Monthly Magazine of All India Transporters Welfare Association

## Parivahan Pragati

The True Mouthpiece Of India's Road Transport Industry















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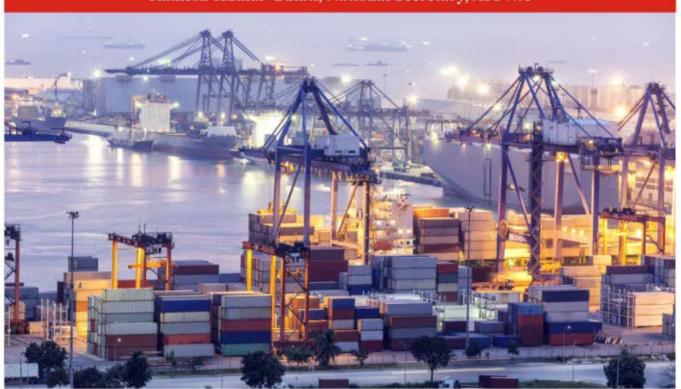
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#### Let's Have A Look At The Challenges On Way To **Logistics Development In India!**

Ramesh Kumar Gulati, National Secretary, AITWA



aking transporters and logistics service providers happier than ever, the Government of India's recent move to grant infrastructure status is not just holding up the message of industrial development but economic growth as well. And next, the government is determined to effectively of foreign players execute the action plan, clear the hurdles and come out victorious on this path of logistics development.

of logistics in Over the past decade, several factors have contributed to the growth of logistics industry in India, including changing tax policies, and rapid industrial growth especially in the automobile, fastmoving consumer goods (FMCG), agriculture,

pharmaceuticals and retail sectors. And, aviation, consumer durables, and metal and mining industries are among those investing big in logistics. Also, focus on Focus on outsourcing services and entry of foreign players outsourcing have started to change the face of logistics in India. services and entry

> By and large, increase in foreign trade, emergence of organized retail and India seen as to-be manufacturing hub, are three major contributors to the logistics development.

Undoubtedly, relaxed FDI regulations and India economic liberalization have given a boost to the transport and logistics industry. And, the Goods and Services Tax (GST) cannot go unnoticed in this regard.

have started to

change the face

The 3-month-old 'one nation one tax' scheme is expected to significantly reduce the number of storage and warehousing facilities required to be maintained by manufacturers in different states. Subsequently, this will lead to a substantial increase in the demand for integrated logistics solutions.

It's not a secret that infrastructure is one of the biggest challenges faced by the Indian logistics sector. Not just this, lack of infrastructure has been a major deterrent

to the nation building as well. Infrastructural problems like poor connectivity, bad road conditions, and inadequate air and sea port capacities, need to be catered to on top priority. Further, the government needs to devise policies focusing

on the development of transport modes like railways, inland waterways and domestic airways. Owing to these infrastructural bottlenecks logistics service costs are on a higher side in India than developed nations.

Besides hard infrastructure, soft infrastructure needs to be built simultaneously in order to contribute big

to the Indian economy. Emphasis needs to be laid at appropriate training of employees, and acquiring skilled labor and manpower, which is important for third-party logistics service providers, manufacturers and retailers. Also, the time is calling out to push the industry towards the organized entity. It's time to invest in the research and development activities in order to promote indigenous technology, thereby creating cost competitiveness in the market. Moreover, logistics services providers needs to embrace latest tools and technologies while bidding bye to the traditional set-up.

While demand is the problem in foreign countries, demand management is what Indian players are struggling with. India lacks good practices and it still has a long way to go in terms of coming at par with global practices. Further, maturity level of most of the transport and logistics companies on demand driven value network (DDVN), which is all about being customer centric, is low.

Apart from hard and soft infrastructure development, India faces another major hurdle when it comes to diverse

and widely distributed customer base. And, the problem here is capturing the rural areas and remote locations. To deal with this, it is extremely important to have right end-to-end supply chain strategies in place, covering network strategy, infrastructure

and proper human resources. Also, volatile demand, and customer needs and preferences throw huge challenges at the logistics service providers in India.

Though the stakeholders in the transportation market are expected to continue receiving significant opportunities in the future, logistics development in India would a lot depend

on how the various growth drivers and inhibitors evolve in the days to come. While the Government of India has been allocating huge funds for the development of road infrastructure year after year, it is likely to improve and get better. Further, the pace of infrastructure development will be decisive in minimizing losses, both economic and environmental.

Now, what's left to be seen is that how far will the Government of India reach after knocking down challenges on its way to logistics development. And this means, ensuring a much more balanced and economical mix of transportation modes to steer growth.



It's time to invest in the research and development activities in order to promote indigenous technology, thereby creating cost competitiveness in the market

## It is So Recently That Logistics Infrastructure Has Caught Attention of Policymakers?

#### **Let's Find Out!**

#### Pradeep Singal, National President, AITWA

ogistics infrastructure is one the factors that steers a country's growth! Well, this is no news. The fact is well known to not just the experts of the subject alone but it is an open secret to the

policymakers as well. Still, India needs to make great strides when it comes to logistics infrastructure development.

With a large and diverse logistics industry in India, the biggest challenge remains to organize it. Many experts believe that energy-efficient

technologies and customer-focused approach can help India bring its logistics practices at par with international standards. Further, good

physical connectivity in both urban and rural areas is what needs to be built sooner in order to let the nation of 1.3 billion people witness the magic.

The growing concern about the logistics industry in India is not new. It can be well attributed to the government's strong emphasis on manufacturing with initiatives like 'Make in India.' This has led logistics companies make concerted efforts to keep pace with the increasing demand

by shunning old practices and embracing digitized solutions, including automated storage and retrieval systems (ASRS), radio frequency identification (RFID), and global positioning systems (GPS) among others, for

speedy and effective delivery.

Besides the digital wave, Indian logistics companies are waiting for tax reforms to drive industrial growth. At present, transport and logistics firms are trying to cope with the 3-month-old Goods and Service Tax (GST), which seems to

have added to their woes. The so-called simplified tax structure is really giving hard times to India Inc. From arbitrariness of states in the absence of e-

Many experts believe that energy-efficient technologies and customer-focused approach can help India bring its logistics practices at par

with international standards

way bill to increased compliance, the Pandora box is not ready to get closed. Though, the government had claimed transportation costs to witness a fall of nearly 20 per cent in the post GST era, logistics service providers are still waiting for the magic to takeover.

Paying heed to the aged expert advice of infrastructure development across all modes of transportation (roadways, railways, airways and waterways),



implementation of GST along with relaxed foreign direct investment (FDI) regulations, and increased technology

The government had claimed transportation costs to witness a fall of nearly 20 per cent in the post GST era, logistics service providers are still waiting for the magic to takeover

adoption, the Government of India seems to be all geared up to change the face of the Indian logistics industry in the

years to come. And, this is actually happening as the India-Russia multi-modal transportation route - International North-South Transportation Corridor (INSTC) - is set to open next month. Not just this, the government has decided to promote a seamless movement of rail freight traffic with the announcement of the Dedicated Freight Corridor, including the Eastern Corridor (1,839 km) from Ludhiana to Dankuni, and the Western Corridor (1,499 km) from Dadri to Mumbai.

Further, the increasing influx of international logistics firms which are prompting third-party and domestic

For more and more such partnerships to flourish, Indian logistics industry needs better infrastructure, including dedicated freight corridors, port modernization, free-trade warehousing zones, logistics parks, and container freight stations.

logistics service providers to expand their horizon and focus on transportation, warehousing and freight forwarding services, is contributing a lot in the government's run for logistics development in India. While opening up opportunities for global partnerships, the entry of international players has allowed local transporters access the newest technologies and grow. For more and more such partnerships to flourish, Indian logistics industry needs better infrastructure, including dedicated freight corridors, port modernization, free-trade warehousing zones, logistics parks, and container freight stations.

Undisputedly! Over the last decade, the ubiquity of smartphones and Internet has influenced the business



trends in the logistics industry big time. And yes, the consequent rise of e-Commerce cannot be ignored for this change. In order to serve their customers better, e-commerce firms have been demanding bigger and efficient warehouses, faster delivery options and improved last-mile connectivity, which has set out a grand feast for third-party logistics firms and the start-ups in this business.

Indeed building infrastructure and business friendly policies is not a day's task. Also we are resting assured that the modernization of logistics infrastructure and government support will go a long way. But, all India needs is high speed, eco-friendly and efficient transport infrastructure leading to the accelerated growth of the country. It is high time, India levels up its game on the global front!

# It's Time For Infrastructure Development and Economic Growth To Go Hand In Hand!



f demonetization last year made going get tough for the transport and logistics industry, this year, the fortune has compensated it with the pre New Year gift of infrastructure status. And, the news pounded the transport fraternity with hope and smiles. Further, the prediction of credit rating agency ICRA that the industry is set to witness a growth of 9-10 per cent annually has added another fillip to the community. Announcements like such are extremely encouraging for transporters who have been struggling hard to make a comeback.



Ashok Gupta
Hon. General Secretary, AITWA

Besides, Indian logistics industry is evolving at a fast pace despite the weak economic sentiments across the globe. The World Bank's Logistics Performance Index (LPI) 2016 ranked India 35th amongst 160 countries, which is a

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clear high jump of 19 spots. A big thanks to the Government of India, which has realised in time that infrastructure development (road/bridge/port/railway construction and improvement) is the much-needed catalyst to fuel the economy.

Not to miss, the growth witnessed by the retail, ecommerce and manufacturing sectors in India is another major contributor behind the recent logistics development in India. Until now, logistics in India only meant inbound and outbound segments of the manufacturing and service supply chains. But the dynamics has changed! Now, it is seen as the interplay of good infrastructure, latest technologies, and updated transport and logistics service providers, including third-party logistics (3PLs) firms and intermodal marketing companies (IMCs). Further, it is expected that the rise in e-commerce logistics and increased domestic consumption would continue to drive the industry in the years to come as well.

Looking at the challenges faced by the logistics industry today, pessimists cannot be wronged for calling the glass half empty. From insufficient integration of transport networks to inappropriate warehousing and distribution



facilities, poor facilities and management are causing high levels of loss, and damage and deterioration of stock. Hoping for the best, the Modi-led clan has started to move towards effective implementation from mere strategizing done by previous governments.

From allocating mammoth like budget for road infrastructure, to promoting e-way bill system, the

## After all, inadequate logistics infrastructure can risk the growth of an economy by creating bottlenecks

government is now focusing on delivering end-to-end multi-modal transportation solutions in India. And, this has called for immediate attention to the development of cold chain and warehousing facilities across the country. That is why 'logistics infrastructure development' has become the most debated topic of the nation these days. After all, inadequate logistics infrastructure can risk the growth of an economy by creating bottlenecks. Also, infrastructure management is extremely called for at this hour in order to offer cutting edge competitiveness.

Further, increase in the transportation of perishable

products have led logistics service providers feel the need of good storage and warehousing. Moreover, it is important to realize that the establishing training intuitions can help bring the benefits of best practices to the industry thereby improving the overall service quality.

The experts talked about shunning the unstructured approach while adopting the planned model for the construction of world-class road networks, integrated rail corridors, modern cargo facilities at airports and logistics parks

Spelling the significance of infrastructure development in India, a conference on "India - On the Cusp of a Logistics Revolution - key to Transformation of the Indian Economy" was organized by ASSOCHAM. The experts talked about shunning the unstructured approach while adopting the planned model for the construction of world-class road networks, integrated rail corridors, modern cargo facilities at airports and logistics parks.

Though, it is difficult to measure the economic benefits (enhanced GDP and increased tax revenue, productivity, exports and jobs) of infrastructure development, selecting investment-heavy projects with long periods of gestation or doubtful returns can raise critical economic concerns for a country like India. Notably, the immediate burden of huge investments strains the public finances, which further leads to large fiscal deficits followed by the large public debt.

The story is not about the industrial growth alone but India as a whole. Experts are of the opinion that if the logistics industry continues to show robust growth of 10-15 per cent annually, India is sure to witness an economic boost in the near future. Taking that into consideration, new government policies in this regard would be nothing short of a boon.



