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Recession:

This Too Shall Pass!



Ashok Gupta



The entire
nation suffered
in the form of ill
effects and violence,
unfulfilled hopes
and aspirations

ear friends

A lot has happened in the last month. But what has grabbed everyone's eyeball is the scrapping of Article 370 of the Constitution; the demise of former finance minister Sh. Arun Jaitly; a possible growth recession and PV Sindhu's gold at 2019 World Badminton Championship.

Amongst all these important news the only positive news that has inspired many is that of PV Sindhu's medal. The 24-year-old soft-spoken girl from Hyderabad has pushed herself to break the boundaries ever since she announced her arrival in 2012 when she broke into the top 20 of the BWF World Ranking. With Tokyo Olympics scheduled for 2020, her form and fitness will matter a lot for India's chances to win a medal in the mega event. The article 370 was introduced in the constitution to provide special status to Jammu and Kashmir. The NDA-II scrapped the article in the parliament session of August 2019 and the Prime Minister has defended the move stating that the decision was taken to follow a new path to solve the seven decadeslong problem. "People of Jammu and Kashmir had to face discrimination for 70 years. The entire nation suffered in the form of ill effects and violence, unfulfilled hopes and aspirations. The country has taken an important decision with the inspiration of Sardar Saheb," he said while addressing a public meeting at the site of Sardar Sarovar Dam. However, the decision has received a mix reaction and people are divided in this issue. But it is the businesses that have suffered most. For instance, the road transporters are unable to travel to Kashmir and hence a heavy loss in terms of trade.

The untimely demise of former finance minister was a shock for all. Parliamentarians and leaders across all parties mourned and prayed for his soul to rest in peace. Leaders remembered his contribution to the country and stated that it is a huge loss to the nation. It was during his tenure as finance minister when demonetization, implementation of Goods and Services Tax (GST) was introduced. At this hour, when the country is facing the deepest economic crisis a brain of his stature could have helped the government in combating the disaster.

Economic slowdown is another burning topic that has been a buzz for a while now. In the current economic scenario, India has lost 2.6 percentage points, which is relatively modest than the 2011-2012 recessions but is anyway huge enough to affect the businesses. With sale dropping to a mere 35 – 40 per cent, the automobile industry is worst sufferer. Other sectors also are having sleepless nights, the cut-down and employee lay off processes have created terror already. The road transport sector, which has been struggling to mend with many daily issues, is again pushed back. We are analyzing and opening up with economic sluggishness of the last 10 years and what have led the transport sector to experience the present state of economic growth recession. Hope this will be an informative and interesting read and the government could find an effective solution to overcome it as soon as possible.

- X

THE PUSH THAT MOVES THE ECONOMY.

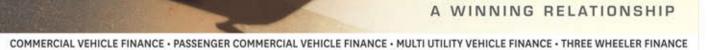
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Is It Economic Slowdown Or Economic Growth Recession?



Mahendra Arya National President, AITWA

'Kabhi Khushi Kabhi Gam'! Well, when Union Minister for Road Transport and MSMEs Sh. Nitin Gadkari referred to the phrase he was not suggesting about the Amitabh Bachchan starrer Bollywood blockbuster movie but about the life itself. In his words, in the circle of life, there come times of joy and times of sorrow. Sometimes, one will succeed and sometimes one will fail. His statement came while trying to boost the morale of a worried group of automobile industrialists on 65th foundation day of the Vidarbha Industries Association.

Interestingly, neither any senior minister nor the Sh. Narendra Modi-led government has acknowledged the current state of economic slowdown, except for Sh. Gadkari. The former BJP president and now one of the senior-most ministers in NDA -government openly accepted the fact that the country is indeed facing an economic slowdown. Feeling sorry for the Indian industries he says, "without a doubt they are facing a tough time" but he hoped that this is just a phase and soon shall pass. Nevertheless, it is not only the automobile sector that has been hit hard by the economic slowdown, the transport sector, which has been the lifeline for the entire nation, be it business houses or common man, also is feeling the burnt.

