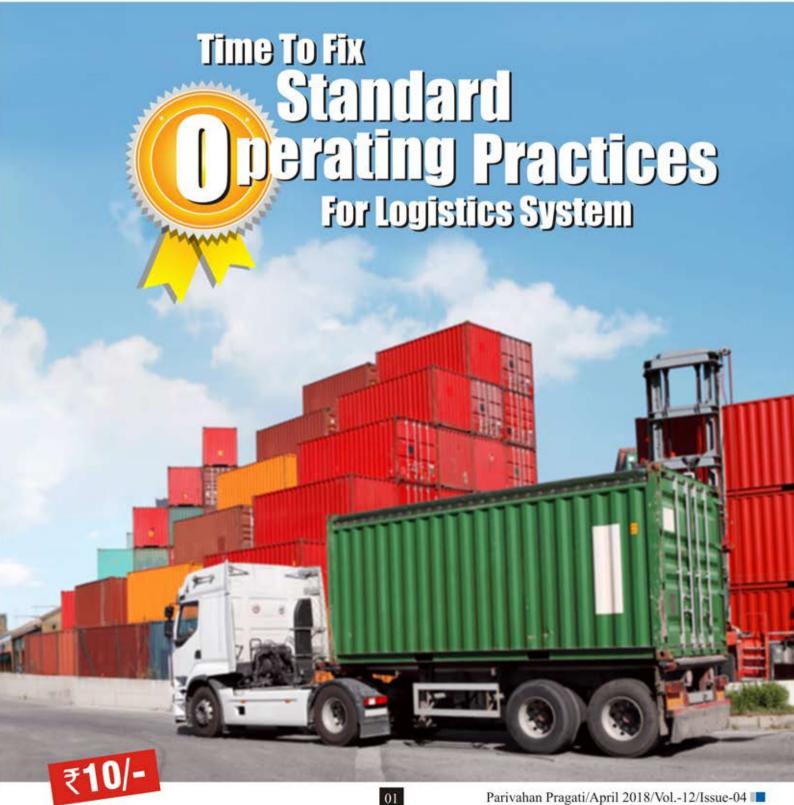
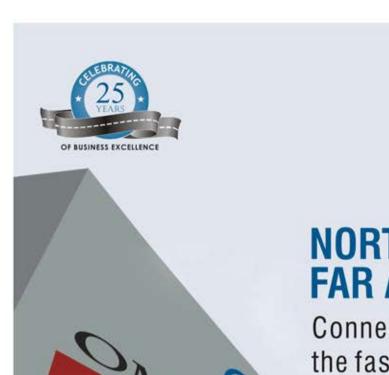
Monthly Magazine of All India Transporters Welfare Association

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# Only Standard Operating Practices Can Help Indian Logistics Sector Organize!



Mahendra Arya Editor-in-Chief

Learning a lot of attention both from businesses as well as policymakers. And, rightfully so! After all, the sector continues to witness growth despite the weak economic sentiments. Thanks to the retail, e-commerce and manufacturing sectors for making it possible for the logistics industry, which is expected to grow at a CAGR of 10.5 percent.

There is no doubt that the logistics industry would have excelled at a much greater speed had it been an organized sector. This drawback has often put it in the back seat as inefficacy is spotted every now and then. Inefficacies have also made the industry pay a heavy price as the question looms over customer satisfaction along with the differences, frictions, fights and litigation within the industry members from different fields.

Then, will a Standard Operating Practices (SOP) for our

entire transport industry help? SOP is a set of step-by-step instructions compiled by an organization to help workers carry out complex routine operations. The aim of an SOP is to achieve efficiency, quality output and uniformity of performance, while reducing miscommunication and failure to comply with industry regulations.

As we know, the logistics industry is a complex interconnected business, which is unique in its nature as compared to others. The industry is being run with many interested parties where the interests of these parties often clash with each other. In this complex business environment, there is a need to follow a model code of conduct for smooth and transparent transport operations. This shall benefit all constituents of the transport trade, which are booking agents/transporters, truck suppliers, truck owners and customers.

Though, it may not be possible to visualize all possible



reasons for differences in opinions, clashes, frictions, fights and litigation in advance, but it is not impossible to think of the best solutions for all such situations, which should be best suited. These solutions are part of the SOP and referred to regular situations. Transport associations

#### Transport associations can play a big role in designing such SOPs by consulting all stakeholders

can play a big role in designing such SOPs by consulting all stakeholders. Certainly, everyone will welcome this move as no one wants unnecessary arguments, fights or litigation.

What happens when two cars collide in our country? And, what happens when the similar situation arises in developed countries? Unlike in India, the car owners of these countries mutually decide whether the damage is extensive enough to go to a garage. If a major repair is needed, the person who is guilty shares his insurance policy and driving license details with the claimant. The claimant's insurance company settles the claim and claims

#### The claimant's insurance company settles the claim and claims on the insurance company of the person who caused the accident

on the insurance company of the person who caused the accident. Matters are settled then and there.

Therefore, a comprehensive guide defining the duties and responsibilities of industry members is indeed required. Guidelines for working and standard tariffs will smooth transactions to a greater extent.

The duties and responsibilities of a carrier should be:

- To place roadworthy vehicle for transportation of goods as per requirement of the client and to deliver the same safely and in time and charge for the same as agreed
- To inform the client of whereabouts of the goods from time to time or as enquired by the customer
- To ensure that all legal formalities with regard to transportation of goods by road are complied with including insurance of vehicle, road permits, fitness, taxes, driver(s) with the valid driving license, assistants

and other staff as necessary, etc.

- To ensure that they are fully conversant with the entire working through self or through his designated person in form of vehicle driver/lorry owner or any other person(s)
- To ensure complete safety of the loaded material and make certain that the same is firmly secure with ropes/lashes/chains as may be required. Proper covering of material should be done where necessary to ensure that the material is delivered to destination without any detriment to the quality of the material. Carrier has the right to reject the goods in case packing of goods is not acceptable and transport worthy, however once accepted all responsibility will be of that of the second party
- To ensure that the goods are transported with all statutory en-route documents, way bill, and permits at all



times and to comply with all the en-route formalities with any authorities regarding the same

- To ensure that the goods loaded and carried is as per the legal weight allowed in the vehicle
- To not detain, divert, re-route or transship the goods during its journey without explicit approval from shipper with due justifications

In addition, the model code of conduct shall share practices to be adopted for charging penalties, dealing with claims made and dispute resolution. Any contract between the customer and the carrier shall be governed by the Carrier Act, 2011, and the guidelines laid down under the model code of conduct. The preamble shall give due consideration to the delay in payments faced by the transporters and carriers and it is a must to save industry members from the clutches of the nonpayment issue.

There is not even an iota of doubt that the industry will be benefitted most once everyone religiously starts to follow the model code of conduct!

X

#### Fixing Standard Practices Of Logistics Will Help Organize The System



Pradeep Singal
National President, AITWA

he logistics industry is seen as the backbone of Indian economy. All commercial sectors depend on it for the efficient and cost-effective flow of goods. Undoubtedly, the Indian logistics industry is very large and one of the rapidly evolving ones too. The nation spends an equivalent to 13 percent of the GDP on logistics activities, which is much higher than that of the developed nations. And, the growth rate of the industry for the last

# The nation spends an equivalent to 13 percent of the GDP on logistics activities, which is much higher than that of the developed nations

seven years has been 1.5-2 times of GDP. But unfortunately, the way the industry operates has made it inefficient. With lower average trucking speed, higher turnaround time at ports and the high cost of administrative delays, the industry is suffering heavily.

The industry status to logistics under infrastructure is not merely to recognize the sector but to fine tune and organize the same. The government has already made the commitment towards providing an enabling infrastructure and creating conducive regulations. About INR 15 trillion is expected to flood in as investment in infrastructure over the next few years through public-private partnerships.

But that is not enough, the priority should also be given to fix the standard operating practices. It's high time that the industry deals with its inefficacies and outshines the taboo - unorganized sector.

Currently, a major share of the transport market is unorganized leading to the cost escalation throughout the channel. Studies reveal the reasons why the logistics sector is still unorganized in our country, including:

- Existence of huge percentage of small truck owners (with less than five trucks).
- · Presence of transport brokers/agents.
- No uniform rate card (rate is charged on the basis of truck availability, demand and supply in the market).



There's no uniformity in the prices charged for the services like loading/unloading and others, hidden under the umbrella of transportation. Also, transporters are not compensated in case of vehicle detention.

- Absence of proper monitoring of trucks and route optimization.
- Lack of training to drivers and other employees.
- Missing transparent and practical model code of conduct for all stakeholders, like truck owners, drivers,

brokers, transporters and shippers.

- Dated rules and laws that need to modified considering the ground realities.
- Lack of standard documentation and sharing of data or resources.



However, since the very beginning of 2014, key players are taking steps to overcome the above-mentioned problems. The objective of these companies was very simple - to be organized and offer hassle-free experiences to customers with a uniform pricing structure, best practices and enhance productivity with skilled professionals. The same can be adopted by other firms as well to get benefits.

Further, the rollout of GST is another step towards architectural change in India's logistics sector. With the increasing use of technology and consolidation of

#### Moreover, the implementation of e-way bill will smoothen and fasttrack the processes required for the transportation of goods

warehouses, the change is inevitable. Moreover, the implementation of e-way bill will smoothen and fast-track the processes required for the transportation of goods. This saves a considerable amount of time, simply because manual interference is eliminated.

Additionally, there is a need for the greater use of standardized software and technology across various stakeholders for integration and sharing of data. Not just this, the industry requires the standardization of workflow of Indian transport and logistics companies based on best practices. Further, the time is calling for sharing and caring. It's high time the logistics industry drop the 'me first' attitude and embrace the cooperative and collaborative approach.

Moreover, the All India Transporters' Welfare Association (AITWA) has come out with a model code of conduct for various stakeholders, which could be the first step in the direction of developing an organized industry. Also,

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cooperative platforms and seminars like Manthan, can help a lot when it comes to the standardization of documents, processes and systems.



The Indian logistics industry has made an improvement in the World Bank Logistics Performance Index and is placed at the 35th position in 2016, but it is still eight places behind China (27), and the cost of logistics to GDP is way above the global average. Logistics companies must give careful consideration to transportation programs as well as logistics management, to remain competitive in the business. The more efficiently the logistics system is managed; more likely, one will taste success.

Jai Hind!

# It's Time To Decide The Strategic Role Of Logistics Management!



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

e often hear that the transport and logistics industry is the backbone of an economy. If this is true then why the sector's role is not perceived beyond delivering the right product to the right place at the minimum cost. The time has arrived where a wider perspective needs to be developed with the due



realization of the strategic role of logistics management.

Undoubtedly, setting up standard practices will lead the
good for transporters and logistics service providers in
India.

Now, the game is not about the cost-effective flow of goods alone but operating efficiently as other commercial sectors depend big-time on the transport and logistics service providers. Also, it cannot be ignored that logistics in India has evolved at a fast pace in recent years. Becoming more organized; the equation now involves infrastructure, technology and new types of service providers. Indeed, these catalysts have changed the definition of transport and logistics in India.

