of heavy carriage vehicles, especially those transporting sand, thus causing multi-crore losses to the state exchequer. They also claimed that the RTO officials pocket money from truck drivers to allow them to pass even if the vehicles are overloaded.

Further, transporters told that a transporters' delegation met the RTO over the same issue nearly two months ago. But instead of taking action against overloaded trucks, the RTO cracked whip against transporters fighting against corruption.

But as per the data compiled by the city RTO, from April 2017 to October 2017 around 499 trucks have been challaned for overloading and an amount Rs 58.64 lakh has been recovered from the violators.

Notably, there is a provision for a fine on transporter and driver of Rs. 6,200 on the first overloaded tonne. It's subsequently followed by Rs. 2,000 per tonne on the remaining overload. Vehicles violating the norms are supposed to be challaned and failure to pay fine also invites legal action.

While Nagpur RTO is alleged to ignore its duties, Delhi government's transport department started a special drive against overloaded trucks in a bid to check air pollution in the city. The department stepped up action against overloaded trucks at all checkpoints in the city. As part of the drive, enforcement officials prosecuted overloaded trucks as these emit comparatively more effluents and also pose accidental hazards.



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PM addresses Young Entrepreneurs at the "Champions of Change"

The Prime Minister today interacted with Young Entrepreneurs at the CHAMPIONS OF CHANGE, August 16 - 17, 2017, an initiative organised by NITI Aayog at Pravasi Bharatiya Kendra.



Transport Corporation of India Ltd, Managing Director Sh. Vineet Agarwal was one of the participants of the event, where several Union Ministers, Vice Chairman NITI Aayog - Shri Arvind Panagariya, and senior Union Government

officers were present.

Six groups of Young Entrepreneurs made presentations before the PM on themes such as - Soft Power: Incredible India 2.0; Education and Skill Development; Health and Nutrition; Energizing a sustainable tomorrow; and Digital India; New India by 2022.

Appreciating the new ideas and innovations envisaged in the presentations made by the entrepreneurs, the Prime Minister said, that in times past, social initiatives had catered to the requirements of people at large, and these movements were spearheaded by eminent people in society.

The Prime Minister described the "Champions of Change" initiative as one effort to bring together diverse strengths for the benefit of the nation and society.

The Prime Minister said this initiative would be taken forward and institutionalised in the best possible way. One possibility could be to associate the groups that made presentations today, with the respective departments and Ministries in the Union Government.

He gave the example of Padma Awards to say how processes can be transformed to recognise hitherto unknown heroes of society.

The Prime Minister said the team of senior officers in Union Government are keen to explore new avenues and ways for the betterment of people. He encouraged the entrepreneurs to continue their ideation in their respective

groups. He said that if they did so, they could go a long way in furthering the cause of governance.

The Prime Minister said a lot of small changes have been brought in by the Union Government, which have brought significant results. He said trusting the common man, through self attestation of documents is one such initiative. He also mentioned the abolition of interviews for Group C and D positions in the Union Government.

Shri Narendra Modi said that today there is an "app" for filling every gap. He said technology and innovation should be harnessed to transform governance. He said decentralised structures are important to nurture the rural economy. In this context, he mentioned the role of startups in catalysing transformation.



The Prime Minister emphasized the importance of good teachers in society. He said technology can provide a big boost to the quality of education. The Prime Minister encouraged the entrepreneurs to work towards promoting the social welfare schemes of the Government among their employees. He emphasized that New India could only be built through the efforts of crores of ordinary citizens. He invited the entrepreneurs to join in this effort.

TCI Freight (A Division of Transport Corporation of India Ltd) Managing Director Sh. Vineet Agarwal was one of the participants of the event, where several Union Ministers, Vice Chairman NITI Aayog - Shri Arvind Panagariya, and senior Union Government officers were present.

Source: Press Information Bureau

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क्या इस बार भी सरकार देगी पेट्रोल-डीजल की बढ़ती कीमतों से राहत?

