Monthly Magazine of All India Transporters Welfare Association

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Business Is Not Gambling!

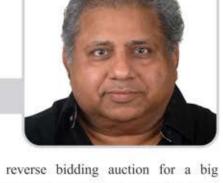
Mahendra Arya, Editor-in-Chief

When a person goes to a casino, he wants to win a lot of money by spending money in various gambling games. While playing, he relies either on some logic or on his own instinct. Logic does not work in gambling and instinct is the further form of gambling. Sometimes one copies other players without applying his mind. Gambling is called gambling because the outcome is decided by fate and not by intelligence.

Business is not gambling. Business is based on certain principles that every businessman has to follow. In spite of all precautions, a businessman may make losses due to the factors beyond his control. However, the foremost principle of any business is that the selling price needs to be adequately worked out so that one can make the profit over and above his cost. Costing of a product or service needs to take into account all the expenditures that are incurred in the process involved till the final sale takes place. It is not necessary that all the costs are made in currency. There are other costs

which may not be visible but are there. Overheads cover most of such costs like rentals, electricity, communication, stationary, etc. Yet, there are costs that are many a time not considered. Like the cost of manpower involved. In the IT industry, the entire costing is based on man hours as the human mind is the main input there. But, the same is ignored in other service industries.

How the transport industry has been pricing? It is really a subject of concern! A trend had started in the last decade that was of reverse bidding. The transport companies were contacted by IT companies informing them about their



selection in the reverse bidding auction for a big corporate. Transport companies assumed that to be a good opportunity in expanding their business. After undergoing through the registration process, when the time of bidding used to come, transporters used to be in a shock; their

assumed that to be a good opportunity in expanding their business. After undergoing through the registration process, when the time of bidding used to come, transporters used to be in a shock; their calculated entry rate was nowhere in the race

calculated entry rate was nowhere in the race. The bidding used to start at much lower rates. An innocent transporter watched the changing screen for some time. Then, he started thinking differently. Many questions cropped up like how others are competing? Maybe my costing is faulty? What if I try and match the rates? Thus, what used to start as a business opportunity used to convert into a gambling spree. Lots of transport companies got trapped into loss-making commitments. Many of them lost earnest money and got blacklisted. While others, in order to fulfil the commitments, lost heavily. Fortunately, that game has almost

died down.

For transporters, still things are not better. Even now, he is not charging more than what he is paying. This is due to two factors, including ignorance and fear. Ignorance, because a transporter does not work on his costing seriously. The general tendency is to quote rates based on the gross margin after considering the current lorry hire. The lorry hire is a fluctuating thing. Yet the quote is kept valid for one to three months. In FTL, still the gross margin can be an indicator but in part load business that involves huge infrastructure for handling booked parcels

at booking, transhipment and delivery points, the additional cost is huge. Generalizing that with a hypothetical percentage may be dangerous. Markups are kept very narrow; hence profitability goes haywire.

The second factor is fear - the fear of losing a customer! When the diesel prices are increasing on daily basis, the transporter talks to his customer. He gives his logic why

the rates need to be increased. Generally, he gets the following type of answers:

"None of our transporters have come for any revision, why are you asking?"

"We can consider only after Diwali (or year end)."

"Boss, aapko karna hai to karo, nahin to line lagi hai yahan."

With such responses, a transporter timidly backs off his demand. He starts believing that the market is like that. Others are also working on similar rates. With such a belief, he maintains the same price level, making it difficult for competition also.

In contracts, corporates play games. There are contracts that accept the diesel component as anything between 20 to 35 per cent. Reality is that the diesel cost is 55 to 60 per cent in present times. A little bit of realism has come because there is an apprehension that diesel may go down also. Another classic way of diesel clause is that the

Another classic way of diesel clause is that the vehicle wise consumption is narrated and diesel consumption is worked out based on the distance.

Diesel change amount is given on that many litres as calculated

vehicle wise consumption is narrated and diesel consumption is worked out based on the distance. Diesel change amount is given on that many litres as calculated. This implies that even if one's investment increases, he is entitled to only the additional cost of diesel.

All the other factors of transportation like-tyre cost, driver salary, and toll increase never get included in contracts. There are clauses for late delivery in many contracts but none for the late payments. Payments are committed for 30 days but are made in 90 days, yet no consideration of penal interest! Vehicles are detained outside factory gates



but the countdown for detention starts only when a vehicle is allowed to enter - at both the points loading as well as unloading. And, the rate of detention! It is ridiculous! Generally, it varies between Rs. 400 and Rs. 1500 with increasing tonnage. Even transporters are not aware as to what is their cost of detention.

A transporter has to pay for a lot of unexpected costs like thefts, police intervention and bribery, penalties on small mistakes and accidents which are inherent risks. A customer without any contractual binding finds it simple and easy to deduct his losses from the outstanding of transporters. For a transporter, fighting for his payment means losing the business and getting his entire outstanding frozen.

Readers, if in spite of all these open-ended issues, a transporter is able to make his two ends meet; then it is a miracle. This is the time when the educated generation should take over the services in a professional manner. They should work on the costing precisely and should be in a position to argue with the customer. If the need arises, let a customer go. On face a customer may say anything, but if a transporter's services are good for him; he will not let it happen. Otherwise also what is the fun in doing a loss-making business!

How Important Is It For Transporters To Know The Real Cost Per Mile?

an you promote a product without knowing its cost? I am sure most would nod for 'No'. Likewise, you can also not operate a transport business without having an idea of the total trucking cost.

As a businessman, you should know the cost of each mile your trucks drive, otherwise, how will you charge your clients?

If you do, you are actually driving a truck with your eyes closed. As a businessman, you should know the cost of each mile your trucks drive, otherwise, how will you charge your clients?

Often we have witnessed that the carriers that do not keep a track of their operating expenses struggle to run the business. The freight operation is a tough business and poor bookkeeping badly hurts a company's survival fortune. Therefore, finding out the accurate cost is crucial for the transporter.

Firstly, the running cost involves the direct cost of trucking and it is sad to see that most of the owners do not

The trucking operation does not only involve direct diesel, tyre or toll tax, etc., but the important cost is the actual cost of assets which is depreciating

take the actual cost of operations while negotiating for rates. The trucking operation does not only involve direct



Pradeep Singal
National President, AITWA

diesel, tyre or toll tax, etc., but the important cost is the actual cost of assets which is depreciating. Gone are the days when we would buy the truck say at Rs. 1 lakh, and sell it after 5 years at the same price. The detention/stoppage has increased exponentially and most of the truckers fail to take its right component in its cost.

Similarly, the en-route and contingency expenses due to compliance have also increased manifold and there is no way to take proper costing for these. However, these are

However, these are the main reason for truckers being in the state where they are of making losses

the main reason for truckers being in the state where they are of making losses. Earlier, the contingency cost and bad debt were less in the system and the mindset that



something can be managed without taking due component in costing is proving costly for the transporters.

Finance cost is becoming the major component in the indirect cost for the transporters especially who are working in the full load contract category. Over the years, the employee cost has increased and, now, it is the most important and major component of the indirect

cost. However, most of the organizations have suboptimal system to measure and take full benefit of this cost and take the same in proper calculation of organization's costing per mile.

Another aspect of the costing is the claims of damaged and lost goods. It was expected that with the introduction of the new carrier act the same will lessen. With overcommitment from the sales and the tendency to take all risk in the scope of carrier contract, this cost of

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Though it is not rocket science, keeping a track of all the aspects to incorporate in the list of calculation is a must. Like it is named, variable costs can vary from one time



period to another. However, calculating the costs on

Though it is not rocket science, keeping a track of all the aspects to incorporate in the list of calculation is a must. Like it is named, variable costs can vary from one time period to another

monthly basis and as per season with proper historical data can offer us the most accurate expenditure.

There is no second thought to the fact that knowing trucks' cost per mile is a big advantage to a transport company. It helps the company in many ways. Identifying the spending patterns is one, and tracing the areas where cost-cutting can happen, if needed, is another. Knowing the cost per mile also helps a transport company decide on a suitable rate to charge clients. This also liberates the company to say no to a client if it is offering below the cost-per-mile rate. In fact, instead of winning a client by cutting your cost-per-mile rate it is always better to let such clients go, as it eventually can lead to loss and create a possibility where a company may need to bear the brunt and may push the business to darkness.

Jai Hind!

INSIGHT: How Costing Issues Are Plaguing Transport Business?



Ashok Gupta, Hon. General Secretary, AITWA

hile goods transporters are making several industries more competitive, their own house is at stake. As new companies are adding to the number, the percentage of small organizations is also increasing; resulting in unhealthy

The new players are daring to bid the lowest quote without giving it a thought. They are not bothered if the bid will earn them enough profit... The only thing that they think of is to snatch the deal anyhow

competitiveness. The new players are daring to bid the lowest quote without giving it a thought. They are not bothered if the bid will earn them enough profit... The only thing that they think of is to snatch the deal anyhow. Their lack of knowledge about costing, perhaps, is a major concern to the industry. But, then such companies do not survive for long. And, how will they as the deals are cracked at a minimum or the no profit no loss margin.

Most of these companies are not aware of how to enhance their performance which in turn can impact their profit. The lack of understanding to enhance profitability makes their odds of existence further grim. If the goods transporters community as a whole or any individual transporter analyze and introspect the current phase of its struggle various aspects will get highlighted that need a serious consideration or reconsideration to improve profitability or save money.

First, a company must eliminate the tasks and activities that cannot add value to it or its customer. Next, transporters should review the role and effectiveness of administrative and operational staff on regular basis. For instance, it does make sense to deploy a helper with the driver on a long route. But, this can be easily avoided on



shorter trips, especially the ones that involve same day return. Considering this aspect could well prove a winning cost-cutting measure.

In addition, the administrative duties can be accomplished by embedding an advanced transport management system (TMS), which enables to move goods to the destination cost effectively and efficiently. A good TMS helps to observe a correlation between the financial resources allocated to transportation and investments. And, as transportation networks and operations will grow more dynamic and complex in the years to come, TMS needs to continue evolving and improving. Further, increasing the cost of a truck trip can be the part of the subsequent plan of action. This may look bizarre and many may raise eyebrows but one way to go profitable is to search for ways to demand a higher price. Of course,



this has to come with added or more advanced features like on-time delivery, safe and secure delivery, and better handling of sophisticated products.

Time management of truck trips is another aspect that needs a review. There is no doubt that effective time management can help utilize a truck better. While proper monitoring of a truck will cut down the meaningless halts and extra time spent, it will also enhance earnings and increase profitability.

More on the list of consideration is the customer retention strategy. This is a move worth implementing. A good

This will offer transporters
more flexibility and help protect
the cash flow. In addition,
lowering the fixed overheads is
another point that transporters
can focus on

strategy is likely to ensure the return of every penny spent. Further, the goods carriers can plan to shift fixed costs to the variable ones. This will offer transporters more flexibility and help protect the cash flow. In addition, lowering the fixed overheads is another point that transporters can focus on. Besides, knowledge of

inventory costs like capital, storage and insurance helps a company's growth. Keeping a track of these costs benefit a company's progress.

Along with all these, a proper module for costing will

boost the transport industry as a whole. The standardization of pricing will not only be the stepping stone towards an organized industry structure but will also be an advocate of the fair play amongst transporters. While the cost module will create awareness among the lesser educated transporters, the priority of the module will, however, be to talk about what to include, how to calculate, how to reduce and more.

Besides, the industry needs to have one voice what come may. If the cost of a certain service is fixed, the efforts to offer the same at lower rates should not be made just to get a client without any profit. Healthy competition is what

If the cost of a certain service is fixed, the efforts to offer the same at lower rates should not be made just to get a client without any profit

leads to development but practices with parasitic approach direct to the deadlock.

