

Monthly Magazine of All India Transporters Welfare Association

# Parivahan Pragati

The True Mouthpiece Of India's Road Transport Industry



## Budget 2018: Focus Is On A New India By Strengthening India



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# Health, Infrastructure And Agriculture Sectors Are The Showstoppers Of Budget 2018



**Ramesh Kumar Gulati, National Secretary, AITWA**

**T**his edition of Parivahan Pragati will discuss various issues of Goods Transport Industry but we have the union budget of 2018-19 to get the spotlight. Before I gather thoughts about Sh. Arun Jaitley's fifth and Modi government's last before 2019 election budget, let me speak my mind about various other issues.

Firstly, the full-fledged launch of Goods Services Tax (GST) E-way bill system on February 1, which promises to enable faster goods movement through a seamless portal-driven system, is delayed. Though the trial run of the system is still on, sources say that the National Informatics Centre (NIC), the government's promoter of digital opportunities for

sustainable development will be ready with a foolproof e-way bill system very soon. The e-way bill portal crashed on February 1, its launch day, facing inestimable criticism

***The e-way bill portal crashed on February 1, its launch day, facing inestimable criticism from traders and transporters as the truck movements on highways were terribly affected***

from traders and transporters as the truck movements on highways were terribly affected. Further, there are still some issues pertaining to its implementation uniformly. Cases have emerged, which say that at some state borders truck drivers are being harassed and unreasonable

penalties are enforced to pay. However, the good news is that, e-way bill system is soon to be realities which will lesser woes of the trucking industry, at least to a good extent.

Secondly, the third-party insurance or third-party liability



cover, under the Motor Vehicles Act. As per the policy the beneficiary of this policy is someone other than the two parties involved in the contract (the vehicle owner and the insurance company). While the policy does not provide any benefit to the insured, it covers insured's only legal

***As per the policy the beneficiary of this policy is someone other than the two parties involved in the contract (the vehicle owner and the insurance company)***

liability for death/disability of third-party loss or damage to third-party property. At present the third party liability is unlimited and people misuse this clause. Owing to this, the third party premium of truckers also goes up, which is five-time of their assets premium at present. Therefore, the third-party claim limit should be fixed and the claim



should be assessed according to his/her basic needs and not according to his/her status. Further, the third party insurance is costly according to asset value and it should be reduced because the improved road condition has minimized road accidents. And, as the truckers are humbly performing their social responsibility by paying the third party premium the Government should take a note of it and relief third-party policy from the charges of GST (Currently charged at 18%) which is additional cost/burden for third-party insurers.

Coming to the budget 2018, the final budget before the 2019 parliamentary election has not brought any dividend to the Goods Transport Sector. The only good news that trucking industry can cheer about is that the allocation of Rs 40,000 crore fund for enhancing the Mumbai city

transportation infrastructure. Though a major amount, around Rs 11,000 crore and Rs. 90 crore will be spent on upgrading and development of train systems, the roads will get at least some share. But, the goods transport fraternity is not very unhappy and complements the government for focusing on the foundations of a new India.

The Union Budget 2018 has taken a huge step in making Health, Infrastructure and Agriculture sectors as the showstoppers of the budget. But from future's perspective of India that was indeed necessary. The healthcare facilities are made affordable and accessible by launching the world's largest healthcare scheme - National Health Protection Scheme. It is certainly inspiring to learn that 40 per cent of India's population will be covered under a government insurance scheme. The pay problem demanded urgent address and the government has backed

***The Union Budget 2018 has taken a huge step in making Health, Infrastructure and Agriculture sectors as the showstoppers of the budget.***

its planned by itself. The scheme shall cover 10 crore poor and vulnerable families, with up to Rs 5 lac per family per year for secondary and tertiary care hospitalization. If the scheme will be properly implemented and supervised, it will also boost the 'Swasth Bharat' mission.

The budget addressed the post-harvest issue of farmers and provided relief and bargaining power to the farmer. No doubt that this will improve farm incomes and rejuvenate rural demand. The government has talked about Linking MSP to production cost, Agri Market Development, Crop insurance, Irrigation reforms and Institutional credit to farmers to strengthen the root of our country.

Amid several challenges the government has won many a heart through the budget and taken a firm step towards a new India. This step will turn a long stride if the government can think betterment of goods transport sector as well. The promise to slash the prices has come true but the drop down is too marginal. The state to state price variance is another scar. We hope goods days are not very far!

# Budget 2018

## Is Broadly About Taking The Growth Momentum Forward

Dear Friends,

Amidst all our expectations, Budget 2018 was finally presented. And, like every time, this budget also experienced a mixed reaction. The goods transport and logistics sector too was upbeat about the budget before February 1, 2018, but somehow the government chose to show its intent to look at the development holistically, which is fantastic. The drive to strengthen the rural economy through measures around agriculture is incredible. It looks as if the government has finally discovered the chord to tune in with the farmers by accepting the fact that our economy can only prosper if its core foundations - the rural economy, agriculture and infrastructure - are strengthened. These, in addition to incentives planned for MSMEs, will help create additional



jobs, which the government is encountering with every now and then.

Further, the healthcare sector was in an awful situation and needed many issues to be resolved. The Budget 2018 did exactly that and addressed at least some of the major concerns with bold and aspirational initiatives. The government plans to benefit 50 crore people or 10 crore poor and vulnerable families through the National Health Protection Scheme. This will be the world's largest government-funded healthcare programme. And, there is no denying the fact that this is indeed a big stride in transforming the inactive healthcare ecosystem of our country. The scheme shall also benefit most employees of our industry as well. Drivers, workers and labours are sure



**Pradeep Singal**  
National President, AITWA

beneficiaries. Along with it, the budget also has promised to benefit patients suffering from tuberculosis, the disease which takes maximum lives in India.

***The government plans to benefit 50 crore people or 10 crore poor and vulnerable families through the National Health Protection Scheme***

The budget 2018 also reveals that the government is committed to strengthening India's position as a digital economy. Through investments in new-age technologies, it has shown trust in the digital medium and indicated that there is no other option to improve the ease of living. Further, its encouragement to use digital medium in critical areas like education, agriculture and health, suggests that the government has realised the importance of technology and is valuing it too. Though a hefty amount will be required to improve the telecom infrastructure and setting up Wi-Fi hotspots, the government seems adamant as it has doubled the funds for the Digital India programme. Through Budget 2018, the government has reiterated its commitment to transform our economy into a digital one.





Also, it is refreshing to see the government's stance on emerging technologies. The interest and commitment have taken a shape of concrete action for the future. The

***Through Budget 2018, the government has reiterated its commitment to transform our economy into a digital one***

declaration about NITI Aayog's planning on artificial intelligence programme, and centres of excellence for research in robotics, artificial intelligence, big data and many other technologies is like a puff of fresh air. This will open up avenues to explore and adopt advanced technologies for improving the delivery of public services.

The proposed deduction of 100 per cent to businesses registered as Farmer Producer Companies with an annual turnover upto Rs. 100 crore on profit derived from such activities, for five years from 2018-19 and reduction in the corporate tax rate to 25 per cent for companies having a turnover of Rs. 250 crores and less are indeed welcome steps taken at the right time.

Budget 2018 may not have increased the tax deduction slab for salaried class but the standard deduction of

***Budget 2018 may not have increased the tax deduction slab for salaried class but the standard deduction of Rs 40,000 in place of present exemption for transport allowance and reimbursement***

***of miscellaneous medical expenses will benefit 2.5 crore salaried employees and pensioners***

Rs 40,000 in place of present exemption for transport allowance and reimbursement of miscellaneous medical expenses will benefit 2.5 crore salaried employees and pensioners.

Friends, as you are aware that the E-way bill portal crashed due to heavy trafficking on its launch day, February 1 and terribly affected the truck movements. So, we - a team of AITWA representative met Sh. Mahender Singh, Member GST where we addressed our concerns. Reacting immediately to transporters misery, he empathized and decided to defer the E-way bill. Sh. Upendra Gupta, Commissioner - GST, GST Policy Wing and Sh. Arun Goyal, Addl. Secretary - GST Council & Convenor were also present in the meeting. Sh. Singh further assured that the NIC will come out with a advance portal and activate it soon. He also promised to resolve issues of road freight.

We also have written to the finance ministry about the proposed to the amendment in Section - 44 AE of the finance Bill-2018, which will result in payment of huge Income Tax by large and small transport operators. The tax imposed will be more than our net earnings from the vehicle and drastically bring down the profitability of the goods transport sector, leading to a serious feasibility crisis. So we have requested the ministry to roll back the amendment to ensure the survival of the transport fraternity.

Our eyes are also on the Motor Vehicle Act. Though most of the points are the need of the time, we cannot agree on the removal of the cap on liability for third-party insurance. Further, the third-party insurance premium is beyond the value of the asset. We would like Government to introspect on this.

To summarize, there are more concern to address which the Budget 2018 has left of but what is being presented has also left a mark. Importance to the rural economy and agriculture, social protection, health, education, employment, MSMEs and infrastructure means the government is ready to go for structural reforms if required. If the Goods and Services Tax (GST) and demonetization were economic reforms designed to make the nation's foundation strong, budget 2018 was about forwarding the growth momentum.

Jai Hind!



# Budget 2018

**Is Not Particularly For A Sector  
But For The Country  
As A Whole**



**Ashok Gupta, Hon. General Secretary, AITWA**

**B**udget 2018!! It was the National Democratic Alliance (NDA) government's last budget before the General Elections 2019. So, all eyes were wide open to see what government's next moves are.

As soon as the budget was presented in the Parliament, analysts and critics took no time to call it "a Budget with an eye-on-the-polls". But on the other hand, the agriculture stocks gained ground instantly as the finance minister started to present the sector-wise plan. Bayer Corp Science moved up by 0.67 per cent, BASF India by 3.12 per cent, Monsanto India by 4.44 per cent, Rallis India by 2.04 per cent and Coromandel Agro Products by 4.88 per cent.

In an aim to increase farmers income by 1.5 times, the government has proposed to hike the agricultural credit target for the next fiscal by Rs. 1 lakh crore to Rs. 11 lakh

crore. The Economic Survey released earlier in January last week declared that climate change is playing a vital role in farmers' income. In a desperate move, Sh. Arun Jaitley- union finance minister - announced Rs.

2,000 crore fund to be set up for upgrading rural agrimarkets and allocated Rs. 500 crore for 'operation green' to promote FPOs and agricultural logistics and processing. The announcement of setting up of fisheries and aquaculture and animal husbandry infrastructure with an outlay of Rs. 10,000 crore is not a surprise too. No doubt, this was done to boost the agriculture and rural economy.

For the goods transport and logistics sector, the budget though has no direct impact on the sector; it is a beautifully conceived plan, which emphasized on strengthening the development of the nation by bolstering the poor, farmers and the middle

***This  
budget shows a  
hope of new India  
where all sections  
of the society  
will be empowered  
to attain  
prosperity***



class. This budget shows a hope of new India where all sections of the society will be empowered to attain prosperity.