अंतरराष्ट्रीय स्तर पर कच्चे तेल की कीमतों में लगातार इजाफा होने की वजह से देश में पेट्रोल-डीजल की कीमतें थमने का नाम ही नहीं ले रही हैं। पिछले एक महीने के भीतर पेट्रोल और डीजल की कीमतों में 1.50 रुपये से ज्यादा का इजाफा देखने को मिला है। कच्चे तेल की कीमतें 60 डॉलर प्रति बैरल से ऊपर पहुंच जाने की वजह से पेट्रोल-डीजल की कीमतों में इजाफा हो रहा है।

एक कार्यक्रम में पहुंचे ऑयल मिनिस्टर धर्मेन्द्र ने पेट्रोल-डीजल की बढ़ती कीमतों से आम आदमी को राहत देने को लेकर सिर्फ इतना ही कहा, 'देखिये, क्या हो सकता है।' ऐसे में कहा जा रहा है कि केंद्र सरकार की तरफ से पेट्रोल-डीजल की बढ़ती कीमतों से राहत मिलने की उम्मीद कम है। इसकी एक वजह यह भी है कि हाल में केंद्र सरकार ने पेट्रोल और डीजल पर लगने वाली एक्साइज ड्यूटी घटाई थी।

बता दे कि केंद्र सरकार के 5 फीसदी वैट घटाने की अपील करने के बाद अभी तक कुछ ही राज्यों ने वैट घटाया है। पेट्रोल-डीजल की कीमतें अगर यूँ ही बढ़ती रही, तो राज्यों पर

वैट घटाने को लेकर दबाव बढ़ सकता है। अगर महाराष्ट्र और गुजरात समेत अन्य राज्यों में भी वैट से राहत मिलती है, तो पेट्रोल-डीजल की बढ़ती कीमतों से राहत मिल सकती है।

साथ ही पेट्रोल-डीजल की बढ़ती कीमतों पर काबू पाने के लिए ऑयल मिनिस्टर धर्मेन्द्र प्रधान, महाराष्ट्र के मुख्यमंत्री देवेंद्र फडणवीस समेत कई लोग पेट्रोल और डीजल को जीएसटी के तहत लाने की मांग भी उठा चुके हैं।





केंद्र: दिल्ली में दो साल पहले लागू किया जाए भारत स्टेज-6 वाहन ईंधन

दिल्ली में प्रदूषण के स्तर को कम करने के लिए भारत सरकार ने राजधानी और उसके आसपास के इलाकों में भारत स्टेज-6 को समय से पहले ही लागू किये जाने का फैसला किया है। भारत स्टेज-6 को दिल्ली-एनसीआर में अगले साल अप्रैल 2018 से ही लागू कर दिया जाएगा, जबकि इससे पहले इसको अप्रैल 2020 से लागू किया जाना था।

भारत सरकार के इस फैसले को लेकर पेट्रोलियम मंत्रालय ने तेल विपणन कंपनियों से भारत स्टेज-6 के वाहन ईंधन को अप्रैल 2018 तक पूरे राष्ट्रीय राजधानी क्षेत्र दिल्ली और उसके आसपास में उपलब्ध कराने की संभावना पर भी विचार करने को कहा है। मंत्रालय ने आगे कहा कि इस परियोजना दिल्ली और एनसीआर में जहरीले प्रदूषण की समस्या से निपटने में मददगार साबित होगी।

बता दें कि इससे पहले पेट्रोलियम और प्राकृतिक गैस मंत्रालय 1 अप्रैल 2017 से भारत स्टेज-4 स्तर के परिवहन ईंधन को देश भर में सफलतापूर्वक लागू कर चुका है। ये कदम वाहन

उत्सर्जन में कमी लाने और ईंधन दक्षता में सुधार को लेकर प्रधानमंत्री नरेंद्र मोदी के फ्रांस में हुए संयुक्त राष्ट्र जलवायु परिवर्तन सम्मेलन, सीओपी 21, में जतायी गयी प्रतिबद्धता के अनुरूप है।

साथ ही तेल रिफाइनिंग कंपनियां बेहतर गुणवत्ता वाले भारत चरण-6 स्तर के ईंधन उत्पादन के लिये परियोजनाओं के उन्नयन में काफी निवेश कर रही हैं।