The transport sector has been experiencing a difficult time for a quiet some time now and the sluggish economic condition of the market has mounted the difficulty level. While the increase of load capacity of trucks has made 20 to 25 per cent trucks stationary the introduction of E-way bills and improved road condition across different routes have forced another 20 -25 per cent trucks motionless. Though these steps are vital for development, the government's inability to generate more businesses made 20 - 25 per cent truckers unproductive. In addition to this, the big players of the industry who purchased numbers of trucks with the help of Input Tax Condition (ITC) to

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With sale trimming down to 35 -40 per cent, the automobile industry may be the most adversely affected sector but one cannot ignore the difficulty level of the road transport sector as well. The unorganized sector which has been striving to come in terms with the daily issues now also has to find a way to combat the recession



avoid GST charges have also attributed towards the trouble of small and medium-size freight companies. The big players could offer to carry the freight at 12 per cent GST compared to rest as they could nullify the same with ITC of 28 per cent on truck and tyre purchased to 5 per cent GST of rest without getting any credit. And, this eventually helps them drag a lot of clients from small and moderate size firms, leaving this group of jobless. A non-level playing field has been created by the government. The entire transport industry has taken a decision not to buy any truck unanimously, the hashtag floated by AITWA #NoTruck4Me has became a national buzz now. In the last 10 years, India has seen three

In the last 10 years, India has seen three such phases. Though, the government is of the view that there is no recession but eminent experts believe that the situation is far woeful than just economic slowdown. Some of them have categorically stated that the recession has indeed arrived in India. For economists, a recession is three consecutive quarters of contraction. It's when the economy loses its growth path and enters into negative territory. But the growth recession is different. Here, the economy does not contract; it still continues to expand through at a sequentially slower pace.

The first recession that India experienced in twenty-first-century happened just immediately after the financial crisis with the US as the starting point. The economic growth slipped successively for three quarters from June 2008, or the second quarter of the fiscal year 2009. Though the recession was short, it was sharp nevertheless. The second phase was just after recovering from 2009 debacle. The economy took off with a flying start for three consecutive months, ending on March 2011, but dipped for five successive quarters after that. The third phase of growth recession is what we are experiencing right now. Economic growth has already taken the back foot for four consecutive quarters and we are on the verge of completing the fifth

quarter as well. Going by the latest high-frequency data and predictions from reputed private-sector economists, it is very likely that economic growth in the quarter ended September 30 will be slower than in the quarter ended on June 30.

The recently introduced goods and services tax (GST) collections data has nothing positive to show. In fact, it gives a crystal clear indication of weak domestic demand. This means the fact that indirect tax collection is growing slower than nominal GDP growth. However, it is not only about the numerical. The dip in the economy has started to show in all most all the sectors. News is flashing about lay off of employees and the buzz to join more people in the list is getting louder. With sale trimming down to 35 -40 per cent, the automobile industry may be the most adversely affected sector but one cannot ignore the difficulty level of the road transport sector as well. The unorganized sector which has been striving to come in terms with the daily issues now also has to find a way to combat the recession. As the demand has fallen drastically, the business has also gone down. Along with it, the new motor vehicle act increased input cost, business disruptors in the form of suicidal price cutting below cost are badly affecting transport trade. The sector, considered as one of the low profile industries, has always strived to find the finest talent and now when the chips are down, it will be difficult to hire even the mediocre talents. For an industry, which has been suffering an acute crisis of drivers, this is a real set back.

No doubt, with the economic slump, the development process has stopped. And, it is up to the government to create a winning formula to beat the recession. As per the common citizens like us, we can pray and hope to get out of this scary phase as early as possible. We don't want to hear the phrase 'Kabhi Khushi Kabhi Gam' rather we will love to hear Khushi hi Khushi ho, Kabhi bhi gam na ho!



Government: All It Needs A Formula To Combat Recession



S. D. Goyal, General Secretary, AITWA

n an interview to a news channel, a few months back, the Reserve Bank of India (RBI) Governor Shaktikanta Das opened up to reveal that the Gross Domestic Production (GDP) growth of 5 per cent came as a surprise and was much lower than anticipated. The GDP of April – June quarter is the slowest in the last 6 years. He further said that no one predicted less than 5.5 per cent and that the result was worse than all forecasts.

This means that recession has hit India. It also means that there will be extra pressure on the NDA - II government to announce meaningful reforms that can bring back the economy on a growth trajectory. The Finance Minister Ms. Nirmala Sitharaman has already taken steps to address economic slowdown. In the past few months, we saw multiple mergers of public sector banks, a move which was aimed at improving liquidity and enhancing economic growth. Will this be effective? Well, not many economists are convinced about the idea. The economic sluggishness has a worse effect on the automobile industry. With sale dipping to 35-40 per cent, the industry probably is having the toughest time. But it is not alone in the list. In fact, all most all the sectors are being affected adversely. The difficulty level of the road transport sector is also worth mentioning, as the unorganized sector has been striving to come in terms with the daily issues and now will have to put double effort to survive.