Mandating to follow the 90-day fixed credit period for customers will help the industry in capping the cost incurred owing to the interest. Plus, a nationwide database of drivers, labours and other workers must be created in order to nab the people who run away with fuel and cash; posting losses to the transport service providers. Undisputedly, the industry needs to stand united against the people with high-profile connections who never bother to clear their dues to transporters.

The low-profit situation of the transport industry could aggravate further if the cost optimization and operational management are not dealt at this stage. But together, transporters can fight it out and emerge victorious.

X

Costing Is The Core

For Running A Transport Business!



or long, transporters have been suffering owing to the increasing costs and reducing profits. And, the unorganized nature of the business, and poor literacy rate in the industry have made the task more difficult. While the government is trying its best for the development of logistics in India, transporters too need to make efforts on their own to pull themselves out from the gloom.

In its efforts to voice transporters' concerns, All India Transporters' Welfare Association (AITWA) dedicate this issue of Parivahan Pragati to create awareness about transport cost, its importance, and related issues. Let's read more to get an insight!

Every business faces the requirements to increase their capacity and reduce the costs. And, transport systems are no less. Here, the costs are a monetary measure of what the transport provider must pay to produce transportation services. And, these involve tariffs, salaries, marketing

techniques, fuel costs, vehicle maintenance, and insurance, among others. Cost is also involved in gathering information, negotiating, and enforcing contracts and transactions, and these form the cost of doing business.

Notably, transport costs come as fixed (infrastructure) and variable (operating) costs. And, these, most of the times, depend on a variety of conditions that deal with geography, administrative barriers, and energy. Also, how freight is carried plays an important role when it comes to the transport cost. Majorly, components of transport costs are related to transactions, shipments and distance.

Coming to rates, these are the price of transport services paid by their users. They are the negotiated monetary cost of moving a unit of freight between the origin city and the destination one. But, not necessarily the rates express the real transport costs. And, any difference between costs and rates either results in a loss or a profit to the transport

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service providers.

Further, rate setting is complex as it is subject to constant change. For freight transportation, rates are subject to a competitive pressure. This means that the rate will be adjusted according to the demand and the supply theory. While some calculate costs on the basis of expenses involved and some after taking the value of goods into consideration, there are transport service providers who also include the time component when it comes to transport cost.

Transportation includes a level of services that are offered on varied costs. And, this causes substantial differences across the world. Besides the direct expenses, time costs and costs related to possible inefficiencies, discomfort and risk are also included in the final transport cost. But, many freight service providers only consider direct money costs involved while making a modal choice.

Further, one must consider the geographical aspect that involves distance and accessibility while calculating the transport costs. Certainly, distance is the most basic condition affecting transport costs. It varies greatly according to the type of transportation mode and the efficiency of specific routes. The cost structure must be expanded to include several rate zones, like local, national and international (exports).

Costs related to the loading, intermediate transhipment and unloading are called terminal costs and these can be avoided. In the case of ports and airports, terminal costs can involve docking/gate fees, handling charges, pilotage/traffic control fees, etc. Also, transport costs must include costs applying to the physical assets, such as infrastructure, terminals (warehouses) and vehicles. Though this is a one-time event, capital is required for regular maintenance.

Date - Traile		Date -	Trailor	
Trailer Costing	3516	Trailer Costing	3516	
Distance from Panthnagar to Benapole	0.00	Total Annual Fixed Cost	0	
Distance per trip	0.00	Fixed Cost/mth	0	
Avg Diesel price	0.00	Fixed Cost Per trip	0	
One way transit time	0.00	Running Cost per trip		
No of trips/ month	0.00	Diesel	0	
Loadability	0	Toll Tax	0	
Vehicle Cost	0	Tyre Cost	0	
Body Cost	0	Leaf Spring	0	
Total Vehicle Cost	0	Battery	0	
	%	AMC + other maintainance costs	0	
Annual Fixed Costs		RTO & Police expenses	0	
Interest @ 9.5% on the Investment	0	Total Running Cost	0	
Depreciation Cost(life to be 8 years) less residul va	alue 0	Total (Fixed cost + Running Cost)	0	
Registration	0	Total for one way	0	
Road Tax+ goods tax	0	Administrative and overhead expenses @10%	0	
Insurance @ 2.5% of cost		Total Cost	0	
Accident Exp.+ Engine Overhauling	0	Profit margin 10%	0	
Permit Expenses & Fitness	0	One Way Trip Rate	0	
GPS tracking Expenses @ 600 Rs/month per vehic	ele 0	Trip Cost	0	
Driver/Helper Salary	0	Rate Per KM	0.00	



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Moving to the type of product, this must be considered while calculating the transport cost. Whether a product requires packaging and special handling, or it is bulky or

perishable, transport costs must consider these things. Also, insurance costs are to be taken into account along with the risk associated with the movement. Certainly, different economic sectors having their own transport intensity in cur different transport costs.

Freight forwarders, additionally, apply the economies of scale; larger the quantities transported, lower is the per unit cost.

And, it is ideal when it comes to transporting coal, oil, minerals and grains. Needless to mention, energy (fuel) consumed makes the major part of transport costs. Further, empty backhauls cannot be missed while calculating transport costs. A perfect match between an inbound and a return trip is an uncommon sight.

In addition, the efficiency and capacity of transport modes and terminals have a direct impact on transport costs. One cannot miss the additional transport costs incurred due to tariffs, security and safety fees, labour, fuel surcharges, geopolitical risk premiums, toll charges, taxes and registration fees. Moreover, the transport time component, including transport time, order time, timing, punctuality and frequency, is an important consideration.

While most of the transport service providers make decisions taking their cost structure into account, it is always good to have a transport module specifying commercial transportation terms to simplify transactions. Also, this will check the ones who believe in adding clients to their kitty and spoiling business for all. It should also include terms related to the credit period to customers, which should not be more than three months in



any case. Besides, strict rules must be followed against the customers who breach the contract along with payment defaulters.

Transport sectors in different countries must consider variations in the importance of different

transport costs. For instance, operating costs are high when it comes to air transport. But in the case of road/maritime transport, terminal

> (infrastructure) costs are significant for maritime transport. And, this is owing to greater flows and competition for land. At the same time, there is a need to develop a standardized pricing mechanism that contributes to freight planning and decision making.

Alongside, technological changes need

to be embraced in order to weaken the links between transport modes and their terminals. Not just this, the arrival of multimodal hubs is expected to reduce transport costs further. And, relations between terminal operators and carriers will have a crucial role to play when it will come to overcoming the physical and time constraints of

The transport sector also needs to mull over how to do away with unnecessary operational tasks and administrative activities. In addition, there is a need to closely monitor the time taken per trip. Shifting fixed costs to the variable ones or lowering the expenses under the fixed heads can also help to overcome the costing issues. Above all, the transport fraternity needs to stay strong and united in order to better manage their costs and head on the path of growth.

Moreover, high the transport time component, component, including transport time, order time, timing, punctuality and frequency, is an important

transhipment.







Delhi (within 72 hrs.)

Kolkata (within 48 hrs.)

Ahemadabad (within 100 hrs.)

Mumbai/ Pune (within 100 hrs.)

Bengaluru/Chennai (within 120 hrs.)



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Detention Charges By CRI Index

n any industry, if the machines are idle for certain period of time, their cost of idleness is studied and analysed. There are certain costs which are time oriented. Just like interest cost on any investment does not stop even for a second, whether the money is put to use or not. In a rented premises, rent is a 30x24 cost; whether any business activity is carried out in the rented premises or not.

In transport business, vehicle detention is a routine thing; yet never justified. No logic is applied to work out the detention charges. Companies arbitrarily assign some ridiculous figure as detention charges. Transport companies are not in a position to argue for want of an acceptable basis. CRI provides a logical basis for calculating detention charge. Not only this, if the detention charges are attached to the CRI of a particular month, even detention charges can be calculated by fixed cost of operation, which is represented by CRI index.

Define Detention: Detention is not just the cost of idle investment in a vehicle, though that is a part of it. Detention of a vehicle means, the cost of operation which

(life calculated as 12 years), G-Government Taxes and Levies, H-Human (Drivers), T-Toll.

In the above, three factors- Fuel, Rubber tyres and Toll are the expenses which are incurred on actual running of the vehicle; while all other expenses are of fixed nature and irrespective of movement of vehicle. Hence, Detention is nothing but the sum total of these fixed expenses over a day of a vehicle.

Calculate detention: Now as we have established the fixed cost share of an idle vehicle, we can work out the actual cost by multiplying the fixed cost percentage per km by expected run of the vehicle per day. That amount is the cost of idle vehicle for a day. However, there is an opportunity cost for the lost working day. In other words, an opportunity cost is nothing but the profit, a truck owner would have made over and above his cost had the vehicle been running. We may assume 15% of the idle cost as the lost opportunity cost. Following matrix will explain the home work.

Conclusion: The above is the transparent working of

	Wo	rking of D	etention Co	st on basis	of CRI Ind	ex		
Vehicle Capacity	9 Tonner	12 Tonner	16 Tonner	25 Tonner	31 Tonner	35 Tonner	40 Tonner	49 Tonner
Kms per day (k)	300	300	275	275	275	275	275	250
Fixed Cost Heads	(Basis -	Our CRI I	ndex of Ju	ly 2018)		-10		
Human	2.18	2.18	2.38	2.38	2.38	3.17	3.17	4.36
Investment	1.56	1.77	2.45	3.20	3.86	4.09	4.26	5.55
Government	0.31	0.33	0.39	0.49	0.56	0.61	0.67	0.83
Expenses	1.10	1.15	1.63	2.01	2.20	2.35	2.43	3.38
Fixed Cost Per Km (F)	5.14	5.43	6.84	8.08	8.99	10.22	10.54	14.12
Fixed Cost Per Day (KxF)	1542.47	1629.20	1882.26	2221.27	2472.63	2810.76	2897.48	3530.36
Opportunity Cost @ 15%	231.37	244.38	282.34	333.19	370.89	421.61	434.62	29.55
Total Detention per day	1773.85	1873.58	2164.60	2554.46	2843.53	3232.38	3332.10	4059.92
Rounded	1800	1900	2200	2500	2800	3200	3300	4100

becomes applicable, without any movement of the vehicle. CRI constitutes of seven components which are represented by the word FREIGHT. Here is the expansion:

F - Fuel , R- Rubber tyres, E- Expenses- viz Insurance & Maintenance , I- Investment in vehicle Detention cost. All associations must enforce the CRI with their customers. That will solve the problem of regular cost escalation. Issues like detention are logically presentable to all customers in this manner.

Mahendra Arya (Sr. Vice President - AITWA)

X

Carriage By Road Cost Index (CRI) - July 2018

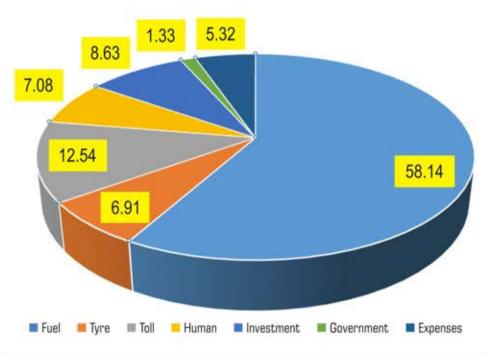
CRI July 2018 - 129.90

Data Updated upto July 1, 2018

Average Diesel Price as on July 1, 2018 - Rs. 69.98 per litre.

Cost Distribution Pie JUNE 2018

CRI PIE Chart July 2018



Changes: Matrix - June 2018			
Diesel	(-) 3.11%		
Change in Index	(-) 2.09		

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

No. 64/38/2018-GST

CBEC/20/16/03/2017-GST

GST Policy Wing, Central Board of Indirect Taxes and Customs, Department of Revenue Ministry of Finance, Government of India

Circular

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Modification of the procedure for interception of conveyances for inspection of goods in mov	ement, and detention, release
and confiscation of such goods and conveyances, as clarified in Circular Nos. 41/15/2018	3-GST dated 13.04.2018 and
49/23/2018-GST dated 21.06.2018 - regarding	

Kind attention is invited to Circular No. 41/15/2018-GST dated 13th April, 2018 as amended by Circular No. 49/23/2018-GST dated 21st June, 2018 vide which the procedure for interception of conveyances for inspection of goods in movement, and detention, release and confiscation of such goods and conveyances was specified.