Carriage By Road Cost Index (CRI) - October 2017

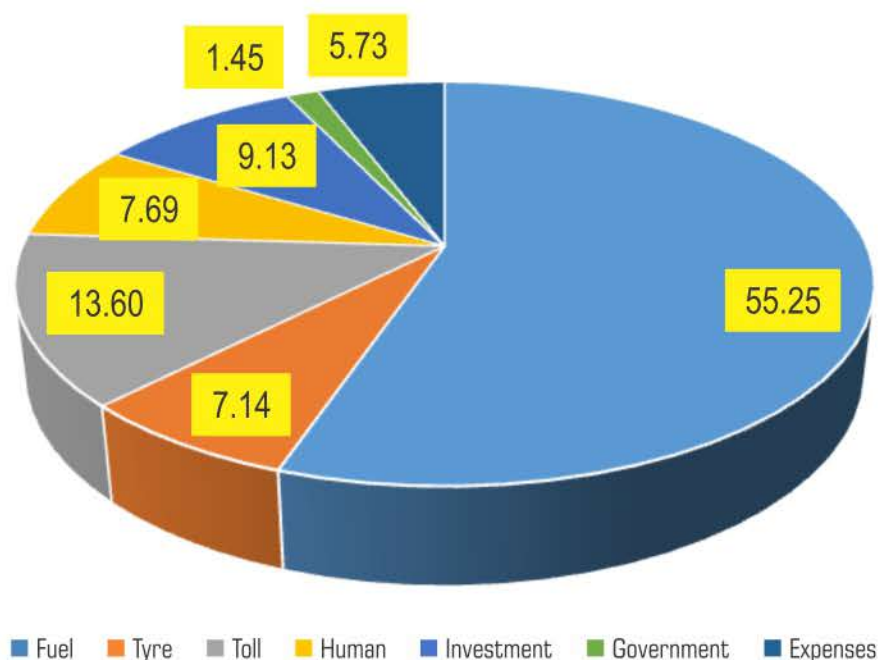
CRI October 2017 - 119.73

Data Updated upto October 1, 2017

Average Diesel Price as on OCTOBER 1, 2017 - **Rs. 61.29** per litre.

Cost Distribution Pie SEPTEMBER 2017

CRI PIE Chart October 2017



■ Fuel ■ Tyre ■ Toll ■ Human ■ Investment ■ Government ■ Expenses

Changes: Matrix - September 2017

Diesel	+3.13 %
Tyre	-1.27 %
Change in Index	+1.95

Note: Percentage in pie chart rounded off to nearest number. Warning: This index is a work of an independent research body IRTDA, agreeing with its finding is not mandatory for people. Research team is open to logical suggestions. For any query in this regards contact- Mahendra Arya (9821021323) mahendraarya@gmail.com

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कंपनी का रेवेन्यू 170 प्रतिशत बढ़कर 401.8 करोड़ तक पहुंचा, कंपनी ने खर्च किए 525.3 करोड़ रुपए

नई दिल्ली, टी.टी.एन। लॉजीस्टिक्स स्टार्ट-अप रिविगो सर्विसेज प्राइवेट लिमिटेड को 2016-17 के वित्तवर्ष में 137.1 करोड़ रुपए का भारी नुकसान उठाना पड़ा है। कंपनी ने अपना ये नुकसान 31 मार्च तक के काम में उठाया जबकि इससे पहले उसे सिर्फ पांच करोड़ रुपए का ही नुकसान हुआ था। ये जानकारी कंपनी से जुड़े अधिकारियों ने दी। 2016-17 के वित्तवर्ष में कंपनी को ये घाटा तब हुआ है जब उसके रेवेन्यू में करीब 170 फीसदी तक बढ़ोतरी दर्ज की गई है। इस वित्तवर्ष में रेवेन्यू 401.8 करोड़ रुपए दर्ज किया गया जबकि 2015-16 वित्तवर्ष में यह

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148.6 करोड़ रुपए था। कंपनी का ऑपरेशनल कॉस्ट काफी ज्यादा रहा 525.3 करोड़ रुपए रहा जिस कारण से उसे घाटा उठाना पड़ा।

वहीं कंपनी के अन्य खर्चों में भी तीन गुना तक का इजाफा दर्ज किया गया जो बढ़कर 388.4 करोड़ तक पहुंच गए। कंपनी का फार्नेस 240 प्रतिशत तक बढ़कर 23.3 करोड़ रुपए हो गया जबकि वर्कफोर्स में भी इजाफा हुआ। ये भी तीन गुना तक बढ़े और इसका खर्च 74.2 करोड़