Most of the employees working in the goods transport and logistics sector belong to these sections of the society, who always strive for a better life. And, the government's initiative to recognize their needs and Budget 2018's paramount importance to health, education and social welfare is undoubtedly a step towards nation building.

The National Health Protection Scheme was the most striking move of Budget 2018. The finance minister commits Rs. 1,200 crore for this flagship programme, which will cover 10 crore poor and vulnerable families and at least a total of 50 crore beneficiaries. Talking about the programme, Sh. Jaitley said that the government will provide upto Rs. 5 lakh per family per year in secondary and tertiary care institutions. Further, the government's move to provide Rs. 600 crore for nutritional support to all tuberculosis patients, considering that TB claims more lives every year than any other disease in India, is a welcome step.

The government's plan to open 24 new medical colleges by upgrading existing district hospitals is another noteworthy step in this year's budget. If all worked as per the proposal, at least one medical college will be instituted for three parliamentary constituencies.

Another highlight of Budget 2018 is the allocation of a hefty Rs. 9,975 crore to National Social Assistance Programme. Through which the government wants to implement a comprehensive social security scheme and improve the quality of education that is still a cause for concern. The government thinks education with a holistic approach will raise the bar and de-segmentation of classes, pre-nursery to class 12, will add value to the system. An integrated B.Ed. programme for teachers is

also planned. Further, the concept of Ekalavya Model Residential School is marvellous. The idea is not just to educate tribal people but also to preserve local art and culture, besides providing training in sports and skill development.

Sh. Arun Jaitley also proposed to launch the Revitalising of Infrastructure and Systems of Education (RISE) with an investment of Rs. 1,00,000 crore by next year, which will give birth to 18 new schools of planning and architecture in the IITs and NITs. He also announced

to identify 1,000 B.Tech students every year for the scholarship under the Prime Minister's fellowship programme to pursue PhDs in IITs and IISc.

While many fingers were raised over last four years; questioning government's inability to create jobs, Budget 2018 draws the roadmap for it as well.

The National Health Protection Scheme, and opening of colleges and hospitals will help in creating jobs for the young generation. However, there is no denying that the budget has come at a time when slowing growth and subdued investment sentiments have emerged as major concerns for the economy. The government, through this

budget, has given a call for stepping up public investment in specific infrastructure segments which would revive investment and create employment.

The proposal to offer 100 per cent deduction to farmer-producer companies having Rs. 100 crore turnover and 25 per cent for companies that have a turnover of up to Rs. 250 crore is another strategic move.

In my view, overall, Budget 2018 will help India to grow as a nation. The number of effective taxpayers has already increased from 6.47 lakh crore to 8.27 lakh crore and such a budget will produce many more taxpayers by encouraging the working harder and smarter approach.



### ***The National Health Protection Scheme, and opening of colleges and hospitals will help in creating jobs for the young generation***



# Budget 2018:

## Focus Is On A New India By Strengthening India

**F**inance Minister Arun Jaitley has been known to deliver a popular and not a populist budget in the past four years of Modi-led government. While this was Jaitley's last budgetary plan before Lok Sabha elections next year, nothing seemed distracting them from bringing back 'achche din.' All these years, the government has taken up programmes to direct the benefits of structural changes and good growth to farmers, poor and other vulnerable sections of the society.

With the aim to boost agriculture, rural development, health, education, employment, MSME and infrastructure, the finance minister presented the general Budget 2018-19 in Parliament on February 1. As per a government statement, the highlights of Budget 2018-19 are:

- MSP for all unannounced kharif crops will be one and half times of their production cost like majority of rabi crops: Institutional Farm Credit raised to 11 lakh crore in

2018-19 from 8.5 lakh crore in 2014-15.

- 22,000 rural haats to be developed and upgraded into Gramin Agricultural Markets to protect the interests of 86 per cent small and marginal farmers.
- "Operation Greens" launched to address price fluctuations in potato, tomato and onion for benefit of farmers and consumers.
- Two New Funds of Rs. 10,000 crore announced for Fisheries and Animal Husbandary sectors; Re-structured National Bamboo Mission gets Rs. 1290 crore.
- Loans to Women Self Help Groups will increase to Rs.75,000 crore in 2019 from 42,500 crore last year.
- Higher targets for Ujjwala, Saubhagya and Swachh Mission to cater to lower and middle class in providing free LPG connections, electricity and toilets.
- Outlay on health, education and social protection will



be 1.38 lakh crore. Tribal students to get Ekalavya Residential School in each tribal block by 2022. Welfare fund for SCs gets a boost.

- World's largest Health Protection Scheme covering over 10 crore poor and vulnerable families launched with a family limit upto 5 lakh rupees for secondary and tertiary treatment.

- Fiscal Deficit pegged at 3.5 per cent, projected at 3.3 per cent for 2018-19.

- Rs. 5.97 lakh crore allocation for infrastructure

- Ten prominent sites to be developed as Iconic tourist destinations

- NITI Aayog to initiate a national programme on Artificial Intelligence(AI)

- Centres of excellence to be set up on robotics, AI, Internet of things etc

- Disinvestment crossed target of Rs. 72,500 crore to reach Rs. 1,00,000 crore

- Comprehensive Gold Policy on the anvil to develop yellow metal as an asset class

- 100 percent deduction

proposed to companies registered as Farmer Producer Companies with an annual turnover upto Rs. 100 crore on profit derived from such activities, for five years from 2018-19.

- Deduction of 30 percent on emoluments paid to new employees Under Section 80-JJAA to be relaxed to 150 days for footwear and leather industry, to create more employment.

- No adjustment in respect of transactions in immovable property where Circle Rate value does not exceed 5 percent of consideration.

- Proposal to extend reduced rate of 25 percent currently available for companies with turnover of less than 50 crore (in Financial Year 2015-16), to companies reporting turnover up to Rs. 250 crore in Financial Year 2016-17, to benefit micro, small and medium enterprises.

- Standard Deduction of Rs. 40,000 in place of present exemption for transport allowance and reimbursement of miscellaneous medical expenses. 2.5 crore salaried employees and pensioners to benefit.

- Relief to Senior Citizens proposed:-

- Exemption of interest income on deposits with banks



and post offices to be increased from Rs. 10,000 to Rs. 50,000.

- TDS not required to be deducted under section 194A. Benefit also available for interest from all fixed deposit schemes and recurring deposit schemes.

- Hike in deduction limit for health insurance premium and/or medical expenditure from Rs. 30,000 to Rs. 50,000 under section 80D.

- Increase in deduction limit for medical expenditure for certain critical illness from Rs. 60,000 (in case of senior citizens) and from Rs. 80,000 (in case of very senior

citizens) to Rs. 1 lakh for all senior citizens, under section 80DDB.

- Proposed to extend Pradhan Mantri Vaya Vandana Yojana up to March, 2020. Current investment limit proposed to be increased to Rs. 15 lakh from the existing limit of Rs. 7.5 lakh per senior citizen.

- Tax-Receipts

- More concessions for International Financial Services Centre (IFSC) to promote trade in stock exchanges located in IFSC.

- To control cash economy, payments exceeding Rs. 10,000 in cash made by trusts and institutions to be disallowed and would be subject to tax.

- Tax on Long Term Capital Gains exceeding Rs. 1 lakh at the rate of 10 percent, without allowing any indexation benefit. However, all gains up to 31st January, 2018 will be grandfathered.

- Proposal to introduce tax on distributed income by equity oriented mutual funds at the rate of 10 percent.

- Proposal to increase cess on personal income tax and corporation tax to 4 percent from present 3 percent.

- Proposal to roll out E-assessment across the country to almost eliminate person to person contact leading to greater efficiency and transparency in direct tax collection.

- Proposed changes in customs duty to promote creation of more jobs in the country and also to incentivise domestic value addition and Make in India in sectors such as food processing, electronics, auto components, footwear and furniture.

Let's learn more about Budget 2018-19 from the lens of experts!

Anil Talreja, Partner, Deloitte India, said, "With 150% increase in MSP for crops, support to organic farming, doubling the expenditure allocation to INR 1,400 crores for food processing sector, state of the art facilities to 42 food parks, liberalisation of agricultural exports, allocation of INR 10, 000 crore to fisheries, animal husbandries and related infrastructure, this budget is in true sense a Roti-Kapada and Kisaan budget," reported Business World. He added, "Perhaps for the first time there is a special attention to the ancillary sector including infrastructure which will help the overall consumer and farm sector. The focus of these measures to ensure that the farm produce reach the ultimate consumers from the



farms with maximum returns for farmers, introduction of facilities and technology leading to reduction in wastage in the sector, a boost to the fishery, aquaculture and animal husbandry sectors."

Further, Mamta Wadhwa, Vice President, Frost & Sullivan, shared with The Hindu, "The impact of 2018 budget is positive for Agriculture and Food Processing sector, affordable housing sector, health insurance industry and the textile sector. Demand for agriculture-related products such as fertilisers, crop protection chemicals, micro irrigation equipment will go up. Since the focus will be on technology and modernisation, warehousing and logistics industry will also get benefitted. Financing for these sectors will increase. We





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will also witness an increase in exports of processed foods with the setting up of many testing labs.”

She added, “The affordable housing sector will continue to grow in the coming years. We will see increased growth in low income/ small budget houses in tier 1 cities, and growth in housing in tier 2 and 3 cities. Consequently, the related industries in the supply chain - Steel, Iron, Cement, Construction Materials, and Transportation, will witness growth. This will boost the health insurance sector, health



service providers, and also the pharmaceutical sector in general. Overall healthcare expenditure will get a boost. Share prices of most of the pharma companies like GSK, Glenmark, Divis Laboratories went up when this announcement was made by the Finance Minister during the Budget.”

Rajaji Meshram, Director, Infrastructure, Government And Healthcare Services, KPMG India, told The Hindu, “Union Budget 2018-19 allocates INR1.48 lakh crore for capital expenditure in Railways, the highest ever allocation in the history of Indian Railways. The focus of investment is on safety, electrification, track doubling/tripling and rolling stock such as train sets, wagons, coaches and locomotives. The announcement of setting-up first train set in 2018 is a welcome step as train sets have better acceleration characteristics as compared to conventional locomotive hauled trains. Station redevelopment programme has also got a decisive push with a target of 600 stations. Investments have also been

announced for suburban railways in Bangalore and Mumbai cities. The paradigm shifting High Speed Railway project between Mumbai to Ahmedabad was formally launched in September 2017. The announcement of setting up of a specialized institute focused on high speed railway technology is well timed as the HSR project enters the construction phase. The Budget also announced modernisation of good sheds which is important for increasing railway modal share in freight traffic.”