## Transformation of India's Logistics Infrastructure is Critical to Country's Economy

Owing to this, India

jumped 19 places in

World Bank's

Logistics Performance

Index (LPI) 2016, to

rank 35th amongst

160 countries

ndisputedly, logistics and infrastructure sectors are two of the major key drivers for the Indian economy. But until November 2017, the infrastructure sector alone enjoyed intense focus from the Government of India, and logistics operations had taken a backseat. Like previous governments, the Modi-led clan also started with the tradition of neglecting the transport and logistics sector, but they started to allocate more and more in the annual budgets for road

infrastructure development. Owing to this, India jumped 19 places in World Bank's Logistics Performance Index (LPI) 2016, to rank 35th amongst 160 countries. While getting boost from such positive statistics, the government decided to cater to the need of the hour, i.e.

transport and logistics development. And, granting infrastructure status to the logistics sector is big move in this direction. Aiming at attracting more funding at competitive rates, offering multiple instruments to raise the money, and accessing longer tenor funds from insurance companies and pension funds, the move is set to transform India's logistics infrastructure, which is critical

to country's economy.

The Government of India is not rolling out policies alone to speed up logistics infrastructure development, but it is also receiving international investors who show interest in the infrastructure sector, with open arms. Below listed are the government initiatives that aim at transforming India's logistics infrastructure, and are critical to the economy at the same time:

**Road Infrastructure:** MoRTH has invested around Rs. 3.17 trillion over the past two and a half years for building world-class highways.

- The Ministry of Road Transport and Highways (MoRTH) invested Rs. 14,916 crore for the Special Accelerated Road Development Programme for North East (SARDP-NE)
- The road transport and highways ministry has spent Rs.
   4,095 crore for the development of National Highway
   (Original) in the Northeast over the past two years.



- Having previously invested US\$ 1 billion in India DP World, a UAE-based firm, is planning to invest another US\$ 1 billion in the infrastructure sector along with logistics and container terminals.
- Abertis Infrastructures SA, a Spanish infrastructure firm, agreed to buy two toll road assets operational in South India from Macquarie Group for Rs. 1,000 crore.
- Infrastructure Leasing and Financial Services Ltd (IL&FS) and Lone Star plan to jointly invest US\$ 550 million in stressed infrastructure projects in India.
- MoRTH had constructed a total of 6,604 km out of the 15,000 km of target set for national highways in 2016-17 by the end of February 2017.
- Asian Infrastructure Investment Bank (AIIB) has approved a loan worth US\$ 329 million for the towards construction of road linkages for last-mile connectivity to

schools and tribal areas in Gujarat.

- With the aim of raising capital for funding the infrastructure projects in India, National Highways Authority of India (NHAI) launched its first overseas issue of Masala Bond at the London Stock Exchange in May 2017, attracting bids worth over Rs. 3,000 crore.
- The Cabinet Committee on Economic Affairs (CCEA) has approved the project to widen the Handia-Varanasi section of National Highway-2 in Uttar Pradesh; requiring an investment of Rs. 2,147 crore.
- The Cabinet Committee on Economic Affairshas approved the development of 19-km-long four laning from Pandoh Bypass end to Takoli section of National Highway (NH) -21 in Himachal Pradesh, requiring an estimated cost of Rs. 2,775.93 crore.
- The government plans to monetisation 75 publiclyfunded highway projects worth Rs. 35,600 crore via tolloperate-transfer (TOT) mode in order to raise adequate funds to finance the construction of 2,700 km of roads.
- The Government of India and Asian Development Bank (ADB) have signed US\$ 375 million in loans and grants for developing 800-km-long Visakhapatnam-Chennai Industrial Corridor.
- The National Highways and Infrastructure Development Corporation (NHIDCL) has been awarded a contract to build five all-weather access tunnels worth Rs. 23,000 crore in Jammu and Kashmir by 2024.

#### Railway Infrastructure:

 In the Union Budget 2017-18, the Government of India increased the railway expenditure allocation by 8 per cent to Rs. 131,000 crore for laying down 3,500 km of railway lines in 2017-18.





- The government plans to spend Rs, 3.3 lakh crore to set up three new arms of the dedicated rail freight corridors, covering the length and breadth of the country over the next eight years. Also, the 5,500-km-long new corridors would supplement the existing plans to lay 3,300-km-long two dedicated freight corridors.
- The Cabinet Committee on Economic Affairs (CCEA) approved three railway connectivity projects at a cost of Rs. 3.940 crore in Tamil Nadu and Kerala.
- Indian Railways plans to set up a US\$ 5 billion Railways of India Development Fund (RIDF) in order to fetch funds from the market to finance various infrastructure projects.

**Shipping and Ports:** The shipping ministry has invested around Rs. 80,000 crores over the past two and a half years for building world-class shipping infrastructure in the country.

· The shipping ministry plans to undertake development of

37 national waterways (NWs) in the next three years. Also, there are plans to convert zones into manufacturing hubs.

- The Ministry of Defence has decided to get onboard 14 fast patrol vessels at a cost of Rs. 916 crore.
- Tata Steel has signed an agreement to purchase 51 per cent stake in Creative Port Development (CPDPL), which has a concession agreement with the Odisha government to develop a 10 million-tonnes-per-annum (mtpa) Subarnarekha port at Chamukh village in Balasore district of Odisha.
- The Cabinet approved establishing a major port at Enayam near Colachel in Tamil Nadu, with an estimated cost of Rs. 6,575 crore for the phase 1.
- A new sea route to Baratang Island has been made operational.
- The Ministry of Shipping plans to fund 199 residual maritime projects worth Rs. 800,000 crore over the next two years.

#### www.aitwa.org

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 The government plans to create common user cargo terminals at 17 airports.

Though, the Government of India has started to strike the

right notes, the network of roads, rail and waterways across the country will be insufficient as freight movement is expected to increase about 3 fold over the next 10 years. Building logistics network optimally can only help India save its face. The growing demand can be met through an integrated and coordinated approach in which the development of each mode, including roadways, railways, waterways and airways, needs to be matched to the requirements, and existing assets need to be better utilised.

The growing demand can be met

The growing demand can be met through an integrated and coordinated approach in which the development of each mode, including roadways, railways, waterways and airways, needs to be matched to the requirements, and existing assets need to be better utilised

Nearly USD 45 billion is lost each year due to the inefficiencies in India's logistics network. And, it's huge! Notably, the industrial spending on logistics in India is low, but the relative spending is high. The Government of India spends 13 per cent of GDP on logistics whereas, the United States spends 9.5 per cent and Germany allocates 8 per cent. Poor logistics infrastructure majorly causes the current waste, which is expected to increase to USD 140 billion by 2020 (about 5 per cent of GDP). Its impact is not just limited to higher prices and lower competitiveness, but it negatively impacts the economy too. There's a dire need of handing this wastage in a coordinated manner.

Experts on the subject believe that India requires a National Integrated Logistics Policy (NILP), which will work by targeting a greater share of railways, reducing economic waste by half and improving energy efficiency by cutting down the transport fuel requirement by 15 to 20 per cent. The policy will cater to the need of establishing dedicated rail freight corridors, coastal freight corridors.

national expressways, last-mile roads and rail, and multi-modal logistics parks. In addition, the focus will be laid on road maintenance, technology adoption, skills development, and equipment and service standards. And to drive this, the government has constituted the high-level National Transport Policy Development Committee to define programmes, help allocate budget, monitor implementation, and ensure continual coordination across ministries.

In this regard,

ASSOCHAM organized a conference on "India - On the Cusp of a Logistics Revolution - key to Transformation of the Indian Economy." The conference was aimed at the tactical implementation of the strategies put in place. It was discussed that infrastructure creation will move from unstructured/arbitrary to planned model at the government policy level. Also, the brought to fore the need of National Logistics Policy to maximisethe use of existing infrastructure/assets, while creating blueprint for future growth/demand. During the conference, the need for cohesive action due to multiple ministries and agencies involved was stressed at.

With such forms coming up, it seems like, now there's no looking back for the Government of India!



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CIN No.: U60222HR1986PLC068818

Website: www.darcl.com

#### Registered cum Corporate Office:

Darcl House Plot No. 55P, Institutional Area, Sector - 44, Gurugram - 122003 Ph.: 9015202121, 25-26, Fax: 0124-4034162, E-mail: co@darcl.com, ro@darcl.com

Head Office: Hisar

19/3, Tilak Bazaar, Hisar (Haryana)

Ph.: 01662-241003-06, 321001-03 Fax: 01662-232269 Email : ho@darcl.com











#### Infrastructure -Backbone Of The Logistics Industry



Cyrus Katgara (CK)



Vineet Agarwal (VA)



Naman Jain (NJ)



Pradeep Singal (PS)



Ashok Gupta (AG)

ogistics has come a long way from the ancient Greek word Logistikos, meaning movement of men and materials, especially of the army, to the Materials Management of the previous century, to the complex, multi-dimensional activity covering a wide range of services in the current era. Service providers offer an ever increasing range of outsourced services, like Distribution, Assembly lines, JIT delivery, Cross docking, Pick and pack, VMI, Automated weight and volume scanners and retrieval systems, etc.

Infrastructure status for logistics industry has been a long felt need and demand in India. Finally, last month, the government took a very positive step in granting this wish and we now go into a new era where India can hope to develop modern logistics infrastructure on a scale and functionality comparable with the best in the world. The government has also done well to specify the minimum standard and scale for each of the three sub-sectors of Multi-modal Logistics Parks, Cold chain facilities and Warehouses. The net result we can look forward to is higher investments, more FDI inflows, improved standards and utilization of services, etc., leading to efficiency and expected reduction in transaction costs. It is also expected that India's ranking on the World Bank's Logistics Performance Index (LPI), will improve from the current no. 35 out of 160 countries.

It will, moreover, revolutionise the way we do things. Many more non-metro cities will be looked at as investment opportunities. Cold Chain facilities will keep pace with the requirements. The importance of Skills development can never be over-emphasized. It will improve the employability quotient of the trainees. People of my generation will remember that India jumped from manual typewriters to computers, by-passing the intermediate phase of the Electronic Typewriter, which the West had gone through. Similarly, basic infrastructure will grow and leap-frog with quantum jumps, owing to this new development. It is important to ensure coordinated

development of airlines, railways, roadways and waterways. This will help to eliminate any skewed growth and improve reliability and sustainability to improve the competitive environment in the country.

Here, we have a few opinions from experts in the industry, to whom the same three questions were directed. The respondents were:

Cyrus Katgara (CK) who is Partner at Jeena and Company, a century plus old company and a Global Supply solutions provider, with warehouses, supply chain solutions, consultancy services, etc.

Vineet Agarwal, **(VA)** who is MD at Transport Corporation of India (TCI), an Integrated Multi-modal Solutions provider, an Indian multinational company, with warehouses, Supply chain solutions, own cargo ships, etc.

Naman Jain (NJ) who is Director at Falcon Autotech specialising in building Automated systems for mass speed scanning of weight and volume of SKUs on conveyor belts in motion.

Pradeep Singal, **(PS)** who is MD at GIR Group, also an Integrated Multi-modal Solutions provider, with warehousing facilities, 3 PL, etc.

Ashok Gupta, (AG) who is CMD in IRCL, a Specialized Solutions provider, with warehousing, supply chain solutions, etc.

### 1) What is your view (positive or negative), on the government's decision to give Infrastructure status for Logistics Industry?

CK (1) This decision will result in reducing the cost of Finance for building Physical infrastructure such as Construction of Warehouses, Fulfilment centres for Ecommerce business, ICDs and CFS, FTWZs, etc. It will certainly trigger investments in this sector. These are highly capital intensive investments and reduced cost of finance will be viable for investor and affordable for end users of such facilities such as Farmers and traders in agricultural produce, Ecommerce players, Exporters and Importers.

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- ☑ info@p4d.pw

VA (1) Logistics infrastructure is a significant aspect of economic development and urbanization. The government has recognized its pivotal role in Make in India. Not only will FDI increase in this sector but infrastructure finance will be easily accessible to build state of the art infrastructure for managing complex supply chains and this will lead to boost in the domestic and export market encouraging manufacturing and job creation.

NJ(1) It is a positive and commendable development.

PS (1) The government's decision is a welcome move. Mr. Nitin Gadkari had said time and again that they were working towards formulating an integrated, multi-modal transport and logistics policy, which has now seen light of day. Important studies in the industry have computed that if transaction cost is brought down from the present around 14 per cent in India, to approx. 7 per cent as prevailing in developed countries, a saving of USD 50 billion dollars is possible. Funding in this sector will now be available from Infrastructure companies, on easier terms and longer tenures.