Also, the growth in retail, e-commerce and manufacturing sectors cannot be ignored when talking about the changing face of Indian logistics. Even during the weak economic sentiments, the industry kept on going strong. And, it is believed that the rise of e-commerce logistics

According to the Economic Survey 2018, the transport and logistics industry in India is likely to reach over USD 215 billion in a couple of years. A big thanks to the Goods and Services Tax (GST)!

and increased domestic consumption will drive the industry in the years to come. According to the Economic Survey 2018, the transport and logistics industry in India is likely to reach over USD 215 billion in a couple of years. A big thanks to the Goods and Services Tax (GST)!

On this path of growth, strategic management will play a vital role in organizational profitability. From acquisition to movement and storage of raw materials/semi-finished parts/finished goods, fulfilling customer orders in the most effective and efficient manner will only keep the value chain process healthy. And considering the 'survival of the fittest' environment, transport and logistics service providers have already begun to examine, restructure and

reposition their operations to gain competitive advantage.

Gaining the right sense, the transport and logistics firms are making a shift from the traditional setup to an integrated approach employing a combination of IT and technology to operations. Besides reducing costs

incurred, the new attitude is helping fetch more work while meeting the service demands. Like the hard infrastructure, emphasis needs to be laid on developing soft infrastructure such as education, training and policy framework. Remember, driver training and education along with employee-friendly policies in place, are equally important.



The

The way India Inc is tackling the economic downturn; the global economic outlook of India has certainly improved significantly. In fact, industry experts have estimated that the Indian logistics industry will continue to show already shared its plan robust growth of 10-15 per cent to develop 35 multimodal annually. Also, a host of new policies by the Modi-led government have logistics parks for freight given the much-needed impetus to aggregation and distribution, the corporate and SME sector in India. Not to forget, the multimodal transportation, expansionary policies of FMCG

firms, and the e-commerce boom. This, in turn, has expanded demand for the transport and logistics service providers.

In the post GST era, transport and logistics service providers have started to maintain just a few, big warehouses region wise unlike small warehouses across multiple cities, earlier. Remember, adopting the hub-andspoke model for freight movement maximizes cargo shipping efficiency, delivers better visibility/shipment tracking and increases cost savings.

To keep sailing smooth, it is important for transport and logistics service providers to strike the right balance between cost and service standards. A logistics firm well managed at the operational level will not do alone,

> emphasis on developing it towards a strategic level concentrating more on service, will be required. And, when talking about the strategic logistical management, choice of transportation mode forms the primary concern.

In recent years, the Government of India has been promoting the multimodal transport planning and synergizing investments in railways,

roads, waterways and civil aviation. The government has already shared its plan to develop 35 multimodal logistics parks for freight aggregation and government has distribution, multimodal transportation,

storage and warehousing, and valueadded services. Besides, there are plans to construct 10 inter-modal stations as well. Further in January this year, the commerce ministry pitched for a single GST rate for multimodal transportation of vehicles to improve logistics services storage and warehousing, in India.

and value-added services

Undisputedly, the service geography of transport and logistics firms in India has improved and is continuing at a good pace. But the challenge is to meet the demands of quick delivery and tight service level agreements. Also, the need has arisen to further question, probe into perfection and challenge the developmental issues. And, together, transporters will make this happen!



## Time To Fix Standard Operating Practices For Logistics System!

espite its contribution to the economy, the logistics sector is still one of the most unorganized sectors of India. Experts believe that the drawback is mainly because the sector has plenty of members in the chain. From truck owners to drivers,

brokers to transport companies and, of course, customers, all are parts of the system at different levels. In addition, people who are closely connected to this chain are labours, khalasi and staff who do the paperwork. Also, connected externally are

insurance companies, maintenance providers, RTOs and police. Since, there are so many people involved, the challenge to organize them under a system is also huge.

However, after the introduction of Good Services Tax (GST) and E-way bills, the sector has already started experiencing a significant change. But that is not enough, the policymakers and the logistics associations should constantly strive to organize the sector to explore its real potential.

First and foremost, the associations would do a world of wonders to their fellow members if they design and implement standard operating practices (SOP). There is

There is no doubt that owing to a huge number of people involved in the logistics system, the possibility of difference of opinions, frictions, fights and litigation is also massive

no doubt that owing to a huge number of people involved in the logistics system, the possibility of difference of opinions, frictions, fights and litigation is also massive. To avoid such situations within the members of the industry, standard operating practices

(SOP) can become handy and help the unorganized sector in shaping organized.

Though, this will meet its desired state only when it is being designed in consultation with stakeholders.

The SOP should incorporate the duties and responsibilities of a carrier, as:





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- To place roadworthy vehicle for transportation of goods as per requirement of the client and to deliver the same safely and in time and charge for the same as agreed
- To inform the client of whereabouts of the goods from time to time or as enquired by the customer
- To ensure that all legal formalities with regard to transportation of goods by road are complied with including insurance of vehicle, road permits, fitness, taxes, driver(s) with valid driving license, assistants and other staff as necessary, etc.
- To ensure that they are fully conversant with the entire working through self or through his designated person in form of vehicle driver/lorry owner or any other person(s)
- To ensure complete safety of the loaded material and make certain that the same is firmly secure with ropes/lashes/chains as may be required. Proper covering of material should be done where necessary to ensure that the material is delivered to destination without any detriment to the quality of the material. Carrier has the

## Proper covering of material should be done where necessary to ensure that the material is delivered to destination without any detriment to the quality of the material

right to reject the goods in case packing of goods is not acceptable and transport worthy, however, once accepted all the responsibility will be of the second party

- To ensure that the goods are transported with all statutory en-route documents, way bill, and permits at all times and to comply with all the en-route formalities with any authorities regarding the same
- To ensure that the goods loaded and carried is as per the legal weight allowed in the vehicle
- To not detain, divert, re-route or transship the goods during its journey without explicit approval from shipper with due justifications

The SOP should incorporate the duties and responsibilities of a customer, as:

- The customer should take care to provide proper clean and safe working environment for the man/machine/ material and vehicles of the carrier at the loading/ unloading site
- There should be proper parking area/storage area for the equipment/material and proper rest area with common

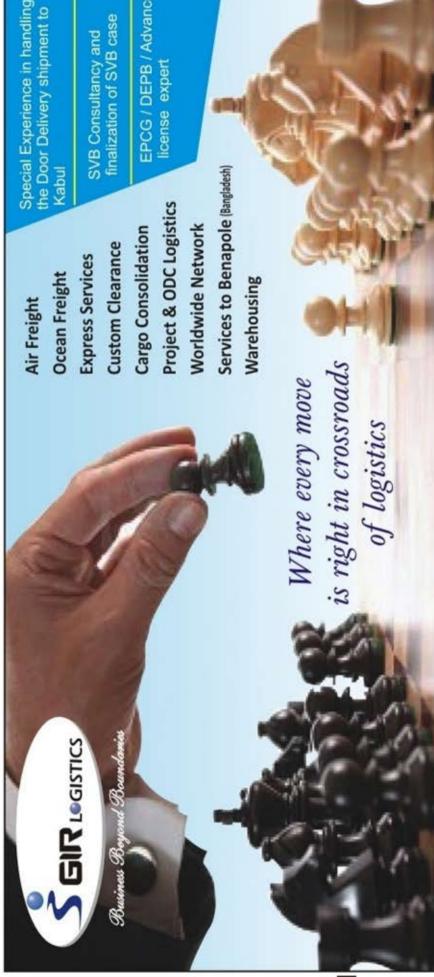
facilities like drinking water/toilets/canteen etc for the workforce of the carrier and vehicle crew at the client's site

- No goods should be handed over to the carrier unless there is a proper contract in place with all terms and conditions including charges or the same should be explicitly mentioned on the goods
- The individual work order, with contract detail should be given in writing/email to carrier well before the expected placement of vehicle
- The customer is expected to provide material/goods for transportation in roadworthy condition with adequate



packing to take care of jerks, handling and weather conditions en-route.

- The customer should provide before booking of goods duly filled goods forwarding note, clearly defining whether the goods are booked under the section 10 (owner's risk) with limited liability of carrier or under the section 11 (carrier's risk) where the carrier insures the goods against the premium/higher charges. In case of owners risk, material should be fully insured for all transit risk through an insurance company. If the material is insured through the carrier, transit risk charges should be paid specifically and mentioned on the consignment note
- All documents for en-route movements, including forms, invoices, permits etc. will be provided by the customer before dispatch of material. It is the responsibility of the customer to check the requirements/completeness/correctness of the documents so submitted to the carrier at the time of booking
- The material should be given against a goods receipt issued by carrier's authorized representative only. All details mentioned on the goods receipt should be verified for completeness and accuracy immediately on the issue of goods receipt before dispatch of material, as the same will be deemed as prima facie evidence as per the Carriage by Road Act, 2007
- In case of goods being of dangerous or hazardous nature,
   the goods forwarding note should accompany the



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declaration for the goods of dangerous or hazardous nature and the consignor shall ensure that such goods are insured in any one of the policies under the Public Liability Insurance Act, 1991 (6 of 1991)

- The customer shall pay all freight and other related charges in advance or before delivery of the material if material booked on the to-pay basis. In case of the to-bebilled basis, the payment shall be done as per the credit terms agreed upon between the client and the carrier. However, where there is no written agreement, the payment shall be done within 15 days from the date of delivery of the material. In no case the credit period agreed between client and career should exceed 45 days from the date of delivery. If the client fails to make the payments within the period as mentioned above, the client will be liable to pay compound interest at the rate of 3 times of bank rate as notified by Reserve Bank of India
- The client shall not delay the payment on any pretext such as delay in original acknowledgement, delay in



confirmation, procedural delay, delay in settlement of claims by insurance companies, etc

- Client shall not use multiple carriers just to avoid paying dues to the previous carrier. Client shall not switch to a new carrier before settling the dues of the previous carrier, if any
- Client shall provide periodic balance confirmation and facilitate party account reconciliation of to the carrier against outstanding balances
- Clients shall be willing to accept all relevant transaction documents like goods receipt, proof of delivery, and freight invoice in the electronic version

Further, the guidelines related to payment terms and delayed payment charges should be included in the SOP and it should state:

· Payment terms should be clearly spelt out in the contract

and should not exceed more than 45 days from the date of delivery

- In case, payment is delayed beyond agreed period, Compound Interest shall be applicable at 3 times the bank rates prescribed by Reserve Bank of India.
- Late POD Submission Penalty The carrier shall offer the delivery acknowledgement/proof of delivery (POD) within 15 days of delivery. An electronic copy of the POD shall be deemed as a valid document for the billing purposes.