Sharat Dhall, COO (B2C), Yatra.com, told Business World, “We are happy that the budget has laid great emphasis on infrastructure development to boost tourism. The continued focus on UDAN, railway infrastructure, building tourist corridors, enhancing connectivity

by starting operations in 56 unserved airports reflects the government's commitment to the tourism sector. Airport capacity enhancement will boost tourist flows and strengthen connectivity to a large extent. The creation of 10 prominent tourist sites will lead to an escalation in tourism and is very welcome. We were hopeful that the government would bring ATF under GST so as to reduce airline costs and keep fares low to ensure continued growth in Indian air travel market.”

Supporting its 4-year-old government, the people are hopeful that a series of structural reforms will place India with the fastest developing economies of the world. In his budget speech as well, Finance Minister Arun Jaitley announced that the country is on the course to achieve over 8 per cent growth as manufacturing, services and exports are back on good growth path. Same confidence was also shown by the International Monetary Fund (IMF) when it forecast 7.4 per cent growth for India in FY19. Let's hope for the best!



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## APML digitalized to facilitate moving services and to empower Defence veterans by mobile apps - APML Suvidha and APML Sathi launched by Honorable Union Minister Shri Nitin Gadkari

**H**on'ble Minister of Road Transport & Highways Shri Nitin Gadkari last week launched Agarwal Packers and Movers Ltd's two mobile apps - APML Sathi and APML Suvidha in the presence of dignitaries Y.S. Malik (Secretary of Ministry of Road Transport & Highways and Additional Secretary, NITI Aayog, Govt. of India), Jagdish Mittal, Major General Deepak Sapra (SM), Lt. General V.K. Chaturvedi (AVSM), Commodore Gangesh Kumar and Pradeep Singal - National President - AITWA, at Media Centre, Transport Bhawan, New Delhi.

In the launch ceremony, Shri Nitin Gadkari appreciated the vision of Shri Ramesh Agarwal and Shri Rajender Agarwal and wished success for this new innings. Mr. Gadkari also praised for the one-of-the-kind CSR



activities being carried out by Mr. Agarwal for truck drivers in the form of "Nidra Daan" facility provided at Nidra Daan Kendra, Dudu, Jaipur, focused on saving the lives of truck drivers due to lack of proper sleep and keeping in mind that the country is already facing an acute shortage of 22 lakh truck drivers. He further added that activities concentrating on the safety of truck drivers are also being performed by the Government of India.

In this launch, Mr. Ramesh Agarwal, Mentor of APML, presented his idea behind the launch of these two mobile apps. He took the reins of the event and awed the audience by showing his undeterred will to work for his fellow Defence veterans who made him inspired to take forward all of them along and give them an opportunity to be an entrepreneur as well. He also expressed his belief that as APML is touching newer heights of success as a mover,



the responsibility falls on him to take steps to penetrate deeper into the country and reach the remotest areas with moving services. His vision was further explained by Mr. Navneet Agarwal, Director, APML.

This event culminated with a brief about these two mobile applications. Where on one hand APML Sathi is APML's earnest endeavor to provide an opportunity to all, empowering particularly Army veterans and unemployed youth to be an entrepreneur and earn their living with love and respect. With this mobile app, the company strives to cover even the remotest areas in 707 districts across India and reach to the most deprived, unemployed sections of the society without making them step out of their convenient places. The plan is to create around 15,000 employment opportunities with earnings of ₹30,000 per month or more under the Sathi scheme.

On the other hand, with APML Suvidha, APML strives to make relocation more convenient by providing its clients with all moving controls and facilities right on their mobile phones. The users can book their moving in any style, choice or pace they want anywhere, anytime using the app. They can rest assured that their moving would be carried out by the industry's best stalwart professionals as per their wishes. Not only that, but also APML Suvidha solves more problems and provides an option of hiring of carpenters, electricians and other skilled helpers along with the information of nearby places including schools and ATMs all in just one app. Both these concepts are designed in sync with the mood of the country - jobs creation and economic development - in line with our Hon'ble PM's vision of "Sabka Sath, Sabka Vikas", "Skill Development" and "Digital India & New India 2020".





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# Innovation & Disruption in Air Cargo

ACFI event held on Jan 31, 2018



The interactive summit, held at The Ashok, Chanakyapuri, organised by ACFI, (Air Cargo Forum of India), was attended by over 135 delegates consisting of senior government officials, members from various trade bodies and other major players in the entire air cargo logistics industry. The Chief Guest, Shri Suresh Prabhu Hon'ble Union Minister of Commerce and Industry was traveling and hence could not make it here. However, he did send a positive message saying that disruptions have a useful role to play as harbingers of new opportunities.

In the **Inaugural Session**, Shri Jayant Sinha, Hon'ble Union Minister of Civil Aviation shifted smoothly into the Chief Guest's role and delivered a contrarian speech urging all to look at the investor's point of view. He wanted everyone to not look at Supply side technology, but look at the customer centric view of requirements. It is not important to talk of IoT, etc., he said, but about how do we make money out of it. Let us think Solutions that Customers are looking for. Offer value propositions to them.

Earlier, the other speakers, mainly industry stalwarts, in the inaugural session were of the view that the technological advances like Blockchain, IoT, Drones, AI (Artificial Intelligence), etc., are changing the world and

all of us need to develop strategies and skills to keep pace with best practices. In the welcome address, Tushar Jani, President ACFI, said that outlook was good with Robotics, AI, IoT, etc., which are big job creators and skill development is necessary to equip people to function in this environment. Vandana Agarwal, Economic Advisor, Ministry of Civil Aviation, said more or less the same, adding that innovation is crucial for any industrial growth continuity. She wondered if we could be the first to send cargo into space. This was interpreted as seeing confidence in our logistics capabilities. Sanjeev Edward, Chief Commercial Officer, DIAL, (Delhi International Airport Ltd), quoted Steve Jobs-"innovation distinguishes the difference between a leader and a follower". He also said that technology has developed to the extent that in an Amazon store you can take what you want and pay using face recognition techniques. Specifying Google as the biggest disrupter with their maps, teaching tools, search engines, etc., where teachers are not necessary for research work anymore.

**The Business Session 1 on Blockchain and Internet of Things (IoT) for Supply Chain Management** saw other speakers like Shri Pradeep Luthria, Sr. Information Consultant who gave a detailed presentation on Blockchain and IoT, which are the new kids on the block.



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We plan to print his presentation as a separate article in the next issue. Briefly, Blockchain integrates many technologies to improve transactional and other aspects in Logistics. Many progressive governments like U.A.E., Singapore, etc. have shown interest in using Blockchain technology in government departments within the next few years. Even in India, the Hon'ble Finance Minister, in his recent Budget speech, referred to a similar action plan.

Ankit Taparia of Teramatrix went further with IoT enabling better Customer experience and Operational efficiency, offering On demand Asset Health and Predictability and improved Fleet Management, using Fleet Health diagnostics, Environment Sensitive sensors, Cold Port sensors, Driver analysis, Speed analysis, Driver safety analysis, On Demand break-down assistance, etc.

Amar More of Kale Logistics Solutions, who came next, suffered the usual handicap, as the earlier speakers had inadvertently overlapped into his presentation, but still left his mark explaining that IoT is the sensor on devices with their own IPs, communicating with each other. It is a technology where cargo can speak/communicate. He likened Blockchain to a distributed ledger, which cannot be tampered with. He also talked of 5G phones with a download capacity of nearly 100 GB per second. He was certain that Driverless Trucks are going to be a reality, but may take longer to start plying in Mumbai/Delhi traffic and that 3D printing development is going strong.

He believes that in the near future, Drones are going to be used for inventory in logistics warehouses and reassured Freight Forwarders that their role will not diminish, but in fact it will go up to support the new system.

**In the Business Session 2 on E-commerce and Freight Forwarding - The Future Race** Kapil Makhija CEO, Unicommerce eSolutions said e-commerce led innovations are growing at breakneck speed in India. Cross border e-commerce is also growing. Peer Rasmussen MD, Kuehne + Nagel India, spoke about customer relationship. Customers really don't care how big you are but what you know. In future our competitors are not going to be other freight forwarders. They will be

some of our current customers like Amazon, Alibaba, etc..

The last speaker, Vikram Paul, Regional Managing Director of Cargo-Partner Logistics, an old timer in the city, who has now returned after a stint abroad, is surprised that India is still operating on per kilogram (Kg) basis and not on pallet or unitised basis. He said that next flight out, express, etc., are not differentiators for Amazon.

**Grounded in the Indian Context** - More than any other factor, the conference showed that our industry is acutely aware of the challenges posed by the development of revolutionary new technologies and the need to build up a

skilled work-force to be readily available for the necessary upgrades.

Logistics development is a hard grind of finding practical solutions on a sustained basis and being ready with skills needed to adapt to technological quantum leaps. Striking a discordant note, it may be said that the dividing line

between seeing confidence and feeling hot air is pretty thin, especially when the entire throughput of all our airports, put together, of 2.98 Mn MT (Million Metric Tonnes) has not reached even close to any one of the top three world class airports, i.e., Hong Kong (4.30 Mn MT), Memphis (3.56 Mn MT) and Shanghai (3.26 Mn MT). We really need to come out of our national past-time of hyperbole and inane obsession with going for records and concentrate instead on the practical aspects of building capacities and providing sustainable solutions to our customers. The government on its part, has to provide the environment and infrastructure to enable the industry to grow organically and be ready to take on any opportunity that presents itself. Any records that come should be a by-product of good and worthwhile job well done, rather than an end by itself.

The industry feels that as a whole we are reasonably well poised to take advantage of the new technological developments. All technological aspects discussed are ready and workable and we only need the demand to put things in place.

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# What **Auto Expo 2018** Has Got For The Transport And Logistics Industry In India?



**N**ot just the annual Budget, February 2018 became all the more eventful with the organization of Auto Expo from February 9-14 at India Expo Mart, Greater Noida. This year, the motor show witnessed over 500 product displays from 119 exhibitors, including 53 original vehicle manufacturers. Further, the event, which is organized every two years, saw 14 new brands and 11 start-ups marking their presence at the event. While talking about the rapidly changing and evolving Indian truck industry, the radical technology is the need of the hour to win over the major challenges. Not just this, truckers are waiting for the right amalgamation of engineering excellence and automation. So let's find out what Auto Expo 2018 has got for the transport and logistics industry!

***This year, the motor show witnessed over 500 product displays from 119 exhibitors, including 53 original vehicle manufacturers***

Mahindra & Mahindra Trucks with Hi-tech Driver-assistive Systems: Hi-Tech Robotic Systemz Limited showcased its Novus Pilot technology in the latest Mahindra & Mahindra trucks and school buses. The technology offers audible collision warning for all road

users, including pedestrians and two- and four-wheelers, using a multi-camera system trained specifically on Indian roads. Felicitated with the 'Safety Technology of the Year 2017' award, Novus Pilot helps create an intelligent environment around the vehicle like a safety cocoon.

Not to forget, Novus Pilot is capable of functioning in various traffic scenarios.

Further, the new technology helps large-fleet customers have effective driver profiling and driver behaviour evaluation, thereby improving overall safety. Moreover, it



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can be applied to achieve multiple levels of autonomy like automated emergency braking, cruise control and highway autopilot.