तक पहुंच गया। रिविगो ने इस पर कुछ भी नहीं कहा है और न ही उन्होंने इस पर अपना पक्ष रखा है। कंपनी ने 75 मिलियन डॉलर का निवेश सीरीज-बी इनवेस्टमेंट के तौर पर वारबर्ग पेरिस से पिछले वर्ष नवंबर में हासिल किया था। वारबर्ग भी इकोम एक्सप्रेस का ही हिस्सा है। मैकिंज़े एंड कंपनी के सलाहकार रहे दीपक गर्ग ने इसे 2014 में शुरू किया था। रिविगो एक लॉजीस्टिक्स स्टार्ट-अप है जो इंटर सिटी सामान लेकर जाने के लिए

सर्विस प्रदान करता है। इसके लिए उनके पास 2500 ट्रकों का फ्लीट है और उन्होंने हर काम के लिए तकनीक का इस्तेमाल किया था जिसमें वाहन को ट्रैक करना, ईंधन व अन्य चीजें शामिल हैं।

कंपनी का कई फार्मास्यूटिकल, ऑटोमोबाइल, अपरेटरल और ई-कॉमर्स कंपनी के साथ-साथ एबट, हीरो मोटर कॉर्प और लुपिन के साथ टाईअप है। ज्यादा ट्रक खरीदना कंपनी के लिए भारी नुकसान का कारण बना। अगस्त में कंपनी

ने अशोक लेलैंड से 500 ट्रक खरीदे थे जिनका खर्च करीब 120 करोड़ रुपए था। रिविगो ने कई ऐसे मॉडल पेश किए जो लोगों को पसंद आए। उन्होंने ड्राइवर रिले मॉडल पेश किया और एक ड्राइवर को ट्रेडिशनल सर्विस को उन्होंने तोड़ा। रिविगो एक ही रूट पर मल्टीपल ड्राइवर के साथ वाहन को भेजते जिससे कि न तो काम रुकता और न ही ड्राइवर को थकावट होती। एक ड्राइवर दूसरे ड्राइवर को वाहन सौंपता था और करीब 4 से 5 घंटे के बाद वाहन का ड्राइवर बदल जाता था।

सिर्फ कंपनी के साथ रिले मॉडल के कारण ही ड्राइवरों ने हाथ नहीं मिलाया। इसमें एक काम करने का टूजिट टाइम 50 से 70 प्रतिशत ही है। इसके अलावा कंपनी ने लंबे रूट पर देशभर में 710 पिट शॉट भी बनाई। इसमें कोई भी ड्राइवर आकर आराम कर सकता है। रिविगो ने लॉजीस्टिक्स में न्यू ब्रैंड भी पेश की। उन्होंने दिल्ली-मैत्री और ई-कॉम एक्सप्रेस के साथ मिलकर 100 मिलियन डॉलर की फंडिंग हासिल की। उन्होंने 100 करोड़ रुपए का कर्ज भी झेला जो बैंक का अभी भी बाकी है। रिविगो ने 40 इंटरनेशनल ब्रांड के साथ भी हाथ मिलाया जिसमें फ्लिपकार्ट भी शामिल रहा।

चंडीगढ़, 04 नवंबर - 10 नवंबर, 2017

नई टोल नीति जल्द यात्रा के मुताबिक ही होगा भुगतान

नई दिल्ली। टोल टैक्स को लेकर यात्रियों को जल्द राहत मिल सकती है। नई टोल नीति में टैक्स को यात्रा की लंबाई से जोड़ा जाएगा यानी छोटे सफर के लिए कम टोल और लंबी यात्रा के लिए अधिक। अभी टोल प्लाजा पर एक निर्धारित शुल्क देना होता है, भले ही किसी का सफर लंबा हो या कम। रोड ट्रांसपोर्ट और हाइवे सेक्टर की युद्धवीर सिंह मलिक ने कहा कि इसके लिए सरकार इंटेलिजेंट ट्रांसपोर्ट मैनेजमेंट सिस्टम पर काम कर रही है। उन्होंने कहा, 'बंद टोल नीति की बजाय हम इंटेलिजेंट ट्रांसपोर्ट मैनेजमेंट के जरिए खुली टोल नीति ला रहे हैं ताकि आप उतना ही टोल टैक्स दें, जितनी आपने यात्रा की है। उन्होंने कहा, 'हम जल्द नई नीति ला रहे हैं और एक साल के भीतर इसे लागू करने में सक्षम हो सकते हैं।' अमेरिका, ऑस्ट्रेलिया जैसे कई देश दूरी आधारित इलेक्ट्रॉनिक टोल का ट्रायल कर रहे हैं। मलिक ने यह भी बताया कि सूरत से गुजरात के दूसरे हिस्से के लिए रोल-ऑन, रोल-ऑफ (रो-रो) फेरी पर विचार किया गया है जिससे 600 से 700 किमी की बचत होगी। प्रधानमंत्री नरेंद्र मोदी ने पिछले सप्ताह सौराष्ट्र के भावनगर जिले के घोघा और भरूच के दाहेज के बीच 615 करोड़ रुपये की लागत से तैयार रो-रो फेरी सर्विस की शुरुआत की। कार्यक्रम में रेलवे बोर्ड चेयरमैन अश्विनी लोहनी ने कहा कि अहमदाबाद और मुंबई के बीच 508 किलोमीटर लंबी बुलेट ट्रेन की परियोजना 2022 तक पूरी हो जाएगी। उन्होंने यह भी बताया कई और हाई स्पीड रेल कॉरिडोर की तैयारी है।