AG (1) The benefits are great as financing companies, especially IIFCL support high financing at lower interest. We can now expect high FDI inflows and large projects like bullet trains, freight corridors, etc.

#### 2) What are the priority areas that need infrastructural development, in this field?

CK (2)The three key main users of such facilities are a)
Farmers and traders in perishable Agricultural products. b)
Exporters and importers need lower dwell time to the ports
so the infrastructure has to match world standards to
remain globally competitive. c) The latest addition to the
users of such large facilities are fulfilment centres of the
Ecommerce sector. This sector is witnessing fastest growth
and is a source of employment but continues to bleed.

VA (2) Infrastructure development is undoubtedly at a crucial juncture. The priority areas that need infrastructure development include: Infrastructure: Special emphasis has to be on building world-class road networks, integrated rail corridors, modern cargo facilities at airports and creation of logistics parks which need to be given a status equivalent to Special Economic Zones. Training Institutes - NSDC: To improve the overall service quality of the sector it is necessary to realize the importance of skills development. Storage: The storage infrastructure also needs significant improvement, the reason being the ICD/CFS infrastructure available for EXIM trade is inadequate. Warehousing has to go to the next level with the changing dynamics of JIT manufacturing, global procurement and new models of sales and distribution. However, the logistics industry is seeing some development of its existing infrastructure, with initiatives like Make in India, Sagarmala, Bharatmala, etc.

NJ (2) Biggest area is the Surface Connectivity that includes improved Roads, improved Geographical address mapping, inclusion of Automation and technology in infra development such as Automated Toll Gates etc. and development of strategically located Logistics Parks. This would impact predictability of goods movement and also trim off several layers of inefficiencies that are currently prevalent. Next is improvement in Quality of Warehouses to trigger a paradigm shift from Godowns towards Fulfilment and Distribution Centres.

PS (2) While basic infrastructure will grow owing to this new development, it is important to ensure coordinated development of airlines, railways, roadways and waterways. This will help to improve reliability and sustainability.

AG (2) Better roads will lead to efficient movement and save a lot of money. In our country, warehouses are built after demand creation. I see no serious shortage of warehouses in places like Delhi and Mumbai. Chennai needs to add warehouse space to cater to existing demand. Cold Chain is an area needing development, but unfortunately, people are not yet ready to pay additional for these services.

#### 3) Any specific suggestions you wish to convey in this regard, for the government's consideration?

CK (3) The need is to undertake a study to identify other institutional bottlenecks and take the necessary policy initiatives to remove these.

VA (3) The Government's move is a praiseworthy step towards Moving India Growth Story. However, areas such as Multimodal transportation act, opening up commodities movement to private players and infrastructure status to standalone warehouses also should be considered.

NJ (3) In addition to development of Highway corridors between tier 1 cities, it is imperative to plan similar level of connectivity between Tier 2 and Tier 3 cities as the next wave of Consumption growth will be driven from those areas.

PS (3) Perhaps the government can also look at easing of import duties on plant and machinery and also reduce excise on petroleum products.

AG (3) The government needs to pay attention to seamless movement on Roads and decongestion at ports, which have become huge bottlenecks, leading to delays of even seven days.

Vinod Kaul

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## ICRA Expects Domestic CV Industry To Grow By 6-7 Per Cent In 2017

fter making heartwarming predictions for the growth of transport and logistics sector in India, ICRA Ltd. now says that the domestic commercial vehicle industry to grow by 6-7 per cent in the current financial year. Seems like the celebrations has begun in all since July directions!

Riding on the back of the improved rating agency has reflected domestic commercial vehicle sales since July 2017 owing to GST roll out, the credit rating agency has reflected this positive outlook for the domestic CV industry cornindustry. In addition, it believes that healthy replacement the implementation ded demand particularly in the tractor trailer segment, and contact the implementation of the segment of the implementation of the segment of the s

increased construction and mining activities have contributed a lot to the improved demand for tipper trucks.

Notably, the CV industry in India

suffered poor sales before July 2017

due to pre-buying in the fourth

quarter in FY17, and apprehensions

about GST roll out from July 2017.

These led domestic CV sales suffer a contraction of 9.1 per cent during the

first quarter of FY18 on a Y-o-Y basis

with M&HCV (Truck) sales down by

Riding on the back of the improved domestic commercial vehicle sales since July 2017 owing to GST roll out, the credit rating agency has reflected this positive outlook for the domestic

32.6 per cent. This contraction continued owing to the uncertainty over

the implementation of new emission norms.

As per the Senior Group Vice-President (Corporate Sector

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ratings) of ICRA, "The industry will find its momentum back aided by increased thrust on the infrastructure and rural sectors in the recent budget, potential implementation of fleet modernization or scrappage programme and higher demand from consumption-driven sectors and e-commerce logistic service providers, especially for LCVs and ICVs," reported ET Auto.

Further, the executive said, "Post-GST, many underlying economic indicators have started showing initial signs of stabilization. Besides uptick in IIP and Core Industries, many of the other freight generating sectors such as steel, automobiles, port traffic are growing at a healthy pace. There has also been considerable improvement in cargo managed by Railway's during the same period," adding, "Given these considerations, ICRA expects the domestic



CV industry to register a growth of 6-7 per cent in FY18."

Not just the tractor trailer segment but the M&HCV (Truck) segment is expected to witness a growth of 2-4 in FY2018. And all this can be attributed to the higher

## Further, government's proposed vehicle modernization program would improve the replacement-led demand

budgetary allocation towards infrastructure and rural sectors, stricter implementation of regulatory, including the overloading ones, and of course the pent-up demand. Further, government's proposed vehicle modernization program would improve the replacement-led demand. Moreover, the efforts to re-design supply chain in order to adopt the hub-n-spoke mode of transportation would trigger the demand of higher tonnage trucks (above 35T).

Further, the expected growth in domestic CV sales would be driven by the improvement in liquidity situation in the

#### ICRA expects stronger demand from consumption-driven sectors and e-commerce focused logistic companies to drive industrial growth

rural markets, including first-time buyers and small fleet operators. Also, ICRA expects stronger demand from

> consumption-driven sectors and ecommerce focused logistic companies to drive industrial growth. Moreover, the credit rating agency believes it to grow 14-16 per cent in Fy18.

> In addition, ICRA expects that the aggregate financial performance of the leading CV OEMs might witness moderation in the current financial year on a Y-o-Y basis owing to decreased sales, increased discounts and reversal

in material costs. Besides, CV OEMs may not be able to recover the cost related to BS-IV technology upgradation. This will cause the aggregate operating profit before depreciation, interest, and taxes (OPBDIT) margins to swing between 6.5 per cent and 7 per cent in FY18 as compared to 6 per cent in the previous financial year.

Over the medium-term, dealing with the increasing competitive pressures on domestic CV OEMs would continue to decide their profitability as foreign OEMs have notched up the volume game with new model launches and expansion of sales network. Further, foreign OEMs are making higher investments in developing new technologies and models in order to prepare for the BS VI emission norms.







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### **Anti-dumping Duty**

## On Chinese Truck Radial Tyre Imports To Give A Boost To Indian Manufacturers

ertainly, tyre manufacturers in India were never this happy! Recently, the Government of India decided to re-impose the anti-dumping duty

manufacturers.

The levy was imposed following the Directorate General of Anti-dumping and Allied Duties' (DGAD)

(ADD) on the import of new/unused pneumatic radial tyres with or without tubes and/or flap of rubber (including tubeless tyres) having nominal rim dia code above 16 (inch), which are used in lorries/trucks and buses.

Further, ADD is likely to increase the prices of Chinese radial tyres by 10-15 per cent, which is available at a discount of 20-25 per cent to the ones from the Indian tyre manufacturers.

had been exported to India 'below normal value' from China.

recommendation that the

domestic industry

suffered material injury

owing to the imports

from China. It also

highlighted that the tyres

Further, ADD is likely to increase the prices of Chinese radial tyres by 10-15 per cent, which is available at a discount of 20-25 per cent to the ones from the Indian tyre

Further, ADD, ranges between USD245.35 and \$452.33 per tonne, will make Chinese imports costlier thereby providing a level playing field for domestic tyre



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manufacturers. Credit rating agency ICRA is hopeful that this will lead to a strong demand pickup for Indian truck tyre manufacturers.

Subrata Ray, Senior Group Vice President, ICRA, told ETAuto, "With sizeable investments made in recent years towards creation of TBR capacities on the back of healthy

long term domestic demand potential for radial tyres, rising imports had an adverse impact on industry capacity utilisation levels. With imported Chinese TBRs priced lower than domestic Truck and Bus bias (TBB) tyres, these imports made heavy inroads into the Indian T&B

replacement market, eroding TBR volumes for Indian players."

The executive added, "The aggressive pricing of Chinese TBR tyres limited the competitiveness of domestic players, compounding the problem of lower rubber (raw material) prices. With the reimposition of ADD by India and the USA ruling out ADD on Chinese tyres in February 2017, Chinese imports will become costlier,

levelling the playing field for Indian T&B tyre manufacturers. We expect this will positively benefit large Indian truck tyre manufacturers."

Notably, tyre imports, which represent 7 per cent of the domestic tyre industry (in value terms), have witnessed a 10 per cent growth in the last three years (CAGR ending FY2017) against the industry's revenue growth of 2 per

cent. Also, truck and bus radial (TBR) tyres accounted for 43 per cent of total tyre imports (in values) in FY2017. Further, TBR imports surged from Rs. 7.1 billion in FY2013 to Rs. 14.2 billion in FY2017. Moreover, Chinese TBR tyre imports to India had witnessed a sharp growth since 2015 after India removed ADD on Chinese tyre imports while the United States imposed the same.



According to Ind-Ra, JK
Tyres & Industries and
Apollo Tyres are likely to
see an improvement in
profitability as a result of
anti-dumping duty, along
with higher utilisation of
domestic capacities

As ADD has been imposed for a five-year period, it is likely to result in a 200-300bp EBITDA Margin expansion for major tyre companies, India Ratings and Research (Ind-Ra) told ETAuto. Further, this will be credit positive for certain domestic

manufactures who were facing decline in their profitability due to increased rubber prices and pressure from imported Chinese tyres.

According to India Ratings and Research Private Ltd. (Ind-Ra), tryre manufacturers like Apollo Tyres and JK Tyres & Industries are likely to witnessed improved profits and increased utilisation of domestic capacities because of the newly imposed anti-dumping duty.

Moreover, the rating agency expects domestic tyre manufactures to increase prices in the range of 5-6 per cent gradually in the truck and bus radial segment. Presuming domestic tyre companies to increase prices by 50 per cent corresponding to the duty on Chinese tyres, their earnings before interest, taxes, depreciation and amortization margin could witness a 2-3 per cent of improvement.





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### A Nationwide Implementation of E-way Bill Is What Transporters Waited For

here is no second thought on how GST rollout has impacted the entire system behind the transport sector. And, implementation of E-way bill, though have raised few eyebrows, but the dismantlement of border checkposts is welcome as one of the major achievements of the entire process.

The echo of great relief from the checkpost compliance is audible in transport community but the wait is still not over for the larger picture and real boost from the GST proposal. There is no denial that the concept has worked as a puff of fresh air for the sector as soon as the rollout of new tax regime on July 1 this year.

And, a drastic change was seen instantly but gradually the old business of the anti-tax evasion wing flourished again plaguing the transportation of goods and/or services. Vehicles are still stopped and detained under

flimsy pretexts, which causes loss of time and money while drivers are forced to idle. At times, goods and/or services suppliers need to travel long distances just to explain minor procedural defects to local officers to get the goods released.

Vehicles Over the years, vehicle detention has not only are still stopped led to the underutilisation of transport and detained under capacity, but affected the trade adversely thereby giving rise to numerous tax flimsy pretexts, which disputes. Despite voicing against the causes loss of time and menace of disrupting the free flow of money while drivers goods on Indian roads, transport fraternity has not been able to see the light are forced to at the end of tunnel. Moreover, the condition idle has remained awful in the post GST era.

> While the GST Act clearly talks about subsuming Service Tax, State Value Added Tax/Sales Tax and Octroi and Entry tax, among others, transporters are still made to abide by these erstwhile policies. Not long before, the







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Government of India decided to rollout the e-way bill system in a phased manner by March 2018, and, in the meanwhile, asked individual states to practice the existing laws. But, states like Uttar Pradesh and Bihar were seen exhibiting the arbitrary behavior. Transporters complained of being charged with penalties against VAT, which seized to exist after GST implementation on July 1 this year, by Uttar Pradesh tax officials.