The sector has welcome the government's move to increase the loading capacity as it did for the E-way bills and improved road condition. But it believes that the government's inability to produce enough business for transporters has made them stand where they are today. The economy would have had a different equation if more trade would have happened. The development steps would have worked wonder if 20-25 per cent trucks needed not to park for no job.

Further, the amended Motor vehicle act, increase input cost, new technology is also affecting the transport business, eventually leading to economic slump.

However, the government is trying to recover from this difficult phase. The finance minister is having rounds of discussion with experts and economists. Meanwhile, two former RBI governors have also offered their suggestions to overcome this catastrophe, though contrasting in nature. Sh. C. Rangarajan has suggested that the government increase the expenditure to steer the Indian economy out of the ongoing slowdown. But, Sh. Duvvuri Subbarao has proposed restricting the fiscal stimulus packages as the government does not have the fiscal space. Offering his reasons in a leading daily newspaper, Sh. Subbarao pointed out that everyone, including the finance minister, knows that the actual fiscal deficit is higher than what is shown in the budget and it is completely irrational to not admit the true fiscal deficit. Going a step further, he added that the government should not succumb to the temptation what a lot of people are suggesting pouring money into the economy. Instead, the centre must refrain from launching a fiscal stimulus, he wrote.

In the contrary, Sh. Rangarajan earlier suggested that the Central government should ask states to spend more and that states should be brought to board to raise capital expenditure relative to their respective gross state domestic product.

The downturn in economic growth has not only affected the businesses but it has also hit the growth of individuals' average income in India. People are now forced to squeeze budgets. The average individual income of India is already much below the average income of the close competitor China, and also the world. In 2018-19, the average annual per capita income in India was Rs 92,565, as per RBI data. Calculating in dollars, the average annual per capita GNI is only \$7,680 in India, which was \$18,140 for China and \$17,903 for the world in 2018, as per the World Bank data.

Talking about the road transport sector, there could not have been a worse phase to experience a slump in economic growth. The transport business as a whole is already becoming unviable in India. All involved in this trade - from truck owners to goods booking agencies and others – are finding it tough to operate the business. The selling price is continuously falling and the purchase cost is continuously increasing. The economic slowdown is a nightmare that could happen to a sector which has been striving to emerge out of the daily problems woven by the government. No doubt this seems to be the toughest time.

The sector is fighting to solve the Goods and Services Tax (GST). The sector finding it irrational on government's part to levy a GST of 28 per cent on loading-trucks, tyres and other components of the vehicle.

Presumptive Tax has been another issue that the industry is appealing for. This tax under 44AE of Income The tax was introduced to help out small truck owners, owning up to ten trucks, who were unable to manage account keeping for Income Tax yet was losing money in the form of unclaimable TDS in spite of being below the taxable slab of income tax. The initial intention

was good, but then the presumptive amount of income started to increase. Prior to the Budget of 2018, it was Rs. 7500 per month per truck totalling to Rs. 90,000 per annum, irrespective of truck capacity.

The road transporters are also voicing against third party insurance. The purpose of this premium is to contribute to a common pool to meet compensation to accident victims caused due to road accidents. Somehow this premium is increasing with a snowballing effect in the hands of IRDA; the insurance regulatory body. Arbitrary increases are made. When transport

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associations agitate, they compromise and finalize by reducing some percentage. A lot was expected from NDA- II's first budget. Instead, the government increased the diesel price by Rs.2 per litre. A new way to grab Tax Deducted at Source (TDS) on cash withdrawal is also manifested in this budget. No one can withdraw more than 2 crore from a bank account or else they are liable for TDS. In short, from automobile to transport sector, every sector is running through a difficult phase. The government has to find a solution to combat the growth recession. Otherwise, not only the image of Sh. Narendra Modi will be diminished but the growth process will also be pushed back. Earlier a formula is generated better will be for the nation.

X



Impact Of Recession On Transport Sector

rom automobile manufacturers to biscuit makers are laying off people from their units, which means only one thing – the Indian economy is in deep crisis and that a downturn is indeed visible in economic growth.