The SOP should also incorporate terms related to claims and damages in the contract. And, these should be spelt out as the following:

- Claim against damages/shortage to the material shall be governed as per the Carriage by Road Act
- The carrier will be fully responsible for all the loss/damage to the material where the same has happened due to the criminal act by the carrier or his agent
- The carrier shall be liable for damages or short delivery to material only if the material is insured for transit risk with the carrier under the section 11 [carrier's risk] and transit risk charges over and above normal freight charges are paid to the carrier before the transportation of the goods
- In case of booking under the section 10 [owner's risk], the liability of carrier for total loss shall be limited to ten times the pro rata freight paid or payable or value of material whichever less, as per the Carriage by Road Act
- In case of loss/damage of material booked under section 10, a carrier will be liable to provide open delivery certificate at time of delivery for damages or short delivery to material for lodging of the claim with the clients' insurance company Full freight is payable to the carrier as per agreed rates for the consignment in such circumstances and no claim for damages shall be levied on the carrier
- The insurance companies, under subrogation, can claim from a carrier, in the case where negligence is proved on the part of carrier. In such cases, carrier's liability shall be limited to a maximum of 10 times the pro rata freight amount for that consignment only as per the Carriage by Road Act

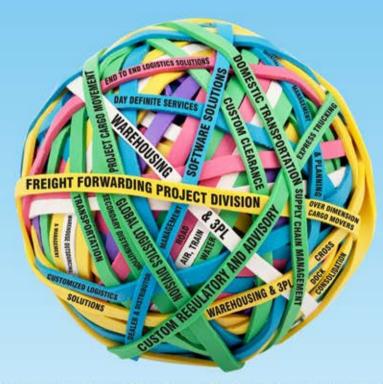
Undisputedly, an SOP will help the transport fraternity to a great extent in winning over tomorrow.

- X

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#### TCI-III Report Launch on April 17, 2018



(L to R) DP Agarwal, Nitin Gadkari, G. Srinivasan, Dr. George Thomas, Chander Agarwal

TCI (Transport Industry of India) has been doing the Road Transport industry yeoman service over the last many years by supporting research studies on many aspects of the standards needed to maintain top-class functioning levels which works as a beacon for all and sundry within the ambit of the Road Transport Sector. In the simplest form it works out as - We help you to help our industry and ourselves.

This time the focus is on "Insurance Requirements of the Indian Logistics and Warehousing Industry and their Customers", prepared by the Insurance Institute of India (III).

After the mandatory welcome bouquets and mementos offered by DP Singh, Vice-Chairman, TCI, Vineet Agarwal, MD, TCI, gave a brief scenario of the new shape of things-E-tolling, as Toll Gates have disappeared, GST issues are being resolved and the advent of the E-Way bill, Growth of Warehouses inadequate, Supply chaining has improved matters. In some areas the positive factors, like E-Comm which created new opportunities and has been beneficial, has also seen impediments in the congestion created. Similarly, infra development has to be the right mix for today's logistics, which is far more complex than earlier.

G. Srinivasan, CMD, said that Insurance Industry is well developed in India, but need was felt to see if the products are adequate for current day Logistics areas.

Dr. George Thomas, Main researcher, explained the modus operandi and the usages. For example, The Carrier Act was introduced 40 years back and now needs to be revamped and redesigned. Many times wrong policies are bought due to inadequate understanding. A number of policies offered abroad are yet to be made available here.

Nitin Gadkari, Hon'ble Union Minister for Road Transport & Highways, Shipping and Water Resources, River Development & Ganga Rejuvenation, in his Keynote address said that insurance is a big need, but there are a number of issues in the minds of people, on which the insurance companies must convince their customers. It would be unbecoming of the government or its ministers to be seen as agents of the insurance companies. He graciously unveiled the 90 page TCI-III Report and moved on to other matters close to his heart.

Nitin Gadkari, the brilliant speaker, is always a pleasure to listen to on any topic that he wishes to address. Now a days, his focus is on his vision for the Transportation sector, concerning Roads, Waterways, Alternative Drives, Logistics Costs, etc. He said that in Highways Development India was growing at a faster rate than even China, but this is not enough. In USA, the daily average truck movement is between 750-800 kms/day, whereas in India the corresponding figure is 200-250 kms/day. He assured the audience, filled with Transport industry magnates, that by next year, our country's average figure will go up to over 400 kms/day. When he started his current tenure the total highways length was 96,000 kms and target of 2,00,000 kms was set till the end of this government's tenure. The current distance reached, till now, stands at 1,75,000 kms.

12 new expressways have been identified and this includes the Gurugram-Mumbai one. A creditable variation which was used was that old conventional alignments were modified in favour of new alignments, which brought down the cost of land acquisition from an average of Rs. 7 Crores/day to only 7 Lakh/day. An advocate of reduced Logistics Cost, Gadkari would like to see increased use of Waterways. Looks like our Road Transport and Waterways sector is in safe hands.

The Research Head in this project was Prof. George E. Thomas and co-researcher was Prof. Archana Vaze, from III's College of Insurance. Even their Executive summary is too long to be suitably covered in the space available in a magazine. Hence, the best option was to place the Key findings and Key recommendations of the total exercise, as an empirical representation of their valuable work, in the following two pages. Their inferences in a nutshell, you might say. For those who would like to have a copy of the full report, please get in touch with TCI.

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

#### Key Findings and Recommendations of the Report

#### **Key Findings**

The research was essentially a quest to find out the gaps between the needs of the logistics industry and the insurance policies available in the Indian market.

1

Despite the legal position ushered in by Carriage by Road Rules, 2011, which appear benevolent towards the Logistics Industry, in reality, the Service Providers continue to be in a highly vulnerable position.

2

UNESCAP points
out that with logistic
services getting integrated
with the supply chain,
services have become more
complex; and setting up limits
of liability and minimum
standards for liability
insurance has become
more difficult.



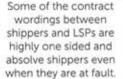
There are instances where LSPs purchase cargo policies in their favor, which do not actually protect them, as these are designed to protect only the owners' interests and not those of the carrier or other bailees.



The Logistics Industry
does not realize that its
complex business models are
often not fully understood by
insurers and hence they do not
enjoy the fullest confidence
of the Insurance Industry.



The freight charged by the logistics provider is not sufficient to meet the risk exposure of transportation and warehousing losses even though losses are infrequent. Insurers provide marine cargo policies to consignees based on the consignment notes issued by transporters. Insurers do not inspect the cargo, check the standard of packing, method of packing or insist on standard risk management practices.





Carrier's Legal Liability policies are not practically effective as insurers do not settle claims till legal steps are initiated against the carrier. LSPs have no option but to pay to retain business.



There is scope
for exercising more
care in packing, loading
and lashing of cargo to prevent
accidents during transport as
also in choosing appropriate
vehicles. Efforts to create
better awareness among the
customers of the Logistic &
Warehousing Industry
are needed.

There is an acute shortage of skilled drivers and Transporters do not have the capacity to identify fake driving licences. This increases their commercial costs like vehicle maintenance etc., as also social costs like damage to goods, loss of life and damage to road infrastructure.

#### Recommendations

The following recommendations for research are based on the study findings:

LSPs may appeal to the Ministry to make it mandatory for all goods, at least those transported

through third party LSPs.

be insured.

LSPs
should be
aware of the risks
which are not insured by
the consignor/consignee
and of the liabilities of
the LSPs in a worst-case
scenario. They should have
a board approved risk
management/risk
transfer policy.

It would be advisable for the logistic Industry to build internal capacity to understand their insurance needs as also those of their customers. This would ensure adequate coverage of risks and buying effective insurance covers that give optimum protection.

Carrier's Legal Liability policies need to be redesigned by Insurers after understanding the present day realities of the LW Industry.

Risks that are intentionally not covered by consignors/ consignees and those falling under the Excess/ High Deductible clauses need to be clearly communicated to the LSPs as part of the contract. Governmental mandates or collective decision by the LW Industry may be required in this regard.

The big players of the Logistic Industry can think of creating Protection and Indemnity clubs to take care of their uninsurable risks and the claims that do not fall under insurance policies.

Governmental systems for issuing/ renewing motor driving licenses may be made more robust by making mechanisms like 'Aadhar' linking compulsory and by providing mobile apps to check the veracity/ validity of licences and the drivers' accident record.

The LW
Industry should
make conscious
efforts to position itself as
a knowledge-rich industry
performing a vital nation building
activity. Every employee of the
industry should be taught/
trained to improve the
industry's culture and take it
to greater glory in the
years to come.

#### **CILT-India Get-together Of Life Members**



his was the first lunch hosted for Life members of CILT-India, Hosted for the 451 Life Members of (Chartered Institute of Logistics and transport) since their inception in 1984, though many have been active for years. However, as the saying goes: Better late than never.

The program started with Dr. Veni Mathur, Vice-Chairperson, briefly covering the historical development of CILT-India and providing basic statistics about the organisation. Next came Mr. Shanti Narain, Chairman, who gave his vision about CILT-India's role in the coming years, on the National scene.



The introduction session came next, with every attendee speaking briefly about their work.

The last and probably most important program was the Lunch and opportunity to network with the members who were very keen to contribute in the efforts to build up CILT-India to full potential.

An easy-going afternoon where we met an industrious lot of professionals, with predominantly Railways background. The meeting wound up with promises of more such programs and constructive formation of Committees, etc. with relevant Objectives.



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#### 7th Edition Of Mahindra Transport Excellence Awards Gets Bigger, Better And More Inclusive!



Change, Road Safety and Innovation were the mantras of the evening that marked the Awards ceremony of the 7th Edition of Mahindra Transport Excellence Awards program on the 7th March' 18 at Hotel Ashok, New Delhi, where the who's who of Indian Road Transport Sector gathered and honored various Outperformers of Indian Transport.

Mahindra Transport Excellence Awards recognize and reward various stakeholders in the trucking industry on parameters like Outperformance, Excellence, Innovation and Change Leadership, judged against the backdrop of RISE pillars – Accepting No Limits, Alternative Thinking and Driving Positive Change. The initiative, with its inclusive nature, has set for itself, very high standards.

Here's what was new and other highlights of the 7th edition:

First and foremost, the inclusion of SCV, LCV and ICV Segment stakeholders for various awards category.

Customized Application Builder category for SCV and LCV.

Come Home Papa – Stories on Road Safety by Truck Drivers' Daughters. Girls writing stories on Road Safety, based on father's experiences on the road; Over 1300 entries received.

Overall Award Entries - 3722 Fleet Owners Participated; 8848 Nominations Received; 144 Shortlisted for Expert Jury Round.

11050 Highway Dhaba Votes from HCV Truck drivers.



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7271 HCV Drivers approached.

Driver Jury - ICV & HCV Fleet Owners were asked to nominate their best Driver. 237 nominations. 10 Drivers were shortlisted; Jury Process included - Traffic Rules, Psychometric & Psychomotor test, Medical Check-up, Followed by Jury screening.

Ministry of Road Transport & Highways have continued to support our Awards program for the fifth consecutive year. Besides higher numbers, the entries also exhibited better quality, more interesting stories and stronger pitch, giving us a feeling that the Transport Excellence Awards Outperformers in Distribution - Inland World Logistics Pvt. Ltd. (Winner); SVA Logistics Pvt. Ltd. (Runner up).