Paying heed to transporters, the Government of India has recently decided to make e-way bill mandatory for interstate movement of goods from February 1, 2018, which will replace all transit pass systems that individual states have in place, and plans to put it to test from January 16, 2018, too. But, the intra-state e-way bill system will be put into effect from June 1. Further, the states have been given

The Government of India has recently decided to make e-way bill mandatory for inter-state movement of goods from February 1, 2018, which will replace all transit pass systems that individual states have in place, and plans to put it to test from January 16, 2018, too

the choice to implement the e-way bill for intra-state movement of goods before June 1, 2018.

But, this is not all the transport and logistics industry needs! Transporters are being bothered by the need of eway bills under the GST regime. To them, if the government wants to track the movement of goods and check tax evasion, then the GST Network is already equipped to handle the job. Moreover, it has well-structured mechanisms to match and compare invoice and returns. Not just this, the place of supply can be determined and tax evasion of services can be effectively tracked with the same infrastructure and legal framework in place. In such a scenario, the introduction of e-way bill appears no less than an additional burden on transporters.

Apart from this responsibility of generating/updating an e-way bill, some transporters would be required to tag their vehicles with radio frequency identification devices (RFID) and map them to their e-way bill. Further, eyebrows are raised on the need to terminate and generate a new e-way bill in case an order for delivery is cancelled in-transit. Moreover, transporters are calling out to the

#### Further, eyebrows are raised on the need to terminate and generate a new e-way bill in case an order for delivery is cancelled in-transit

government to take remedial measures over additional compliance on buyers from unregistered suppliers and transport operators. Besides, the Government of India



needs to mull over various aspects, including furnishing a plethora of details and physical verification of conveyance, of e-way bill for the intra-state movement of goods and/or services.

Though the e-way bill provisions under the GST law ensure uniformity across the country, the transport and logistics industry continues to highlight implementation issues. Further, transporters do not fear walking the newer paths if they lead to the ease of doing business in India!





### Let's Meet The Heavy-duty Truck 2020!

In order to make

a huge success, proper

infrastructure like charging

stations needs to be put

needs to be controlled

which is likely to surpass

the cost of diesel-fueled

t's never too late to bring a change! Considering this, the world finally decided to save the mother nature from loosing it's essence and sheen a decade ago. As a result, a clear shift from fossil fuels to renewable energy is visible. More and more people are joining hands with the Save Earth project, And, Elon Musk is the latest contributor as he unveiled Tesla's first electric semi- in place, and purchase price truck in mid-November to cut down harmful carbon emissions, which are known to raise global temperatures by trapping solar energy in the atmosphere.

While natural gas is gaining a lot of popularity among the vehicle manufacturers, many still favour electrics and co-powered diesel-electric engines. In order to make battery-operated vehicles a huge success,

proper infrastructure like charging stations needs to be put in place, and purchase price needs to be controlled which

is likely to surpass the cost of dieselfueled commercial vehicles. Also, the battery-operated vehicles vehicle manufacturers don't have the

capacity to produce electric ones in large numbers. Despite all odds, electric vehicles can do well if used

locally.

While the debate over what's best will continue, every discussion should be concluded keeping the following areas of advancement:

#### Vehicle Electronics

commercial vehicles · Drive-by-wire to wireless control -It's all about eliminating mechanical or electrical (wire) actuation.

> Glass cockpit - The heavy-duty truck 2020 needs multifunction instruments and more driver interface.

 Engine and drive train control - There's a need to facilitate both fuel economy and driver compatibility.

#### Materials and Coatings

- Bio fuels Agricultural products and especially byproducts, especially methanol is easily available.
- Dual fuel engines Hybrid engines are need of the hour to dampen emissions.
- High strength-to-weight structural composites Taking cues from aircraft design, composites can help achieve the higher hauling capacity.
- Bio coolants and lubricants Need to hunt biodegradable and non-toxic, and cheaper antifreeze and greases to sustain in the future.
- Ferromagnetic fluids Introducing these will replace some hydraulic and friction functions in suspensions and drive train designs.

#### Computers and Communications

- · GPS integration From freight scheduling/notification
- to maintaining drivers logs, GPS helps do this all.
- Cargo and vehicle security - The future is all about virtual yards and advanced realtime vehicle status.
- Shipping unit-level integrated logistics -Online pallet and container tracking to do away with the need of central warehouses and cross-docks.

#### Increased Vehicle Safety

 Driver collision protection - Upcoming truck designs need to have passive restraints (air bags), soy-based foam for comfort and sound deadening device for the safety of drivers.

- 360-degree obstacle and lane departure detection Truck 2020 needs to have combinations of visual and ultrasonic, forward speed control and 360-degree collision avoidance devices.
- Forward lighting Bi-xenon designs can be adopted to ensure infinitely variable intensity and direction.

#### Aerodynamics and Rolling Resistance

- Spoilers, boat-tails, fairings and skirts Fuel economy increases a lot with the use of these aerodynamic devices.
   These may offer benefits like vehicle control in high winds and maximized spray suppression.
- Tyres Tyre manufacturers are investing big time in minimizing tire contact with the road. Also, they aim at weight saving and smooth drivability.

Though, the aforementioned requirements seem to be nothing short of a perfect recipe, more and more research needs to be done to make the mix work well for the sake of human race.

Further, the new research in this direction can pose a big



threat to the survival of traditional OEMs. For all these years they were working on internal-combustion engine and transmission and the sudden shift to reducing emission can take a toll on them. In the age of electron, they need to revive in order to survive. Now, the game has turned to hunt down food for fuel.

## Can These Light And Medium Duty Trucks By Eicher Motors Become The Golden Choice?



light- and medium-duty trucks in India. These variants have been especially introduced to meet the rapid transportation demands, including long haul to short and last mile delivery, of the e-commerce business.

While showcasing its Pro series range at the Eicher Pro Biz Expo in Bengaluru, the VECV - Executive Vice President (Light & Medium Duty Trucks and Buses) said, "The e-commerce industry in India is growing at an exponential rate of 50 per cent every year and we believe in serving our customers by providing them with the right and practical solutions for their requirements," adding, "Leveraging our established strength in the LMD space, we have widened our offering to cater to the specific demands of the high potential e-commerce market," reported NDTV.

The executive further stated, "Eicher now offers the widest and strongest range in the Light and Medium Duty (LMD) segment with products ranging from 4.9T to 16T GVW. We believe ours is the most compelling proposition for this segment of the industry."

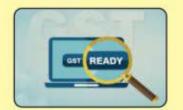
With five new variants in the Pro 1000 and Pro 3000 series, including Pro 1110, Pro 1110XP, Pro 1110XP, Pro 3012/3014 and Pro 3015, it is tapping into the growing

potential of the e-commerce industry in India. Let's find whether these stand a chance to be our Golden choice!

Coming to the salient features of the new Pro 1000 and Pro 3000 series, the trucks include a 24-feet long cargo body, and offer higher volume index. Also, the company claims these to provide best-in-class payload and fuel efficiency. Being cost effective with a longest service interval of 50,000 km, the trucks are being offered with four years to unlimited period warranty.

Further, the Pro 3000 series trucks feature Eicher Live, Cruise Control, parabolic suspension, Intelligent Driver Information system (IDIS), Domex chassis, and Fuel Coaching, as well as standard sleeper cabins.





















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## 5th EV EXPO 2017, India's Biggest Exposition on Electric Vehicles Set to Begin

5th EV EXPO 2017, dedicated to eco-friendly electric Vehicle technology is set to begin from December 22, 2017 at Pragati Maidan, New Delhi. Sh. Nitin Gadkari, Minister, Road Transport & Highways shall inaugurate the Expo.

New Delhi, December 20, 2017 - 5th EVEXPO 2017: India's biggest eco-friendly Electric Vehicle Technology Expo is set to begin from December 22, 2017 at Hall No 7, Pragati Maidan, New Delhi. The 3 day Expo shall be inaugurated by Sh. Nitin Gadkari, Minister, Road Transport & Highways at 10:00 am on 22nd December at the venue.

Building on the success of the previous 4 Electric Vehicles Expos, Altius Auto Solutions Pvt. Ltd., brings to the Electric Vehicle industry, the opportunity to showcase, see and understand the latest in electric vehicles, Components, battery technology and Services for convenient and environment friendly transportation of passengers and goods. The largest EV Technology Expo of India would be spread across 60,000 sq ft at Hall No 7 A to G at Pragati Maidan.

Mr. Rajiv Arora, Organizer, EV EXPO 2017 said "The 3 day expo from 22 to 24th December shall ensure that the right national and international players exhibit their technology and products to the right audience be it the prospective Owners & Operators, the Manufacturers, Traders and service providers in the E-Vehicle industry. The event shall offer comprehensive market information, great business opportunities and a platform for networking."

"The Expo takes forward the Vision of Govt. of India to make India a 100% Electric Vehicle Nation by 2030. Looking at the severe air-pollution situation faced by Delhi NCR and many other big and small cities across India every year specially in winter months, there is an urgent need to create an atmosphere for greater adoption of eco-friendly, non polluting means of personal and public transport based on Electric Vehicle technology. EV Expo 2017 is a significant step in this direction "added Mr Arora.

More than 100 + Indian & International E-Vehicle companies are showcasing their technologically advanced, pollution free 2,3,& 4 wheeled e-vehicles like E-Rickshaws, E-Carts, E-bikes, E-scooters, E-bicycles, E-Loaders as well as 4 wheeled e-buses at EV-EXPO 2017. A very important and missing link - Lithium ion batteries are also going to be on showcase at the Expo.

A full day '2nd Catalyst Conference on Innovations in E-vehicle Industry' is also being organised by ICAT (International Centre for Automotive Technology) on 21st December at the venue. The conference shall be addressed by specialists from companies like M&M, Siemens, Bosch, Volvo, JBM & tata Motors etc.

" As Electric Vehicles is relatively a new and rapidly growing segment, there is huge scope for business and investment right from Production, Stocking & distribution, R&D & Services. Over the next few years, we shall witness noticeable change to electric mode of transport even for personal use with easy availability and acceptance of electric bicycles, e scooters, e rickshaws/autos, e cars and others too.In commercial Electric Vehicles today, major cost contribution is of battery, which is approx 40% (fast charging batteries), 25% cost is of electrical and electronic parts, and remaining is of chasis/ body and others parts. We encourage people to visit EV Expo 2017 and see for themselves the rapid progress in Electric Vehicles and technology "- said Mr Anuj Sharma, Chairman Erickshaw Committee, Ministry of Road Transport and Highways, Govt. of India.

The Expo shall witness showcase of technologically products and a number of New Launches which include-E-scooter by Autopal,

ETOT Battery operated cum manual bicycle & ETOT X-3 Tricycle by ETOT

E-tricycle with a new technology called Re- generative Braking System by Udan.

Lead carbon Battery, smart battery by Narada,

Lithum ion battery-by Altius

MLA-Tubular Battery (9 months warranty) by Monoilite



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New model of E rickshaw " COMFORT " by Lohia Auto Industries &

Electric two wheeler for physically disabled by OMA STAR

EVEXPO 2017 is supported by Ministry of Road Transport & Highways, Govt. of India and is being organized in association with ICAT (International Centre for Automotive Technology) & ERMA (E-rickshaw Manufacturers Association)

Some of the prominent Indian companies showcasing their products are Lohia Auto Industries, SU Automotive, ENERGY ELECTRIC VEHICLES (Udaan), AUTOLITE (INDIA) LIMITED, S.D.POWER SYSTEMS, Terra Motors India, Energy Electric Vehicles, Okaya Power pvt. Ltd., Fusion Power Systems, Micromax Energy Ltd, Altius Techonologies, Sona Blw Forgings, Eastman Auto & Power Ltd., Soni e-vehicles Pvt. Ltd., Fujiyama Power

Systems & Ramon EV LLP etc.