Rs 7 lakh crore national highway plan gets Cabinet's nod

The plan includes the new 28,400 km Bharatmala highway programme connecting border areas of the country.

The Cabinet on Tuesday approved the biggest ever highway development plan to develop and expand approximately 83,000 km of roads at an investment of Rs 6.9 lakh crore by 2022.

The plan includes the new 28,400 km Bharatmala highway programme connecting border areas of the country.

Aimed at pushing economic activity and generating at least 32 crore man days across the country in the next five years, the focus of the entire plan is to improve speed of traffic flow on key corridors by providing uniform four-lane roads between two identified points.

Most of these corridors will be shorter and access-controlled for faster movement of cargo vehicles.

Due to poor road conditions, narrow width and congestion points, a truck in India covers on an average 250-300 km daily in comparison to 700-800 km in developed countries.

"The new highway development programme is both building roads and improving mobility to reduce logistic cost. Better road network and rolling out of smart-tag based tolling will transform the road transport sector", said an official privy to the government's plan.

This is perhaps the biggest government announcement before the upcoming assembly elections.

According to the ministry's estimates, construction of 10,000 km of highways annually has the potential of generating four crore mandays and the mega highway development programme can be used to counter the allegation that the government has failed to create



employment opportunities.

On June 27, it was reported about the Public Investment Board (PIB) clearing the proposal and the funding pattern. Considering there is less appetite for private investment, sources said, more than 70% of the works will be through government funding.

About one-third of the investment will come from fuel cess, over one-fourth from market borrowing and the rest from budgetary support, private investment and auctioning of completed highways.

National Highways Authority of India (NHAI) has already prepared detailed project reports (DPRs) for about 10,000 km of the identified network, which will help faster roll out of projects.

As reported by TOI early this year, the PIB had approved empowering the NHAI Board, with representatives from ministries and Niti Aayog, to appraise and approve projects up to Rs 2,000 crore instead of taking every project costing more than Rs 1,000 crore to the Cabinet for its approval.

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AIR FREIGHT (INT'L+DOM.)

Freight (in MT.)