- 2. Various representations have been received regarding imposition of penalty in case of minor discrepancies in the details mentioned in the e-way bill although there are no major lapses in the invoices accompanying the goods in movement. The matter has been examined. In order to clarify this issue and to ensure uniformity in the implementation of the provisions of the law across the field formations, the Board, in exercise of its powers conferred under section 168 of the Central Goods and Services Tax Act, 2017 (hereinafter referred to as 'the CGST Act') hereby clarifies the said issue hereunder.
- 3. Section 68 of the CGST Act read with rule 138A of the Central Goods and Services Tax Rules, 2017 (hereinafter referred to as 'the CGST Rules') requires that the person in charge of a conveyance carrying any consignment of goods of value exceeding Rs 50,000/- should carry a copy of documents viz., invoice/bill of supply/delivery challan/bill of entry and a valid e-way bill in physical or electronic form for verification. In case such person does not carry the mentioned documents, there is no doubt that a contravention of the provisions of the law takes place and the provisions of section 129 and section 130 of the CGST Act are invocable. Further, it may be noted that the non-furnishing of information in Part B of FORM GST EWB-01 amounts to the e-way bill becoming not a valid document for the movement of goods by road as per Explanation (2) to rule 138(3) of the CGST Rules, except in the case where the goods are transported for a distance of upto fifty kilometres within the State or Union territory to or from the place of business of the transporter to the place of business of the consignor or the consignee, as the case may be.
- 4. Whereas, section 129 of the CGST Act provides for detention and seizure of goods and conveyances and their release on the payment of requisite tax and penalty in cases where such goods are transported in contravention of the provisions of the CGST Act or the rules made thereunder. It has been informed that proceedings under section 129 of the CGST Act are being initiated for every mistake in the documents mentioned in para 3 above. It is clarified that in case a consignment of goods is accompanied by an invoice or any other specified document and not an e-way bill, proceedings under section 129 of the CGST Act may be initiated.
- 5. Further, in case a consignment of goods is accompanied with an invoice or any other specified document and also an eway bill, proceedings under section 129 of the CGST Act may not be initiated, inter alia, in the following situations:
 - a) Spelling mistakes in the name of the consignor or the consignee but the GSTIN, wherever applicable, is correct;
 - b) Error in the pin-code but the address of the consignor and the consignee mentioned is correct, subject to the condition that the error in the PIN code should not have the effect of increasing the validity period of the e-way bill;
 - c) Error in the address of the consignee to the extent that the locality and other details of the consignee are correct;
 - d) Error in one or two digits of the document number mentioned in the e-way bill;
 - e) Error in 4 or 6 digit level of HSN where the first 2 digits of HSN are correct and the rate of tax mentioned is correct;
 - Error in one or two digits/characters of the vehicle number.
- 6. In case of the above situations, penalty to the tune of Rs. 500/- each under section 125 of the CGST Act and the respective State GST Act should be imposed (Rs.1000/- under the IGST Act) in FORM GST DRC-07 for every consignment. A record of all such consignments where proceedings under section 129 of the CGST Act have not been invoked in view of the situations listed in paragraph 5 above shall be sent by the proper officer to his controlling officer on a weekly basis.
- Difficulty, if any, in implementation of this Circular may please be brought to the notice of the Board. Hindi version would follow.

14th September, 2018







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Kashmiri Gate	1	1564, Main Church Road, Kashmiri Gate, Delhi - 110006	9310659975	23867271	
Kamla Market	:	236, Asaf Ali Road side, Kamla Market, New Delhi - 110002	9350186924	23237429	
Okhla		F-32/6, Okhla Industrial Estate, Phase-II, New Delhi - 110020	9312103405	26384881	
Okhla Indi Estate	1	Shop No.7, Okhla Industrial Estate, Opp. Luxor Pen Company, Near Modo Flour Mill, New Delhi - 110020	9313540025	9990085312	
Noida	£	F-62, Sector - 8, Near Dainik Jagran Press, Noida -201301	7838900483	0120-2422180	2422771
Faridabad	:	18/1, Mathura Road, Near Ajrounda Chowk, Faridabad - 121001	9350553301	9717773757	0129-228354
Gurgaon	÷	Shiv Ashram Palam Gurgaon Road, Dundahera Gurgaon - 122016 (Haryana)	8930198012	7995000449	
Gandhinagar	į	1123/55, Multani Mohalla, Gandhi Nagar, Delhi - 110031	8010082244		
Phoolbagh		WZ-40/7, Phool Bagh, Rohtak Road, New Delhi - 110035	7838900136	28312286,	28312063
Nangloi	r	580/2/2, Goga Marg, Firni Road, Mundka, Delhi - 110041	9312064194	7995000433	
Naraina	i	CB/382/11, Indira Market, Ring Road, Naraina, New Delhi - 110028	7995000434	9310657970	
Vishwash Nagar	÷	10/127, 18, Quarter Road, Near Radha Krishan Mandir, Viswasnagar, Shahdara, Delhi - 110032	9312099713	7995000479	
U.P.Border	***	Rawalpindi Garden, C/2/11, Opp. New Telephone Exchange, P.O.Chikamberpur, U.P.Border - 201 006 (UP)	7995000457		9313544020
Karolbagh	ŧ.	949/3, Naiwala, Karol Bagh, New Delhi - 110005	9313834836	7995000429	
Chajjupur	÷	12/29, Main Chajjupur Gate, Babarpur Road, Shahadara, Delhi -110032	9350187302	22832404	
Sadar Bazar	:	Shop No. 58, New Kutab Road, Sadar Bazar, Delhi - 110006	9350186138	7995000436	
Sanjay Gandhi	ı	BG-316, Sanjay Gandhi TPT Nagar, Near Delhi Dharam Kanta, Delhi - 110042		27832833	45170449
Kundli	į.	Shop No.11, Lakhmi Pyau, Kundli Border (Kamla Market) Sonepat (HR) 131028	7995000438	7428388316	9541905794
Rama Road		61, Rama Road, Near Bisleri, New Delhi - 110015	9310658047	7995000427	25410794
Manesar	ŧ	Shop No.4, Pepsi Dhaba, Near Apna Ghar, Delhi Jaipur Highway, Village Shikhapur, More, Manesar - 122001	7838900139	7995000453	7995000448
G.T.Karnal		B-96, G.T.Karnal Road, Behind Telephone Exchange, G.T.Karnal Road, Delhi - 110033	9310657964	7995000433	
Narela		Shop No.22, Chamanial Market Main, Narela, Alipur Road, Bhorgarh, Delhi - 110040	7995000432	7995000428	
Bawana	1	"Plot Khasra No.154/1/3, Opp.Indene Petrol Pump, Outer Firni Road, Pooth Khurd, Bawana Industrial Area, Delhi – 110 039 "	9310655231	7995000425	

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Freight Charges Increase As **Petrol-Diesel Prices Surge**



etrol and diesel prices are scaling new heights with each passing day. Petrol prices have crossed Rs. 90 a litre in many states while diesel is selling at over Rs. 80 a litre. And, this is majorly due to high VAT rates that states charge on these items. While Maharashtra has the highest VAT on oil products in the country to the tune of over 39 per cent, making new lows having almost 53 per cent of the price that a motorist pays is taxes, Goa, Delhi and Chandigarh have the lowest VAT rates.

the 73-mark To offer respite from this situation, the Centre has asked states to slash VAT on fuel. But, Oil Minister Dharmendra Pradhan said reducing taxes on these items will not have any lasting impact due to the

continuing volatility in crude prices. PTI reported the minister as saying, "The basic problem is that crude prices are volatile. The effect of any measures, including reduction in VAT by the states and the Excise duty Besides.

by the Centre will not last long due to the volatility in crude prices," adding, "And as long as there is no stability in crude prices, this kind of assessment will not be appropriate."

The crude prices have been on an upward already touched spiral with Brent - the benchmark price for the Indian crude basket - trading over \$80 a barrel. Besides, the rupee has been plunging new lows having already touched the 73-mark. Notably, since the beginning of this January, crude has rallied over

the rupee has

been plunging



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30 per cent, when the rupee has lost almost 15 per cent. Also, India meets 82 per cent of its oil demand through imports.

"Currencies across the world are falling due to the

strengthening of the US dollar. The main reason for the rise in petroleum products has been the rupee depreciation and a cut in crude production by the production by the producing countries," said the minister.

Following the steep increase in the price of diesel, the Tamil Nadu Lorry Booking Agents Association (TNLBAA) recently increased the freight charges for the transportation of goods

by 22 per cent.TNLBAA president V. Rajavadivel told The Hindu that diesel price had increased manifold in the recent past, causing heavy financial loss to the entire road transport industry. Also, the increase in freight charges by the TNLBAA would apply to corporate companies and not the wholesale market.

On the other hand, five states and the union territory of Chandigarh agreed to move towards uniform fuel rates, reported Hindustan Times. A meeting of north zone finance ministers and

officers attended by Haryana, Punjab, Delhi, Himachal Pradesh, Uttar Pradesh and Chandigarh decided to form a committee of officers to prepare a report on bringing uniformity in fuel prices and submit it within two weeks. The aim was to also ensure that widely different VAT rates do not encourage consumers to hop borders to fill fuel.

During the meeting, ManpreetBadal, who handles the finance portfolio for Punjab, proposed that registration fee



Following the steep increase in the price of diesel, the Tamil Nadu Lorry Booking Agents Association (TNLBAA) recently increased the freight charges for the transportation of goods by 22 per cent

and permits for transport vehicles too should be harmonised to avoid diversion of revenue. All are areas where arbitrage opportunities exist.Further, Badal said, "Each state will have to tweak its tax slabs to finally have a common band with minimal difference in petrol and diesel rates. If the prices vary by less than a rupee, for instance, it would no more be lucrative for anyone to purchase fuel

from a bordering state. The same applies to liquor and transport taxes. If all neighbouring states charge the same registration and permit fee for vehicles, the owners will not get the registration of vehicles done from a neighbouring state that charges less."

Moreover, Haryana finance minister Capt Abhimanyu said that the committee would look into the possibilities of uniform fuel rates, liquor rates and transport taxes. Based on its report, the states will

decide on the next course of action.

Notably, six BJP-ruled states slashed their taxes in October last year after a surge in fuel prices. And, some Opposition-led states like Kerala and Andhra Pradesh, too, have done so recently.



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Government Orders Early Completion Of Highway Projects In Northeast

oad transport and highways minister
Nitin Gadkari directed officials to
put national highway projects in the
northeastern states on the fast track. Notably,
the construction work of national highways
worth Rs. 1.5 crore is currently pending in the
region.

ET quoted a government release as saying, "The minister will review the status of each project in the presence of the state Chief Ministers, PWD Ministers, National Highways Authority of India (NHAI), National Highways InfrastructureNSE -8.73 % Development Corporation (NHIDCL) and also the project contractors."

In addition to the review, Gadkari inaugurated the 102-km-long Jowai-Ratacherra section of NH-06 in the state of Meghalaya. Constructed at a cost of Rs. 683 crore, the project is expected to reduce the travel time between Jowai and Ratacherra to 2.5 hours from the 4 hours at present. Also, the highway - a lifeline for the landlocked states of the Northeast - passes through the coal and cement producing belt.

According to the government statement, "Improved connectivity will foster economic growth in the Barak Valley and surrounding areas, open up employment opportunities and improve overall living conditions in the region."



Delhi-Mumbai Expressway To Save Rs. 16,000 Crore

he government recently shared plans for a new road alignment for the Delhi-Mumbai expressway that connects some of the most backward areas. Also, the project is expected to save Rs. 16,000 crore in land acquisition.