This is the third instance of an economic slowdown in the past 10

years after the ones that began on June 2008 and March 2011. The experts have used the term 'growth recession' for these instances. As per the economics is concerned it has defined a recession as a contraction in GDP for three consecutive quarters. However, a contraction is a rarity for a large developing economy like India. The

As per the economics is concerned it has defined a recession as a contraction in GDP for three consecutive quarters

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Pradeep Singal Chairman, AITWA

When revenue creator is treated as criminal and tax collector as police, it is economy that ends behind bars.

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last instance of negative growth for India was in 1979. What the country is facing is a growth recession, where the economy continues to grow but at a much slower pace than usual for a sustained period.

What is the viewpoint of the government?

The NDA-II government is tight-lipped on the issue of recession and neither the Prime Minister nor any senior minister has outwardly spoken about it, except for the Union Minister for Road Transport and MSMEs Sh. Nitin Gadkari. The former BJP president not only acknowledged the economic debacle but also empathized with industries. Without a doubt, it is a "tough time", he says while trying to boost a group of worried automobile industrialists on 65th foundation day of the Vidarbha Industries Association.

How has recession impacted transport sector? The Increase in Axle Load:

When the Ministry of Road Transport and Highways issued a notification last year to revise the axle load limits for the first time in 35 years, there were no limit of happiness for transporters. The government increased the official maximum load-carrying capacity of heavy vehicles, including trucks, by 20-25 per cent besides scrapping the mandatory annual renewal of fitness certificates for freight carriers. Also, the GVW of a twoaxle truck (two wheels in the front axle and four wheels at the back) was increased to 18.5 tonnes, from the existing 16.2 tonnes. For a three-axle truck, to 28.5 tonnes from 25 tonnes; for a five-axle one, to 43.5 tonnes from 37 tonnes. Further, it stated that the higher limit would apply to the trucks, tractors, and trailers, if their gross value weight was approved under the Central Motor Vehicles Rules. This decision to increase axle load was taken with a view to help in increasing the carrying capacity of goods transport vehicles and bring down logistics cost. Though this amendment was for the benefit of the entire road carrier fraternity but little did they know that a monster is waiting on the way - in form of recession! Yes, the amendment kept one out of every five trucks free but this was of hardly any use as the government could not back it with enough businesses to keep the fifth truck on road. And now when the recession has hit the market and the demand is drying up, the scope for the fifth truck to arrive on the road has literally vanished. In fact, the case of the fourth and the third truck is also getting weaker. Going by percentage, the increased axle load has made 20 to 25 per cent trucks stationary.

The E-way Bills:

The idea of implementing the E-way bill system in India came into forefront once the government decided to tackle tax evasion and the corruption menace along with an intention to offer travelers a seamless movement. The system was based on a simple thought, to deal with tax



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evasion by means of invoice matching and a seamless, hassle-free journey for highway travelers by dismantling toll plazas and border checkposts - welcomed as one of the major achievements of the entire process. However, the process required a freight carrier to generate/update an e-way bill and to tag with radio frequency identification devices (RFID) to enjoy a smooth, non-stop journey. The implementation not only has minimized harassments in the checkposts but reduced hours of travel time, especially for commercial drivers. The echo of great relief from the toll plaza and checkpost compliance is audible in transport community. But again, the saving of these hours meant nothing as another truck had to stand idle at the roadside for lack of businesses. Further, the current scenario has increased the difficulty level of small transport firms.

Improved Highway/ Road Condition:

The government has done exceptionally well in road construction and road improvement. The huge budget allotted to the ministry of road transport is being used to properly and the benefits are there to see for everyone. The road accident cases have reduced drastically - in 2017, road accidents in India decreased by merely 3.27 per cent with 4,64,910 road crashes as against 4,80,652 in 2016. Better roads means the consignments are also reaching to the destination on time. The delivery time of a cargo is bettered by many laps now.



The delivery time of a cargo is bettered by many laps now. The improved road condition across different routes have forced another 20-25 per cent trucks motionless



"Failure Will Never Overtake Me If My Determination To Succeed Is Strong Enough." - Og Mandino

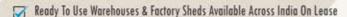
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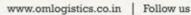
















The improved road condition across different routes have forced another 20 -25 per cent trucks motionless. Though it is a step to applaud and vital for development of the nation the government's inability to generate more businesses made 20 – 25 per cent truckers unproductive. With productivity getting lesser day after day, the survival of this group has become very tough.