Dream Chasers - Vaishali Transcarriers Pvt. Ltd. (Winner); Coldrush Logistics Pvt. Ltd. (Runner up).

Enablers of Social Change - Sundaram Finance.

Torch Bearers of Safety - Peenya Industrial Gases Pvt. Ltd.

Customized Application Builder - Sanva Motors Pvt. Ltd. (Winner); Sub Zero Mobile Refrigeration Solutions (Runner up).



Mr. Praveen Somani, Inland World

Logistics Pvt. Ltd. accepting YOUTH TRANSPORT

PERSONALITY OF THE YEAR



BLR Logistics (I) Ltd. was awarded with 1st Runner up trophy in Out performers in Business category

have come of age.

#### Highlights of the Awards Ceremony

Vivek Law, a prominent Journalist and Consulting Editor, ZEE Business, moderated the Panel Discussion on a very pertinent topic Commercial Vehicle End-of-Life Policy in India. The discussion focused on the likely contours of the policy as well as the impact of such a policy on all stakeholders like CV OEMs, government agencies, Fleet Owners, Single Truck Owners, etc.

#### Category A-SCV & LCV Winners & Runner ups

Outperformers in Business - 3X Cargo Cab (Winner); SSPT Logistics (Runner up).

#### Category B-ICV & HCV Winners & Runner ups-

Outperformers in Business - up to 100 CV - Gujarat Logistics (Winner); Orange Cargo Carriers.(1st Runner up); Panther Transfreight Ltd. (2nd Runner up);

Outperformers in Business - more than 100 CVs - Cargo Carriers India Ltd. (Winner); BLR Logistics (I) Ltd.(1st Runner up); Ganpati Carrying Corporation Ltd.(2nd Runner up);

Outperformers in Infrastructure Segment - Gujarat Logistics (Winner); RVN Transports (Runner up)

Torch Bearers of Safety (ICV & HCV) – Cargo Carriers India Ltd. (Winner); Sankari Roadways (Runner up).

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#### **Transporters And Truck Owners Are** Trapped Again In The IRDA Formula For **Third Party Premium Hike**



#### Dear members,

Insurance Regulatory and Development Authority (IRDA) of India started increasing third-party premium (TPP) every year since 2011. This was done with a sheer plan and a method. Initially, IRDA used give logics for the increase and detailed data was presented in the proposed draft. Then, as per objections/suggestions over the proposed draft, the hike percentage would be reduced and the final TPP will be announced, of course, as per their will and wish and only for the best interest of insurance companies. This year, IRDA has gone a step further and looks like, it is in the dictating terms. It did not bother to give any data in the proposed draft, presented on March 2018 and seems it just wanted to complete the formalities of objections/suggestions. Without giving any heed to responses it declared the TPP rates with more than 30 percent hike, leaving transporters with no choice but to accept the new rates.

IRDA has been practising this kind of illogical and unethical methods since decades and making fool of transporters and truck owners year after year.

Isn't it necessary for IRDA to think from the perspective of stakeholders and the ones who are making TPP payments to the insurance companies? How come the insurance companies are the owner of third-party premium? Why is

IRDA more worried about insurance companies then the stakeholders? Well, these are the questions that IRDA has to answer but for me, insurance companies are the custodian of premium payers money, they are not the owner of that amount.

Often IRDA comes with a reason that TPP is a losing business, but even if the case is such, is it mandatory for IRDA to fix maximum rate to safeguard the interest of stakeholders? How is it fair to offer availability cover to everyone & why can't insurance companies be free to decide on the rates declared by IRDA? In this case, insurance companies will get to decide their playground and we are sure some companies will love to work on lower rates. If this is applied stake-holders (Transporters) will be benefited in rates and there will be no denial to their cover, as the maximum rates can be decided by IRDA. If we are not mistaken, this is the real role of IRDA, to have a balance situation for stakeholders as well as insurance companies.

For the best interest of transport industry i.e. stake-holders and custodian i.e. insurance companies a happy solution is indeed required. Cartel formation of insurance companies is not good for any civil society.

> Ishwar Chander Goel - Chairman Insurance Committee & Advisor - AITWA [NC], Mob - 09327004175







#### Transporters To Get Uniform Road

#### **Tax Across Country?**

hile the Government of India has adopted the 'one nation, one tax' policy with the Goods and Services Tax (GST), its complete implementation across different states in India is yet to be witnessed. And, this is something transporters have been demanding for long.

Recently, Rajasthan Transport Minister Yoonus Khan raised the concern of transporters with authorities for deliberation. While drawing comparisons with GST, which has brought certainty in the tax treatment, the minister highlighted that uniform road tax will be immensely helpful to curb the menace of tax evasions by registering the vehicles in low tax jurisdictions and then plying them in other states.

IANS quoted Khan, who is also the chairman of Group of Transport Ministers, as saying, "One of the major grievances faced by the service class individual is in transfer of their vehicles from one states to another. The group was of the unanimous opinion that the diverse road tax structure for motor vehicles was a major reason behind this long pending issue. There is an urgent need to harmonize the rates of road tax across the states."

Further, the minister stated, "The group examined the taxes charged by various states and observed that the principles of taxation varies from state to state. The Central government has powers to decide the principles on which the motor vehicles taxes can be levied by the states," adding "The group recommends that the motor vehicle taxes should be charged by all the states on the basis of invoice price of the vehicles."

Khan also talked about the long-pending issue of the interstate permit for passenger vehicles. He said, "The nation has witnessed far reaching reforms after introduction of national permits for goods vehicles. It was opined that the ease of movement across the states in public vehicles is preferable over private cars. The group therefore recommended that the national passenger vehicles permits may be issued by the states for passenger vehicles."

While sharing government's plan about the carrying capacity of goods vehicles, the minister said, "The Group noted that the quality of construction of roads as well as vehicles has improved over the years. The axle load for goods vehicles were fixed in 1983. There is an urgent need to increase the carrying capacity of goods vehicles so as to reduce the logistics cost. The group recommends that the carryings capacity of goods vehicles should be increased by at least 20 percent."

## When Will Long-pending Motor Vehicles Amendment Bill See Light At The End of Tunnel?



isturbingly, the number of road accidents in India is getting worse with every passing year. Even World Health Organisation's (WHO) Global Status Report on Road Safety 2017 attributes 62 percent of reported road traffic deaths worldwide to ten low and middle-income countries, and India ranked as the country with the highest number of deaths. Not just this, the report highlighted that lax safety standards, inept speed management of vehicles and the seemingly inescapable evil of corruption do a little to improve the safety of people on Indian roads.

Coming to number, nearly 1.5 lakh lives were lost to avoidable road accidents last year, including 17 to road crashes every hour. Looking at this, there's no doubt about the ineffectiveness of the existing Motor Vehicles Act, 1988, in enforcing road safety regulations. And to address this, it is now necessary to get the Motor Vehicles Amendment Bill, which was introduced by Nitin Gadkari in August 2016, passed in the Parliament.

Notably, the Bill proposes 68 amendments along with introducing 28 new sections to the 1988 Act. Also, it calls for high penalties for various traffic offences, three-year jail for parents of minors drivers causing fatal accidents and a tenfold increase in compensation for families of accident victims. This also includes improving highway infrastructure and making them safer for users. From developing roadside amenities like restrooms, eateries and medical centres, to setting up highway patrol teams, it accommodates the most. This is also seen as a boon for Indian truckers who spend most of their time on the wheels.

Though the amendment bill was passed by Lok Sabha (Lower House) in 2017, it is still pending for approval in Rajya Sabha. The citizens of India along with many humanitarian organizations have come forward to urge the government to let the Bill see the light of the day at the earliest. Certainly, strict punishments and higher penalties will help reduce the number of deaths due to avoidable road accidents. Further, the bill, if passed, will help ensure safety on Indian roads and increase transparency. Moreover, its passage will bring India one step closer to reaching the WHO standards of road safety.

Notably, India is a signatory of the Brasilia Declaration on Road Safety. Through this India agreed on adopting ways to halve road traffic deaths by the end of this decade. But, the government seems to be far from achieving this target as the reduction rate touched a mere 3 percent in 2017. There seems a long way for India if it wants to stop this carnage on roads.

X

#### **Five Indian States Adopt E-way Bill System For Intrastate Movement Of Goods**



carry one consolidated

e-way bill instead of

he long-pending flight of e-way bill system for the intra-state movement of goods has finally taken off. As announced by the GST Further, Council, the states of Andhra Pradesh, Gujarat, Kerala, Telangana and Uttar there's a provision to Rs. 50,000. It needs to be generated from

Pradesh have started to follow the e-way bill system for the intra-state movement of goods from April 15.

The Central Board of Indirect Taxes carrying multiple e-way bills and Customs (CBIC) has developed for multiple consignments a detailed procedure with respect to the time-bound uploading of of various consignors reports/forms by revenue authorities and consignees in along with the time-bound closure of cases where goods have been detained, and one vehicle instructions to release goods where there are no prima facie irregularities. Certainly, this would bring about 'uniformity' in the procedure of interception of goods, conveyance for inspection, detention, seizure,

confiscation and release.

consignees in one vehicle.

Notably, an e-way bill is a document required - mandated by the section 68 of the GST Act - while carrying any consignment of goods of value exceeding

> the GST common portal for e-way bill system by the registered persons/ transporters who are causing movement of goods before its commencement. Also, one needs to separately register for the e-way bill system on the GSTN portal. Further, there's a provision to carry one consolidated e-way bill instead of carrying multiple e-way bills for multiple consignments of various consignors and

Besides, the e-way bill system for all the inter-state movement has been rolled out from April 1, 2018. While

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this time around, e-way bills are getting generated successfully, a government statement highlights that more than 3 lakh e-way bills have been successfully generated till April 9.

Further, India Ratings has claimed that the roll-out of e-way bill would reduce wait time at checkpoints by around 15 per cent while easing the inter-state movement

The rating agency said, "Over the long run, e-way bills would ease the inter-state movement of goods. Various operational inefficiencies would be minimised and the wait time at checkpoints is expected to decrease by around 15 per cent"

of goods. The rating agency said, "Over the long run, eway bills would ease the inter-state movement of goods. Various operational inefficiencies would be minimised and the wait time at checkpoints is expected to decrease by around 15 per cent".

In the post GST era, the removal of interstate checkposts has cut down the travel time of long-haul trucks and other cargo vehicles by at least one-fifth. Earlier, a truck used to

Truckers have started to cross state borders in about two to five hours.

This can be attributed to the fact that many states have dropped the requirement of physical transit pass, stamping, online transit and document checking at border checkposts

spend around 20 per cent of its run time at interstate checkposts. But, the story has changed now. Truckers have started to cross state borders in about two to five hours. This can be attributed to the fact that many states have dropped the requirement of physical transit pass, stamping, online transit and document checking at border checkposts.

India Ratings also highlighted that the streamlined systems will build up the system-wide capacity thereby improving fleet efficiency. The rating agency report read, "This may result in an available capacity overhang in relation to freight demand in the absence of a meaningful pick-up in economic activities."