IANS quoted Road Transport and Highways Minister Nitin Gadkari as saying, "We are planning a new alignment for Delhi-Mumbai express highway from Gurgaon to Jaipur ring road to Sawai Madhopur (Rajasthan) to Ratlam (MP) to Vadodara. It is from backward areas of Haryana, Rajasthan, Madhya Pradesh, Gujarat, and Maharashtra. That is the reason our land acquisition cost is reduced from Rs 7 crore to Rs 80 lakh per hectare. We saved Rs 16,000 crore in land acquisition in this project."

Notably, the road plan for Delhi-Mumbai expressway included Surat and Ahmedabad. Reducing the distance by 120 km, the new alignment of the 12-lane express highway will give a boost to the economic development of these backward areas.

The road transport and highways minister said that the growing migration from the rural areas to the cities is a concern and that his government has given the highest priority to rural development. He said, "Rural development is crucial to the well-being of the overall Indian economy and the government of India's priority is an upliftment of rural infrastructure, and providing quality education, clean drinking water, and employment opportunities," adding, "Agriculture faces water challenges and we are working towards harnessing our resources by building dams and different kinds of innovative models for effective water conservation."

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Chhattisgarh Can Become Bio-fuel Production Hub

Union Road Transport Minister Nitin Gadkari said that Chhattisgarh has immense potential for the production of biofuel. He also highlighted that the use of alternative fuels will cut down dependence on petrol and diesel.

ddressing the people after laying the foundation stones of projects worth Rs. 4,251 crore including four fly-overs between Raipur to Durg, the minister said, "Growth rate of the agriculture sector in Chhattisgarh is very good. Production of rice, wheat, pulses and sugarcane is abundant here, but the state can also emerge as a bio-fuel (production) hub," reported PTI.

He added that the biofuel produced from jatropha plant in Chhattisgarh was used in the first biofuel-powered flight which took off from Dehradun and landed in Delhi recently. Further, the minister highlighted that the state has immense potential for the production of biofuel which



will create job opportunities for farmers, tribals and forest-dwellers, as well as empower them.

He said that a research institute on biotechnology should be set up in the state capital Raipur which can help the state lead in the production of alternative fuels in the country.

The minister stressed that switching to ethanol, methanol, biofuel and CNG will cut down dependence on petroleum and reduce the prices of petrol and diesel. He stated, "We are importing petrol and diesel worth Rs 8 lakh crore and prices are increasing. Rupees is falling against dollar. I have been saying for last 15 years that farmers, Adivasi (tribals) and forest-dwellers of the country can produce ethanol, methanol, bio-fuel and can (become rich enough to) fly planes."

Government Developing Database Of Driving Licences To Check Multiplicity

nion Minister Nitin Gadkari said that the government is preparing a database of driving licences to check issuance of multiple licences by different authorities to a single person. Also, the minister said that India suffered a shortage of at least 22 lakh drivers and a skilled force was being created to fill the void and there was no question of allowing driverless cars. "To check issuance of multiple licensees to any individual, the government is creating a database of driving licences. At present, getting a licence is much easier in India and there are instances where individuals possess multiple licences issued by different states," Gadkari was quoted as saying by PTI.

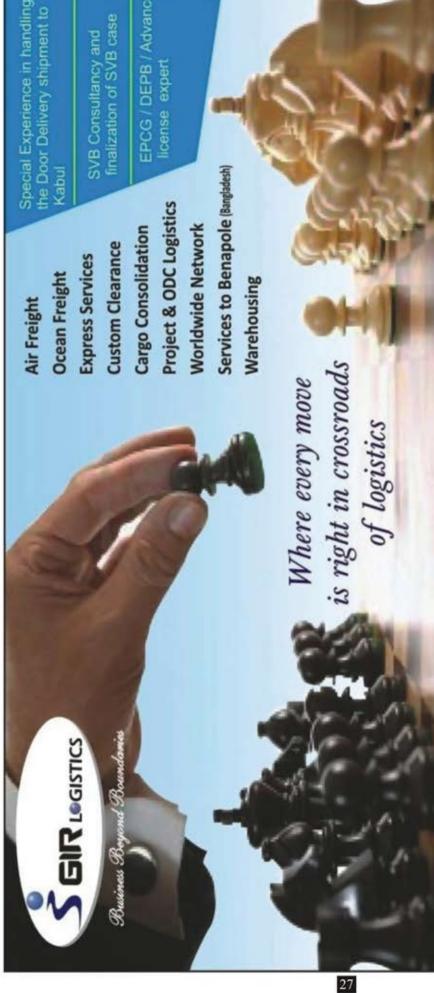
The minister said to curb issuance of licences without tests, which results in a high number of accidents, the



government is setting up multiple drivers training centres. Further, he stated that it was unfortunate that India accounted for the highest number of road accidents globally in which 1.5 lakh people die annually. Gadkari added that a slew of initiatives is on to curb road accidents including correction in road engineering, imparting training to drivers, making automobile designs safer and identifying trouble areas.

Moreover, he said, "We have made it compulsory for even economy model vehicles to be fitted with airbags besides making reforms in automobile engineering." The minister added that the length of national highways was also being increased to accommodate more vehicles and road designs were being improved.

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Tyre Technology Can Also **Ease Truckers' Lives!**



rom self-driving vehicles to the electric ones, the trucking industry is in the midst of witnessing a revolution. Researchers are working hard to offer a comfortable ride to truck drivers while making sure that goods are delivered without any hassle to the fleet managers. Besides fleet management software and improved engines, the focus is also laid the opinion that nearly on tyre technology.

Be it automatic tyre inflation systems (ATIS) or tyre pressure monitoring systems (TPMS), inflation systems is one of the biggest areas when it comes to the tyre technology. And, experts are of the inflated view that under-inflation is the biggest issue in the truck tyre industry. Not just this, over-inflation is also a major hindrance for fleets looking to optimize efficiency. Further, experts are of the opinion that nearly 85 per cent of blowouts could be prevented if tyres were properly inflated. Moreover, recent studies by Federal Motor

Carrier Safety Administration (FMCSA) and U.S. Environmental Protection Agency have shown that a 10 per cent longer tyre life can be achieved with tyre inflation systems. Further,

Besides tyre pressure, there are several other experts are of areas in the world of tyre analytics that need immediate attention. Let's hear it straight from the horse's mouth!

could be prevented if

tyres were properly

85 per cent of blowouts Eric Higgs of Bridgestone Americas Tyre Operations highlighted that Bandag Alliance System (BASys) tracks and reports on a fleet's retread inventory and tyre performance.

> Sharon Cowart of Michelin Americas Truck Tyres told Fleet Equipment, "Tyre makers and other suppliers are beginning the process of leveraging existing and forthcoming data sets for analytics, TPMS data among them," adding, "Some fleet management systems have tyre modules included which provide basic features for tracking tyre life cycle data, but true analytics



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requires systems that are far more robust. Michelin has one such initiative as part of our digitization effort to deliver predictive and prescriptive solutions for fleets."

Eric Witty of PeopleNet said, "The integration between PeopleNet and Continental and other TPMS providers gives our customers two additional values. One is that the driver can get alerted and visually see in the cab when there is a tyre problem and which tyre it is, using the same PeopleNet display that is used for the rest of the driver's activities. The other is that the data from the TPMS can be



sent from the vehicle to the back office in near-real time to enable management and maintenance to take appropriate

One is that the driver can get alerted and visually see in the cab when there is a tyre problem and which tyre it is, using the same PeopleNet display that is used for the rest of the driver's activities

action when necessary," adding, "All of the TPMS that we integrate with allow both the driver and back-office personnel to continuously monitor the real-time pressure and temperature of their tyres."

Further, he stated, "Having an under- or over-inflated tyre can be hazardous, potentially resulting in tyre failure that at the very least would require repair or potentially cause an accident. From that perspective, a TPMS can prove its

Proper tyre pressure plays an important role in maximizing miles per gallon (MPG) and tyre life for individual vehicles and across an entire fleet

value very quickly. While that might be an extreme example, a TPMS can also show its value over an

extended period time. Proper tyre pressure plays an important role in maximizing miles per gallon (MPG) and tyre life for individual vehicles and across an entire fleet. A TPMS gives the visibility needed to ensure ideal pressure is achieved to lower fuel costs and reduce unnecessary tyre wear."

Gary Schroeder of Cooper Tyre said, "Selecting tyres designed specifically for each application is important, so

fleets should evaluate tyres in the specific operation where they are expected to run. Using the proper tyres can reduce the total cost of ownership for your tyre program."

Rick Phillips of Triangle Tyre USA shared, "Periodic air checks and visual inspections are highly recommended," adding, "The application will determine the frequency with which the fleet should be inspecting their tyres. The more severe the application, the more frequently someone will need to put eyes on the tyres."

He further stated, "Truck and bus radial (TBR) tyres are designed to be installed in a specific position on the vehicle and to be used in a specific application. The first step in getting the most out of your tyre investment is to be sure you get the right product for the application, and the second step is to be sure it's properly installed in the proper position on the vehicle. Then the ultimate step, of course, is to maintain the tyre throughout its life cycle."

- X







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Changing Emission Norms Toughens Golden Truck Race!



t seems like the Government of India's plan to align with Euro VI norms by 2020 has made the game for bus and truck makers a little tougher. Besides Bharat

Stage (BS) VI, the government is ready to finalise the second phase of FAME (Faster Adoption and Manufacturing of (Hybrid & Electric Vehicles) India, which highlights its push towards clean mobility. With a clear vision of clean and green India, the going will not be so easy for commercial vehicle manufacturers in India.

Aligning with the changing emission norms in India, BEML Limited, a defence public sector company, has launched an electric drive rear dump truck (Model BH205-E), reported The Hindu Businessline.

It is expected that the new rear dump truck will address the

It is expected that the new rear dump truck will address the growing demand for higher capacity equipment in the mining industry. Also, it is powered by tier-II emission compliant Modular Common Rail Electronic Engine with 2300 HP

growing demand for higher capacity equipment in the mining industry. Also, it is powered by tier-II emission compliant Modular Common Rail Electronic Engine with 2300 HP. In addition, its AC drive system has been engineered to provide exceptional haul road performance with reduced maintenance.

Besides, the dump truck weighs 335 tons when fully loaded and emphasis has been laid on the comfort of operators. Moreover, it

has an ergonomically designed dashboard and tiltable

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SANJAY JAIN-Director- 9821045349 Pratik Jain- Business Specialist-

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telescopic steering wheel. Other salient features include good visibility in addition to safety features with provisions for emergency steering, breaking and proximity warning.

Not just this, the electric truck is environmental friendly in

relation to mechanical drive due to its superior efficiency. Elimination of the consumption of transmission oil, final drive and brake cooling oil will certainly reduce the environmental impact during its lifecycle.

"With the introduction of this new generation Dump Truck, BEML has touched another milestone in its R&D

efforts in achieving self-reliance, enhanced productivity in mining operations and increased production, apart from optimizing costs. BEML acknowledges the encouragement being provided by CIL & its subsidiary for Make In India policy of GoI," said the chairman and managing director of BEML.

Joining the league of vehicle manufacturers with clean fuel technology, Hyundai Motor has

also released a rendered image of a new truck that runs on a fuel cell powertrain, reported Financial Express. The fuel cell electric truck, which is due for launch in 2019, follows in the footsteps of the ix35 Fuel Cell and the Nexo. In addition, the fuel cell electric truck boasts of a design that suits a green vehicle's personality. And, these features set it apart from the other trucks in Hyundai's lineup.

Hyundai plans to introduce the fuel cell electric truck in the European market next year. Also, it will unveil the vehicle specification during the IAA Commercial Vehicles 2018 in Hanover, Germany.

Recently, Hyundai completed its first domestic highway

journey in an autonomously navigated semi-trailer truck. Xcient by the South Korean manufacturer completed a distance of 40 km between Ujwang and Incheon.