Commercial Vehicles by Mahindra & Mahindra: The Commercial vehicle manufacturer showcased the Blazo range of trucks, Optimo CNG truck, Comfio and eCosmo buses, Jeeto Minivan and Supro as a water carrier van at Auto Expo 2018.

SML Isuzu with advanced Telematics Solution: Developed jointly with its partner Minda iConnect, SML Isuzu has launched its advanced telematics solution at Auto Expo 2018. The next-gen telematics solution - SML Saarthi - is aimed at revolutionizing transportation management and on-road service support given to the customers. Also, the commercial vehicle manufacturer plans to install the telematics device on all the global series truck from January this year.

Global Series Trucks by Isuzu: In the cargo segment, ISUZU has introduced a new range of trucks based on the design philosophy named as 'Global Series', also known as GS. With modern international looks, the new truck series is nothing short of a visual treat to Indians. Notably, a vital combination of Isuzu's global expertise and Japanese technology has been adopted to meet the requirements of Indian customers. The new Global Series offers best-in-class fuel efficiency, increased driver

comfort and better drivability, higher uptime and superior reliability, optimized maintenance cost, and optimum loading capacity. Isuzu put to display three models in the cargo segment, including Samrat GS HD19, Sartaj GS

CNG with Turbo and Samrat GS Tipper Chassis with new higher power engine and transmission, at Auto Expo 2018.

Liquefied Natural Gas-run Truck by Tata Motors: From concept cars to electric vehicles (Evs), India's largest vehicle maker by sales - Tata Motors Limited (TML) - also displayed a truck using liquefied

natural gas (LNG) as fuel. In addition, the vehicle manufacturer showcased India's first six-axle truck - Signa 4323. Moreover, a new range of diesel engines for commercial vehicles, named TurboTronn, was unveiled at the event.

Defining its fine-tuned product strategy in line with transiting times, Tata Motors seemed all prepared at Auto Expo 2018. "With BS-VI coming in, operating economics become significant within a segment.

In the small CV category, we see movement happening towards higher payloads, as it is being experienced in light CVs and M&HCVs. So our development effort will span all the segments, especially the changing needs within those segments. We will try to bring products where there are gaps," a Tata Motors official told ET Auto.



***The new Global Series offers best-in-class fuel efficiency, increased driver comfort and better drivability, higher uptime and superior reliability, optimized maintenance cost, and optimum loading capacity***



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## Motor Third Party Insurance Premium Hike: The Baseless Old Story Is Yet Again To Begin



**W**e are in the threshold of yet another period, when the motor third party insurance premium is hiked. While every year we, the goods transport industry, oppose the irrational base to increase the premium, the insurance companies and IRDA repeatedly say that the third party insurance is a loss business to insurance companies and thus the premium should be hiked. Given below are some valid points that establish why the premium should not be hiked;

1. A copy of letter written by Mr. S. L. Mohan, Secretary - General Insurance Council (GIC) to the chairman IRDA dated June 21, 2010, the GIC has claimed that 75 % of the third party claim liability is because of commercial vehicles while IRDA, in its presentation, has expected 70% for 2007 and 75% for 2008, which has no logical support and is estimated only. The police department's report for 2012 has something else to say. The basic thought of IRDA itself is baseless and it is done just to increase the third party premium, every year.

2. Road conditions of the country have improved and thus the road accident cases and death rate has come down across the country, however, IRDA is not taking this factor into consideration while increasing the third party premium rates.

3. Rate of accident has been in the reducing state. According to the police department for every 10 thousand

vehicles, it has reduced from 35.1 in 2011 to 30.7 2012. Similarly, the death rate too has reduced from 14.4 in 2002 to 8.7 in 2012 for every 10 thousand vehicles.

4. As per data available in IIB, the average settlement period for a third party claim is around 8 years. The same should be reduced to a maximum of 2 years to give real relief to the victim, when it really mattered most. Also, it will reduce the interest burden in claim amount, which is around 25 to 30 % of the total claim amount. Award given by motor accident claim tribunal can reduce the amount for third party motor premium.

5. For us, the goods transport community, paying third party premium is like performing a social responsibility, thus it should not be increased. It should be kept out of GST-paying 18% (current GST charge) on the premium is too heavy a burden.

So, when the time comes to increase the premium for third party insurance, we believe, IRDA will consider the mentioned points. The presence of a representative of stake holders in the third party premium hike committee every year would make the process meaningful and fair. We wish strong presentation in the committee instead of before the committee.

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## Infrastructure Development, GST To Promote CV Sales In 2018!

**W**hile credit rating agency ICRA expected the domestic CV industry to grow by 6-7 per cent in 2017, experts now believe this growth to accelerate further in 2018. Riding on the back of government's infrastructure push and the implementation of Goods and Services Tax (GST) that scrapped check posts on state borders, the sales of medium and heavy commercial vehicles are expected to touch new skies in this financial year. As well as, strict enforcement of rules against overloading driving demand has a lot to contribute to this positive outlook for the domestic CV industry.

Industry experts are hopeful that the 2017 sales of commercial vehicles in the 16-49-tonne category are set to

***The MD of VE Commercial Vehicles had told ET Auto, "Sales of medium and heavy duty trucks have already crossed 224,000 units in the first nine months (April-December) of the fiscal year***

top the record of 245,000 units that were achieved in 2011-12. The MD of VE Commercial Vehicles had told ET Auto, "Sales of medium and heavy duty trucks have already crossed 224,000 units in the first nine months (April-December) of the fiscal year. We should surpass the peak seen in 2011-12."

Notably, commercial vehicle sales, especially of higher tonnage trucks, are taken as an indicator of economic activity. And the strong performance by the CV sector and expectations for this momentum to continue this year too is a great sign for not the manufacturers of commercial vehicles in India, but the government ahead of Lok Sabha elections in 2019.

ET Auto quoted the head of the global trucks segment at Ashok Leyland as saying, "The next two years look positive for the truck industry," adding, "The continued expenses on infra, housing and other major projects are bound to create good demand. Schemes such as Sagar Mala, freight corridor construction, smart cities, etc., will require commodity movement, which will drive vehicle demand."



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Not just this, many players in this sector also believe that the drive against overloaded trucks is forcing transport operators and logistics solutions providers to purchase

***“Enforcement of overloading restrictions and optimisation of warehousing solutions post GST have prompted large fleet operators to replace older vehicles with modern multi-axle trucks,” said the MD of VE Commercial Vehicles.***

new vehicles. "Enforcement of overloading restrictions and optimisation of warehousing solutions post GST have



prompted large fleet operators to replace older vehicles with modern multi-axle trucks," said the MD of VE Commercial Vehicles.

Besides, the demand for intermediate commercial vehicles is expected to remain strong as well owing to the increase in the need for the intra-city movement. Further, CV manufacturers expect sales in the commercial vehicle sector to grow at the rate of 13 per cent, which can be deemed as the fastest pace in seven years.

Reflecting the same outlook, 'A Looking Ahead

Conclave', which was organised by the Society of Indian Automobile Manufacturers, has projected sales to grow between 9 per cent and 11 per cent in the medium and heavy commercial vehicles segment in 2018. Moreover, it predicted the sales of light commercial vehicles to grow by 10-12 per cent this fiscal.

Talking about one of the CV giants in India, Tata Motors sold 40,447 CV units in India alone in December 2017, which is a growth of 62 per cent against 24,998 units in December 2016. This expansion in sales can be attributed to the steady production ramp-up of the new range of BS4 vehicles and continued increase in sales in the consumption-driven sectors. Notably, the cumulative sales performance of the CV segment for the April-December 2017 period in the domestic market was at 269,536 units - a growth of 17 per cent over the last year.

Further, Tata Motors' medium and heavy commercial vehicle - trucks segment continues to register high sales at 15,828 units, which is higher by 83 per cent when compared to 2016. Undisputedly, overwhelming customer response to the BS4-compliant range of vehicles along with its innovative SCR technology holds the onus of this visible growth in sales. Not to forget, increased demand for tonnage vehicles, government's push to infrastructure and improved customer service have also

played its part in the M&HCV segment.

Moreover, the intermediate and light commercial vehicle - truck segment sold 5,103 units, thereby showing a growth of 78 per cent over the last year. This growth can be easily attributed to the growing popularity e-commerce companies and the superior performance delivered by the Ultra range of trucks.

Considering the demand uptick, Tata Motors and other CV manufacturers in India are eyeing on the measures to boost the production of commercial vehicles!



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# Portal Crash On Its Launch Pushes E-way Bill Further



**W**e have often heard 'The best preparation for tomorrow is doing your best today!' And, this seems the strategy being adopted by the Modi-led government in India. The GST Council had decided in December 2017 for the early implementation of the e-way bill system for inter-state movement of goods exceeding Rs 50,000 in value and 10 km in travel from February 1 than the earlier proposed deadline of April 1, but the e-way bill portal could not be operationalised on the launch day owing to system constraints.

The Central Board of Excise and Customs (CBEC) tweeted, "In view of difficulties faced by the trade in generating e-way bill due to initial technological glitches,

***In view of difficulties faced by the trade in generating e-way bill due to initial technological glitches, it has been decided to extend the trial phase for generation of***

***e-way bill, both for inter and intra-state movement of goods.***

***It will be applicable from a date to be notified***

it has been decided to extend the trial phase for generation of e-way bill, both for inter and intra-state movement of goods. It will be applicable from a date to be notified." Certainly, this directs at the necessity of streamlining of the system. At the same time, sources told Indian Express that the GST Network (GSTN) crumbled owing to the additional pressure exerted by the generation of e-way bills for intra-state movement of goods by 17 states, which had the option to choose their own deadlines for implementation for intra-state movement of goods before June 1, 2018.

The National Informatics Centre (NIC) in collaboration with GSTN had been conducting trial runs for the e-way bill system since January 16. And post this crash, the chairman of GST Network has said the company will try

to ensure that stakeholders become fully familiar with the technology system before its re-rollout. He told PTI, "As soon as there is a readiness of the system and stakeholders, we will roll it out. We are trying to do it as early as possible in such a way that from the system point of view we should also be able to handle the load and stakeholders should also be fully acquainted," adding, "Decision has been taken to extend this pilot by few weeks and then at appropriate time, when we feel that the interaction between GSTN and stakeholders have become stable, we will be able to notify this."

Notably, the e-way bill system - a part of Goods and Services Tax (GST) - was not implemented from July 1, 2017, due to the lack of IT preparedness. With intentions to check tax evasion and bring uniformity across the states for seamless inter-state movement of goods, the GST provision requires transporters to carry an e-way bill when moving goods. Not just this, the e-way bill system is expected to help garner more revenues to the exchequer as the end use of goods would be monitored. In order to generate an e-way bill, transporters can visit the 'ewaybill.nic.in' portal and register themselves by giving the GSTIN, or those who are not registered under GST can enrol themselves by furnishing their PAN or Aadhaar details.