Input Tax Credit:

Over all, the input tax credit has helped the industry to grow but it is limited to the big players only. These players of the industry purchased numbers of trucks with the help of Input Tax Condition (ITC) to avoid GST charges and once the benefit of this scheme is acquired the big players are affering to carry freight with 12 per cent GST compared to 18 per cent GST of other service providers, this eventually has helped them snatch a lot of clients from small and moderate size firms, leaving these group jobless. Thus, the input tax credit, though designed to benefit the industry, has emerged as a devil and attributed to the trouble of small and medium-size freight companies. In the present state of affairs, when the economy is moving at a snail speed survival of small and moderate firms have become extremely difficult.

Besides these main factors there are many other elements that are also attributing towards recession. Here is a few of them which really have impacted the sector:

No demand, no supply:

The automobile industry may have been the most adversely affected sector but one cannot ignore the difficulty level of the road transport sector as well. Striving to come in to terms with the daily issues, the sector now also has to find a way to combat the recession. As the demand has fallen drastically, the productivity is also hampered. Needless to say that it will lead to various cost-cutting measure as well, including lay off of employees.

Motor Vehicle Act:

Though the newly designed motor vehicle act is for the betterment of mankind, it will increase the input cost as the penalties and other charges will be included in the invoice. The rise in cost means reduction in demand. So, it will eventually impact businesses.

New Business Disruptors:

The new business disruptors in the form of new technology are badly affecting transport trade. The innovative business plans of two wheeler delivery boy, direct booking online, have increased the competitiveness amongst the competitors. Healthy competition is good but when the battle is fought to win the bread, the situation looks dirty. Further, the low profile sector has always strived to find the finest talent and now when the chips are down, it will be difficult to hire even mediocre talents. In fact, the situation has reached the where a company thinks of cost-cutting, be it in the form of reduction of human resource. For an industry, which has been suffering an acute crisis of drivers, this is a real set back.

Government's Over Emphasis on Railways and Waterways:

In last three to four years it is observed that the government has shifted its focus from roadways to waterways and railways for transportation. In fact, the government is claiming that these modes will reduce the total cost. As of date while railways has been the cheapest mode of transportation 67 per cent of the

As of date while railways
has been the cheapest
mode of transportation
67 per cent of the transportation
happens through road carriers

transportation happens through road carriers. And, when the waterways have joined the market, the government is claiming the cost will reduced by at least 2 per cent. This stepmother attitude has a severe impact on transport sector.

In this sluggish economic ecosystem, where does the transport sector fit in to improve its financial condition and safeguard its security? This seems to be the big question and the fraternity will have to do some soul search and the government will have to walk a step closer to the transport sector to nurture the bond. But more than emotional, the bonding will have to be business-oriented. Overcoming economic slowdown should not only be the government's agenda but also everyone's duty. There will be no overnight solution for this debacle but perseverance and continuous effort will pay off.

- X

"We May Encounter Many Defeats But We Must Not Be Defeated." - Maya Angelou



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#NoTruck4Me

Mahendra Arya

National President-AITWA Cell-9324277701 Email-president@aitwa.org

he day we worked out the above hashtag, we did not realize that this will become a national slogan for entire road transport industry of India. The message is clear within three words, one number and a sign of hashtag. Let me tell you how it started.

The NDA-Government came into power once again this year. Everyone was very happy. People had, and still have, great expectations from this Government. When a leader like Narendra Modi is at the helm of the affairs, the expectations are bound to rise. When the cabinet was announced, that added to the euphoria. Nirmala Seetharaman as finance minister and Nitin Gadkari as a transport minister for the second term was great news since both have proved their capabilities as ministers in their previous stints.

Then, the day came for the maiden budget of Nirmala ji. The whole country was listening to her speech in the parliament. It was different. The traditional briefcase was replaced by a potli, wrapped in a piece of red cloth. Initially, it looked impressive but as she started to speak on the budget, the transport industry soon realized that this budget is again not in their favour and there are at least two adverse mandates. The new finance minister was no different to any previous finance ministers of congress led Governments. Her decision to hike diesel price by Rs. 2 was a shock for the community. And, imagine, this was done on the pretext of excise and infrastructure cess; as if the infrastructure was earlier created without charging anything to poor transporters. It made clear that even for this Government the transport industry is a cash cow, which can be squeezed by the way of diesel. It will not be out of place to mention that very cleverly diesel was always kept out different tax schemes- starting from Service tax, Vat and now GST; so that a total load of taxes get mounted on the cost of transportation rather than getting absorbed in the river of flowing taxes under GST.