Moreover, Hyundai and Audi announced are planning to crosslicense patents and grant access to nonc o m p e t i t i v e

components to develop fuel cell vehicles. Undisputedly, the Hyundai-Audi collaboration will focus on regenerative production of hydrogen and establishment of sufficient infrastructure.

Every country is making conscious efforts to not harm the planet Earth any further. And, India is no different. Road Transport and Highways Minister Nitin Gadkari, on several occasions, has made it clear that the Modi-led government won't be compromising when it

comes to combating air pollution. Also, he has been promoting vehicles using electricity, ethanol, biodiesel, CNG or methanol for quite some time now. From being fuel efficient to driver friendly, now the generation next vehicles need to be environment friendly too. And, all these features together define the Golden Truck transporters have been hunting for.



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Economic Conclave -2018

Rural India: Road To USD \$ 5 Trillion Economy By 2025

The Industry View

The Chief Economist of PHD Chamber, (PHD), Dr. SP Sharma, gave the opening remarks in which he traced the trajectory of the last few Quarterly growth figures of our country's Gross Domestic Product (GDP) leading up to the current First Quarter growth of 8.2 %, and expected the Annual growth percentage to hover around 7.4%, with inflation and current account fiscal deficit to be under control.

The President of PHD, Anil Khaitan, stated that the size of our GDP currently is USD \$ 2.7 trillion (Trn) and considering the size of our large Capital Market, a simple calculation shows that if this trend continues we will grow to be a US \$ 4+Trn economy by 2025. India's rural population is approx... 66% of our total and unless we have investments in rural areas, how can we expect to grow? He recalled that Gandhiji many years back had said that India lived in its villages.

The Vice President, PHD, DK Aggarwal, additionally remarked that from our current level, the growth percentage required to attain our objective of USD \$ 5 Trn can be worked out as follows:

GDP Growth rate	Objective of	Expected by Year
	USD \$ 5 Trn	
7 percent	do	2027
8do	do	2026
9do	do	2025

India, i.e., Bharat has a total of 6.40 lac villages consisting of a population of 83 crores. Just doubling of farmers income will double our economy (PM had targeted this by 2022, but even 2025 is a great goal). In such a scenario, savings will go up and investments will be more forthcoming, but education must go up too. Road

connectivity is a critical element and we do find a lot of great activity generated in this regard. More warehouses with better facility to reduce storage losses are also required. 50% of India's income comes from services, but only 27% of service income comes from rural India.

Chairman, Economic Affairs Committee, PHD, Vijay Mehta, gave a contrarian opinion in that the target of USD \$ 5 Trn in the time frame, looks a little unrealistic to him. He said that our rules are pretty good and similar to other countries all over the world, but implementation is the main issue. Most of the time, there are delays and our project costs overrun due to costs inflation, environment clearance issues and also our lackadaisical attitude to National Pride.

Mehta expanded upon the last point and rued that productivity standards in India, which is neither fully understood, nor given the primacy it deserves, by the powers that be. The production standards of our people goes up by even 2.5 times while they work abroad and reverts down to a third on their return home, hence, it is obviously an environment factor at work. These intangible factors can play havoc to our growth rate and dream of attaining the USD \$ 5 Trn goal. He did point out that India's trade was 1% at the time of the Lehman Brothers crisis, but now is 3% of the world trade.

The Academic view

NIPFP's Prof.NR Bhanumurthy, also said that the target of USD \$ 5 Trn is a tough one and we will need to grow at 9-10% (may be even 14%) to achieve this figure. Present contribution to the National GDP from Agriculture is 16%, while that from the Manufacturing sector is 18%. Growth rate from the rural areas is 3-3.5%. Volatility is caused by Monsoon. Still, Rural India is showing improvement and we can expect higher percentages of



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growth, plus the government of India is giving it a great thrust and investments.

Earlier, the roads were very poor, today they are pretty good. Earlier power supply was not adequate, but today we are fairly close to self-sufficiency. Earlier, Houses were comparatively weak, but now, this work has been stepped up and the houses are very much better.

Jan Dhan Yojna has had a very good impact. India Post Payments bank has had a positive impact. Government's mistakes are also there, like the attempt to double farmers' income by increasing MSP, Loan waivers, etc. Top down approach is still there, not the best way, as data and statistics on rural income is not well documented and there is weakening of the statistical system. There are a lot of resources with the rural bodies, panchayats, etc., but owing to weak statistics, they are not clear where to use the money. We do need Planning Institutions to develop a good focus.

RBI Chair Professor, ICRIER, Dr. Jaimini Bhagwati, said it is good to have ambitious targets, but we need to break this down to achievable levels. Agriculture cannot provide sustainable living with the low land holdings with most people. You cannot have an efficient Agricultural system with inadequate assured irrigation system. Maharashtra spent Rs. 77000 crores on Agriculture, without increasing assured irrigation by even 1%. The Israelis have done wonders with this system in their desert areas. There is no reason why we cannot do the same here.

We must reach out to the farmers in the vernacular. The people on the hill in Orissa must understand what is in store for them if POSCO made steel there. Power consumption in India is among the lowest. BT cotton, BT brinjal, etc. are being objected to. Why? Green revolution, with the work of Dr. Norman Borlaug, Dr. Swaminathan and others helped increase the production of Wheat and Rice. Sugar is a disaster. Why do we need to grow so much sugar? Every time we export sugar we subsidize water in other countries. Food Corporation of India is beset by

corruption and inefficiency and does not have adequate storage facilities. A very significant portion of the stock gets spoiled and is thrown away. Milk, on the other hand, used to be in short supply, but the white revolution was a great success because of rational planning—forming many cooperatives, instead of one large centralised processing factory in one area.

The Country Director, India Central Programme of International Growth Centre (IGC) and Former Chairman, National Statistical Commission, Dr. Pronab Sen, remarked that our population is 66% Rural and 34% are supposed to be urban, as per the census. However, many of these are in towns, which are more rural than urban, hence were given the name of census towns.

The World economy was not too good at the turn of the century, when Y2K was a big issue. Rural demand was expected to be the main driver of our economy. We credit Corporate India with the rapid growth in our economy, but non-Corporate India kept pace. Agricultural prices were going up by 3%, whereas the income was going up by 8%. 60% growth came from these census towns, which are not more than large villages. Liquidity needs of rural India and even much of urban which is a cash economy, is met with money from urban purchases or from rural purchases from urban areas. Mnrega was the vehicle which did this job from 2004--2009. If this closes, we will have an issue on our hand.

The Government view

Keynote address by the Secretary, Department of Economic Affairs, Ministry of Finance, Subhash C. Garg, started with the statement that International Monetary Fund (IMF) has projected that India's economy would be USD \$ 4.73 Trn by 2025. Depreciation against the Dollar is a temporary phase. He expects the final depreciation to be within 3%.

Rural India has around 70% of our population. All of rural income is not from agriculture. Non-agricultural income is also to be considered. Government also has



responsibility to help growth of rural economy. GDP from Agriculture is just about 16%. Labour in rural areas moves from Agriculture to Construction. Heavy dependence on Agriculture will not solve income problems of the people concerned. Minimum Support Price is an urgent need. Every facet of the rural economy is being considered to improve life-style.

Ujwala scheme is a transformative program -- 5 crores people have been given gas connections. Today, 89% of households have electricity, which will soon go upto 100%. Rural roads have been steamlined extremely significantly. Health provision has also been improved considerably.

All of the above factors are not based on subsidy, but on carefully designed schemes to improve life of the rural population. Maintaining stable inflationary environment is the key. Retail inflation is at 3.60% (below 4% is very good). Rural economy is a very important and significant segment of our economy. Corporatisation of most aspects has been completed except for land. This will take some more time. Globally, less than 10% people are in Agriculture, whereas in India it is 50%. Agriculture cannot sustain this. In such case, they will continue to remain poor. We have to bring them out of it. Two drought years in 2014 and 2015 did not help, but in the last two years we had good monsoons.

There is no subsidy in our exports and we still get USD \$ 30 Bn per month. Some products have been produced more than the demand, which reduces the price for it, like sugarcane. It is wrong to say that there is no technological development after the green revolution of 1965 (that was the seed side). Pulses, where we were deficient just 7 years back, today we are more than self-sufficient. Rs.11000 crores in Crop loans are provided by banks. This Government does not splurge or indulge in giveaways — We follow the principle of teaching our people to fish rather than just give fish, which only feeds them for a day.

Between the cup and the lip

In India, every man on the street has an opinion, whether he has any knowledge about the subject or not. What's in it for me? This is the usual criteria applied, not for the public good at large, but mainly on a personal level in terms of a subsidy or any other incentive, even if it is not economically feasible for the government. In my memory, this is the first national government that is not trying to woo voters on the basis of freebies, general concessions, subsidies, giveaways, etc. You might think that this is overstating the value of these "incentives" and the negative value of the inverse "disincentives". Then you must consider the following: Soon after the current national government came to power in 2014, the Union Territory of Delhi also went to polls for the opportunity to form the state government. Just a few weeks earlier, there had been a move to improve attendance and productivity of government servants, (a very significant number in Delhi) by semi-automating, using finger print identification. This was resented by this privileged class, who would come and go as they pleased earlier and sign the registers post facto. Compare this with the opposing political party, whose major plank was a promised subsidy on utility bills and presumably a laissez faire attitude to discipline. Of course, the ruling party at the centre lost the state election and badly. This and the other instances of lack of National pride quoted by Vijay Mehta are real and present dangers in our attempt to reach the USD \$ 5 Trn goal.

Just by extrapolating the present situation, we may not necessarily reach the dream goal. There is many a slip between the cup and the lip, which we have to cover, as the world is not static. It is a dynamic environment, subject to shifts and changes on daily basis.

However, while planning it is our interest to be optimistic and positive and aim for the sky – at least we will reach the top of the tree!

Vinod Kaul

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Eicher Introduces Driver Care Program

Eicher, a part of VE Commercial Vehicles (VECV) launches 3 Mobile Vans to provide advanced quality eye and ear care services to truck drivers

August 20, 2018, New Delhi: Eicher Driver Care Program, which will run 365 days of the year. In a joint effort with Eicher Group Foundation and Dr. Shroff's Charity Eye Hospital (SCEH), Eicher has launched 3 Eicher Eye and Ear Screening Mobile Vans (EMV) to provide accessibility to affordable & advanced quality eye and ear care services to the truck drivers.

Eicher Driver Care Program

Key Interventions include-

- Comprehensive primary eye & ear screenings through fixed centres as well as mobile vans; cataract and other specialised diagnosis
- BP and Diabetes check ups
- · Providing quality spectacles on subsidized rate
- Provisions to anchor for comprehensive check-ups and further treatment.
- Digitization of the records for tracking, mobilizing and screening beneficiaries.
- Special communication system for generating awareness about eye & ear healthcare through SMS updates.
- Hi-end ophthalmic van designed with advanced Eye & ENT equipment as well as optical fitting labs to avail prescribed spectacles on the spot.
- Driver education through pamphlets, leaflets, AVs etc.
 It has been estimated that the Eicher Driver Care Program will directly impact more than 2.5 million drivers across 20 major transport hubs of the golden quadrilateral and national highways. The objective of this initiative is to ensure clearer vision and safe travel for truck drivers who are the most frequent users of national highways. The

program further aims to target major transport hubs along golden quadrilateral highways across India, in partnership with corporates and other relevant stakeholders in the medical community.

According to the survey conducted by Eicher Group Foundation and Dr. Shroff's Charity Eye Hospital, one



of the major reasons for truck accidents are attributed to poor eyesight of the drivers. According to the report compiled by the Transport Research Wing, Drivers 'fault' has been revealed as the single most responsible factor which accounted for 77.1% of total road accidents during 2015. It is fundamental to attribute vision and hearing abilities as the two major faculties for safe driving.