S. no.	Airport	For The Month			For The Period April To Sep.		
		Sep 2017	Sep 2016	% Change	2017-18	2016-17	% Change
(A) 18 International Airports							
1	Chennai	35528	29990	18.47	211711	179130	18.19
2	Kolkata	14764	13447	9.79	84872	76990	10.24
3	Ahmedabad	8471	6123	38.35	47255	36260	30.32
4	Goa	445	347	28.24	2459	2083	18.05
5	Lucknow	566	365	55.07	3514	2529	38.95
6	Trivandrum	2212	2556	-13.46	15739	14945	5.31
7	Guwahati	1994	1624	22.78	11463	8266	38.68
8	Jaipur	1515	1456	4.05	7592	8220	-7.64
9	Calicut	1497	1153	29.84	10056	6504	54.61
10	Bhubaneswar	732	651	12.44	4118	3833	7.44
11	Coimbatore	923	1051	-12.18	5109	4704	8.61
12	Srinagar	463	264	75.38	3899	2463	58.95
13	Varanasi	117	73	60.27	611	565	8.14
14	Mangalore	223	131	70.23	1404	608	130.92
15	Amritsar	168	74	127.03	1030	552	86.59
16	Trichy	499	602	-17.11	3294	3427	-3.88
17	Portblair	389	267	45.69	2470	2111	17.01
18	Imphal	443	275	61.09	2093	2039	2.65
Total		70949	60449	17.37	418689	355219	17.87
(B) 6 JV International Airports							
19	Delhi (DIAL)	84900	70954	19.65	485028	419440	15.64
20	Mumbai (MIAL)	75870	61032	24.31	440735	367202	20.03
21	Bangalore (BIAL)	29957	25844	15.91	173010	160113	8.05
22	Hyderabad (GHIAL)	11732	10214	14.86	66962	57967	15.52
23	Cochin(CIAL)	5901	7169	-17.69	40030	42757	-6.38
24	Nagpur (MIPL)	841	565	48.85	3782	3439	9.97
Total		209201	175778	19.01	1209547	1050918	15.09
(C) 8 Custom Airports							
25	Pune	3878	3161	22.68	18824	17186	9.53
26	Visakhapatnam	321	373	-13.94	2475	2425	2.06
27	Patna	701	521	34.55	4031	2899	39.05
28	Chandigarh - JV Airport	493	477	3.35	3543	3269	8.38
29	Bagdogra	673	408	64.95	2731	2046	33.48
30	Madurai	203	97	109.28	1024	398	157.29
31	Aurangabad	187	127	47.24	845	809	4.45
32	Gaya	0	0	-	0	0	-
Total		6456	5164	25.02	33473	29032	15.30
(D) 50 Domestic Airports							
33	Indore	962	380	153.16	5328	3688	44.47
34	Raipur	351	401	-12.47	2040	2197	-7.15
35	Agartala	467	704	-33.66	2873	3155	-8.94
36	Jammu	153	162	-5.56	965	1032	-6.49
37	Vadodara	180	334	-46.11	989	1605	-38.38
38	Udaipur	1	3	-66.67	4	9	-55.56
39	Ranchi	378	459	-17.65	2558	2251	13.64
40	Dehradun	17	30	-43.33	135	134	0.75
41	Bhopal	107	67	59.70	546	454	20.26

Freight (in MT.)

S. no.	Airport	For The Month			For The Period April To Sep.		
		Sep 2017	Sep 2016	% Change	2017-18	2016-17	% Change
(D) 50 Domestic Airports							
42	Vijayawada	0	0	-	0	0	-
43	Leh	85	115	-26.09	737	866	-14.90
44	Tirupati	0	0	-	0	0	-
45	Rajkot	23	16	43.75	154	114	35.09
46	Jodhpur	1	1	0.0	4	5	-20.00
47	Dibrugarh	93	39	138.46	306	273	12.09
48	Rajahmundry	1	0	-	1	0	-
49	Silchar	89	32	178.13	321	144	122.92
50	Surat	45	0	-	127	0	-
51	Bhuj	3	2	50.00	15	14	7.14
52	Juhu	30	29	3.45	197	201	-1.99
53	Jabalpur	4	4	0.0	29	7	-
54	Dimapur	64	41	56.10	285	118	141.53
55	Guggal(kangra)	0	0	-	0	0	-
56	Tuticorin	1	4	-75.00	4	18	-77.78
57	Belgaum	0	0	-	0	0	-
58	Jamnagar	0	8	-100.0	2	22	-90.91
59	Khajuraho	0	0	-	0	0	-
60	Jorhat	5	5	0.00	29	39	-25.64
61	Gorkhpur	0	0	-	0	0	-
62	Allahabad	0	0	-	0	0	-
63	Agatti	1	0	-	7	0	-
64	Hubli	0	0	-	0	0	-
65	Bhuntar	0	0	-	0	0	-
66	Bhavnagar	0	0	-	0	0	-
67	Diu	0	0	-	0	0	-
68	Gwalior	0	0	-	0	0	-
69	Barapani (shillong)	0	0	-	0	0	-
70	Pantnagar	0	0	-	0	0	-
71	Lakhimpur (lilabari)	0	0	-	0	0	-
72	Agra	0	0	-	0	0	-
73	Tezpur	0	0	-	0	0	-
74	Bhatinda	0	0	-	0	0	-
75	Porbandar	0	0	-	3	0	-
76	Kanpur(chakeri)	0	0	-	0	0	-
77	Cuddapah	0	0	-	0	0	-
78	Bikaner	0	0	-	0	0	-
79	Jaisalmer	0	0	-	0	0	-
80	Ludhiana	0	0	-	0	0	-
81	Kolhapur	0	0	-	0	0	-
82	Shimla	0	0	-	0	0	-
(D) 50 Domestic Airports		3061	2836	7.93	17659	16346	8.03
(E) St.Govt. / Pvt Airports							
83	Lengpui(aizwal)	191	104	83.65	461	398	15.83
84	Durgapur	0	0	-	0	0	-
85	Nanded	0	0	-	0	0	-
86	Mundra	0	0	-	0	0	-
(E) St.Govt. / Pvt Airports		191	104	83.65	461	398	15.83
(F) Other Airports							
		0	0	-	0	0	-
Grand Total (A+B+C+D+E+F)		289858	244331	18.63	1679829	1451913	15.70