While many fear that if not checkposts then the flying squad of tax officers will keep harassing them. But with



the passage of the e-way bill, the scenario will change. With streamlined inspection rules and use of technology, time-bound closure of inspection of goods on the move would be faster. Not just this, things are going to get better with the use of IT-enabled tools like RFID at checkposts.

Moreover, the India Ratings report stated that the timely settlement of input tax credit claims in inter-state transactions would be facilitated after the roll-out of e-way bill system. The report read, "A substantial portion of ITC claims in inter-state transactions is under dispute or has been declined due to differences in invoice values and the returns uploaded by suppliers and buyers."

For sure, with the complete roll-out of e-way bill system in India, trade and industry will be further facilitated.

X



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#### **How Will Scraping Older Trucks Ruling Benefit** Tata Motors, Ashok Leyland?



In its bid

to fight the

n its bid to fight the 'most polluted air' title, India plans to scrap heavy-duty trucks older than 15 years. While many have been opposing this for long, the government seems determined to take up this challenge of making the air of Indian cities breathable. 'most polluted air'

Notably, heavy-duty vehicles account for title, India plans to only 5 per cent of India's automobile scrap heavy-duty fleet, yet the sector is responsible for more than 70 per cent of vehicular trucks older than pollution. As per an International Council on Clean Transportation report, commercial transportation sources account for a third of particulate matter pollution in India.

Recently, Babul Supriyo, the Minister of State for Heavy Industries and Public Enterprises, told CNBC TV18 that

> the new ban will take 28 million vehicles bought before March 2005 off the roads. To make it a

> > little easier for the commercial vehicle owners falling on this radar, the government has proposed a vehicle scrapping policy that aims to junk older generation commercial vehicles and intends to offer incentives for purchasing newer ones. While the finance ministry has

already approved it, the council of ministers is 15 years yet to fix concessions to be offered by states and the federal government.

Further, the move is set to give a boost to the country's commercial vehicle manufacturers like Tata Motors and Ashok Leyland, who are barely recovering from sagging demand caused by the weaker economic activity. Moreover, the introduction of the GST has resulted in the consolidation of warehouses, which has resulted in the

increased demand for heavy-duty vehicles in the country.

According to experts on the subject, the new policy is set to support sales of truck makers beyond FY 2020. Also, Morgan Stanley mentioned about the "long-term visibility to a very cyclical sector" in its recent note. Further, a Morgan Stanley report

claimed that Ashok Leyland is likely to benefit the most from the government move. Not just this, Angel Broking expects Ashok Leyland's profit to grow 19 per cent on average between 2017 and 2020 owing to the replacement demand.

Moreover, trade analysts believe that Tata Motors is making a comeback after sales sagged amid stiff competition. And, this can be attributed to a cyclical revival in the industry and policy changes. Realizing the situation, Tata Motors has decided to invest more than Rs. 3,000 crore in

its commercial vehicle business unit over the next two years to develop new products, upgrade existing models in order to meet emission standards and debottleneck production processes to cater to increasing demand.

Girish Wagh, Head of Tata Motors Commercial Vehicle

Business Unit, told Economic Times, "The bulk of this investment will go into development of new products, introduction of those new products and debottlenecking required in specific areas due to this increase in demand."He added, "Finally, now that BS-VI is just two years away, a good amount of our capex is also going into

it (meeting the emission standards). Therefore, over the next two years, we may see a slight increase in our capex to address this additional requirement." Notably, Tata Motors has an installed capacity to make around 0.7 million commercial vehicles at its Lucknow, Jamshedpur, Pune, Pantnagar and Dharwad



Further, the move is set to give a boost to the country's commercial vehicle manufacturers like Tata Motors and Ashok Leyland, who are barely recovering from sagging demand caused by the weaker economic activity

plants.

While talking about company's plans on reducing costs of diesel vehicles and working on alternate fuel options, the executive said, "Currently, we have some visibility of what is going to be the BS-VI cost. But we are working on both the fronts — reducing the diesel cost impact and in specific areas we are also working on alternate fuels to be better prepared," adding, "We have done an analysis across our portfolio and within that for each of the segment or application, after what

km does diesel become viable. Now if you are going to be below that in certain applications, you may have to consider alternate fuels."

Though electrification and alternate fuels are talks of the town, realization of these would be interesting to watch!

# Let's Get On The Hunt For Fuelling Electric Vehicles!



ndoubtedly, technology has become a big part of the society, as well as the foreseeable future.

And with this, the society has changed dramatically at large. And the best part is technology is

still advancing and that too at a pace which helps keep stagnation at bay. Having said that there's now little room left for those who wish to live without technology or maintain a good distance from it.

Also, it is next to impossible to live without emerging technological advancements in transportation, which has kept the human race going this far since the Early Stone Age, some 2.6 million years ago. But today, humans are standing at a point where it

is high time they think about their survival, their Earth. The need of the hour immediately calls for a major shift from non-renewable, fossil fuels to clean and green energy solutions.

While contributing their bit, more and more nations are

coming forward for this cause of Save Planet Earth. Many of them have declared their intentions to prohibit the sale of vehicles run on fossil fuel. This has helped a lot to shift focus on developing electric vehicles that can meet the

> performance requirements of demanding duty cycles.

> Since the time electric vehicle (EV) technology has come into existence, questions are raised on the ability of these vehicles to have the power and range of its traditional counterparts. Nowadays, researchers are busy with exploring battery options, including the ability to store energy and discharge power.

Though battery-operated vehicles are not as new as they are believed, its

existence can be dated as long as the automobile. But, EVs have always been sidelined when it came to their commercial adoption. And the reason being the lack of sufficient range to compete with their fuel-run cousins having internal combustion engines. And if manufacturers

Since the time electric vehicle (EV) technology has come into existence, questions are raised on the ability of these vehicles to have the power and range of its traditional counterparts







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would have employed more batteries, vehicles would have become heavier, which in turn would have reduced the range further.

Another challenge with EVs is acceleration. And for long, manufacturers have struggled with finding a battery technology that balanced energy storage with the capacity to discharge power rapidly. Nearly all the battery and plug-in electric models in the market today are based on the lithium-ion technology. Notably, lithium-ion batteries are the best at matching sufficient energy storage with the capability of offering high-performance acceleration.

Undoubtedly, lithium-ion batteries played a significant role in pushing EVs closer to the mainstream. But, it still

needs to traverse a long way when it comes to safety concerns, weight-to-performance theory, and using scarce

# Undoubtedly, lithium-ion batteries played a significant role in pushing EVs closer to the mainstream

and ethically challenged cobalt as a critical metal in the cathode.

Nevertheless, let's have a look at some leading contenders who have the potential to power the next generation of electric transportation technology.

Solid-state batteries: This technology employs both solid

electrodes and solid electrolytes than liquid or polymer electrolytes found in lithium-ion or lithium polymer

Solid-state batteries: This technology employs both solid electrodes and solid electrolytes than liquid or polymer electrolytes found in lithium-ion or lithium polymer batteries

batteries. Also, these batteries are smaller, less expensive

and have higher energy density than their peers in the market currently. Further, automobile giants like Mitsubishi, Nissan and Toyota are working on developing a solid-state battery technology that is expected to come to market between 2025 and 2030.

Graphene-based energy storage: Considered as one of the interesting developments, using graphene for energy storage indeed excited many. Notably, graphene is an ultra-thin form of carbon that has the conductivity characteristics of a super or ultracapacitor. It is also a remarkably strong,

flexible and lightweight material. In 2012, a research team at the University of California, Los Angeles, created a graphene electrode that maintained high energy density (range) coupled with high power density (speed). Also, graphene batteries get charged a hundred to a thousand times faster than their conventional cousins.

Proton batteries: A research team at the Royal Melbourne Institute of Technology (RMIT) has contended to develop a rechargeable proton battery. The working prototype uses a carbon electrode to store protons as hydrogen ions. The protons are created from electrolysis powered by an electric circuit. And, the electricity is released from the carbon electrode by reversing the process.

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# Will MiTR And 41T Prove To Be

# **Golden Trucks?**

shok Leyland, recently, showcased its complete range of products and solutions at its Annual Global Conference 2018 in Chennai. At the event, Vinod K Dasari, managing director of Ashok Leyland, said, "Last year has been a good year for us. What differentiates us is that we did it on the back of our innovations like the iEGR technology. It has proved its mettle across the markets and the customers have placed their trust in us."

He added, "Products like the 41T fully built truck and MiTR Left-hand-drive are products that will fuel our

### Likewise, our solutions in network and spare-parts add to our strategy of better serviceability resulting in happier customers

growth in this year. Likewise, our solutions in network and spare-parts add to our strategy of better serviceability resulting in happier customers. We will continue to be the leaders in customer satisfaction and focus on profitable growth."

While sharing his views about the performance of CV segment in 2018, Dasari told ET Auto in a recent interview, "Well! It doesn't really matter what volume of the vehicle is as the type of vehicles we are making is

Well! It doesn't really matter what volume of the vehicle is as the type of vehicles we are making is much larger now, and it doesn't matter the volume go up or not

much larger now, and it doesn't matter the volume go up or not. I think, it (volume) will go up by 10 per cent, but the revenue will certainly going up because we are making much larger vehicles now."

When quipped about any particular segment of CV business witnessing growth in the post GST era, he said, "I think, it is not only GST impact. The fact that a lot of



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infrastructure work is happening. There is a great demand for larger trucks and I think that will continue."

Further, the Ashok Leyland executive talked about maintaining its dominance while cutting competition. He said, "There are certain factors, areas, regions and

There are certain factors, areas, regions and segments in which we are number one, and competition is not something new to us. It has always been there and it will continue to be there and that's what keeps us on our toes. We will continue to compete. Our customer has to win. So long as our customers are profitable, I am sure we will be rewarded

segments in which we are number one, and competition is not something new to us. It has always been there and it will continue to be there and that's what keeps us on our toes. We will continue to compete. Our customer has to win. So long as our customers are profitable, I am sure we will be rewarded."

Dasari also talked about the strategy to capture the emerging market in light commercial vehicle segment, which had challenges in the past. He shared, "For LCV, we have separated from the joint venture (with Nissan) and we have bought out our partner. Since then, we have made substantial improvement and the business is profitable now. We are launching new product and we have seen market share gain. The over-all LCV market is doing well, so we are happy with this business now."

Shedding some light on the company's focus on LCV exports, the executive told, "Majority of the market outside India is LCV, as and when we have the right products, as a fact, we have put a great thrust on exports and will show better performance. In the long, we would like to have 33 per cent exports."

When quizzed about company's plans regarding electric vehicles, he shared, "We are working on several platforms



for electric vehicles from fast charging vehicles, which are convention, to flash charging vehicles, which are charged fast in like 10-12 minutes. Then, we have swappable battery solution. We are investing in various solutions and each will have different type of commercial. We will continue to invest aggressively and we will come up with right innovative solution for India soon."