Further, the state governments have created lots of confusion by announcing separate dates for e-way implementation. While the Gujarat government has notified February 20 for the implementation of e-way bill system, Uttarakhand has set a date of February 10 for the rollout. Though state governments are accountable for intrastate e-way bills, experts believe that such arbitrary dates would be a problem as there is a common database of bills.

Undoubtedly, the government is preparing hard but there

are various issues which are yet to be addressed. Let's have a look at them!

- Not just the web-based mode alone, trial run needs to be conducted for SMS, Android app and API as well.
- To operationalise the window for enrolment for unregistered persons during the trial.



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• While the portal is designed to accommodate one e-way bill against one invoice. What needs to be done in cases where consignment in one invoice is to be transported in multiple conveyances.

• In case of 'Bill to Ship to' transactions, a 'bill to' buyer is required to raise an invoice and e-way bill on an immediate basis on 'ship to' buyer and to provide all the documents to transporter appointed for movement. There seem practically challenges.

• In case of goods to be moved to a weighbridge, a self-delivery challan for movement needs to be raised and an e-way bill is to be generated. There seem practically challenges.

• Non-acceptance of '0' value in case of free samples that need to be delivered.

• In case of multi-model movement of consignment, each transporter causing further movement is required to update the details in Part B of the e-way bill.

• Transporter is required to move the consignment within validity period/time as defined based on distance.

• In case of failure to generate the e-way bill by the person causing the movement, it becomes the responsibility of the transporter to generate the same which leads to the additional burden.

In order to make the e-way bill system a hit among and acceptable to all stakeholders, revisions are called for. Moreover, it would be ideal if there's a common date for e-way bill implementation. Certainly, this will enable businesses to be ready with not just common processes, but software and accounting too.





## What's Revolutionizing Trucking and Fleet Management Technology? Let's Find Out!

Undisputedly, a quiet technological revolution is underway. And not to overlook, it is dramatically transforming the trucking industry, which plays a crucial role in any economy across the world. It's not just about the physical movement of goods and/or services from point A to point B, but the pace and prosperity in life.

Let's have look at the big ideas that are redefining trucking and fleet management technology!

### 1. Who's the Driver?

Leaving the sci-fi comics and movies behind, autonomous vehicles are on their way to meet the reality soon. Rather, these have been developed and are working too, but in a controlled environment. And, now the wait is all about the

arrival of fully autonomous vehicles in the consumer market. But, these are expected get widespread adoption in the business world first.

Certainly, autonomous vehicles are going to reduce the shortage of drivers. Further, the autonomous vehicles are not subject to the whims of an uncertain labour market. Moreover, they will neither get tired nor take drugs.

As the economic incentive for automakers to replace human drivers with a technology or a robot is huge, likes of Tesla and Google among others have already unveiled their prototypes.

Though a 2014 survey found that two-thirds of

*As the economic incentive for automakers to replace human drivers with a technology or a robot is huge, likes of Tesla and Google among others have already unveiled their prototypes.*





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respondents would feel unsafe sharing the road with autonomous trucks, once exposed to this technology, acceptance for the same is sure to follow.

### 2. I am Watching You!

Nowadays, the market is flooded with solutions more than ever to keep a tab on truck drivers to ensure they're driving safely and on schedule. For any transport and logistics firm, ensuring the driver safety on roads is critical.

Fleet management platforms like Track Your Truck offer GPS devices to trucking companies to install on their trucks. Besides GPS tracking, the accompanying software notifies the fleet manager if a driver is braking too hard or too frequently, or if a driver is taking turns too sharply, for instance. It can also track if the driver is speeding, which can help reduce fuel costs.

### Track Your Truck's Accelerometer Report

### 3. Download Me!

For long, small to midsize trucking and transportation firms have relied on outdated software or spreadsheets and other manual methods to run the back office processes. With the launch of Software-as-a-Service (SaaS) - a cloud-based software - things have changed completely. These can assist in scheduling, fleet maintenance, compliance, route planning and load optimization.

With the growing popularity of its subscription pricing models, smaller businesses, which don't have a lot to invest in IT, have started to accommodate these now. And owing to competition between software vendors, small to midsize trucking firms have more affordable software options than ever.

### 4. Is there any space?

In recent years, a number of "Uber for trucking" apps have cropped up. Undoubtedly, these apps help connect shippers with carriers who have available space in their trucks to haul an additional load. This not only eliminates the need for middlemen freight brokers but reduces the number of "empty miles" a trucker drives.

### 5. Watch my Back!

Well, Samsung unveiled its vision for a safer semi-truck when a giant screen displaying the view from the front of



the truck was installed on the back of the truck; giving drivers a view of any hazards ahead. Though, it is presumed to be retrofitted in any vehicle, the technology seems to be in the conceptual stage as of now.

### 6. Do You have an Advanced Map App?

Nowadays, a number of useful mobile apps particularly designed for truckers are available to make their job a little easy. Unlike Google Maps, these apps travel beyond the simple maps functionality. Truckers keep getting notifications related to gas prices and real-time road conditions along with details related to truck stops and weigh stations.



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# Can This Start-up's Self-driving Technology Deliver The Golden Truck Needed?



**W**hile Google and Tesla have no plans to hit the tough Indian roads anytime soon, people here need not to feel cornered when it comes to the self-driving technology. Throwing away the inhibitions around the dust and pothole-ridden roads of India, a Bengaluru-based start-up believes that India can be the ideal ground for them to master their self-driving technology.

Meet Flux Auto, a year old startup that plans to launch its pilot programme this next year. Started in January 2016 with the primary objective of commercialising self-driving technology, the young team shifted their focus to developing the self-driving technology following the likes of global giants, including Google, Uber and Tesla.

The Flux Auto co-founder said, "For us, the more chaotic

the roads are, the more data we get and the more trained our algorithm becomes. Indian roads are helping us to make a far sturdier and sophisticated algorithm for our self-driving technology," reported Trucksuvidha.com.

He added, "I had seen self-driving technology being developed by companies like Google and Uber for years without any sign of them getting to the market. After understanding the core technology that this industry is founded on, I was convinced that this was something we could succeed in building. However, instead of cars we had decided to focus on developing self-driving kits for trucks from Day One. I am really proud of the team for getting us this far with virtually no resources."

While calling companies like Volvo, Daimler along with Uber, Tesla and Waymo, among others, as latecomers

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when it comes to autonomous trucks, the young brain said, "Problem with most of these companies is that over the past 10 years they have focused on cars and after spending over a billion dollars they are now changing their focus to trucks. They will take time to understand the market."

Unlike these companies, Flux Auto is not working on building an autonomous truck, but a self-driving kit which can be retrofitted in the trucks already plying on chaotic

***Unlike these companies, Flux Auto is not working on building an autonomous truck, but a self-driving kit which can be retrofitted in the trucks already plying on chaotic and poorly-maintained Indian roads***

and poorly-maintained Indian roads. Well, this shows how better they understand the trucking needs in the country.

The Flux Auto cofounder also shared, "When we started out we were not sure of the technology, but we were certain about making this technology for trucks and make it like an accessory and not something which needs to be fitted during the production line assembly of trucks. There are already millions of vehicles on the road and we wanted to capture that market too."

As of now, the start-up wants to focus on necessity than their aspirations. First, they want to achieve the 'Level 3'

***As per the Flux Auto official, "Level 5' of autonomy needs no human driver; not even a steering wheel***

autonomy that needs no human controlling the drive as long as the vehicle is moving on highways. As per the Flux Auto official, "Level 5' of autonomy needs no human driver; not even a steering wheel. It is a humungous undertaking. We will get there eventually, but first we want to do 'Level 3' and we want to do it really well. This

does not mean it is a 'driver assist' system, but one that takes full control of the vehicle and makes intelligent decisions like a human. Our goal is not to replace the driver, but to augment him, and help him do his job better. People may need 'Level 5' down the line, but the need of the hour is 'Level 3' autonomy."

Currently, the Flux Auto team has got a new truck to test the autonomy of its kit. Earlier, they were working on a 6-year old truck they lovingly called 'General Lee'. The co-



founder shared, "Currently, that truck - The General Lee - is able to self drive in a controlled environment. It does things like lane keeping, lane changing, curved road, speed signs, stop signs and more. Our goal is to have our vehicle driving itself on highways."

Flux Auto is also resting assured that like companies caught in regulatory wrangles over fully autonomous vehicles, they may not meet the same fate. The Flux Auto cofounder said, "There is always going to be a human in the driver seat and in any situation where we may not be the best driver, the system will make a loud noise and relinquish control to the human. So while we can have our system up and running, the rich companies can fight regulations by which time we will be ready to launch a more autonomous system."

If not more, it will be interesting to see a driverless vehicle running on the Indian roads. Lots of strength to Flux Auto!





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# Safexpress to invest Rs. 100 Crore in Northeast

*Major announcement made at  
'Advantage Assam Global Investors Summit'*

3rd Feb, 2018: Safexpress, India's largest Supply Chain & Logistics company has announced the biggest-ever investment by a Logistics Company in the Northeast region.

At the occasion of the Advantage Assam Global Investors Summit being held on the 3rd & 4th of February at Guwahati, Mr. Rubal Jain, Managing Director, Safexpress addressed the media. Notably, the Hon'ble Prime Minister of India, Mr. Narendra Modi was the Chief Guest of this Global Summit, which witnessed the participation of numerous dignitaries from Northeast as well as from several countries across the world.

Safexpress, which has the largest Logistics Network in Northeast, was representing the Logistics industry at the Summit. Out of the 12 focus industries identified by the Government for investment in Northeast in general and Assam in particular, Logistics is one of the major industries. Mr. Rubal Jain, Managing Director, Safexpress is seen as an icon in Logistics industry, and hence was the flagbearer of the industry at this very prestigious Summit.

Speaking to the media, Mr. Rubal Jain said, "On this momentous occasion, we are pleased to announce an investment of Rs. 100 Crore in the Northeast region. We whole-heartedly support this wonderful initiative by our

Hon'ble Prime Minister, Mr. Narendra Modi to boost investment in this region. We also sincerely compliment the Hon'ble Chief Minister of Assam, Mr. Sarbananda Sonowal, the Hon'ble Minister of Industries & Commerce, Mr. Chandra Mohan Patowary, as well as several other people who have collectively worked very hard to bring Northeast to the centre stage of investment."

Mr. Jain added, "Northeast is one of the most amazing parts of India. The region is home to more than 45 million people and has unsurpassable beauty. Assam, the biggest state in this belt, has evolved itself over the years

from being a traditional state to a competitive business hub. Assam is also a very crucial location from the point of view of logistics connectivity of Northeast India with the rest of the country. The development of strong ASEAN relationships with Northeast is a great boon for the entire region and all business entities serving the region."