Source: A.A.I.

**OCEAN FREIGHT
TRAFFIC HANDLED AT MAJOR PORTS
(DURING APRIL TO OCTOBER'2017* VIS-A-VIS APRIL TO OCTOBER'2016)**

(*) TENTATIVE (IN '000 TONNES)

PORT	TRAFFIC PERIOD	P.O.L. (Crude, Prod., LPG/L NG)	Other Liquids	Iron Ore Incl. Pellets	Fertilizers FIN. RAW	Coal Thermal & Steam	Coal Coking & Others	Containers Tonnage	TEUs	Other Misc. Cargo	TOTAL	% VAR. AGAINST 2016-17
KOLKATA												
Kolkata Dock System	TRF APRIL-OCT:'2017	443	483	-	86	9	7	289	5652	368	2871	9840
	TRF APRIL-OCT:'2016	449	425	-	56	5	-	596	5774	376	2175	9480
												3.80
Haldia Dock Complex	TRF APRIL-OCT:'2017	4752	2922	982	256	195	1067	6419	1524	86	4177	22294
	TRF APRIL-OCT:'2016	3740	2503	263	118	121	831	6965	859	58	3711	19111
												16.66
TOTAL: KOLKATA	TRF APRIL-OCT:'2017	5195	3405	982	342	204	1074	6708	7176	454	7048	32134
	TRF APRIL-OCT:'2016	4189	2928	263	174	126	831	7561	6633	434	5886	28591
												12.39
PARADIP	TRF APRIL-OCT:'2017	20159	910	6337	4	2505	14091	7154	46	3	4574	55780
	TRF APRIL-OCT:'2016	15037	1114	4844	42	2580	15921	6243	28	1	4426	50235
												11.04
VISAKHAPATNAM	TRF APRIL-OCT:'2017	9477	1249	6071	1384	548	4564	3370	3821	221	5258	35742
	TRF APRIL-OCT:'2016	9381	1134	6119	1312	476	5062	2820	3866	223	5755	35925
												-0.51
KAMARAJAR(ENNORE)	TRF APRIL-OCT:'2017	2488	59	-	-	-	12347	-	1	-	1287	16182
	TRF APRIL-OCT:'2016	2361	66	-	-	-	13258	79	1	-	1533	17298
												-6.45
CHENNAI	TRF APRIL-OCT:'2017	7909	955	-	-	92	-	-	17543	909	3986	30485
	TRF APRIL-OCT:'2016	7692	748	-	12	115	-	-	16889	875	4607	30063
												1.40
V.O.CHIDAMBARANAR	TRF APRIL-OCT:'2017	424	477	-	155	569	4724	1474	7959	390	4424	20206
	TRF APRIL-OCT:'2016	420	538	-	454	551	6313	2149	7719	380	4535	22679
												-10.90
COCHIN	TRF APRIL-OCT:'2017	11088	217	-	15	118	44	-	4387	319	581	16450
	TRF APRIL-OCT:'2016	8902	292	-	17	186	44	-	3948	283	592	13981
												17.66
NEW MANGALORE	TRF APRIL-OCT:'2017	13714	1124	2836	253	73	2476	1285	934	60	732	23427
	TRF APRIL-OCT:'2016	13955	1080	662	293	33	1885	2118	755	52	512	21293
												10.02
MORMUGAO	TRF APRIL-OCT:'2017	332	349	4395	119	-	1309	5893	239	18	2120	14756
	TRF APRIL-OCT:'2016	353	246	5083	118	-	1664	4687	230	17	3031	15412
												-4.26
MUMBAI	TRF APRIL-OCT:'2017	21605	1136	4107	99	30	1610	2838	359	27	4940	36724
	TRF APRIL-OCT:'2016	21742	1281	4146	149	-	1660	2568	329	26	4619	36494
												0.63
J.N.P.T.	TRF APRIL-OCT:'2017	2636	1512	-	-	-	-	-	33279	2786	473	37900
	TRF APRIL-OCT:'2016	2411	1380	-	-	-	-	-	31566	2630	443	35800
												5.87
KANDLA	TRF APRIL-OCT:'2017	35449	5061	581	2557	63	6823	265	859	57	11473	63131
	TRF APRIL-OCT:'2016	35703	4638	337	2570	165	9605	262	84	4	9675	63039
												0.15
ALL PORTS	TRF APRIL-OCT:'2017	130476	16454	25309	4928	4202	49062	28987	76603	5244	46896	382917
	TRF APRIL-OCT:'2016	122146	15445	21454	5141	4232	56243	28487	72048	4925	45614	370810
												3.27
% Variation from previous year		6.82	6.53	17.97	-4.14	-0.71	-12.77	1.76	6.32	6.47	2.81	3.27