Sidelining any confusion when it came to investment between BS-VI and electric vehicles, Dasari said, "No, BS-VI is known. We have to make BS-VI vehicles because that is our core business. For EVs, we will see at which pace it will come and we have to ready for that also. It's an exciting time as lots of disruptions are happening."



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# बढ़ती पेट्रोल-डीजल की कीमतों से जल्द राहत नहीं



गगनचुम्बी पेट्रोल और डीजल की कीमतों से जल्द राहत मिलने की उम्मीद काफी कम है क्यूंकि वित्त मंत्रालय पेट्रोल और डीजल पर एक्साइज ड्यूटी घटाने के पक्ष में नहीं है। एक वरिष्ठ अधिकारी ने पीटीआई को बताया कि मंत्रालय चाहता है कि राज्य सरकार सेल्स टैक्स या वैट कम करके जनता को राहत दें। अप्रैल 22 को पेट्रोल और डीजल के दाम पिछले 55 महीनों के उच्चतम स्तर पर पहुंच गए। दिल्ली में पेट्रोल का रेट 74.50 रुपये और डीजल का रेट 65.75 रुपये तक पहुंच चुका है।

वित्त मंत्रालय के एक अधिकारी ने बताया कि राजकोषीय घाटा कम करने के उद्देश्य से चल रही सरकार एक्साइज ड्यूटी कम करना नहीं चाहती। बता दें कि तेल के रिटेल दामों में चौथा हिस्सा एक्साइज ड्यूटी का ही होता है। उन्होंने कहा, "एक्साइज ड्यूटी घटाना एक राजनीतिक कदम होगा लेकिन अगर हमें राजकोषीय घाटा बजट के मुताबिक रखना है तो ऐसे कदमों से बचना होगा।" सरकार का टारगेट इस वित्त वर्ष में राजकोषीय घाटे को जीडीपी का 3.3 प्रतिशत का है, पिछले वित्त वर्ष में यह 3.5 प्रतिशत था। अधिकारी ने बताया, "तेल की कीमतों में हर एक रुपये एक्साइज ड्यूटी घटाने पर सरकार को 12 हजार करोड़ रुपये का नुकसान होगा।" उन्होंने कहा कि तेल मंत्रालय ने अभी आधिकारिक रूप से तेल पर एक्साइज ड्यूटी कम करने को नहीं कहा है।

साथ ही अधिकारी ने कहा कि जनता पर तेल की कीमतों का बोझ कम करने के लिए राज्यों को वैट में कटौती करनी चाहिए। बता दें कि केंद्र सरकार पेट्रोल पर 19.48 रुपये प्रति लीटर और डीजल पर 15.33 रुपये प्रति लीटर एक्साइज ड्यूटी लगाती है। तेल पर राज्य सेल्स टैक्स या वैट अलग-अलग दर से लगाते हैं।



- X



# 1 अप्रैल से प्रभावी हो गए हैं नए थर्ड पार्टी इंश्योरेंस प्रीमियम रेट

भारतीय बीमा नियामक और विकास प्राधिकरण द्धआईआरडीएआईऋ ने 28 मार्च को एक सर्कुलर जारी कर बताया कि इंश्योरेंस प्रीमियम के नए रेट् अगले वित्त वर्ष यानी 1 अप्रैल, 2018, से प्रभावी होंगे। इसके अनुसार 7.5 टन से कम माल ढोने वाले कमिशंयल वाहनों का नया थर्ड पार्टी इंश्योरेंस प्रीमियम रेट 14,390 रुपए है और 7.5 टन से 12 टन माल ढोने वालो का नया प्रीमियम रेट 24,190 रुपए है। साथ ही 40 टन से ज्यादा माल ढोने पर 21,318 रुपए थर्ड पार्टी इंश्योरेंस प्रीमियम रेट है।

बता दें कि इरडा ने मार्च के शुरू में ही आने वाले वित्त वर्ष के लिए थर्ड पार्टी मोटर इंश्योरेंस पर एक ड्राफ्ट जारी किया था जिसके अनुसार ज्यादातर वाहनों के प्रीमियम में या तो बढ़ोतरी की जानी थी या वो पहले की ही तरह रहने वाले थे। इस प्रस्ताव के अनुसार 40 टन से ज्यादा माल ढोने वाले कमर्शियल वाहनों की थर्ड पार्टी इंश्योरेंस प्रीमियम रेट में करीब 20 प्रतिशत द्धलगभग 6 हजार रुपएऋ का इजाफा होना था।

इस पर ट्रांसपोर्ट संगठनो का कहना था कि थर्ड पार्टी इंश्योरेंस के मामले में इरडा सिर्फ अपनी मनमानी कर रहा है। ट्रांसपोर्टरों ने इंश्योरेंस कंपनियों को नुकसान से जुड़े दस्तावेज पेश करने की बात भी कही थी। साथ ही ट्रांसपोर्ट संगठनो ने कहा था कि जहां तक क्लेम की बात है तो ज्यादा क्लेम निजी वाहनों के होते हैं जिनमें कार व दो पहिया वाहन होते हैं। कमर्शियल वाहनों का प्रीमियम तो पहले से ही काफी ज्यादा है जबिक क्लेम काफी कम। इसमें बढ़ोतरी ट्रांसपोर्टरों पर अत्याचार है। उन्होंने सरकार को इस बारे में विचार विमर्श कर इंश्योरेंस कंपनियों पर लगाम कसने की मांग भी की थी।

ट्रांसपोर्टरों का कहना था कि इस तरह तो ट्रांसपोर्टर का काम करना मुश्किल हो जाएगा क्योंकि वैसे ही बाजार मंदा है और उप्पर से बढ़ती इंश्योरेंस प्रीमियम । साथ ही उन्होंने कहा था कि इतना तो गाड़ियों का क्लेम भी नहीं लिया जाता जितना हर साल इंश्योरेंस में बढ़ोतरी की जा रही है।

वहीं दूसरी ओर इरडा का कहना था कि वाहनों के प्रीमियम के मुकाबले क्लेम काफी ज्यादा होते हैं जिस वजह से इंश्योरेंस कंपनियों को काफी नुकसान हो रहा है। इसलिए प्राधिकरण ने थर्ड पार्टी इंश्योरेंस में बढ़ोतरी का फैसला किया है।

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

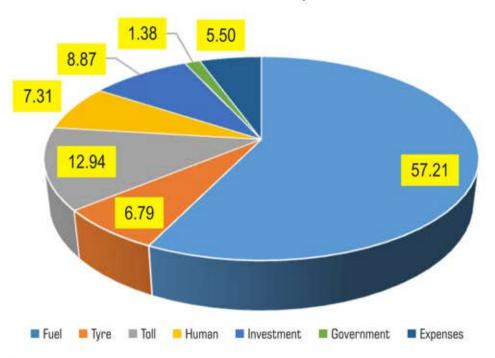
# CRI February 2018 - 125.84

Data Updated upto February 1, 2018

Average Diesel Price as on February 1, 2018 - Rs. 66.70 per litre.

Cost Distribution Pie JANUARY 2018





Chan	ges: Matrix - January 2018	
Diesel	+7.44%	
Change in Index	+5.03	

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

Carriage By Road Cost Index (CRI) - March 2018

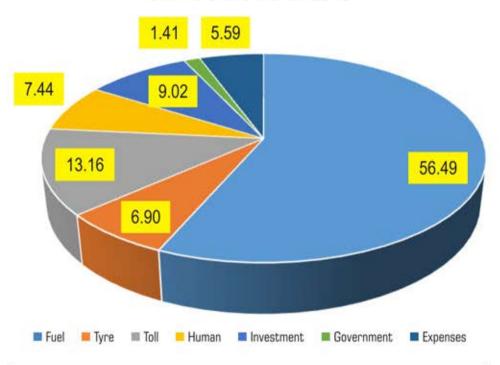
# CRI March 2018 - 123.77

Data Updated upto March 1, 2018

Average Diesel Price as on March 1, 2018 - Rs. 54.78 per litre.

Cost Distribution Pie FEBRUARY 2018





Chan	ges: Matrix - February 2018	
Diesel	-2.88%	
Change in Index	-2.07	

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

# Petrol price hits 4-yr high, diesel at highest level

State-owned oil firms, which have been since June last year revising auto fuel prices daily, today raised petrol and diesel rates by 18 paise per litre each in Delhi, according to a price notification.

Petrol price today hit a four-year high of Rs 73.73
a litre while diesel rates touched an all-time high
of Rs 64.58 in the national capital, renewing calls for
the government to cut excise tax rates.

State-owned oil firms, which have been since June last year revising auto fuel prices daily, today raised petrol and diesel rates by 18 paise per litre each in Delhi, according to a price notification.

Petrol in the national capital now costs Rs 73.73 a litre, the highest since September 14, 2014 when rates had hit Rs 76.06. Diesel price at Rs 64.58 is the highest ever, with previous high of Rs 64.22 being on February 7, 2018.

The Oil Ministry had earlier this year sought a reduction in excise duty on petrol an diesel to cushion the impact rising international oil rates but Finance Minister Arun Jaitley in his Budget presented on February Lignored those calls.

India has the highest retail prices of petrol and diesel among South Asian nations as taxes account for half of the pump rates.

Jaitley had raised excise duty nine times between November 2014 and January 2016 to shore up finances as global oil prices fell, but then cut the tax just once in October last year by Rs 2 a litre. Subsequent to that excise duty reduction, the Centre had asked states to also lower VAT but just four of them -- Maharashtra, Gujarat, Madhya Pradesh and Himachal Pradesh -- reduced rates while others including BJP-ruled onesignored the call.

The central government had cut excise duty by Rs 2 per litre in October 2017, when petrol price reached Rs 70,88 per litre in Delhi and diesel Rs. 59,14. Because of the reduction in excise duty, diesel prices had on October 4, 2017 come down to Rs 56.89 per litre and petrol to Rs 68.38 per litre. However, a global rally in crude prices pushed domestic fuel prices far higher than those levels.

The October 2017 excise duty cut cost the government Rs 26,000 crore in annual revenue and about Rs 13,000 crore during the remaining part of the current fiscal year.

The government had between November 2014 and January 2016 raised excise duty on petrol and diesel on nine occasions to take away gains arising from plummeting global oil prices. In all, duty on petrol rate was hiked by Rs 11.77 per litre and that on diesel by 13.47 a litre in those 15 months that helped government's excise mop up more than double to Rs 242,000 crore in 2016-17 from Rs 99,000 crore in 2014-15.