China has the highest number of foreign Exhibitors with over 20 Chinese companies showcasing their E-Vehicle products. Prominent ones are ZHEJIANG NARADA POWER SOURCE CO. LTD., ETOT, CHANGZHOU YUFENG VEHICLE CO LTD, CY Jiangsu Changyun Drive Techniques Co. Ltd

For more information please visit http://www.evexpo.in For Media enquiries please contact -

Kulbhushan Rakheja - Envision Media & PR

Ph: +9810137246

krakheja@envisionpr.in/krakheja@gmail.com

Nima - Envision Media & PR

Ph: +9810053710

nimarakheja@gmail.com/nima@envisionpr.in

# CONGRATULATIONS!



Sh. Ahir Vasanbhai Gopalbhai has been inducted as the Minister of State into the new Gujarat government, led by Vijay Rupani. The President of Akhil Gujarat Truck Transport Association, Vasanbhai ji has been elected to the Gujarat Assembly for the fifth time. On this achievement, the AITWA family congratulates Gopal Bhai for this bright success, and prays for more glories in life. Being a strong pillar to the transport fraternity, he has always dedicated himself to the betterment of the industry.



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# Safexpress wins top honor at CII SCALE AWARDS 2017

ew Delhi, 5th December, 2017: Safexpress, Knowledge Leader and Market Leader of supply chain & logistics industry in India, has been honored with the highly prestigious award for "Overall Excellence in Supply Chain & Logistics" by CII SCALE Awards 2017. The award was presented for the firm's exemplary performance in the field of Road Transportation, 3PL, Warehousing and Skill Development. The award ceremony took place at Hotel Novotel, Hyderabad on the 24th of November, 2017.

The award was bestowed upon Safexpress by the Hon'ble Deputy Chief Minister of Telangana, Mr Mohammad Mahmood Ali. Mr Vineet Kanaujia, Vice President - Marketing, Safexpress, and Mr Amit Kumar, Head - Retail, Safexpress accepted the award on behalf of Safexpress. Speaking at the award ceremony, Mr Kanaujia said, "We sincerely thank CII for honoring our



firm with this award. This award is a result of sheer hard work and dedication of our employees. We are delighted to accept this award, which celebrates the success of corporate values, innovative practices and customer service. This award also bears testimony to our company's resolve to play a leading role in shaping the future of supply chain & logistics industry."

Mr Kanaujia added, "Supply chain & logistics is the backbone of Indian economy and is evolving rapidly. Safexpress will determinedly continue its endeavor to achieve the highest standards of service in this domain. As the industry leader, we have been taking the lead in developing a world-class infrastructure, adopting the best systems and processes, employing the best talent, and adopting the latest technology. This has put us in a position, where we can continue to lead the industry for a

very long time. That said, we are relentlessly pursuing improvement in all the above areas every single day."

Mr Kanaujia concluded by saying, "In the era of GST enabled India, the supply chain & logistics industry is already witnessing a paradigm shift. The industry is on course towards becoming more efficient, technologically-driven & process-oriented. Advent of new technology, tech-savvy workforce and changing face of consumer demand are going to change the supply chain & logistics landscape forever."

#### About Safexpress

Safexpress began its journey in 1997 with a mission of delivering logistics excellence to its customers and ensuring their success. Today, the firm has firmly entrenched itself as the 'Knowledge Leader' and 'Market Leader' of supply chain & logistics industry in India.

Safexpress offers a wide range of innovative supply chain services including Express Distribution, 3PL and Consulting. The firm provides value-added logistics services for 8 different business verticals ranging from Apparel & Lifestyle, Healthcare, Hi-Tech, Publishing to Automotive, Engineering & Electrical Hardware, FMCG & Consumer Electronics and Institutional.

Safexpress offers cutting edge logistics solutions to its customers, enabling them to focus on their core competencies. The firm adds maximum value to businesses at every level, right from

providing world-class warehousing support to ensuring time-definite deliveries of goods.

Safexpress has been significantly involved in Indian economic growth saga for over two decades. With an intention of contributing to country's economic growth, Safexpress has kept its operations India-centric. Safexpress provides supply chain & logistics services to over 5000 corporate clients. With its fleet of over 5500 GPS-enabled vehicles and country's largest distribution network spanning over 620 destinations, Safexpress covers every square-inch of India and delivers to all 22110 pincodes of the country.

For more information, please contact: Priya Dewan, 98111 08124, olivecommunications@gmail.com



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\*As on 30 September 2017- AUM ₹ 85,463 Crore \*1035 Branches \* 907 Rural Centres \* Truck Finance \* LCV Finance \* SCV Finance \* Bus Finance \* Passenger Commercial Vehicle Finance \* Construction Equipment \* MUV / SUV Finance \* Tractor Finance \* Working Capital Loan \* Business Loan \* Tyre Loan \* Automall \* Vehicle Insurance \* Family Protection Plan \* Life Insurance

# आईये समझे सरल भाषा में ई-वे बिल प्रणाली नियम को!

- 1. प्रत्येक पंजीयत व्यक्ति माल रवाना करने के पहले, ई-वे बिल पोर्टल पर GST EWB-01 में जानकारी प्रस्तुत करेगा। तब जबिक माल की कीमत 50,000 से अधिक है और माल रवाना होने/मूवमेंट होने का उद्देश्य (1) सप्लाई या (2) सप्लाई से भिन्न कारण है या (3) किसी गैर पंजीयत व्यक्ति से आवक पूर्ति या क्रय करने के कारण यह मूवमेंट किया जा रहा है।
- 2. अगर माल भेजने या पाने वाले के रूप में कोई रिजस्ट्रर्ड व्यक्ति मौजूद है और वह माल का परिवहन किराये पर लिये वाहन में, रेल द्वारा, वायूयान द्वारा या जलयान द्वारा किया जा रहा है तो वह व्यक्ति GST EWB-01 के भाग बी में सूचना प्रस्तुत करके ई-वे बिल जनरेट करेगा।
- 3. अगर माल भेजने या पाने वाले के द्वारा ई-वे बिल जनरेट नहीं किया जाता है तो माल परिवहनकर्ता को सौंप दिया जाता है तो परिवहनकर्ता भी GST EWB-01 जनरेट कर सकेगा। जिसमें वह भाग ए में प्रस्तुत जानकारी को आधार बनायेगा। अगर भाग ए में कोई जानकारी नहीं है तो भाग ए और बी दोनों की जानकारी परिवहनकर्ता भर सकेगा।
- परन्तु यदि रिजस्ट्रर्ड व्यक्ति चाहे तो 50 हजार रूपये से कम के माल के लिए भी ई-वे बिल जनरेट कर सकेगा।
- परन्तु अगर कोई अपंजीयत व्यक्ति माल का परिवहन करता है तो परिवहनकर्ता अपने पहचान चिन्ह यानी आईडी से ई-वे बिल जनरेट कर सकेगा।

यह बताना जरूरी है कि अगर माल का परिवहन 10 किलोमीटर से कम दूरी के लिए किया जा रहा है तो GST EWB-01 के भाग बी में वाहन क्रमांक अंकित करना जरूरी नहीं होगा।

- ध्यान देने योग्य बात यह भी है कि भले ही माल भेजने वाला अपंजीयत व्यक्ति हो और पाने वाला पंजीयत व्यक्ति हो तो माल का परिवहन व्यक्ति द्वारा किया माना जायेगा।
- यह भी ध्यान देने योग्य बात है कि जब माल का परिवहन रेल द्वारा, वायुयान द्वारा या जलयान द्वारा किया जा रहा है तो GST EWB-01 के भाग ए मे जानकारी देकर GST EWB-01 जनरेट किया जा सकेगा।
- GST EWB-01 जनरेट होने पर पोर्टल द्वारा हर फार्म के लिए एक अलग नम्बर प्रदान किया जायेगा। जिसे EB-N कहा जायेगा।
- 5. जब माल के परिवहन के दौरान किसी स्थान पर माल की क्रासिंग यानी एक वाहन से दूसरे वाहन में ट्रांसिपमेंट किया जायेगा तो परिवहनकर्ता द्वारा GST EWB-01 में नये वाहन का नम्बर ऑनलाईन अपडेट किया जायेगा।
- लेकिन अगर माल का गंतव्य यानी माल पाने का स्थान परिवहनकर्ता के कार्यालय से 10 किलोमीटर के भीतर है तो नये वाहन का नम्बर अंकित करना जरूरी नहीं होगा।

- 6. परिवहनकर्ता के द्वारा अगर कई ई-वे बिल का माल एक ही वाहन में भेजा जा रहा है तो वह सभी ई-वे बिल के क्रमांक अंकित करते हुए GST EWB-02 में एकीत ई-वे बिल जनरेट किया जा सकेगा।
- 7. अगर परिवहनकर्ता को कोई माल जिसकी कीमत 50 हजार से अधिक है बिना GST EWB-01 के दिया जाता है तो परिवहनकर्ता स्वंय GST EWB-01 जनरेट करेगा और इसके बाद GST EWB-02 में एकीत ई-वे बिल जनरेट किया जा सकेगा।
- रजिस्ट्रर्ड व्यक्ति को उसके द्वारा जनरेट किए गए समस्त GST EWB-01 की जानकारी ई-वे बिल पोर्टल पर प्रदान की जायेगी।
- निर्धारित अविध के भीतर माल का परिवहन नहीं किया गया है तो जारी होने के 24 घण्टे के भीतर ऐसे GST EWB-01 निरस्त किया जा सकेंगा।
- 10. पोर्टल से जनरेट किया गया GST EWB-01 100 किलोमीटर की दूरी तक एक दिन के लिए वैध रहेगा और आगे के प्रत्येक 100 किलोमीटर की दूरी तक एक दिन अतिरिक्त के लिए वैध रहेगा। लेकिन विभाग ऐसे GST EWB-01 कि वैधता अविध को बढ़ा सकेगा।
- 11. एक रिजस्ट्रर्ड व्यक्ति द्वारा जनरेट कराये गये समस्त ई-वे बिल की जानकारी उस व्यक्ति को पोर्टल पर दी जायेगी। जिसकी स्वीकार या अस्वीकार करने की सूचना वह व्यक्ति पोर्टल पर प्रदान करेगा।
- 12. जब कोई रजिस्ट्रर्ड प्राप्तकर्ता व्यक्ति ई-वे बिल की जानकारी को 72 घण्टे के भीतर स्वीकार या अस्वीकार करने की सूचना नहीं देता है तो यह मान लिया जायेगा कि उसने पोर्टल पर दिये गये विवरण अनुसार GST EWB-01 जनरेट कराये हैं।
- 13. एक बार जनरेट कराया गया GST EWB-01 समस्त राज्यों के लिए लागू होगा।
- 14. वे परिस्थितियाँ जिनमें की ई-वे बिल जरूरी नहीं होगा इस प्रकार है:
- (क) यदि माल को ई-वे बिल रो मुक्त रखा गया है।
- (ख) अगर माल का परिवहन गैर मोटर वाले वाहन से किया जा रहा है यानि कि ऐसे वाहन से परिवहन हो रहा है, जिसमें मोटर ईजन नहीं लगा है।
- (ग) अगर माल का परिवहन किसी हवाई अड्डे या बंदरगाह से कस्टम कार्यालय या कस्टम गोदाम या ड्रायपोर्ट के लिए किया जा रहा है तो भी ई-वे बिल जरूरी नहीं होगा।
- (घ) अगर माल का परिवहन किसी अधिसूचित क्षेत्र के लिए किया जा
   रहा है तो भी ई-वे बिल जरूरी नहीं होगा।
- ध्यान देने योग्य बात यह है कि ई-वे बिल जनरेट करने और निरस्त करने की सुविधा को SMS से प्रदान की जाएगी।

# वरिष्ठ समाजसेवी स्वर्गीय ओमप्रकाश अग्रवाल जी को प्रथम वार्षिक पुण्यतिथि पर श्रद्धांजली



## स्वर्गीय ओमप्रकाश अग्रवाल जी के संक्षिप्त परिचय

श्री ओमप्रकाश जी (ओपी जी) का जन्म 8, जुलाई, 1946 के दिन हरियाणा के 'खोरी' गांव में एक मध्यमवर्गीय परिवार मे हुआ जहां से वे अल्पायु में ही ओडिशा चले गये और वहीं संबलपुर की एक ट्रांसपोर्ट कंपनी में नौकरी से अपने जीवन की शरुआत कर दी।