Eicher & Dr. Shroff's hospital have Through this program, already organized 444 camps, covered around 28,000 beneficiaries and tested over 12000 drivers, till date. Further, 2785 drivers have been found suffering from vision problems, out of which vision of 42% were corrected through spectacles and 4% were referred for further examination and procedures, out of which 20% were reported and got treatment at base hospital.

VECV sells 6069 units in August 2018, recording a growth of 32.7%

VE Commercial Vehicles (VECV) recorded sales of 6069 units in August 2018 as compared to 4571 units in August 2017, recording a growth of 32.7%. This includes 5948 units of Eicher brand and 121 units of Volvo brand.

- Following are the key highlights for August 2018:
- Eicher branded trucks & buses have recorded sales of 5948 units in August 2018 (YTD 27993 units) as compared to 4521 units in August 2017 (LYTD 20342 units), representing a growth of 31.6%.
- In the domestic Commercial Vehicles market, Eicher branded trucks & buses have recorded sales of 4843 units

in August 2018 (YTD 24155 units) as compared to 3818 units in August 2017 (LYTD 17449 units) representing a growth of 26.8%.

- On the Exports front, Eicher branded trucks & buses have recorded sales of 1105 units in August 2018 (YTD 3838 units) as compared to 703 units in August 2017 (LYTD 2893 units), representing a growth of 57.2%.
- Volvo Trucks has recorded sales of 121 units in August 2018 (YTD 367 units) as compared to 50 units in August 2017 (LYTD 175 units), representing a growth of 142%.

EICHER TRUCKS AND BUSES BAGS ORDER FROM BANGLADESH, TO SUPPLY 350 HEAVY DUTY TRUCKS

August 27, 2018, New Delhi: Eicher Trucks & Buses, part of VE Commercial Vehicles, has bagged an order for 350 heavy duty trucks from Bangladesh Road Transport Corporation (BRTC). BRTC has bought 350 units of Eicher 20.16, which is a 16 tonner GVW haulage truck. The delivery of the order is expected to take place within 8 months.

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Second Health Camp on 07-09-2018. at AW-1, Opposite Punjabi Dhaba, Main AW Parking, Sanjay Gandhi Transport Nagar, New Delhi. Beneficiary @ 93





Third Health Camp on 17-09-2018 at M/s. Indo Arya Central Transport Ltd. Indo Arya House, 147 Transport Center, RohtakRoad, New Delhi-110035. Beneficiary @ 172



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Company's name changed from Darcl Logistics Limited to CJ Darcl Logistics Limited with effect from 13.09.2017



नितिन गडकरीः पेट्रोल-डीजल के ऊंचे दामों से लोग परेशान हो रहे हैं

मुंबई में पेट्रोल के दाम 90 रुपये के मनोवैज्ञानिक स्तर के करीब पहुंचने के बीच केंद्रीय सड़क परिवहन एवं राजमार्ग मंत्री नितिन गडकरी ने स्वीकार किया कि पेट्रोल, डीजल की कीमतें काफी ऊंची हो चुकी हैं और इनसे जनता परेशान हो रही है।

शहर में सितम्बर 18 को पेट्रोल 89.54 रुपये लीटर बिक रहा था। सितम्बर 17 की तुलना में इसमें 10 पैसे की बढ़ोतरी हुई। इसी तरह डीजल की कीमत 9 पैसे की बढ़त के साथ 78.42 रुपये प्रति लीटर हो गई। राज्य के करीब दर्जन भर शहरों में पेट्रोल 90 से 91 रुपये लीटर और डीजल 80 रुपये लीटर से ऊपर हो चुका है।

पीटीआई-भाषा के अनुसार गडकरी ने तीसरे ब्लूमबर्ग इंडिया इकनॉमिक फोरम को संबोधित करते हुए कहा, ''एक चीज है कि ईंधन के दाम काफी ऊंचे हैं। यह एक ऐसी स्थिति है जबिक लोगों को समस्याओं का सामना करना पड़ रहा है।"

गडकरी ने कहा कि उन्हें बताया गया है कि इस बात की संभावना है कि वैश्विक स्तर पर कच्चे तेल के दाम नीचे आएंगे। हालांकि, उन्होंने यह नहीं बताया कि उन्हें यह सूचना किस स्रोत से मिली है। परभनी, नन्दरबार, नांदेड़, लातूर, जलगांव, बीड़, औरंगाबाद और रत्नागिरी



जैसे शहरों में रिववार को पेट्रोल का दाम 90 रुपये लीटर को पार कर गया है।

गडकरी ने कहा कि उन्हें विश्वास है कि 2019 में भाजपा फिर सत्ता में आएगी। उन्होंने कहा कि कोई कठिन परिस्थिति आने पर भी उनकी प्रधानमंत्री बनने की कोई महत्वाकांक्षा नहीं है। गडकरी ने कहा, "नरेंद्र मोदी हमारे प्रधानमंत्री हैं। हम सब मोदीजी के साथ हैं। हमें विश्वास है कि अगले चुनाव के बाद भी वह हमारे प्रधानमंत्री होंगे।"

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नितन गडकरीः ऑटोमोबिल कंपनियां वैकल्पिक ईंधन या बिजली आधारित सार्वजनिक परिवहन की ओर बढे

केन्द्रीय सड़क परिवहन तथा राजमार्ग, शिपिंग, जल संसाधन, नदी विकास तथा गंगा संरक्षण मंत्री नितिन गडकरी ने अत्यावश्यक रूप से ऑटोमोबिल कंपनियों से बिजली तथा वैकल्पिक ईंधनों से चलने वाली सार्वजनिक परिवहन प्रणाली पर ध्यान देने का आह्वान किया।

नई दिल्ली में मूव: ग्लोबल मोबिलिटी सिमट-2018 के हिस्से के रूप में भारतीय तथा वैश्विक ऑटोमोबिल कंपनियों के मुख्य कार्यकारी अधिकारियों को संबोधित किया। पीआईबी की विज्ञप्ति के अनुसार उन्होंने ऑटोमोबिल कंपनियों से आग्रह किया कि वे विविधता के बारे में सिक्रिय रूप से सोचे और इस दिशा में अनुसंधान और नवाचार प्रयासों पर बल दें।

श्री गडकरी ने पेट्रोलियम आयात की ऊंची लागत को कम करने की आवश्यकता पर बल दिया और ऑटोमोबिल क्षेत्र की कंपनियों से बिजली या इथेनोल, मिथनोल, जैव डीजल और हाईब्रिड की ओर मुड़ने की अपील को दोहराया। उन्होंने कंपनियों को आश्वासन दिया कि सरकार वैसे सभी तरह के ईंधन विकसित करने के लिए प्रतिबद्ध है, जो आयात का विकल्प हो, लागत प्रभावी हो, पर्यावरण अनुकुल हो और स्वदेशी हो। सड़क परिवहन और राजमार्ग मंत्री ने ऑटोमोबिल उद्योग से वैकल्पिक और सस्ते परिवहन के रूप में अंतर्देशीय जलमार्ग और तटीय जहाजरानी की संभावना को तलाशने की अपील की। उन्होंने कहा कि गंगा नदी पर चालू जलमार्ग विकास परियोजना परिवहन के



लिए नदी को तैयार कर रही है और इस मार्ग को ब्रह्मपुत्र से जोड़ा जाएगा, जिससे सामानों को भारत से बांग्लादेश और म्यामांर तक जलमार्ग से भेजना संभव होगा। उन्होंने कहा कि अपने वाहनों के परिवहन के लिए ऑटोमोबिल कंपनियां इस मार्ग का उपयोग करें।

कर सलाहकार ने ई—वे बिल की चिंताएं दूर करने को कहा

जहां जीएसटी परिषद ई—वे बिल को लेकर ट्रांसपोर्टरों की चिंताएं दूर करने की कोशिश कर रही है, वहीं एक कर सलाहकार ने अधिकारियों को इस बिल में बदलाव की अनमति देने की सिफारिश की है।

पीडब्ल्यूसी द्वारा जारी एक रिपोर्ट में कहा गया है, 'जब ई—वे बिल तैयार होता है, उसमें शामिल विवरण (वाहन से संबंधित मामलों को छोडकर) में बदलाव या संशोधन नहीं किया जा सकता। इस स्थिति में एकमात्र विकल्प उसे रद्द करना और नया ई—वे बिल तैयार करना है।'

रिपोर्ट में कहा गया है कि हालांकि व्यवसायी चाहते हैं कि ई—वे बिलों के विवरण में कुछ समयावधि के अंदर संपादन या संशोधन की अनुमति दी जानी चाहिए। रिपोर्ट में कहा गया है कि ई—वे बिल के क्रियान्वयन के पहले महीने के अंदर प्रक्रियागत खामियों की वजह से सामान या वाहनों की जब्ती के कई मामले आए। रिपोर्ट में कहा गया है, 'यह बिल के सफल और प्रभावी क्रियान्वयन की राह में बाधक है।'

हालांकि सरकार ने संबंधित प्रक्रियाओं को स्पष्ट कर दिया है और व्यवसायियों और अधिकारियों को इन पर अमल करने की जरूरत होगी, लेकिन यह देखने की जरूरत होगी कि क्या फील्ड ऑफिसर इनके प्रभावी क्रियान्वयन सुनिश्चित

Vehicle scrap policy to see another round of consultations with stakeholders: Nitin Gadkari

In May 2016, the government had floated a draft Voluntary Vehicle Fleet Modernisation Programme (V-VMP) that proposed to take 28 million decade-old vehicles aff the road.

The proposed policy for scrapping 20-year old commercial vehicles will go for another round of consultations with stakeholders as per the PMO directions, Union Minister Nitin Gadkari said today. The proposal aims to pave the way for mandatory scrapping of such vehicles from April 1, 2020.

"PMO has asked us for another round of consultation with stakeholders. Accordingly, we will be doing consultations with stakeholders, industry and consumers," Road Transport Minister Gadkari told on the sidelines of an event.

He said that after "taking everyone's views" it will be sent back to the PMO for approval, he said.

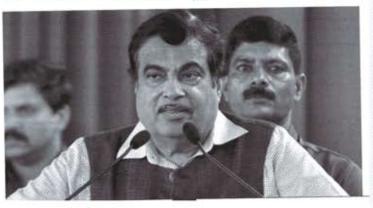
Once the policy is approved, he said, India could emerge as a hub for automobile manufacturing as key raw material available from scrapping like steel, aluminium and plastic are bound to be recycled, bringing down automobile prices by "20 to 30 per cent."

India is already a leading place for automobile industry with a turnover of Rs 4.5 lakh crore, he said. "I think there is a huge potential."

In May 2016, the government had floated a draft Voluntary Vehicle Fleet Modernisation Programme (V-VMP) that proposed to take 28 million decade-old vehicles off the road.

A committee of secretaries (Cos) recommended to the ministry redesigning of the scheme for greater participation of states with partial support from the Centre.

The CoS suggested that the "scheme may dovetail a calibrated and phased regulators approach for capping the life of vehicles together with stricter implementation of emission norms and accordingly a revised consultation paper got in principle nod at PMO."



कराने में सक्षम होंगे।

मध्य प्रदेश उच्च न्यायालय ने ई-वे बिल का एक हिस्सा दाखिल नहीं करने के लिए गति किंटेटेसू लिमिटेड पर 1.32 करोड़ रुपये का जुर्माना बरकरार रखा है।

न्यायालय ने जीएसटी अपीलेट अधॉरिटी के साथ विचार-विमर्श कर कंपनी पर जुर्माना लगाया क्योंकि उसने बिल के पार्ट-बी को फाइल नहीं किया था। पार्ट-बी में ट्रांसपोर्ट के वाहन नंबर जैसी जानकारी होती है जबकि पार्ट-ए में आपूर्ति किए गए सामान की मात्रा और मूल्य जैसी जानकारी होती है।

अपनी याचिका में कंपनी ने तर्क दिया कि तकनीकी खामियों की वज़ह से वह पार्ट-बी को अपखेट नहीं कर सकी। हालांकि न्यायालय ने कहा कि कंपनी ने ई-वे बिल पोर्टल पर इस तरह की किसी शिकायत की जानकारी नहीं दी थी।

पीडब्ल्यूसी की रिपोर्ट में यह भी कहा गया है कि जहां ई—वे बिल सरकारी पोर्टल पर तैयार या रह किए जा सकेंगे, वहीं सामान की सफल डिलिवरी पर उनके निपटान के लिए कोई विंडो उपलब्ध नहीं है। इस वजह से तैयार हुए बिल पोर्टल पर हमेशा मौजूद बने रहते हैं।

Reduction of incremental load may bring back investor interest in truck makers

Maximum safe axle weight in a vehicle of single axle, with two tyres, has been changed to 7 tonnes.