# ट्रांसपोर्टरों ने ट्रकों पर थर्ड पार्टी बीमा प्रीमियम दरों में बढ़ोतरी का किया विरोध ...

 बीमा नियामक प्राधिकरण इरडा ने ट्रांसपोर्टरों को इस परेशानी पर गंभीरता के साथ विचार का भरोसा दिया है

मुंबई, टी.टी.एन.। ट्रांसपोर्टरों ने ट्रकों पर थर्ड पार्टी बीमा प्रीमियम दरों में 26 फीसदी की बढ़ोतरी का बिरोध करते हुए थर्ड पार्टी प्रीमियम को डीटैरिफ बानी निवंत्रण मुक्त करने और दुर्घटना मुआवजे पर सीमा बंदी लागू करने का सुझाव दिवा है। बीमा नियामक प्राधिकरण इरहा ने इस पर विचार का भरोसा दिया है। थर्ड पार्टी प्रीमियम दर में बढ़ोतरी के प्रस्ताव पर ट्रांसपोर्टरों के विरोध व चक्का जाम की धमकी को देखते हुए वित्त मंत्रालय ने सड़क परिवहन एवं राजमार्ग मंत्रालय तथा बीमा नियामक प्राधिकरण के अफसरों के साथ ट्रांसपोर्टरों की बैठक खुलाई थी। इसमें ऑल इंडिया मोटर ट्रांसपोर्ट कांग्रेस (एआइएमटीसी) के प्रतिनिधियों

### INSURANCE

# irdai

ने थर्ड पार्टी बीमा प्रीमियम दर में बार-बार होने वाली बढ़ोतरी को अनुचित बताते हुए थर्ड पार्टी बीमा को डीटैरिफ बानी नियंत्रण मुक्त करने तथा दुर्घटना की स्थिति में देय मुआवजे की राशि पर सीमा बंदी लागू करने का सुझाव दिया।

प्रतिनिधियों का कहना था कि ट्रांसपोर्टरों तथा ट्रक वालों के हितों के साथ किसी भी कीमत पर समझौता नहीं किया जा सकता है। इसलिए न केवल बढ़ोतरी के प्रस्ताव को वापस लिया जाए। जिन ट्रांसपोर्टरों ने नई पॉलिसी ली है या फिछली पालिसी का नवीकरण कराया है, उन्हें फिछले वर्ष से वसुला गया अतिरिक्त प्रीमियम वापस किया जाए। एआइएमटीसी के अध्यक्ष एस. के. मित्तल के अनुसार बीमा नियामक ने सदस्य कंपानियों के साथ सुझावों पर विचार करने तथा अगले सप्ताह एक और बैठक करने का भरोसा दिया है। इस बीच इंडिक्न फाउंडेशन आफ ट्रांसपोर्ट रिसर्च एंड ट्रेनिंग (आइएफटीआरटी) ने वर्ड पार्टी बीमा पर ट्रांसपोर्टरों के रुख को आधा सही और आधा गलत करार दिया है। आईएफटीआरटी के संयोजक एस. पी. सिंह ने कहा कि जहां वर्ड पार्टी ग्रीमियम को डीटीरफ करने की ट्रांसपोर्टरों की

वहीं बीमा कंपनी के दायित्व को सीमित करने का विचार एकदम बेतुका है। इस तथ्य को जितनी जल्दी समझ लिया जाए, अच्छा होगा। उन्होंने कहा कि दुर्घटना क्षतिपूर्ति के मामले को पूरी तरह एक्सीडेंट क्लेम्स टिब्यूनल (मैक्ट) पर छोड़ देना चाहिए क्योंकि मैक्ट मुआवजे का निर्धारण पीड़ित की आयु, शैक्षिक वोग्यता, आमदनी तथा आश्रितों के आधार पर करता है। न कि बीमा कंपनी की सुविधा पर। वैसे भी मुआवजे पर सीमा बंदी सड़क सुरक्षा के बुनियादी सिद्धांत के विरुद्ध है। इस संबंध में सरकार को भी अपनी सोच में बदलाव करना चाहिए।

# VE Commercial Vehicles records highest ever monthly sales with 9411 units in March 2018, recording a growth of 28.4%

VE Commercial Vehicles Ltd. (A Volvo Group and Eicher Motors joint venture) recorded the highest ever sales for a month with 9411 units in March 2018 as compared to 7327 units in March 2017, recording a growth of 28.4%. This includes 9245 units of Eicher brand and 166 units of Volvo brand.

### Following are the key highlights for March 2018:

- Eicher branded trucks & buses have recorded sales of 9245 units in March 2018 (YTD 64866) units) as compared to 7088 units in March 2017 (LYTD 57566 units), recording a growth of 30.4%. Further,
- In the domestic CV market, Eicher branded trucks & buses have recorded sales of 7980 units (YTD 55865 units) in March 2018 as compared to 6410 units in March 2017 (LYTD 49533 units) representing a growth of 24.5%.
- On the Exports front, Eicher branded trucks & buses have recorded the highest ever sales in a financial year with 9001 units in 2018 as compared to 8033 units in 2017. March 2018 recorded sales of 1265 units as compared to 678 units in March 2017, representing a growth of 86.6%.
- Volvo Trucks has recorded sales of 166 units in March 2018 (YTD 1055 units) as compared to 239 units in March 2017 (LYTD 1163 units).

# कमर्शियल वाहनों का परिमट मिलेगा ऑनलाइन, चालकों को बड़ी राहत

क्टीकक्ट, टी.टी.एम.। राज्य परिवादन विचयन ने कमरियंतन वाहनों के कामजातों की मुक्तिया अब ऑनलाइन मूल कर दी है। ऐसे में कहन मालिकों को पामिट आदि के लिए मारीबी आरटीए कार्यालय के वनका नार्वे आरटी पहिंच। ऑनलाइन आफेट करने व ओंडिट व डेडिट करें हो मुख्य कवा करने के बाद एक दें दिन में हो पामिट कालका हो जाएगा। वह जानकारी आरटीए सचिव एए एडी.मी जिलेंद्र रहित्य ने दी। आपी तह ट्रांसपोर्टर को पहाला कैवा

#### TECHNOLOGY # commercial vehicle

कर आरटीर कर्यांतन आकर फ्रेंस करवानी पड़ते हैं। फ्रेंस करने के बाद पड़ल तैवार करा उसे विभाग में जम करना पड़ता था। उन्हें पर्तान्द लेने के लिए 15 से 20 दिनों तक कार्यांतन के पक्कर कारने पड़ते थे। सलंकर अंद हमास्तरम को खत्म अनिताह्यन सेवा मूलकर दी है। अर्जनाहान सेवा में बादन मालिकों को नए पर्तान्द, अस्पानी पर्तान्द, अर्थमाइजिकन पर्तान्द, नवीनिकरण च दुर्पानेक्ट पानिंद की मुक्तिया अस्मानी से घर बैठे मिरोनी।

#### अब घर बैठे परमिट के लिए अप्लाई

अंडोनिक नगरों में हर माह 300 से अधिक कमीशिकत वाहन सड़क पर उत्ततों हैं। वानी एक खल में 3600 से अधिक बाहन सड़कों पर बढ़ जाते हैं। इसमें बस, ट्रक, आंटो, डंगर, ट्रीला, टैम्मी आदि बाहन स्वतित्त होते हैं। वाहन मालिकों को प्रिनट आदि लेने के लिए आरटीए कार्यालय में चक्कर कारते हैं। साकार ने विकल कर्म मामें प्रकार के टैक्स पे करने को मुनिया ऑन्साइन कर दी अब बाहने के प्रमिट व अन्य कारावार की सुनिया भी ऑन्साइन शुरू कर दी गई हैं। साकारक सचिव आरटीए आरके The second square

राणा ने बताया कि पर्रामट से संबंधित सभी सेवाएं ऑनलाइन शुरू कर दी गई है। ऐसे में अब वाहन मालिकों को आरटीए कार्यालय की जरूरत नहीं है।

अन्दर्भ एवं एडीसो जितेंद्र दक्षिया ने बताया कि वाहन मालिक को सबसो पहले डब्ल्युडब्ल्युडब्ल्यु परिच्यारन, बोडोबी इनबेटिल पर जाना होया। वेबसाइट खोलने पर ऑनलाइन सर्विस पर क्लिक करना होगा। ऑनलाइन सर्विस में हो पामिट एव्लॉकेशन पर जाना होया। जामें न्यू पर्यमट, अन्वाबी पामिट, होम ऑफराइनेशन परमिट, रिन्यूक्त पर्रापेट और दुव्लीकेट पर्राप्तिट का विकास होगा इक्सें जो जरूरत हो उम पर क्लीकर मांनी वर्ड़ बाहन से संबंधित जानकारी पर्रानी होगा। क्रोडिट व डेबिट कार्ड से टैक्स ज्या कर उसे सर्वाप्त्ट करना होगा। ऑनलाइन आवेदन कार्न के आपनी दिन हो विकास अर्थानिटी पूरी कर ऑनलाइन सेवा उपलब्ध करा दी जाएगी।

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

Freight (in MT.) Freight (in MT.)

-	1	_		Freight (			
S.	Airport		The Mo	nth %		Period Ap	
no.	1	Feb. 2018	Feb. 2017	Change	2017-18	2016-17	% Change
(A)	20 International		2017	Change			Cimigo
1	Chennai	32267	28734	12.3	379002	322487	17.5
2	Kolkata	11705	11805	-0.8	150309	138087	8.9
3	Ahmedabad	6874	6251	10.0	83750	68811	21.7
4	Goa	214	291	-26.5	4028	3749	7.4
5	Lucknow	487	366	33.1	5963	4394	35.7
6	Trivandrum	2044	2308	-11.4	26241	25754	1.9
7	Guwahati	1447	1248	15.9	20465	15904	28.7
8	Jaipur	1337	1352	-1.1	14560	14837	-1.5
9	Calicut	1459	1180	23.6	17273	12526	37.9
10	Bhubaneswar	612	669	-8.5	7079	7414	-4.5
11	Coimbatore	853	693	23.1	9493	9316	1.9
12	Srinagar	458	398	15.1	6700	4346	54.2
13	Varanasi	75	73	2.7	1099	969	13.4
14	Mangalore	170	121	40.5	2326	1082	115.0
15	Amritsar	114	128	-10.9	1502	1240	21.1
16	Trichy	569	526	8.2	5946	6271	-5.2
17	Portblair	536	440	21.8	5177	4198	23.3
18	Imphal	389	548	-29.0	3889	4226	-8.0
19	Vijayawada	0	0	-	0	2	-
20	Tirupati	0	0		0	0	
Tota		61610	57131	7.8	744802	645613	15.4
(B)	6 JV Internation	al Airpor	ts		150 00		
21	Delhi (DIAL)	73504	68127	7.9	881453	774487	13.8
22	Mumbai	73765	66630	10.7	820166	701123	17.0
	(MIAL)						
23	Bangalore (BIAL)	28115	24639	14.1	316407	290646	8.9
24	Hyderabad (GHIAL)	10372	9382	10.6	121645	109943	10.6
25	Cochin(CIAL)	6842	5813	17.7	68896	74657	-7.7
26	Nagpur (MIPL)	590	542	8.9	7197	6527	10.3
Tota		193188	175133	10.3	2215764	1957383	13.2
4000	8 Custom Airpo	224.4					
27	Pune	3395		19.5		31932	17.1
28	Visakhapatnam	529	377	40.3	4070	4125	-1.3
29	Patna	467	615	-24.1	6346	5953	6.6
30	Chandigarh - JV Airport	109	379	-71.2	5372	5265	2.0
31	Bagdogra	324	310	4.5	4637	4030	15.1
32	Madurai	247	96	157.3	2177	922	136.1
33	Aurangabad	98	104	-5.8	1602	1301	23.1
34	Gaya	0	0		0	0	
Tota		5169	4722	9.5	61601	53528	15.1
_	48 Domestic Air						
35	Indore	800	643	24.4	9882	6871	43.8
36	Raipur	305	328	-7.0	3728	4160	-10.4
37	Agartala	369	416	-11.3	4958	5495	-9.8
38	Jammu	138	195	-29.2	1681	1999	-15.9
39	Vadodara	178	214	-16.8	2059	2752	-25.2
40	Udaipur	1	2	-50.0	13	18	-27.8
41	Ranchi	356	400	-11.0	4315	4432	-2.6