स्न 1968 में नौकरी छोड़ खुद का ट्रांसपोर्ट व्यवसाय शुरु किया। तत्पश्चत 1981 में यह संकल्प लिया कि भविष्य में सारा जीवन ट्रांसपोर्ट उद्योग की सेवा में ही व्यतीत करेंगे। इस तरह लगन, त्याग और तपस्या के बलबृते पर वे निरंतर उद्योग की सेवा में रहते हुए स्न 1998 में ट्रांसपोर्ट उद्योग की सर्वोच्च संस्था ऑल इंडिया मोटर ट्रांसपोर्ट कांग्रेस (AMITC) के अध्यक्ष पद चुने गए। इतने महत्वपूर्ण पद को पाकर भी वे सदैव निरिभमान और समर्पित भाव से संस्था की प्रगित में लगे रहे और उन्हें यह श्रेय जाता है कि अनेक वर्षो बाद उन्होंने इस संस्था में आमुल-चूल परिवर्तन का आगाज भी किया और आसफअली रोड के कार्यालय को जीर्ण-शीर्ण अवस्था से उबार कर एक सुन्दर व आधुनिक कारपोरेट कार्यालय की शक्त प्रदान की और लोगों की कार्य शैली में बदलाव लाये। जिसका लाभ आज तक संस्था को मिल रहा है।

ओपी जी के संपर्क में रहे सभी बंधुओं को मालूम है की वे ट्रांसपोर्ट व्यवसाय के प्रति जुनून की हद तक प्रतिबद्ध थे। एक समय स्ट्राइक के दौरान जब वे पुलिस लॉक-अप में रखे गए तब पुलिस ने उनका मनोबल तोड़ने की पूरी चेघ्टा की तािक स्ट्राइक टूट जाए पर ओपी जी नहीं झुके और स्ट्राइक सफल रही। ओपी जी जहां भी जाते हमेशा ड्राईवरों के भले की सोचते थे और सभी को ट्रक चालकों के लिए काम करने को प्ररित करते थे। ट्रक चालकों और उनके परिवारों के प्रति उनके मन में अपार संवेदना थी जिसे वे श्री रमेश अग्रवाल जी व अन्य साथियों से शेयर करते थे। आदरणीय रमेश अग्रवाल जी द्वारा 'दूधू' में स्थापित ''ड्राइवर सेवा केंद्र '' प्रकल्प की ब्लू-प्रिंट तैयार करने में श्री ओपी जी का मत्वपूर्ण योगदान रहा बल्कि कहना चाहिए कि श्री रमेश जी ने अपने साथ-साथ श्री ओपी जी का भी सपना साकार किया जब इस केंद्र का उद्घाटन देश की गणमान्य हस्तियों की उपस्थिति में किया गया। दरअसल ओपी जी समूचे व्यवसाय के लिए पितृवत थे और उन्हें लोग सड़क परिवहन का ''भीष्म पितामह''कहा करते थे।

श्री ओपी जी का कार्यक्षेत्र सिर्फ ट्रांसपोर्ट तक ही सीमित ना हो कर अनेकानेक समाज कल्याण के प्रकल्पों से जुड़ा था क्योंकि वे जमीन से जुड़े आदमी थे जो सभी के सुख-दु:ख को समझते थे। संभवत: कम लोग जानते होंगे कि ओपी जी ओडिशा के आदिवासी क्षेत्रों में अनिगत बाल विद्यालय चलाते थे। प्राकृतिक आपदाओं के समय वे राहत कार्यों के लिए सिर्फ धन ही नहीं जुटाते थे बल्क स्वयं कंधे से कन्धा मिला कर राहत कार्य में लग जाते थे। उनकी सेवा सिर्फ मानव सेवा तक ही सीमित नहीं थी बल्कि मूक पशुओं के प्रति भी वे अतिशय संवेदनशील थे और इसी मकसद से उन्होंने "नंदगाँव वृद्ध गोसेवा आश्रम" की स्थापना की जहां आज सँकड़ों बूढी, लाचार और बीमार गायों की सेवा की जा रही है। उनके वोलंटियर कसाइयों द्वारा काटने ले जा रही गायों को छुड़ाने के लिए पैसे दे कर इस गौशाला में लाते हैं जहां इन पशुओं को प्राण रक्षा के साथ साथ एक सुरक्षित आश्रय मिल जाता है।

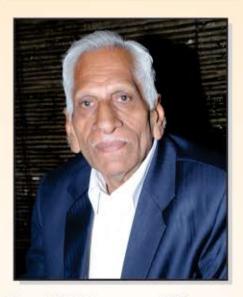
श्री ओपी जी को सड़क परिवहन व्यवसाय ने (जिसे वे अपनी माँ कहते थे) भरपूर सम्मान भी दिया। उनकी सेवाओं के लिए स्वयम भूतपूर्व राष्ट्रपति महामहिम श्री APJ अब्दुल कलाम साहब ने उन्हें "Life Time Achievement Award" से नवाजा। समय समय पर श्री राजनाथ सिंह, श्री खण्डुरी जी, गुजरात में मोदी जी के केबिनेट मंत्री श्री वज्जु भाई आदि अनेक हस्तियों ने उन्हें सम्मान और पुरस्कार से विभूषित किया।

इसके अतिरिक्त ओपी जी ट्रांसपोर्ट सम्बंधित अनेक सरकारी कमेटियों में इस व्यवसाय की शिरकत की। वे टोल सम्बंधित NHAI की किमटी के भी सदस्य रहे। ट्रांसपोर्टरों द्वारा सर्विस टैक्स के विरोध में जो सत्याग्रह हुआ उसमें उनकी अहम् भूमिका रही। सर्विस टैक्स में सड़क परिवहन को एबेटमेंट और रिवर्स चार्ज आदि रियायते लागू करवाने में भी उनका रोल महत्वपूर्ण था।

सोचनीय विषय है की अपना घर और निवास कटक में होते हुए भी उनका अधिकांश समय दिल्ली में व्यतीत होता था क्योंकि यही उनकी कर्मभूमि थी और यह कर्मयोगी अपना घर परिवार छोड़ कर दिल्ली में ट्रांसपोर्ट उद्योग की सेवा में निरंतर लगा रहता था। सोचें तो कितना बड़ा त्याग था उनका। सड़क परिवहन उद्योग भाग्यशाली है की उसे ऐसे कर्मठ और प्रेरक व्यक्तित्व की सेवांए मिली। वे सही मायने में एक कर्मयोगी थे उनकी त्याग और तपस्या ट्रांसपोर्ट व्यवसाय की आने वाली पीढ़ियों के लिए प्रेरणा का स्रोत हैं।

इतना ही नहीं सामाजिक स्तर में उनकी अलग पहचान थी। वह कटक मारवाड़ी समाज के मार्गदर्शक, सुशीला देवी ट्रस्ट एवं नंदगांव बुद्ध गौसेवा आश्रम के चेयरमेन के पद पर रहकर अनिगनत समाजसेवा की। कटक मारवाड़ी समाज की असहाय एवं विधवा महिलाओं को स्वरोजगार स्वावलंबी बनाने के तहत सिलाई मशीन प्रदान की। समाज के होनहार बच्चों को छात्रवृत्ति योजना के तहत चयनित कर पढाई के लिए दस दस हजार रुपये प्रदान किए।

## **OBITUARY**



# **Moti Ram Singal**

(15.11.1939 - 23.12.2017)

## Founder/ Chairman - GIR LOGISTICS

With profound grief, the entire AITWA family extends condolences to all family members of the departed soul and wishes that the almighty strengthens the family and close ones to bear the pain and overcome the irreparable loss.

Sh. Moti Ram Singal ji is the father of Sh. Pradeep Singal (President—AITWA) and Sh. Pawan Singal. He was the Founder/Chairman of GIR LOGISTICS GROUP. Incepted in 1965, the company under his guidance emerged as one of the reputed organizations in the country. His true leadership has not only inspired the employees of the company but also individuals coming from varied strata.

The journey of GIR LOGISTICS GROUP started with a modest beginning in the name of Kamal Roadways at the U.P. border as a broker firm. Slowly it graduated to a company, owning a large fleet of commercial vehicles and expanding into major cities. While Northeast India was the major business for the company during its early years, it has now spread its wings all across the country. Today GIR LOGISTICS GROUP is a leader in commercial and project transportation, international freight forwarding, warehousing and third-party logistics (3PL) services just because of his vision and hard work.

Also, Singal ji was a religious man and loving personality who remained truthful and honest throughout his entire life. He was the Patron/Trustee of many religious and social organizations and his contribution to various social causes is highly revered.

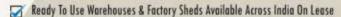
Once again, AITWA prays to almighty to offer strength to the entire bereaved family of Sh. Moti Ram Singal ji to overcome this moment of deep sorrow.



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Carriage By Road Cost Index (CRI) - November 2017

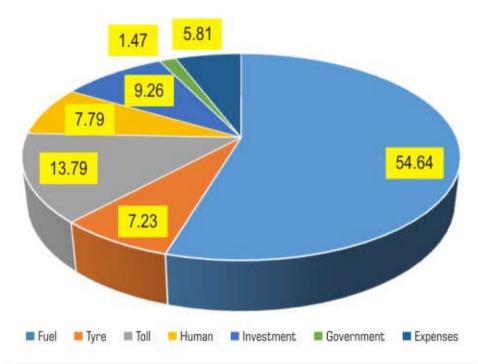
# CRI November 2017 - 118.13

Data Updated upto November 1, 2017

Average Diesel Price as on November 1, 2017 - Rs. 59.81 per litre.

Cost Distribution Pie OCTOBER 2017





Chang	es: Matrix - November 2017	
Diesel	-2.41 %	
Change in Index	-1.60 %	

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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# GST, Infrastructure Status Lift Spirit of Logistics Cos

Anirban.Chowdhury

Mumbai: India's logistics and supply chain sector is undergoing a big change as two moves by the government — goods & services tax (GST) and infrastructure status to the sector — have prompted many companies to invest more in the logistics sector, and hire the right talent to steer it.

"The industry has one common wish list from GST; one market, seamless flow of goods to help businesses focus on real cost optimisa-tion in their supply chain, and even-tually lower their transaction cost," said RS Subramanian, India head of DHL Express, the world's biggest international express service pro-vider by volume.

"Right away, we see the improved speed of goods movement with reduced roadblocks, but for the rest, it's early days yet, GST imple mentation is on a phase of continu-ous improvement — it's a matter of time before the benefits begin to flow," he said.

Kishore Blyani, founder of Future Group, said supply chain and logis-tics are the most important backend aspects of the group's overall business, and their importance has only increased in the past one year. Now, the heads of group companies' logistics arm are a crucial part of every managerial decision that the group takes, something that didn't happen earlier. He said the logistics cost of the group is less than 2 %, claiming it's at least 50 % below any competitor.

Future Group's logistics arm Future Supply Chain Solutions is making a debut on the bourses this week.

The government made a historic tax overhaul from July 1 that repla ced at least seven indirect tax heads, including countervalling duty, special additional duty of



customs, excise duty, service tax, central sales tax, value-added tax, octroi and state cesses with one tax on goods and services. The government also conferred

infrastructure status to the logistics sector on November 21 which means any more investment in infrastructure — like warehouses and cold chain storage — would get cheaper financing from banks. "Now, the companies that build warehouses and cold chains will get

loans at 2% lower interest rate than what's prevalent. This will decrease their costs and ultimately have a positive impact on the rentals 3PL (third-party logistics) companies like us are paying for leasing that inus are paying for lessing that in-frastructure," said Anshuman Singh, chairman of the Warburg Pincus-backed Stellar Value Chain solutions. He, however, said the government still needs to "attack" thee-way bill,

the complicated digital bill that is being planned to replace the paper

bills in these operations.

Industry players and state governments have been raising concerns on the new bill, prompting the go-vernment to postpone its implemen tation to April I next year.

Ramesh Agarwal, chairman of logistics firm Agarwal Packers and Movers, which also helps move houses, said the benefits of GST are already being seen in lower charges

and improved efficiencies.
"We have already given an 8-9% discount on packing and our transit time has improved by 15-18% due to the removal of toll posts. We will got further input tax credit when we invest in a new fleet of trucks in 2012 That and the e-way bill will give an advantage of another 8% to our customers," he said.

Hiring trends have immensely changed for logistics companies, said Shashi Kiran Shetty, chairman of Allcargo Logistics, which according to several head hunters ET spoke to, is the biggest recruiter of young talent in this still-burgeoning field. Allcargo has hired 23 fresh gradua-

tes this year, its highest ever, and more than double the number of hires last year, said a spokesperson.

"There's a huge uptick in demand for skilled professionals within the supply chain. Compared to last year, the number for our company is 35% higher," said Pranshu Upad-hyay, director at global head hunter Michael Page. "Alot of this hiring is in the field of

supply chain and data analytics which is a career that a lot of young pro-fessionals look forward to," he said.