The transport and highways ministry has reduced in part the additional load trucks can ferry, perhaps minimising the anxiety of investors in heavy-vehicle makers that faced a likely fall in demand.

Now, the maximum safe axle weight in a vehicle of single axle, with two tyres, has been changed from 7.5 tonnes to 7 tonnes. Similarly, the standards have revised down the load to 19 tons from 19.5 for 16.2ton trucks. So, the effective increase in maximum load carrying capacity for this category will now be 17 per cent instead of 21 per cent earlier.

When revised norms are implemented for different categories, the maximum load carrying capacity of a truck will increase by 15-20 per cent, compared with projections of 25-30 per cent based on the notification issued on July 16. This means lower incremental load carrying capacity than earlier, giving a breather to medium and heavy commercial makers such as Ashok Leyland, Tata Motors and Eicher Motors.

Purthermore, the new notification has made it clear that old vehicles (manufactured before July 16, 2018) will be allowed to increase the maximum load. This removes ambiguity among fleet operators as they can pay nominal fees to increase their maximum load carrying capacity as per the new axle norms.

The Street had been factoring in MHCV volume growth in the range of 10-15 per cent for the current and next fiscal years. The latest modification in axieload norms is likely to result in a major tweaking in projected volume growth for several reasons. First, the incremental load carrying capacity has been trimmed by 10-13 per cent after the new notification. This would allay investor



concerns of overcapacity in the system and pressure on fleet operators' profitability.

Second, new axle norms affected only 20-25 per cent of the total MHCV volumes, and this could have resulted in only a few percentage points impact on the total demand. About three-quarters of MHCV volumes such as tippers, intermediate commercial vehicles and cargo carriers remain unaffected by changes in new axle norms. Third, the approval time for a new vehicle complying with revised axle norms is likely to shorten.

This implies that new truck sales may be affected just for a few weeks. Investor interest is gradually reviving in shares of truck makers as the underlying demand buoyancy starts reflecting in their volumes in the next few months.

The price-earnings multiple of pure play commercial vehicle company Ashok Leyland took a sharp cut to 14 times its projected next year earnings from 20 three months ago.

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Transport Corporation of India Limited

AIR FREIGHT (INT'L+DOM.)

S. no.	Airport	For July	The Mo July	nth %		eriod Apri 2017-18	%
		2018	2017	Change			Change
(A)	20 International	Airports					
1	Chennai	37670	37461	0.6	144276	139999	3.1
2	Kolkata	14658	13198	11.1	55299	55192	0.2
3	Ahmedabad	8599	7983	7.7	33011	31265	5.6
4	Goa	416	441	-5.7	1700	1539	10.5
5	Jaipur	1556	1214	28.2	5713	4672	22.3
6	Lucknow	696	529	31.6	2668	2320	15.0
7	Guwahati	1852	1582	17.1	7229	7305	-1.0
8	Trivandrum	1569	2461	-36.2	7017	9811	-28.5
9	Bhubaneswar	592	648	-8.6	2713	2686	1.0
10	Calicut	762	1768	-56.9	4283	6856	-37.5
11	Srinagar	597	620	-3.7	3282	2868	14.4
12	Coimbatore	1255	834	50.5	4263	3270	30.4
13	Amritsar	191	167	14.4	632	680	-7.1
14	Mangalore	424	246	72.4	1558	900	73.1
15	Varanasi	200	124	61.3	533	362	47.2
16	Portblair	350	408	-14.2	1544	1641	-5.9
17	Trichy	543	472	15.0	2223	2167	2.6
18	Imphal	468	191	145.0	1652	1247	32.5
19	Vijayawada	0	0	-	0	0	
20	Tirupati	570	0	-	0	0	
Tota		72398	70347	2.9	279596	274780	1.8
(B)	6 JV Internation	al Airpor	ts				
21	Delhi (DIAL)	84061	77090	9.0	334037	318619	4.8
22	Mumbai	79473	70241	13.1	324731	293157	10.8
-	(MIAL)	80.52				-	1010
23	Bangalore	35930	29905	20.1	133500	113489	17.6
-	(BIAL)	2000	2.000 MM		100000	110100	A.7.30
24	Hyderabad	12427	10661	16.6	48260	43452	11.1
	(GHIAL)				175-2	100	-
25	Cochin(CIAL)	5616	6477	-13.3	22785	27428	-16.9
26	Nagpur (MIPL)	856	518	65.3	3060	2274	34.6
Tota		218363	194892	12.0	866373	798419	8.5
(C)	8 Custom Airpo						
-			2107	45.5	10170	11602	65.3
27	Pune	4652	3197	45.5	19179	11603	65.3
28	Patna	1115	708	57.5	3568	2677	33.3
29	Visakhapatnam	528	479	10.2	2009 2252	1764 1269	13.9 77.5
30	Bagdogra	683	471	45.0	1 800	8800	20.00
31	Chandigarh	567 473	188	33.1 151.6	1586	2589 561	-38.7 151.7
33	Madurai Aurangabad	220	124	77.4	789	522	51.1
34	Gaya	0	124		0	0	21.1
Tota		8238	5593	47.3	30795	20985	46.7
	60 Domestic Air		2393	47.3	50793	20963	40.7
7			000	10.0	2027	2400	10.0
35	Indore	1111	989	12.3	3927	3480	12.8
36	Ranchi	487	374	30.2	1876	1740	7.8
37	Raipur	419	351	19,4	1421	1338	6.2
38	Jammu	177	149		622	634	-1.9
39	Agartala	403	464	-13.1	1644	1826	-10.0
40	Udaipur	2 19	0	7.0	51	101	0.0
41	Dehradun		20				-49.5
42	Vadodara	251 129	167	50.3	864	636	35.8
43	Bhopal	93	91 104	41.8	469	349	34.4
44	Leh	152	25	-10.6	407 168	561 42	-27.5
	Surat Jodhpur	152	0	-	168	2	300.0
	Dodubur			63.2	209	118	77.1
46		63					
46 47	Silchar	62	38				
46 47 48 49		62 24 68	25 24		99	110	-10.0 105.2

with the	2000		-0.0		
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S.	Airport	For	The Mo	Freight (eriod Apri	To luke
no.	Allpoit	July	July	%	2018-19	2017-18	%
uo.		2018	2017	Change	2010-17	2017-10	Change
(D)	60 Domestic Air		100.01	cimige			Cimig
51	Jabalpur	0	15	-100.0	1	22	-95.5
52	Dimapur	39	10	290.0	185	170	8.8
53	Bhuj	3	3	0.0	9	9	0.0
54	Juhu	28	34	-17.6	112	136	-17.6
55	Belgaum	0	0	-17.0	0	0	-1750
56	Guggal(kangra)	0	0	-	0	0	
57	Gorkhpur	0	0	2	0	0	
58	Tuticorin	5	1	400.0	11	2	450.0
59	Jorhat	5	3	66.7	17	17	0.0
60	Jamnagar	150	1	- 00.7	247	2	0.0
61	Khajuraho	0	0	- 2	0	0	
62	Hubli	0	0	-	0	0	
63	Allahabad	0	Ö		0	0	
64	Cuddapah	0	0	2	0	0	
65	Porbandar	0	0	-	0	2	-100.0
66	Agatti	2	1	100.0	7	5	40.0
67	Kandla	0	0	100.0	Ó	0	40.0
68	Jaisalmer	0	0		0	0	
69	Bhavnagar	0	0	-	0	0	-
70	Pondicherry	0	0		0	0	-
71	Bhuntar	0	0		0	0	
72	Gwalior	0	0	- 2	0	0	
73	Bikaner	0	0	-	0	0	
74	Diu	0	0	-	0	0	
75	Mysore	0	0		0	0	
76	Bhatinda	0	0		0	0	
77	Pantnagar	0	0	-	0	0	
78	Agra	0	0	_	0	0	_
79	Lakhimpur	0	0		0	0	
13	(lilabari)	0	0		0	0	
80	Barapani	- 0		-	- 0		
00	(shillong)	0	0		0	0	
81	Ludhiana	- 0	- 0	-	v	- 0	_
82	Shimla	0	0		0	0	
83	Tezpur	0	0	-	0	0	
84	Kanpur(chakeri)	0	0		0	0	
85	Kota	0	0	-	0	0	
86	Salem	0	0	-	0	0	
87	Jalgaon	0	0	-	0	0	
0.0		-				-	-
88	Kishangarh	0	0	-	0	0	-
90	Sholapur Kolhapur	0	0	. *	0	0	
91	Adampur	0	0		0	0	-
21	(Jalandhar)	0	0	5	0	0	
92	Pathankot	- 0	0	-	0	- 0	
93	Pakyong	0	0		0	0	
93		0	0	- 5	0	0	
	Jagdalpur			25.0			10
	0 Domestic Airports	3635	2889	25.8	12648	11439	10.6
(E)	7 St.Govt. / Pvt	Airports					
95	Lengpui(aizwal)	44	46	-4.3	158	215	-26.5
96	Nanded	0	0		. 0	0	
97	Shirdi	0	0	2	0	0	1.
98	Vijayanagar	0	0	-	0	0	- 2
99	Durgapur	0	0	-	0	0	
	Nasik(Hal ozar)	15	0	-	49	0	
	Mundra	0	0	2	0	0	- 5
	St.Govt. / Pvt Airports	59	46	28.3	207	215	-3.7
	Other Airports	0	0	20.5	0	0	
	nd Total	- 0		_	- 0	- 0	_
	B+C+D+E+F)	302693	273767	10.6	1180610	1105838	7.6
	DTCTDTETE)	202093	4/3/0/	10.0	1102013	1102020	7.