Speaking at this occasion, Mr. Vineet Kanaujia, Vice President - Marketing, Safexpress said, "Given the vital role Assam plays in connecting Northeast to the rest of the country, Safexpress has recently built up an ultra-modern Logistics Park at Guwahati. We have invested Rs. 30 Crore in creating this state-of-the-art Logistics Park at Guwahati. This facility spans over an area of more than 1 million square feet, and is located strategically on National Highway 31. This logistics facility is functional 24x7x365 and ensures excellent connectivity of Northeast with the rest of India."

Explaining about the massive logistics network created by Safexpress in Northeast, Mr. Kanaujia said, "Northeast has always been a very high priority region for us. We have offices across the whole of Northeast region. Our logistics network covers even the remotest of the locations, and we cover every square inch of Northeast. Given our massive logistics network within Northeast, we deliver to all 1001 Pincodes in Northeast. With a huge investment of Rs. 100

Crores planned by Safexpress for the region in the field of logistics, we intend to contribute hugely in the Northeast growth story, given the massive role logistics needs to play in the growth of this region."

#### 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 close to 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 serves all 22122 Pincodes of India. Safexpress covers every square-inch of India.

**For more information, please contact:**

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region***





## पेट्रोल-डीजल की कीमतें दे रही हैं राहत

दो माह से पेट्रोल-डीजल की बढ़ती कीमतों में आखिरकार कुछ गिरावट देखने को मिली है। बीते 10 दिनों की अगर बात की जाए तो दिल्ली में पेट्रोल की कीमतों में लगातार गिरावट जारी है। वहीं दूसरी तरफ प्रमुख महानगरों में डीजल की कीमतें भी काफी कम हुई हैं।

जहाँ दिल्ली में पेट्रोल की कीमत प्रति लीटर 72 रुपये से घटकर 71 रुपए के पास पहुँच गयी है वहीं मुंबई में 80 रुपए प्रति लीटर के पार पहुँच गया पेट्रोल अब 80 के स्तर के नीचे आ गया है। बता दें कि 12 दिसंबर के बाद पेट्रोल-डीजल की कीमतों में लगभग 10 रुपये प्रति लीटर तक की वृद्धि देखी गयी थी। और इसकी वजह वैश्विक स्तर पर कच्चे तेल के व्यापार के दो प्रमुख मानकों (ब्रेंट और वेस्ट टेक्सास इंटीमीडिएट-डब्ल्यूटीआई) में दिसंबर 2014 के बाद आयी तेजी थी।

पेट्रोल के साथ साथ महानगरों में डीजल की कीमतों में भी लगातार कमी आ रही है। 11 फरवरी को दिल्ली में डीजल के दाम 63 रुपए 90 पैसे थे, वहीं 21 फरवरी को यह 62 रुपए 30 पैसे में मिल रहा है।

केडिया कमोडिटी के प्रमुख अजय केडिया ने दैनिक जागरण को बताया कि पेट्रोल-डीजल की कीमतों में गिरावट की मुख्य वजह

क्रूड का सस्ता होना है। जनवरी में डब्ल्यूटीआई क्रूड 66.66 डॉलर के स्तर पर और ब्रेंट क्रूड 71.28 डॉलर प्रतिबैरल के स्तर पर पहुँच गया था। फरवरी महीने में ब्रेंट 65 के स्तर पर आ चुका है। मार्च के आखिर तक डब्ल्यूटीआई क्रूड 57 डॉलर और ब्रेंट 60 डॉलर प्रति बैरल के स्तर पर पहुँच सकता है।

साथ ही बता दे कि 1 अप्रैल से दिल्ली में बीएस 6 पेट्रोल-डीजल उपलब्ध होगा। पहले बीएस 6 ईंधन की बिक्री 1 अप्रैल 2020 से होनी थी, लेकिन प्रदूषण पर लगाम लगाने के चलते सरकार ने तेल कंपनियों से बातचीत करते हुए 2 साल पहले ही इसकी बिक्री का फैसला लिया है।





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## Carriage By Road Cost Index (CRI) - January 2018

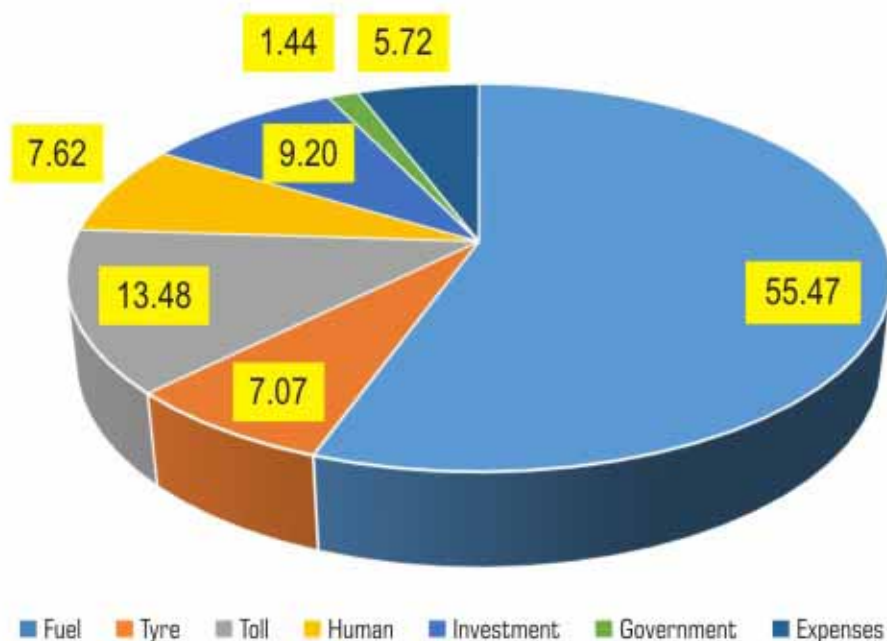
# CRI January 2018 - 120.81

Data Updated upto January 1, 2018

Average Diesel Price as on January 1, 2018 - **Rs. 62.08** per litre.

Cost Distribution Pie DECEMBER 2017

CRI PIE Chart January 2018



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

### Changes: Matrix - December 2017

Diesel	+2.59%
Change in Index	+1.92

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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## Exporting trucks to Bangladesh begins from Kolkata port

Kolkata Port Trust 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 travel time.

Kolkata Port Trust (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 travel time.

These trucks, manufactured by Tata Motors at its Jamshedpur and Pantnagar plants would be shipped to the neighbouring country's Mongla port in the vessel MVIDM Doodie.

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 months.

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

## गाड़ी कितने किलोमीटर चली है, उसी हिसाब से कटेगा टोल दिसंबर से सभी टोल प्लाजा पर होगा इलेक्ट्रॉनिक टोल कलेक्शन: गडकरी

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

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



लाख टैग मौजूद समय में सभी से एक निश्चित पैरे लिए जाते हैं, इस बात से कोई फर्क नहीं पड़ता कि उसने कितने किलोमीटर की दूरी तय की है।

1 दिसंबर से होगा वै बढेगा: परिवहन मंत्रालय ने एक नोटिफिकेशन जारी करते हुए आदेश दिया है कि 1 दिसंबर से सभी नए चार पहिया वाहनों में फास्टटैग लगा हुआ होना चाहिए। सरकारी आदेश के अनुसार इन गाड़ियों के फास्टटैग से बाहर निकलने से पहले ही इनमें वे फास्टटैग लगाना होगा। यानी अब जब आप गाड़ी खरीदने जाएं तो उसमें फास्टटैग पहले से ही लगा हुआ होगा। जिन गाड़ियों के चेसिस (बस और ट्रक) को एक जगह से दूसरी जगह ड्राइव कर के ले जाना होता है, उन गाड़ियों के रजिस्ट्रेशन से पहले उन्हें फास्टटैग लगा हुआ होना चाहिए।

### INFRASTRURE # toll

साथ गाड़ियों पर फास्टटैग लगाया जा चुका है और तब 2018 तक वह संख्या बढ़कर 25 लाख तक बढ़े जाएगी। उन्होंने कहा कि अगले दो महीनों मेंेशनल हाईवे पर 3,500 लेन पर फास्टटैग को प्रसारित बनाया जाएगा। टोल प्लाजा पर लगे तबों से सभी गाड़ियों को स्कैन किया जाएगा और जहां उस गाड़ी ने टैवल किया होगा, उतना पैसा आपके फास्टटैग अकाउंट से कट जाएगा। आपको

## रिवर्स चार्ज और ई-वे बिल से जुड़े प्रावधानों में किया जाएगा बदलाव

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

नई दिल्ली, टी.टी.एन.। गुरुआती अनुभव के आधार पर जीएसटी कानून की समीक्षा की कोशिश शुरू हो गई है। माना जा रहा है कि जीएसटी के मौजूदा कानून में रिवर्स चार्ज और ई-वे बिल (इलेक्ट्रॉनिक वे बिल) से संबंधित प्रावधानों को बदला जा सकता है। जीएसटी काउंसिल की आगामी बैठक में इस पर विचार होने की संभावना है। ऐसा होने पर जीएसटी का अनुपालन आसान होगा। इससे कारोबारियों को मदद मिलेगी। जीएसटी काउंसिल ने छह अक्टूबर को नई दिल्ली में हुई बैठक में जीएसटी के तीन कानूनों-सीजीएसटी, एसजीएसटी और

### क्या है रिवर्स चार्ज

जब कोई पंजीकृत व्यापारी किसी अनपंजीकृत डीलर से कोई सामान खरीदता है तो उस स्थिति में खरीद की रशि एक निश्चित सीमा से अधिक होने पर जीएसटी के भुगतान की जिम्मेदारी पंजीकृत व्यापारी की होती है। हालांकि जीएसटी का जो भुगतान पंजीकृत व्यापारी करेगा, उसके एक्ज में वह इनपुट टैक्स क्रेडिट की सुविधा का लाभ ले सकता है। इसी तरह ई-वे बिल एक ऐसी इलेक्ट्रॉनिक व्यवस्था है, जो निश्चित धनराशि से ज्यादा के किसी भी सामान को ट्रांसपोर्ट करने के लिए जरूरी है। इसे माल बेजने से पहले जीएसटीएन पोर्टल से ऑनलाइन रूप से जमरेट करवा होता है। ट्रांसपोर्ट करने वाले ट्रक के चालक के पास यह बिल हमेशा होना चाहिए।

रे के नेटवर्क वाले इस छह सदस्यीय परामर्श समूह में व्यापारी नेता प्रवीण खंडेलवाल और फिनो के महानिदेशक अजय सहान भी शामिल हैं। फिनो स्थितियों का सीमा संभाल रहे हैं।

सूत्रों के अनुसार अब तक इस समूह की तीन बैठकें हो चुकी हैं। इसमें रिफंड तथा टैटर्न की प्रक्रिया आसान बनाने, ई-वे बिल के प्रावधान को कुछ और समय तक टालने, एचएसएन (हार्मोनाइज्ड सिस्टम ऑफ नोमेक्लेचर) कोड की व्यवस्था को लागू नहीं करने की व्यापारियों की मांग चर्चा की गई। परामर्श समूह अपने सिफारिशें 30 नवंबर तक 'लॉ रिव्यू कमेटी' को सौंपेगा। इसके बाद वह संशोधित इन

सिफारिशों को जीएसटी काउंसिल के पास भेजेगा। सूत्रों का कहना है कि जनवरी के पहले सत्र में दिल्ली में होने वाली जीएसटी काउंसिल की 24वीं बैठक में इन सिफारिशों पर विचार किया जाएगा।

कन्फेडरेशन ऑफ ऑल इंडिया ट्रेडर्स के राष्ट्रीय महासचिव प्रवीण खंडेलवाल का कहना है कि जीएसटी में रिवर्स चार्ज की व्यवस्था को पूरी तरह खत्म करने की जरूरत है। वस्तु एवं सेवा कर कानून में यह प्रावधान जीएसटी की मूल धारणा के प्रतिकूल है। इससे न सिर्फ व्यवस्थितियों को परेशानी हो रही है, बल्कि इससे सरकार को भी राजस्व का कुछ खाल लाभ नहीं हो रहा है।

## Rates of motor vehicle tax to be rationalised in Haryana

The rationalisation in rates was done by giving ex-post facto approval to the draft notification to amend the notification dated September 29, 2017 at a meeting of the state cabinet which met under the Chairmanship of Chief Minister Manohar Lal Khattar said an official release.