Source: I.P.A.

ARDENT VOTARY OF THE OLD ORDER

Mr. Bhim Singh Saini is a Freight Forwarder from the old school, who believes in hard work, building relationships/networks and providing personalized service as the keys to success. To keep up with the changing environment, he has invested in Information Technology (IT) support to enable access to Electronic



Mr. Bhim Singh Saini

Data Interchange (EDI) and speedy filing and processing of Exim documentation, thus saving time and money. However, to Mr. Saini, while IT is a good tool to have, the core values have to be based on personalized relationships, based on integrity and trust.

He has been a resident of the National Capital Region from the very beginning. After completing Graduation, he joined PAN Express (Cargo GSA of PANAM), in 1980 and stayed there for around a decade. Subsequently, he started Cargo Linkers in 1989 in partnership with two friends. Later, he registered **Cargo Campus** in 2001, as a Private Limited Company consisting of five Directors, but personally joined them as a fulltime Director only in March 2011. Since that time, he has been there running the business, hands on. Cargo Campus is affiliated to IATA, ACAAI, FIATA, etc...

Questionnaire

(1) How long have you been in operation?

The organization was started in 2001 as a Private Ltd. Company. It was run by others in the family and friends until March, 2011, when I joined formally as a fulltime Director and have been there since then.

(2) What kind of business model does your organization follow?

It is basically a Freight Forwarding model with Export and Import vide air freight, ocean freight and a Courier Service Agency from Fedex. We are also Clearing & Forwarding agents.

(3) How can technology help in the growth of the Indian logistics industry? Where is your organization

positioned in the relevant technology?

Information Technology (IT) has helped in speeding up the filing and processing of cargo documentation and also enabled the reduction in the number of physical visits to the Cargo terminal. Our documentation is filed online through ICE GATE and we do subscribe to a few good service providers to support us in this regard.

Expansion in the IT aspects is being left to my son, Pranav, who has recently joined the company.

(4) What are the special services offered by you?

We offer a lot of hard, sincere work and a very personalized attention to our customers, which has helped us to grow in this highly competitive field. We do cover a large range of products, though in recent years the industry emphasis has shifted mainly to Garments, Leather, Pharma, etc....

(5) How do you foresee the logistics industry's performance in the coming year?

The Industry, as a whole, will do well in the coming year. However, there are shifts in the product ranges over the years. When my generation started out, it was Garments and Furnishings like Carpets which were predominant exports, with around 80% share of the market. Today, it is Pharma which holds sway. Ups and downs in this field are naturally cyclic subject to external influences, which is the nature of the business.

The pricing is market driven and based heavily on supply / demand pulls and pressures. Last year, the rates per kilo to USA destinations were approximately between Rs.115-140 against around Rs.160-190 this year. Similarly, to destinations in Europe, last year the rate hung between Rs.60-70 per kilo, whereas now it swings between Rs.80-100. Obviously, there are market forces activated by events around the world which impact the costing. As I said earlier, the broad outlook for the next year is quite good. The big issue is effective collections, which can affect the health of the business unit.

GST has, so far, been good for the export business. Earlier, the burden of the service tax was on the freight forwarder. This is no longer the case, which makes us breathe easier.

Vinod Kaul

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