Warehousing plans and struc-tures have changed drastically. There is a prominent shift to bigger structures and a clear emphasis or

higher automation.

The companies to do it in India, sources said, are Ikea, Phillips and French autocomponent maker Vale

गाड़ी कितने किलोमीटर चली है, उसी हिसाब से कटेगा टोल

# दिसंबर से सभी टोल प्लाजा पर होगा इलेक्ट्रॉनिक टोल कलेक्शनः गडकरी

- मार्च तक 25 लाख गाडियों में लगा दिया जाएगा फास्टटैंग
- नई गाडियों में वाहन कंपनियां ही लगाकर देंगी फास्टटैग

नई दिल्ली, टी.टी.एन.। सडक एवं परिवहन मंत्री निविन गडकरी ने कहा है कि 1 दिसंबर से सभी टोल प्लाजा पर इलेक्ट्रॉनिक कलेक्शन होगा, ताकि टोल प्लाजा से गजरने वाली गाडियों को इंतजार न करना पड़े। उन्होंने कहा कि 1 दिसंबर से सड़कों पर आने वाले सभी चार पहिया वाहनों पर फास्टैंग लगा होगा। अभी तक करीब 7.5

## INFRASTRURE

# toll

लाख गाड़ियों पर फास्टैंग लगाया जा चका है और मार्च 2018 तक यह संख्या बढ़कर 25 लाख तक हो जाएगी। उन्होंने कहा कि अगले दो महोनों में नेशनल हाईवे पर 3.500 लेन पर फास्टैप को आसान बनाया जाएगा। टोल प्लाजा पर लगे कैमरों से सभी गाड़ियों को स्कैन किया जाएगा और जितना उस गाड़ी ने टैकल किया होगा, उतना पैसा आपके फास्टैग अकाउंट से कट जाएगा। आपको



बता दें कि मौजदा समय में सभी से एक निश्चित पैसे लिए जाते हैं, इस बात से कोई फर्क नहीं पड़ता कि उसने कितने किलोमीटर की दूरी तय की है।

। दिसंबर से होगा वे बदबात: परिवहन मंत्रालय ने एक नोटिफिकेशन जारी करते हुए आदेश दिवा है कि 1 दिसंबर से सभी नए चार पहिया बाहनों में फास्टैंग लगा हुआ होना चाहिए। सरकारी आदेश के अनुसार इन गाड़ियों के फैक्ट्री से बाहर निकरने से पहले ही इनमें ये फास्टैंग लगाना होगा। यानी अब जब आप गार्डी खरीदने जाएंगे तो उसमें कास्टैग पहले से ही लगा हुआ होगा। जिन गाडियों के चेसिस (बस और ट्रक) को एक जगह से दूसरो जगह ड्राइव कर के ले जाना होता है, उन गाडियों के रजिस्ट्रेशन से पहले उनमें फास्ट्रेग लगा हुआ

# रिवर्स चार्ज और ई-वे बिल से जुड़े

प्रावधानों में किया जाएगा बदलाव

सीजीएसटी, एसजीएसटी और आइजीएसटी कानुनों की समीधा के लिए एक 'लॉ रिव्यू कमेटी' गठित करने का फैसला

**नईदिल्ली, टी.टी.एन.**। मुरूआती अनुषय के आधार पर जीएसटी करनूर की समीवा की केशिक शुरू हो गई है। याना जा रहा है कि ज़ीरसरी के मीजव कानन में रिवर्श चार्ज और ई-वें बिल (इलेक्ट्रीनिक वे बिल्) से संबंधित प्रावधानों को बदला जा सकता है। जीएसटी कार्जिस्त को आगमी बैठक में इस पर विचार होने की संभावना है। ऐसा होने पर जीएसटी का अनुपालन आसान होगा। इसहो करोबारियों को मदद मिलेगी। जीएसटी कार्जेशन ने छह अबट्बर को नई दिल्ली में हुई बैतक में जीएसटी के तीन कानुनों-सीजीएसटी, एसजीएसटी और

#### GOVT POLICIES # e-way bill # gst

आइमीएसटी कानुनों की समीक्षा करने के लिए एक 'र्ला रिव्यू कमेटी' बठित करने का कैसला किया था। इसके बाद काउसिल के अध्यक्ष और बेंद्रीय विश मंत्री अरुम जेटली ने इस समिति की मदद के लिए दे नवंबर को एक परामर्श वानी पहचाइजरी समृह बनावा। केंद्रीय उत्पाद एवं सीमा शुल्क बोर्ड (सीबीईसी) के सेवानिवृत्त चीफ कविशनर शैतम

#### क्या है रिवर्स चार्ज

जब कोई पंजीकृत व्यापारी किसी अपंजीकृत डीलर से कोई सामान खरीदता है तो उस स्थिति में खरीद की राशि एक निश्चित सीमा से अधिक होने पर जीएसटी के भूगतान की जिम्मेदारी पंजीकृत व्यापारे की होती है। हालांकि जीएसटी का जो भगतान पंजीकत व्यापारी करेगा, उसके एवज में वह इनपुट टैक्स ब्रेडिट की सुविधा का लाभ ले सकता है। इसी तरह ई-वे बिल एक ऐसी इलेक्ट्रॉनिक व्यवस्था है, जो निक्षित धनाहींश से ज्यादा के किसी भी सामान को टॉसपोर्ट करने के लिए जरूरी है। इसे माल भेजने से पहले जीएसटीएन पोर्टल से ऑनलाइन रूप से जनरेट करना होता है। ट्रांसपोर्ट करने वाले ट्रक के चालक के पस यह बिल हमेशा होना चाहिए।

रे के नेतृत्व वाले इस छह सदस्वीय परामर्श समृह में व्यापरी नेता प्रवीम खंडेलवाल और फियो के मर्श्वनिटेजक अज्ञव सत्ताव भी शामिल हैं। फिर्बो निर्वातकों का शीर्ष संगठन है।

मधों के अनुसार अब तक इस सन्द्र की तीन बैठके से चुकी हैं। इसमें रिफंड तथा रिटर्न की प्रक्रिया आसान बनाने, ई-वे बिल के प्रावधान को कुछ और समय तक टालने, एचएसएन (हार्मनाइन्ड सिस्टम ऑफ नोमेनक्लेचर) कोड की व्यवस्था को ਜਲ ਸਦੀ ਕਰਜੇ ਕੀ ਕਰਪਹਿੰਦੀ ਕੀ ਸਭਿ ਚਦੀ ਕੀ ਵਤੋਂ। परामर्श समह अपनी सिफारिशे 30 रवंबर तक 'लॉ रिव्यू कमेटी ' को संपिता। इसके बाद वह समिति इन विकासियों को जीवसटी कार्यीयल के पास चेजेगी मुत्रों का कहन है कि जनवरी के पहले सप्ताह में दिल्ली में होने वाली जीएमटी काउरिमल की 24वीं बैठंक में इन सिफारिशों पर विचार किया जाएय।

कमेडरेशन ऑफ ऑल इंडिया टेडर्स के ग्रन्टीय महासचिव प्रयोग खडेलवाल का बहना है कि जीहसटी में रिवर्स चार्ज की व्यवस्था को पूरी तरह खत्म करने की जरूरत है। करत एवं सेवा कर कानुन में यह प्रावधान जीएसटी की यूल धारण के प्रतिकृत है। इससे न निक्तं व्यवसायियों को परेशानी हो रही है. जिल्क इससे सरकार को भी राजाय का कुछ खास लाभ नहीं हो रहा है।

## **Exporting trucks to Bangladesh** begins from Kolkata port

Kolkuta Port Trust said the Ro-Ro (Roll on / Roll Off) export shipment of 240 trucks from Kolkuta port to Bangladesh was flagged off and transport through the sear route is expected to reduce travel time.

Kolkata PortTrust(KoPT) on Thursday said the Ro-Ro (Roll on/Roll Off) export shipment of 240 trucks from Kolkata port to Bangladesh was flagged off and transport through the sea route is expected to reduce

se trucks, manufactured by Tata Motors at its Janushedpur and Pantnagar plants would be shipped to the neighbouring country's Mongla port in the vessel MV IDM Doodle

The trucks were previously shipped through land route, to and from Petrapol border.

Appealing to all automobile manufacturers to use waterways for transporting their automobiles, KoPT Chairman Vinit Kumar said the port would try to carry on such significant venture in "deliberate, planned and sustained manner" so that more interested automakers



may Join this new trade lane in the near future.

KoPT expects to regularise this service in the coming

In October this year, Ashok Leyland had used similar Ro-Ro services for transporting a shipment of 185 trucks from Chennal to Mongla.

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## AIR FREIGHT (INT'L+DOM.)

Freight (in MT.)

Airport For The Month For The Period April To Oct. Oct Oct 2017-18 2016-17 no. 2017 2016 Change Change (A) 18 International Airports Chennai 35133 31489 11.6 246844 210619 17.2 89876 Kolkata 13362 12886 3.7 98234 9.3 2 25.3 3 Ahmedabad 7380 7334 0.6 54635 43594 8.5 4 Goa 395 364 2854 2447 16.6 5 Lucknow 441 443 -0.5 3955 2972 33.1 6 2271 2354 -3.5 18010 17299 4.1 Trivandrum Guwahati 1884 1699 10.9 13347 9965 33.9 1343 1533 -12.4 8935 9753 -8.4 Jaipur Calicut 1531 1248 22.7 11587 7752 49.5 649 -20.0 2.6 10 Bhubaneswar 811 4767 4644 Coimbatore 876 1883 -53.5 5985 6587 -9.1 12 Srinagar 632 378 67.2 4531 2831 60.0 13 Varanasi 112 113 -0.9 723 6.6 678 14 Mangalore 246 84 192.9 1650 692 138.4 15 Amritsar 156 152 2.6 1186 704 68.5 Trichy 501 623 -19.6 3795 4050 -6.3 16 Portblair 490 423 15.8 2960 2534 16.8 17 474 290 2329 10.2 18 Imphal 63.4 2567 67876 Total 64107 5.9 486565 419326 16.0 (B) 6 JV International Airports Delhi (DIAL) 83469 77622 7.5 568497 497062 14.4 Mumbai 514576 73841 68100 8.4 435302 18.2 (MIAL) Bangalore 28893 28720 201903 188833 6.9 0.6 (BIAL) Hyderabad 11250 11641 78212 -3.469608 12.4 (GHIAL) Cochin(CIAL) 5838 7387 -21.0 45868 50144 -8.5 Nagpur 24 678 811 -16.44460 4250 4.9 (MIPL) 203969 194281 5.0 1413516 1245199 13.5 Total (C) 8 Custom Airports 25 3651 14.1 22988 4164 20837 10.3 Pune -34.4 26 Visakhapatnam 278 424 2753 2849 -3.4585 706 -17.1 3605 28.0 27 Patna 4616 Chandigarh -495 380 30.3 4038 3649 10.7 JV Airport Bagdogra 417 471 -11.5 3148 2517 25.1 30 Madurai 271 137 97.8 1295 535 142.1 237 113 109.7 1082 922 17.4 31 Aurangabad Gaya 0 0 0 0 6447 5882 9.6 39920 34914 14.3 Total (D) 50 Domestic Airports Indore 1033 468 120.7 6361 4156 53.1 Raipur 345 519 -33.5 2385 2716 -12.2 375 500 -25.0 35 3248 3655 -11.1 Agartala 36 Jammu 118 211 -44.1 1083 1243 -12.91172 37 Vadodara 183 254 -28.01859 -37.038 Udaipur 1 1 0.0 5 10 -50.0 39 Ranchi 376 554 -32.1 2934 2805 4.6 Dehradun 14 21 -33.3 149 155 -3.9 Bhopal 118 71 525 26.5 66.2