				Freight (			
S.	Airport		The Mo	nth		Period Ap	
no.		Feb. 2018	Feb. 2017	% Change	2017-18	2016-17	% Change
(D)	48 Domestic Air		2017	Change			Change
42	Dehradun	11	26	-57.7	206	244	-15.6
43	Bhopal	91	67	35.8	1057	815	29.7
44	Leh	161	216	-25.5	1424	1435	-0.8
45	Rajkot	16	22	-27.3	262	213	23.0
46	Jodhpur	1	0	-27.5	10	7	42.9
47	Dibrugarh	59	54	9.3	592	504	17.5
48	Rajahmundry	3	0		19	0	17.0
49	Silchar	40	31	29.0	488	287	70.0
50	Surat	0	0	27.0	212	0	70.0
51	Bhuj	1	2	-50.0	27	27	0.0
52	Juhu	25	23	8.7	351	338	3.8
53	Jabalpur	4	1	0.7	51	19	168.4
54	Dimapur	38	29	31.0	521	354	47.2
55	Guggal(kangra)	0	0	51.0	0	0	77.12
56	Tuticorin	4	5	-20.0	21	57	-63.2
57	Belgaum	0	0	-20.0	0	0	
58	Jamnagar	1	1	0.0	4	46	-91.3
59	Khajuraho	0	0	0,0	0	0	100000
60	Jorhat	4	6	-33.3	47	61	-23.0
61	Gorkhpur	0	0	-55.5	0	0	-201
62	Allahabad	0	0	-	0	0	
63	Agatti	1	1	0.0	12	2	
64	Hubli	0	0	- 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	0	0	-	0	0	
v.	(shillong)	0	0		0	0	
70	Pantnagar	0	0	-	0	0	
71	Lakhimpur (lilabari)	0	0	*	0	0	
72	Agra	0	0		0	0	
73	Tezpur	0	0		0	0	
74	Bhatinda	0	0		0	0	
75	Porbandar	0	1	_	5	1	
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	
	8Domestic Airports	2607	2683	-2.8	31945	30137	6.0
(E)	St.Govt. / Pvt A	irports					
83	Lengpui(aizwal)	37	45	-17.8	703	681	3.2
84	Durgapur	0	0	-	0	0	
85	Nanded	0	0	-	0	0	
86	Mundra	0	0	-	0	0	
	St.Govt. / Pvt Airports	37	45	-17.8	703	681	3.2
	Other Airports	0	0	-	0	0	
	nd Total						
	·B+C+D+E+F)	262611	239714	9.6	3054815	2687342	13.7
						Sour	ce: A./

Source: A.A.I.

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

	TRAFFIC	P.O.I.	Other	Iron Ore	Ferti	Fertilizers	Coal	_	Containers	ners	Other	TOTAL % VAR.	% VAR.
	PERIOD	(Crude, Prod., LPG/L NG)	Liquids	Incl. Pellets	FIN.	RAW	Thermal & Steam	Coking & Others	Tonnage TEUs	TEUS	Misc. Cargo		AGAINST 2016-17
KOLKATA													
Alleria Deal Contons	TRF APRIL-MAR, 2018	781	768	•	286	21	7	932	0946	94	4835	17390	
Nolkata Dock System	TRF APRIL-MAR, 2017	905	674		65	21	4	802	7889	636	4456	16810	3.45
Haldia Dock Complex	TRF APRIL-MAR, 2018	8141	4955	1576	365	338	2181	12457	2672	156	7811	40496	2 A
aidia Doen Compies	TRF APRIL-MAR, 2017	6829	4347	1160	158	309	1818	10596	2467	136	6497	34141	18.61
TOTAL: KOLKATA	TRF APRIL-MAR, 2018	8922	5723	1576	159	359	2188	13389	12432	962	12646	57886	
	TRF APRIL-MAR, 2017	7694	5021	1160	223	330	1818	11398	12354	772	10953	50951	13.61
PARADIP	TRF APRIL-MAR. 2018	33776	1482	12189	4	4449	29187	13172	86	7	7656	102013	
ON SHARES	TRF APRIL-MAR, 2017	27696	1814	11045	42	4025	25855	10302	38	00	8138	88955	14.68
VISAKHAPATNAM	TRF APRIL-MAR, 2018	16050	2128	10646	1953	920	8783	6187	6835	389	10035	63537	
	TRF APRIL-MAR, 2017	16605	1917	11420	1886	176	7527	4606	6428	367	9855	61020	4.12
KAMARAJAR(ENNORE)	) TRF APRIL-MAR. 2018	4338	101			•	22970	199	52	3.3	2786	30446	
	TRF APRIL-MAR. 2017	4059	108	7.	7.9	9	23018	79	1	28	2755	30020	1.42
CHENNAI	TRF APRIL-MAR, 2018	13503	9091		27	202		*	29905	1549	8638	51881	
	TRF APRIL-MAR, 2017	12216	1386		62	206	21		28850	1495	7494	50214	3.32
V.O.CHIDAMBARANAR	TRF APRIL-MAR. 2018	639	870		325	1076	9795	2685	14184	869	7001	36575	
	TRF APRIL-MAR. 2017	299	879		604	1037	10824	3426	12991	642	8035	38463	-4.91
COCHIN	TRF APRIL-MAR. 2018	19570	393	3.5	35	188	44	-	7692	556	1216	29138	
	TRF APRIL-MAR, 2017	16224	440		17	235	44		6840	491	1207	25007	16.52
NEW MANGALORE	TRF APRIL-MAR. 2018	24716	2045	4893	562	130	4586	2110	1743	115	1270	42055	
	TRF APRIL-MAR. 2017	25105	1979	2928	409	80	3593	3327	1411	95	1113	39945	5.28
MORMUGAO	TRF APRIL-MAR, 2018	629	572	10259	182		1999	8514	425	32	4317	26897	
	TRF APRIL-MAR. 2017	627	444	15053	199	•	2514	8466	402	30	5476	33181	-18.94
MUMBAI	TRF APRIL-MAR, 2018	37680	9861	7764	225	63	2473	3794	556	42	8287	62828	
	TRF APRIL-MAR, 2017	36649	2193	7623	256	27	2445	4482	558	42	8816	63049	-0.35
J.N.P.T.	TRF APRIL-MAR. 2018	4645	2541	-		0	65	200	57866	4833	952	66004	
	TRF APRIL-MAR. 2017	4502	2279	9	6	Ü	6	-	54530	4500	840	62151	6.20
KANDLA	TRF APRIL-MAR. 2018	49843	9944	1263	3562	142	13241	546	1838	118	29720	110099	
	TRF APRIL-MAR. 2017	47834	9712	735	3350	306	15063	496	175	10	27771	105442	4.42
ALL PORTS	TRF APRIL-MAR. 2018	214311	29391	48590	7526	7529	95266	96505	133626	9135	92524	679359	10000
	TRF APRIL-MAR. 2017	199878	28172	49964	7048	7022	92701	46582	124578	8452	92453	648398	4.77
% Variation from previous year	year	7.22	4.33	-2.75	82.9	7.22	2.77	8.62	7.26	8.08	0.08	4.77	

Source: I.P.A.

### Distinguished Railway Officer And A Gentleman

Mr. Shanti Narain, completed his schooling from St. Columba's and followed it up with his post-graduation in Mathematics from St. Stephen's College in 1962. Later, he joined the Indian Railway Traffic Services after selection through Civil Services Competitive Examinations. During the next over

Northern Railway.



Mr. Shanti Narain

34 years he moved through the hierarchy of Indian Railways to apex post of Member (Traffic) Railway Board and ex officio Secretary to the Government of India in January 1997. Some of the other key positions held include, inter alia, Divisional Railway Manager, Dhanbad (the heaviest Coal loading Division of India, Railways), Chief Operation Manager of South Eastern Railways (which contributes to over 40% of total revenues of Indian Railways), and General Manager,

Key expertise in strategic management of Transport Systems with special focus on Railways, involving planning, marketing, customer relations, monitoring and control of operational and commercial activities and development of transport infrastructure. His contribution to the organisation was recognised with decoration of the Ministry of Railways Medal for Distinguished Service.

He has authored a large number of very highly researched papers on transportation, logistics and transport planning and participated in national and international conference on these and related issues.

On superannuation in 2001 after 38 years service, he worked as an International Consultant to ADB for overseeing reforms on Bangladesh Railways besides serving as Independent Director on the Board of some private as well as public sector undertakings. Currently, he is Secretary General of IC Centre for Governance, a Civil Society organisation looking at issues of Public Governance through collective dialogue.

### **Ouestionnaire**

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

CILT- India has been operating with territorial status from 1984, i.e., 34 years. I joined them in 2015 as National Chairman.

# (2) What is the kind of business model your organization follows?

CILT - International is based in London. It was founded in

U.K. in 1919 and granted a Royal Charter in 1926. CILT - India, were accrediting bodies on behalf of the CILT - International. Thus most of the revenues went to the International Body. When I came in, we had to advise the principals that this was no model for growth, as there was no incentive for CILT - India to market and promote the International modules on Logistics and Transport. Furthermore, the fee structure was not relevant to India. We have had issues with the International body, who are expected to resolve the matter shortly.

Meanwhile, we have started certain programs for working professionals in the Logistics sector, with the approval of the International body. We have also developed linkages with the Ministry of Skill Development and designing syllabi in the area of Railway Logistics, in collaboration with the Logistics Council at Chennai, under the umbrella of CII. These initiatives are works in progress and we hope to build up programs for Logistics Professionals at various levels of hierarchy.

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

Technology is of paramount importance in the business of today's logistics. As the professionals are busy people, we are going to build up online training modules, so that they can upgrade their skills at their convenience.

We are also looking at Conclave of CEOs all over the country, in the Logistics and Transport sector, to understand the current needs of the industry and respond to them appropriately.

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

Our clients are from all the sectors of Transportation, as well as in the Logistics fraternity, i.e., Railways, Highways, Multi-modal freight, etc. We also have Training institutions, who are running programs in this field.

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

In addition to offering training facilities, we also offer Consultancy services and wish to become a link between the industry and government in the field of Skill development.

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

The industry is on the cusp of a dramatic growth, particularly because in the Globalized world the competitiveness of the Indian Industry is dependent on optimizing overall logistics cost.

Vinod Kaul

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

- x -

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