The Haryana government has decided to rationalise the rates of motor vehicles tax to be level on passenger vehicles of other states while entering and staying in Haryana.

The rationalisation in rates was done by giving ex-post facto approval to the draft notification to amend the notification dated September 29, 2017 at a meeting of the state cabinet which met under the Chairmanship of Chief Minister Manohar Lal Khattar here today, said an official release.

It was approved that in case of vehicles of other states that a luxury AC buses like Volvo and Mercedes, the revised rates of tax would be Rs 5,000 per day, Rs 60,000 for 15 days and Rs 1 lakh per month.

A rebate of 10 per cent, 15 per cent and 20 per cent shall be given if the tax is paid for a quarter, six months and one year, respectively, it said.

The cabinet also approved the proposal of the Public Works (Building and Roads) Department to denotify toll point 49 on the Narnaul-Kurukshetra-Barnala Road up to Rajpura border, in Mohindergarh district. This

toll point has been in operation since May 22, 2017.

The decision to denotify the toll point has been taken as per the policy of the state government as only such toll points can be run as have toll collection in Rs 1 crore or more per annum.

At this toll point, the collection, on the basis of e-Traffic census, carried out for seven days that is from June 30 to July 6, 2017 and converted into 365 days, works out to just Rs 40.65 lakh per annum. This collection is much below the limit fixed by the state government, it said.

The cabinet also gave approval for implementation of enterprises promotion policy 2015 regarding exemption from levy of electricity duty for various category of blocks.

The state government has exempted all new projects as specified in Annexure-10 of the Enterprises Promotion Policy 2015 located in category of Blocks as defined in Industries and Commerce Department notification from the payment of the electricity duty leviable under the Act up to the extent and for a period of five, seven or ten years, as specified in the policy.

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

आइजीएसटी कानूनों की समीक्षा करने के लिए एक 'लॉ रिव्यू कमेटी' गठित करने का फैसला किया था। इसके बाद काउंसिल के अध्यक्ष और केंद्रीय वित्त मंत्री अरुण जेटली ने इस समिति की मदद के लिए दो नवंबर को एक परामर्श वाली एडवाइजरी समूह बनाया। केंद्रीय उत्पाद एवं सीमा शुल्क बोर्ड (सीबीईसी) के सेवानिवृत्त चौक कमिशनर गोप

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Freight (in MT.)							
S. no.	Airport	For The Month			For The Period April To Dec.		
		Dec. 2017	Dec. 2016	% Change	2017-18	2016-17	% Change
<b>(A) 20 International Airports</b>							
1	Chennai	33060	26908	22.9	314483	265967	18.2
2	Kolkata	13905	12383	12.3	126051	114162	10.4
3	Ahmedabad	7851	6922	13.4	69997	56119	24.7
4	Goa	321	391	-17.9	3564	3100	15.0
5	Lucknow	496	298	66.4	4943	3631	36.1
6	Trivandrum	1898	2276	-16.6	21935	21854	0.4
7	Guwahati	2045	1535	33.2	17486	13113	33.3
8	Jaipur	2997	1210	147.7	13306	12162	9.4
9	Calicut	1451	1063	36.5	14423	10094	42.9
10	Bhubaneswar	545	629	-13.4	5881	5912	-0.5
11	Coimbatore	993	791	25.5	7880	8126	-3.0
12	Srinagar	585	432	35.4	5697	3584	59.0
13	Varanasi	113	68	66.2	929	822	13.0
14	Mangalore	159	85	87.1	1983	857	131.4
15	Amritsar	62	144	-56.9	1295	985	31.5
16	Trichy	498	538	-7.4	4784	5184	-7.7
17	Portblair	493	504	-2.2	3966	3420	16.0
18	Imphal	245	308	-20.5	3151	3208	-1.8
19	Vijayawada	0	2	-	0	2	-
20	Tirupati	0	0	-	0	0	-
<b>Total</b>		<b>67717</b>	<b>56487</b>	<b>19.9</b>	<b>621754</b>	<b>532302</b>	<b>16.8</b>

(B) 6 JV International Airports							
21	Delhi (DIAL)	81089	71752	13.0	730537	635658	14.9
22	Mumbai (MIAL)	77599	68058	14.0	670054	565978	18.4
23	Bangalore (BIAL)	30158	26753	12.7	261040	240923	8.3
24	Hyderabad (GHIAL)	11666	11078	5.3	100420	90632	10.8
25	Cochin(CIAL)	5484	6411	-14.5	57453	62956	-8.7
26	Nagpur (MIPL)	773	452	71.0	6003	5344	12.3
Total		206769	184504	12.1	1825507	1601491	14.0

(C) 8 Custom Airports							
27	Pune	3593	2713	32.4	30730	26401	16.4
28	Visakhapatnam	246	277	-11.2	3262	3444	-5.3
29	Patna	400	564	-29.1	5419	4702	15.2
30	Chandigarh - JV Airport	413	405	2.0	4927	4528	8.8
31	Bagdogra	398	520	-23.5	3967	3400	16.7
32	Madurai	221	98	-	1766	744	-
33	Aurangabad	134	90	48.9	1406	1098	28.1
34	Gaya	0	0	-	0	0	-
Total		5405	4667	15.8	51477	44317	16.2

(D) 48 Domestic Airports							
35	Indore	917	673	36.3	8229	5545	48.4
36	Raipur	384	373	2.9	3102	3435	-9.7
37	Agartala	486	496	-2.0	4160	4561	-8.8
38	Jammu	143	184	-22.3	1375	1622	-15.2
39	Vadodara	275	235	17.0	1658	2301	-27.9
40	Udaipur	3	5	-40.0	9	15	-40.0
41	Ranchi	348	444	-21.6	3610	3610	0.0

Freight (in MT.)							
S. no.	Airport	For The Month			For The Period April To Dec.		
		Dec. 2017	Dec. 2016	% Change	2017-18	2016-17	% Change
<b>(D) 48 Domestic Airports</b>							
42	Dehradun	13	23	-43.5	183	195	-6.2
43	Bhopal	92	90	2.2	868	686	26.5
44	Leh	151	82	84.1	1036	1121	-7.6
45	Rajkot	22	21	4.8	222	169	31.4
46	Jodhpur	2	0	-	8	6	33.3
47	Dibrugarh	46	51	-9.8	481	411	17.0
48	Rajahmundry	6	0	-	11	0	-
49	Silchar	33	42	-21.4	417	236	-
50	Surat	0	0	-	212	0	-
51	Bhuj	3	3	0.0	23	22	4.5
52	Juhu	33	29	13.8	295	287	2.8
53	Jabalpur	4	3	33.3	42	16	-
54	Dimapur	41	45	-8.9	451	274	-
55	Guggal(kangra)	0	0	-	0	0	-
56	Tuticorin	3	6	-50.0	13	45	-
57	Belgaum	0	0	-	0	0	-
58	Jamnagar	0	4	-	3	43	-
59	Khajuraho	0	0	-	0	0	-
60	Jorhat	3	5	-	39	50	-
61	Gorkhpur	0	0	-	0	0	-
62	Allahabad	0	0	-	0	0	-
63	Agatti	1	0	-	10	1	-
64	Hubli	0	0	-	0	0	-
65	Bhuntar	0	0	-	0	0	-
66	Bhavnagar	0	0	-	0	0	-
67	Diu	0	0	-	0	0	-
68	Gwalior	0	0	-	0	0	-
69	Barapani (shillong)	0	0	-	0	0	-
70	Pantnagar	0	0	-	0	0	-
71	Lakhimpur (lilabari)	0	0	-	0	0	-
72	Agra	0	0	-	0	0	-
73	Tezpur	0	0	-	0	0	-
74	Bhatinda	0	0	-	0	0	-
75	Porbandar	1	0	-	5	0	-
76	Kanpur(chakeri)	0	0	-	0	0	-
77	Cuddapah	0	0	-	0	0	-
78	Bikaner	0	0	-	0	0	-
79	Jaisalmer	0	0	-	0	0	-
80	Ludhiana	0	0	-	0	0	-
81	Kolhapur	0	0	-	0	0	-
82	Shimla	0	0	-	0	0	-
<b>(D) 48 Domestic Airports</b>		3010	2814	7.0	26462	24651	7.3

<b>(E) St.Govt. / Pvt Airports</b>							
83	Lengpui(aizwal)	43	56	-23.2	612	611	0.2
84	Durgapur	0	0	-	0	0	-
85	Nanded	0	0	-	0	0	-
86	Mundra	0	0	-	0	0	-
<b>(B) St.Govt. / Pvt Airports</b>		43	56	-23.2	612	611	0.2
<b>(F) Other Airports</b>		0	0	-	0	0	-
<b>Grand Total (A+B+C+D+E+F)</b>		282944	248528	13.8	2525812	2203372	14.6

Source: A.A.I.