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

(*) TENTATIVE

(IN '000 TONNES)

PERIOD Cruck Liquids Incl. FIN. RNN Thermal Coking Tomage TEL	PORT	TRAFFIC	104	Other	Iron Ore	Fort	Fortilizore	Coal	_	Containere	nore	Other	TOTAL	% VAR
PERIOD Croude, Liquidis Incl. FIN. RAW Thermal Osting Tool Tool Tool LVG LV	IONI	TIVALLIC		i i	210 11011	100	613711	200		Comta	e i a	Office	20101	/0 VAIN.
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Dock System TRF APRIL-AUG.2018 335 265 - 64 21 9 987 4313 284 1716 Dock System TRE APRIL-AUG.2017 336 - 640 206 18 994 6299 4499 76 3134 Dock Complex TRF APRIL-AUG.2017 3452 2066 640 209 118 994 6299 1044 57 3134 KOLKATA TRF APRIL-AUG.2017 3482 2372 219 150 169 983 7286 5613 300 382 RADATNAM TRF APRIL-AUG.2017 4491 648 4419 4 1806 1043 500 25 3607 AAAR(ENAVA) TRF APRIL-AUG.2017 4491 4 1806 1493 53 4 1806 449 4 1806 1494 5 3136 AAAR(ENAVA) TRF APRIL-AUG.2017 1441 449 - 71 - 1205 16 20	KOLKATA													
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Fig. Color Color	Haldia Doob Complay	TRF APRIL-AUG.2018	3460	2107	219	98	148	974	6539	1300	92	3134	17727	
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TRF APRIL-AUG.2017 14418 648 4419 4 1806 10438 5009 25 2 3604 AJARICHAM TRF APRIL-AUG.2017 6948 856 4581 860 4344 2688 3362 193 364 AJARRENNORE TRF APRIL-AUG.2018 1993 856 4581 860 76 - - 10096 763 - 1006 763 - - 10096 763 - - 1006 763 - - 10096 763 - - 10096 763 - - 10096 763 - - 10096 763 - - 10096 763 - - 10096 763 364 - - 10096 763 364 - - 10096 763 364 - - 10096 763 364 - - 10096 763 364 - - 10096 763	PARADIP	TRF APRIL-AUG. 2018	14991	737	4649	ж	1726	13860	5446	92	S	3303	44788	
TRF APRIL-AUG.2018 6570 1365 3676 1036 281 4344 2688 3362 193 3614 TRF APRIL-AUG.2017 6948 856 4581 860 411 2983 2338 2662 154 3806 AJAK(ENNORE) TRF APRIL-AUG.2018 5633 653 653 653 653 653 653 653 653 653 653 653 653 AJAMBARANAR TRF APRIL-AUG.2018 254 338 644 255 645 2711 DAMBARANAR TRF APRIL-AUG.2017 254 338 653 653 653 654 655 654 654 ANGALORE TRF APRIL-AUG.2018 8071 168 675 675 675 675 ANGALORE TRF APRIL-AUG.2018 8071 168 675 675 675 675 ANGALORE TRF APRIL-AUG.2018 8072 836 775 675 675 675 ANGALORE TRF APRIL-AUG.2017 587 790 1817 211 511 1496 1042 631 40 496 ANGALORE TRF APRIL-AUG.2018 8036 836 1777 218 75 6045 631 40 496 ANGALORE TRF APRIL-AUG.2018 8036 836 73 644 645 645 645 645 645 645 ANGALORE TRF APRIL-AUG.2018 8036 803 803 803 803 804 ANGALORE TRF APRIL-AUG.2018 8036 803 803 803 804 640 ANGALORE TRF APRIL-AUG.2018 8036 803 803 803 804 640 ANGALORE TRF APRIL-AUG.2018 8036 803 803 803 804 640 ANGALORE TRF APRIL-AUG.2018 8036 803 803 803 804 640 ANGALORE TRF APRIL-AUG.2018 8040		TRF APRIL-AUG. 2017	14418	648	4419	4	1806	10438	5009	25	2	3607	40374	10.93
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AJAR(ENNORE) TRF APRIL-AUG.2018 1993 53 - - - 9279 - - 1256 AI TRF APRIL-AUG.2017 1751 44 - - 71 - 13187 683 278 AI TRF APRIL-AUG.2017 5746 704 - - 77 - 12751 661 2711 IDAMBARANAR TRF APRIL-AUG.2017 574 45 113 147 4097 1112 6363 312 1605 A TRF APRIL-AUG.2017 594 338 - 15 85 43 - 3166 228 400 A TRF APRIL-AUG.2017 8071 146 - 15 98 - 3166 228 435 ANGALORE TRF APRIL-AUG.2018 9536 836 1777 218 75 2633 803 870 58 335 AI TRF APRIL-AUG.2018 9587 790 1817 218		TRF APRIL-AUG.'2017	6948	856	4581	860	411	2983	2338	2662	154	3806	25445	5.86
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AI TRF APRIL-AUG.2018 14997 780 2730 94 54 1145 1441 148 12 2871 2871 TRF APRIL-AUG.2017 15440 803 2865 88 30 1095 1608 261 20 3646		TRF APRIL-AUG. 2017	257	245	3960	73		950	4007	162	==	1570	11224	-27.15
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AYAL TRF APRIL-AUG.2018 1842 1113 25632 2088 400 TRF APRIL-AUG.2017 1936 1102 24170 2020 338 AYAL TRF APRIL-AUG.2018 26175 4041 482 1969 - 6645 355 1470 88 7758 TRF APRIL-AUG.2017 24966 4478 450 1629 45 4656 116 658 44 6988 RTS TRF APRIL-AUG.2017 16628 3673 2608 44307 22323 60062 4040 30646 20 TRF APRIL-AUG.2017 93196 12576 18732 3323 3001 35205 20351 55273 3785 32753 100 from previous year 2.38 1.12 -11.23 13.64 -13.10 25.85 9.69 8.66 6.74 -6.43		TRF APRIL-AUG.2017	15440	803	2865	88	30	1095	1608	261	20	3646	25836	-6.10
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RF APRIL-AUG.2018 95418 12717 16628 3673 2608 44307 22323 60062 4040 30646 28 RF APRIL-AUG.2017 93196 12576 18732 3232 3001 35205 20351 55273 3785 32753 27 2.38 1.12 -11.23 13.64 -13.10 25.85 9.69 8.66 6.74 -6.43		TRF APRIL-AUG.2017	24966	4478	450	1629	45	4656	116	658	44	8869	43986	11.16
RF APRIL-AUG. 2017 93196 12576 18732 3232 3001 35205 20351 55273 3785 32753 27. 2.38 1.12 -11.23 13.64 -13.10 25.85 9.69 8.66 6.74 -6.43	ALL PORTS	TRF APRIL-AUG. 2018	95418	12717	16628	3673	2608	44307	22323	60062	4040	30646	288382	
2.38 1.12 -11.23 13.64 -13.10 25.85 9.69 8.66 6.74 -6.43		TRF APRIL-AUG. 2017	93196	12576	18732	3232	3001	35205	20351	55273	3785	32753	274319	5.13
	% Variation from previous y	ear	2.38	1.12	-11.23	13.64	-13.10	25.85	69'6	8.66	_	-6.43	5.13	

Source: I.P.A.

The I.T. Enabler - Ocean Freight



Mr. Vinay Nyamati is MD of V&V Comptech Systems, (VnVCS), an IT Solutions / Products Company. He has Industry experience of more than 25+ years and is known in the specific field as a Business Strategist. He has Global Exposure in various verticals (IT Industry 18+ years and Ports and Shipping 14+ years)) and his forte is as an IT Solution architect for Ports, Shipping & Logistics sector.

Their Head Office is in Navi Mumbai with Support Centres across the globe. The projected team size by 2018 end is 150 and revenue of USD \$3M by 2018. They have achieved Leadership in Ports and Shipping domain. 60% revenue is coming from domestic market for the last 5 Years. 65% - 70% is the Year on Year (YoY) growth in revenue over last 3 years.

Their combined Engineering experience works out to 720+ person years in the IT industry, with 400 V&V years Their Customer Demography and spread is revealing of the wide range:

Customer grouping		Regions	
CFSs / ICDs -	39%	Indian Sub-Contine	ent - 57%
Port Terminals -	19%	Africa -	16%
Warehouses -	13%	Asia Pacific -	12%
Container Repair Yards	Middle East -	10%	
Transporters -	11%	Americas -	03%
Freight Forwarders -	06%	Australia -	02%

Questionnaire

(1) How long have you been in operation?

V&V Comptech Systems, (VnVCS) an IT Solutions / Products Company was established in Jan.1999, hence it is nearly 19 years since we started.

(2) What is the kind of business model your organization follows? How many branches/employees do you have?

We offer IT Solutions / Products for Ports, Shipping & Logistics sector and are being recognized for domain expertise, which is offered for all stakeholders: End to End Logistics solutions on variable requirements: SAAS model (Software-As-A-Service) or Product Licenses - Sell, Implement, Customize and Support. The salient features are:

- Exposure to Terminal Operations, Rail Operations and Logistics segment
- · Recognized for cost effective IT solutions
- Established brand in Domestic market
- Experienced in designing IT solutions by analyzing the need for automating business processes
- Designed multiple business models with options for scaling of product features / architecture needs
- Efficient After sales support of regular and customized solutions

Our employee strength will be at the budgeted level of 150 by this year end.

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

Earlier, customers prioritized to streamline workflow processes while today's focus is on Digitization, Value Added Services (VAS), Common platform for all stakeholders, Data Analytics, Optimization of asset utility, flexibility to accommodate varied business operations, Artificial Intelligence (AI). We are well equipped to take care of all this.

(4) Who are your present clients?

DP World Group, A.P. Moller- Maersk Terminals Group, Hind Terminals Group, Adani Group, Allcargo Group, CMA CGM Group, JNPCT, PSA Terminals Group, Parekh Group, Navkar CFS, P&O Maritime, Apollo and many more.

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

VnVCS Products are designed for varied stakeholders like Transporters - Fleet, Rail and Sea; Rail Operators; Container Terminal Operators - Container, Bulk, Liquid and Marine; RO / RO Terminals, Container Freight Stations/ ICDs; Container Repair Yards; Non Vessel Owning Container Carriers (NVOCCs); Freight Forwarders; Warehouses, Ports, Shipping and Logistics Business Units, etc. Fleet Owners need help to streamline their business operations. Latest releases have been focused on value added services like Mobile Apps, Portals, Data Analytics, E-Payments and Automated operational processes.

We also streamline the process flow of Multi Modal Terminal Operations designed for 3 PL / 4PL logistics which covers: *Truck Terminal Operation, *General / Agro Warehouse Operation, *Collateralized Cargo Operation, *Rail Terminal Operation *Bonded Warehouse Operation, *Cargo Process Management, *Cold Storage Warehouse Operation, *Third Party Inventory Management.

Our range of services to the Logistics Industry:

Customer Management; Vendor Management; Inventory Management; Resource Management; Contracts Management; EDI Process; Credit Control; Reporting; Billing etc.

For smooth flow of Freight Forwarding Operations, we have: Partner Integration; Global Integrated Service Network; Customer Relationship Management (CRM); Ocean Freight Shipment Management; Air Freight Shipment Management; Business Support & Administration.

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

Whether it is transportation by Road, Rail, Air, Sea or River barges, the transporters, being stakeholders of Common platform, are looking forward to all the above facilities. Logistics industry in the near future will be digitized and closely knit. Even though acceptance for open minded business concept might take time, value added services could be provided to customer. Margins might drop but surely will be made up by growth in volume, considering the potential and need to upgrade to international standards.

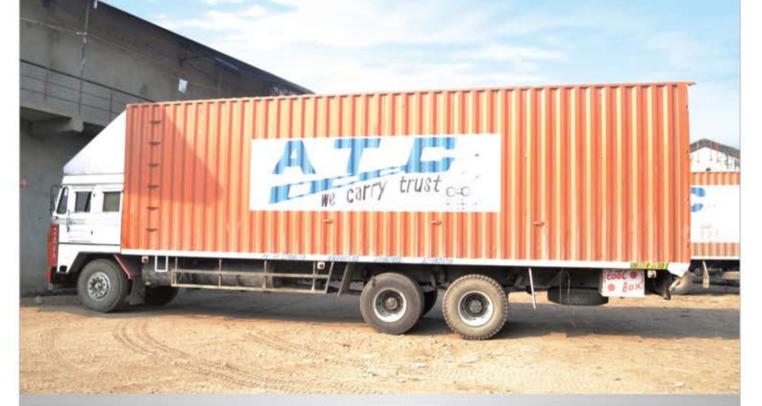
Vinod Kaul

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



AIR TRANSPORT CORPORATION (ASSAM) PVT. LTD.

We Carry TRUST ...



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CIN: U74140DL2011PTC213799



LOGISTICS IS OUR LIFE.

WE FOCUS COMPLETELY ON CUSTOMERS.

We at Rhenus believe it is essential to remain close to our customers. We focus on our customers needs and requests in our daily business. And because each customer, each item and each requirement are different, we not only offer standardised solutions, but combine individual logistics products, if required, so that they are tailored to our customers individual needs.

INTEGRATED LOGISTICS SOLUTIONS

- AIR & OCEAN
- CUSTOMS BROKERAGE
- CONTRACT LOGISTICS
- HIGH TECH LOGISTICS
- DOMESTIC FREIGHT

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