S.	Airport	For	The Mo	Freight (		Period Ap	ril To Oc
no.	· mpor	Oct	Oct	%	2017-18	2016-17	%
		2017	2016	Change			Change
(D)	50 Domestic Air	rports					
42	Vijayawada	0	0	121	0	0	(5
43	Leh	74	78	-5.1	811	944	-14.1
44	Tirupati	0	0	- 2	0	0	- 1
45	Rajkot	25	20	25.0	179	134	33.6
46	Jodhpur	0	1	-100.0	4	6	-33.3
47	Dibrugarh	65	57	14.0	371	330	12.4
48	Rajahmundry	0	0	2	1	0	(1
49	Silchar	29	26	11.5	350	170	105.9
50	Surat	54	0	196	181	0	34
51	Bhuj	3	3	0.0	18	17	5.9
52	Juhu	32	30	6.7	229	231	-0.9
53	Jabalpur	4	3	33.3	33	10	230.0
54	Dimapur	67	80	-16.3	352	198	77.8
55	Guggal(kangra)	0	0		0	0	34
56	Tuticorin	1	8	-87.5	5	26	-80.8
57	Belgaum	0	0	37.3	0	0	00.0
58	Jamnagar	0	9	-100.0	2	31	-93.5
59	Khajuraho	0	0	-100.0	0	0	->5
60	Jorhat	3	2	50.0	32	41	-22.0
61	Gorkhpur	0	0	50.0	0	0	-22.0
62	Allahabad	0	0		0	0	
63	Agatti	1	0	(40	8	0	59
64	Hubli	0	0	(+)	0	0	9
65	Bhuntar	0	0	(4)	0	0	
66		0	0	-	0	0	8
67	Bhavnagar Diu	0	0	-	0	0	
	Gwalior		-	-		1.00	
68		0	0	-	0	0	
69	Barapani (shillong)	0	0		0	0	Э
70	Pantnagar	0	0	-	0	0	8
71	Lakhimpur (lilabari)	0	0		0	0	8
72	Agra	0	0	-	0	0	9
73	Tezpur	0	0	-	0	0	9
74	Bhatinda	0	0		0	0	-
75	Porbandar	1	0	-	4	0	
76	Kanpur(chakeri)	0	0	-	0	0	9
77	Cuddapah	0	0	3	0	0	9
78	Bikaner	0	0		0	0	(5
79	Jaisalmer	0	0	2	0	0	
80	Ludhiana	0	0	120	0	0	
81	Kolhapur	0	0	12	0	0	(6
82	Shimla	0	0	- 2	0	0	- 6
	0 Domestic Airports	2922	2916	0.2	20581	19262	6.8
(E)	St.Govt. / Pvt A	irports					
83	Lengpui(aizwal)	53	88	-39.8	514	486	5.5
84	Durgapur	0	0	-	0	0	
85	Nanded	0	0	-	0	0	
86	Mundra	0	0	120	0	0	
2.500	St.Govt. / Pvt Airports	53	88	-39.8	514	486	5.8
	Other Airports	0	0	-37.6	0	0	5.0
	nd Total	,				-	2
	B+C+D+E+F)	281267	267274	5.2	1961096	1719187	14.

Source: A.A.I.

Source: I.P.A.

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

CIN '000 TONNES

YOKI							ζ	-	,		2	TOWN.	2 1/2 /0
		ro.r.	Otner	Iron Ore	rern	rerunzers	Coa		Containers	ners	Otner	IOIAL	% VAK.
	PERIOD	(Crude, Prod., LPG/L NG)	Liquids	Incl. Pellets	FIN.	RAW	Thermal & Steam	Coking & Others	Tonnage TEUs	TEUS	Misc. Cargo		AGAINST 2016-17
KOLKATA													
Vollate Dock Crestom	TRF APRIL-NOV.'2017	504	265	3	06	6	7	289	6517	424	3187	11168	
Olhala DOCK Systelli	TRF APRIL-NOV.'2016	496	479	9	99	5		642	6527	426	2499	10704	4.33
Haldia Dock Complex	TRF APRIL-NOV.2017	5340	3352	1185	302	215	1268	7490	1748	102	4716	25616	
raiding coor combine	TRF APRIL-NOV.'2016	4307	2928	398	118	184	366	6292	1054	74	4291	21951	16.70
TOTAL: KOLKATA	TRF APRIL-NOV:2017	5844	3917	1185	392	224	1275	6LLL	8265	526	7903	36784	
	TRF APRIL-NOV.'2016	4803	3407	398	174	189	366	8321	7581	200	0629	32655	12.64
PARADIP	TRF APRIL-NOV.'2017	23165	626	7594	4	2825	17047	8608	58	4	5204	64974	
	TRF APRIL-NOV.'2016	17196	1288	6175	43	2984	17725	7037	29		4954	57431	13.13
VISAKHAPATNAM	TRF APRIL-NOV.'2017	10607	1407	8929	1537	693	5462	3890	4471	257	6142	40947	
	TRF APRIL-NOV.'2016	10757	1254	7073	1454	542	5714	3201	4338	250	6322	40655	0.72
KAMARAJAR(ENNORE)	TRF APRIL-NOV:2017	2858	29	U.	E:	6	14261	FE:	-	ř.	1511	86981	
	TRF APRIL-NOV.'2016	2713	74	E	•	6	15112	79	=	i.	1793	19772	-5.43
CHENNAI	TRF APRIL-NOV.'2017	8955	1001	Ĭ.	E	123	10	E	20003	1036	4729	34901	
	TRF APRIL-NOV.'2016	8732	998	8	12	165	Ĕ	E	19503	1011	5037	34315	1.71
V.O.CHIDAMBARANAR	TRF APRIL-NOV:2017	446	550		236	949	5717	1737	9068	437	4971	23212	
	TRF APRIL-NOV.'2016	476	604		517	707	7036	2368	8573	424	5242	25523	-9.05
COCHIN	TRF APRIL-NOV.2017	12728	253	j.	15	191	44	10	5005	363	749	18955	
	TRF APRIL-NOV.2016	10170	343	•	17	210	4		4531	326	758	16073	17.93
NEW MANGALORE	TRF APRIL-NOV.2017	16019	1313	3213	357	73	2793	1457	1071	71	841	27137	
	TRF APRIL-NOV.'2016	16637	1270	006	311	33	2240	2496	865	09	592	25344	7.07
MORMUGAO	TRF APRIL-NOV.'2017	388	390	4718	119		1454	2099	295	23	2472	16443	
	TRF APRIL-NOV.'2016	398	272	6892	140	A	1720	5321	272	20	3619	18634	-11.76
MUMBAI	TRF APRIL-NOV.'2017	24981	1279	4805	141	30	1855	3007	403	30	5827	42328	
	TRF APRIL-NOV.'2016	24917	1455	4787	183		1817	3011	375	30	5499	42044	0.68
J.N.P.T.	TRF APRIL-NOV.'2017	2984	1730	3		3	3	31	37985	3175	559	43258	
	TRF APRIL-NOV.'2016	2820	1541	3	9			9	36061	3003	507	40929	5.69
KANDLA	TRF APRIL-NOV.'2017	40581	5575	699	2817	88	7575	265	975	2	13481	72026	
	TRF APRIL-NOV.'2016	40459	5215	386	2901	228	10784	276	87	4	11244	71580	0.62
ALL PORTS	TRF APRIL-NOV.2017	149559	18551	28952	5618	4833	57483	32840	87438	9869	54389	439663	
	TRF APRIL-NOV.'2016	140078	17589	26611	5752	5058	63184	32110	82216	5629	52357	424955	3.46
% Variation from previous year	/ear	6.77	5.47	8.80	-2.33	4.45	-9.05	2.27	6.35	6.34	3.88	3.46	

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## THE MODERN MANTRA - TAP THE MOBILE APP

Rajendra Dubey has been in the Air Cargo Industry from the beginning of his career of around 22 years, starting with Emery Worldwide, where he was Country Manager- Services, to his previous stint as Managing Director at ECS India. He is a good visualizer of ideas and with the international networking contacts he has developed, led him along



Mr. Rajendra Dubey

with two friends, to go ahead and build-up an aggregator organization for air cargo charter business, i.e., fr8ers.

The concept behind this venture is to aggregate both Air Cargo Charter / Freight operators / Airlines having cargo planes and Freight Forwarders on to a single online platform, thus providing access to air cargo charter services around the world. It is a transparent worldwide air charter business model, totally through the first ever mobile charter app. providing global easy access to Freight Forwarders to book a Cargo Charter Plane, using mobile.

The company is headquartered in Singapore and is promoting the registration activities across the world. The Mobile App is available in Google and Apple play stores.

## Questionnaire

## (1) How long have you been in operation?

The app was launched in Nov.'17 at the TIACA conference in Miami. Registration on the App for Freight Forwarders and Cargo Airlines freight operation also started last month and is currently in progress.

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

The concept behind fr8ers is to aggregate Freighter Operators/Airlines and Freight Forwarders onto a single online platform, thus providing access to air freight services around the world. It increases the visibility on both the supply and demand side of the air freight industry. The App allows freight forwarders to find a freighter for all types of cargo loads, including Time critical cargo, Dangerous goods, Live animals, Oversized items, 1KG to 100MT, etc.

The Freight forwarders can raise their demand for air cargo charter and instantly can get the quote from various freight forwarders / cargo airlines. Freighters / Cargo Airlines are able to display their availability 7 to 10 days in advance on the platform, on real-time basis. The most

significant benefit to Freighter Operators / Cargo Airlines is that they can maximize their profit levels, by finding reverse-haul options from destination, which in Charter business, at times, just remains as ferry flight. The Mobile App gives visibility to all freight forwarders in the continent.

The freight forwarder can conclude the charter booking in less than five minutes, via the App, subject to availability of the equipment (cargo plane), for the desired sector. The freight forwarder will get the most economical price for their desired charter need. The cargo airlines / freight operator has time advantage for the reverse load which is like a bonus, since this return trip already been covered by the onward journey.

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

This is a global phenomenon from which everybody stands to benefit. We are the first and the only Mobile App worldwide for promoting Air Cargo charter business. The advantage of mobile App is the visibility of available Cargo plane / Freighter on a particular sector to all the freight forwarders, not only in their respective territory / country but also across the world. The app falls in the league of non-asset based digital companies on similar lines such as:

Uber - World's largest taxi company, owns no vehicles,

Alibaba - World's most valuable retailer, has no inventory, Airbnb - World's largest accommodation provider, owns no real estate,

Bitcoin - Worlds biggest bank, with no actual cash,

Facebook - World's most popular media owner, creates no content.

#### (4) Who are your present clients?

Freight Forwarders, Cargo Freighter Operators and any entity in need of air cargo charter services.

#### (5) What are the special services offered by you?

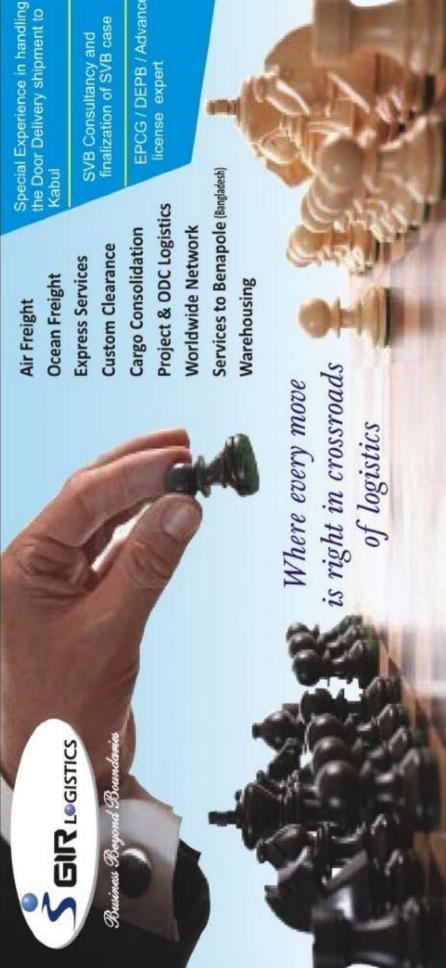
Hassle-free, easiest and the fastest way to book a Cargo charter plane to suit your specific needs.

## (6) How do you see the air cargo charter sector in the coming year?

It will do well as demand is growing and rates are reasonably good. Moreover, in the model we are following, the return journey is a welcome bonanza for the clients as the rate offered would be lower than prevailing, since costs have already been covered on the onward trip.

Vinod Kaul

Mobile: 9711875283 | e-mail: v4kaul@gmail.com



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REGISTERED OFFICE: IRC House, 846- Joshi Road, Karol Bagh, New Delhi-110 005, Phone: 41548000 (5 lines) • Fax: 011-41548005

Email: ircl@ircgroupglobal.com • www.ircgroupglobal.com

REGIONAL OFFICE: Chandigarh · Chennai · Hyderabad · Mumbai · Kolkata

JAPAN OFFICE: Tokyo-Mr. Yoshiharu Shimizu, Email: y.shimizu@irclindia.com, (M) +81 80 33051740