# OCEAN FREIGHT TRAFFIC HANDLED AT MAJOR PORTS (DURING APRIL TO JANUARY'2018\* VIS-A-VIS APRIL TO JANUARY'2017)

(\*) TENTATIVE (IN '000 TONNES)

PORT	TRAFFIC PERIOD	P.O.L. (Crude, Prod., LPG/L NG)	Other Liquids	Iron Ore Incl. Pellets	Fertilizers FIN. RAW	Coal Thermal & Steam	Coal Coking & Others	Containers Tonnage	TEUs	Other Misc. Cargo	TOTAL	% VAR. AGAINST 2016-17
KOLKATA	TRF APRIL-JAN,'2018	608	659	-	142	13	7	554	8186	533	13970	
	TRF APRIL-JAN,'2017	624	577	-	65	21	-	753	8215	534	13815	1.12
Haldia Dock Complex	TRF APRIL-JAN,'2018	6664	4244	1351	342	267	1814	10151	2249	129	33113	
	TRF APRIL-JAN,'2017	5340	3625	710	145	267	1412	9336	1502	103	27679	19.63
TOTAL: KOLKATA	TRF APRIL-JAN,'2018	7272	4903	1351	484	280	1821	10705	10435	662	47083	
	TRF APRIL-JAN,'2017	5964	4202	710	210	288	1412	10089	9717	637	41494	13.47
PARADIP	TRF APRIL-JAN,'2018	29100	1266	9999	4	3665	23402	10599	79	6	84572	
	TRF APRIL-JAN,'2017	22224	1541	8517	43	3649	21872	8655	35	2	72902	16.01
VISAKHAPATNAM	TRF APRIL-JAN,'2018	13356	1780	8429	1779	790	7206	5224	5651	323	52443	
	TRF APRIL-JAN,'2017	13834	1558	9174	1656	690	6881	3917	5362	306	50989	2.85
KAMARAJAR(ENNORE)	TRF APRIL-JAN,'2018	3578	86	-	-	-	19021	-	30	-	24791	
	TRF APRIL-JAN,'2017	3352	88	-	-	-	19099	79	1	-	24856	-0.26
CHENNAI	TRF APRIL-JAN,'2018	11315	1324	-	-	142	-	-	24923	1291	43578	
	TRF APRIL-JAN,'2017	10600	1140	-	34	189	-	-	24174	1253	42208	3.25
V.O.CHIDAMBARANAR	TRF APRIL-JAN,'2018	572	688	-	295	961	7517	2458	11475	563	29935	
	TRF APRIL-JAN,'2017	598	742	-	574	952	8972	3083	10748	529	32163	-6.93
COCHIN	TRF APRIL-JAN,'2018	16289	336	-	15	188	44	-	6347	459	24210	
	TRF APRIL-JAN,'2017	13079	404	-	17	235	44	-	5695	409	20455	18.36
NEW MANGALORE	TRF APRIL-JAN,'2018	20675	1686	4011	431	99	3522	1819	1397	92	34798	
	TRF APRIL-JAN,'2017	20607	1605	2063	337	48	3023	2817	1099	74	32408	7.37
MORMUGAO	TRF APRIL-JAN,'2018	513	476	6729	152	-	1842	8183	369	28	21351	
	TRF APRIL-JAN,'2017	521	351	11187	174	-	1997	6836	347	26	26072	-18.11
MUMBAI	TRF APRIL-JAN,'2018	31506	1591	6360	191	30	2106	3228	494	37	52708	
	TRF APRIL-JAN,'2017	31052	1807	6359	226	27	2105	3593	457	35	52945	-0.45
J.N.P.T.	TRF APRIL-JAN,'2018	3617	2139	-	-	-	-	-	48020	4011	54518	
	TRF APRIL-JAN,'2017	3622	1937	-	-	-	-	-	45219	3751	51455	5.95
KANDLA	TRF APRIL-JAN,'2018	51502	6995	806	3198	88	10504	415	1287	79	90989	
	TRF APRIL-JAN,'2017	49958	6235	606	3187	280	12998	393	95	4	88470	2.85
ALL PORTS	TRF APRIL-JAN,'2018	189295	23270	37685	6549	6243	76985	42631	110507	7551	560976	
	TRF APRIL-JAN,'2017	175411	21610	38616	6458	6358	78403	39462	102949	7026	536417	4.58
% Variation from previous year		7.92	7.68	-2.41	1.41	-1.81	-1.81	8.03	7.34	7.47	4.58	

Source: I.P.A.



## Technologist Wide Awake

Mr. Sanjeev Jain is the MD of TNS (Technology Never Sleeps). He comes from a family with a history in manufacturing export oriented products. However, after a stint in the family business, he surprised all by forming TNS, a technology driven IT Company, owing to his proclivity and passion for promoting tech development. TNS was established in 2007, to provide complete integrated solutions in IT infrastructure, network security, video & audio and low voltage IP solutions.



**Mr. Sanjeev Jain**

In one aspect of the business, TNS aims to help companies use IT for growth by offering unique solutions to difficult business problems for clients like The Railways, Delhi Airport, Samsung, Airtel, Vodafone, IRCON, Delhi University, JNU, etc. On the other hand, he also runs technology workshops where he has trained over 937 personnel from companies like Honda, L&T, Okaya, Action Tessa, TCIL, Indo Arya, Anmol Biscuits and many other organisations.

Today, TNS claims market leadership in designing and implementing end-to-end networking and security solutions. They are fully process driven with ISO: 9001 & ISO: 27001 certifications. They believe that their integrated approach to technology is the reason for enabling delivery of simplified trouble-free solutions to their clients. The IT Training Services are designed to enhance growth and profits by: enabling speeded up business decision-making and innovation, applying tech to save money on expensive servers and storage, use of tools to get the most optimum output from your team, protecting important data and keeping transactions private. Sanjeev Jain's four mantras are Agility, Security, Collaboration and Innovation. In line with his mindset he strongly believes that "whatever gets automated gets done!" Spoken like a true techie.

Sanjeev Jain is past President of the Business Networking International's Empezar Chapter in New Delhi. He is also an active Rotarian & Past President of the prestigious Rotary Club of Delhi Imperial.

### Questionnaire

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

Since 2007, i.e., over 10 years.

#### (2) How many branches/employees do you have?

We have approx. 150 employees working at Projects all over India. Our Corporate Office is in New Delhi.

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

We help organizations use Technology to grow their business. This includes Technology designing solutions around the challenges that they are facing.

#### (4) How can technology help in the growth of the Indian logistics industry?

Indian Logistics industry is witnessing a complete overhaul with onset of new technologies such as Online Retail, Cloud Computing, Drone Deliveries, Live Telepresence, 3D Printing, etc. We are assisting Logistics companies to use these technologies to enhance their services and provide greater value at lower cost to their end customers which means a direct contribution to their Topline and Bottom-line. Apart from providing Secure Integrated IT Infrastructure, we also provide training to our customers on how to take full advantage of the latest Technological tools to speed up their operation, secure their data and lower their costs.

#### (5) Where is your organization positioned in the relevant technology?

We are positioned in Converged and Secure IT Solutions space.

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

We work with clients in multiple sectors like Logistics & Transport (TCIL, DARCL, Railways, DIAL); Power (NTPC, NPCL, GAIL); Infrastructure (L&T, IREO, GMR, NBCC); Automotive (Honda, Hero, Mitsubishi, Renault); Hospitality (ITC, EIH Jackson,); Healthcare (Fortis); Manufacturing (Green Ply, Samsung, Action Group); etc..

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

We help create Secure Networks & Data Centers, Central Command & Operations Monitoring, Audio Video Collaboration, Cloud Collaboration Suite, Low Voltage and Security Integration.

#### (8) How do you see the logistics industry in the coming year?

With online retail boom, move to GST and online filing, automation in warehousing, rapid adoption of technology by a logistics company it will be an exciting year for that logistics company. Those who move with Technology will see never before imagined growth possibilities.

**Vinod Kaul**

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





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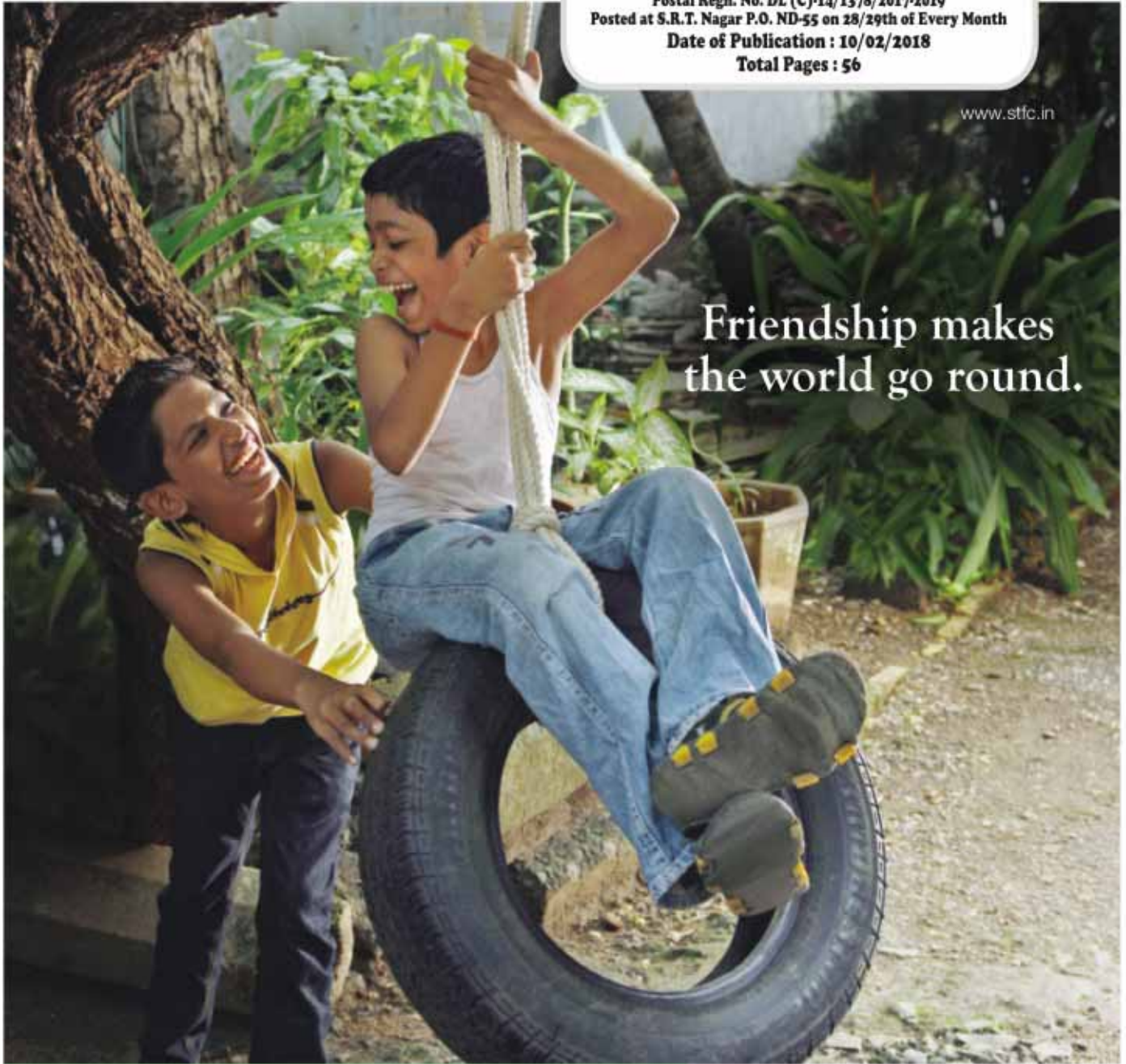
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