The second announcement was atrocious. She announced to deduct 2 per cent TDS if any company withdraws more than Rs. one crore in a year from its bank account. As per her presumption, this was a tool to curb black money! Even if it is, this needed to be copped with a sector-wise plan. For the transport industry, cash is a necessity and not a manipulation. The entire business revolves around the journey of a loaded truck on a highway. If someone carefully studies its requirement on the highway, he can very well understand that a driver needs to carry cash to purchase diesel, to pay for toll, to meet his personal expenses like food etc. and the worst part to cough up the bribes charged by uniformed goons on highways. The RTOs, the police and now GST brigade- all are out on highways to intercept and negotiate their meat irrespective of whether there is any violation or not. Transport minister's claim of reduced travel time for trucks due to removed tax barriers was tossed into the air by these mobile barriers. GST has provided certain rules to counter corrupt officials, but the knowledge remains in their law books as nothing has been done to educate truck drivers about their rights. In short, highway harassment has increased.

Presumptive tax under 44AE of Income Tax was introduced to help out small truck owners, owning upto ten trucks, who were unable to manage account keeping for Income Tax yet was losing money in the form of unclaimable TDS in spite of being below the taxable slab of income tax. The initial intention was good, but then the presumptive amount of income started to increase. Prior to Budget of 2018, it was Rs. 7500 per month per truck totaling to Rs. 90,000 per annum, irrespective of truck capacity. In 2018 budget, it was changed. For LCV (Up to 12 MT GVW), it was retained at the same level; but for higher GVW, the formula introduced was Rs.1000 per MT of GVW per month. In the meantime GVW system was changed and GVW became higher even for existing vehicles. For example, the most used truck called Tauras with earlier GVW of 25 tons became of GVW of 28 MT. And the presumptive income jumped from Rs. 90000 pa to Rs. 2,80,000 pa. Similarly for other slabs too! These figures are actually much higher than actual income. The meaning of presumptive income got lost. As this applied to a single truck owner, the pinch was not realized when it was introduced, the pinch and the pain came after the completion of one year when the tax assessment is to be done. The truckers realised where they got trapped. They were expected to pay income tax on a hypothetical income which is way above the actual. This was the result of policy worked out on the table without realizing the ground facts.

Today, a truck buyer is unable to meet his EMI payment due to a very high capital cost. The cost of a truck is not high because of truck cost only; it is high because it is fattened with the highest slab of GST at 28%. What is the justification of loading trucks, tyres and other components of the vehicle with 28% GST? Former finance minister late Arun Jaitley ji identified this category for SIN goods or luxury goods like cigarettes, paan masala, aerated water, expensive cars etc. But, to our utter surprise, where does a truck fit into this definition? In fact, a truck in India is a poor man's tool to earn his livelihood. But the irony is he never gets any credit of GST as his services are exempted from GST. For a truck buyer or a small transport company, GST is a cost and not an adjustment of credit and debit. The government should have brought it down to a rational level of 12per cent.

The third party insurance is a compulsion on all trucks. The purpose of this premium is to contribute to a common pool to meet compensation to accident victims caused due to road accidents. Somehow the premium is increasing with a snowballing effect in the hands of IRDA; the insurance regulatory body. Arbitrary increases are made. When transport associations agitate, they compromise and finalize by reducing some percentage. This negotiation itself shows the arbitrariness of their homework. The transport industry is a victim of this one way increase year after year. And the GST component floats on top of the premium like a lotus on the water getting the indirect benefit of increase.

And then came the final nail into the coffin- the amendment in Motor Vehicle Act. The punishment in terms of fines has been increased manifold. No consideration has been given to the payability of a poor truck owner. The argument given is that heavy fine will be a deterrent for all drivers to make mistakes. What is a mistake? A mistake is an act which is committed unintentionally by a person due to an error in his judgment. A fine is a light nudge on his head to tell him that you erred. Does it mean that by charging heavy fine a driver will become mistake-proof? Habits like

drunken driving could have been charged high as that is a deliberate act which jeopardizes the lives of people. The rationale is being proved now when different states of India are reacting differently to the provisions of this new act.

Now, what should a transporter do? How should he show his anger? The conventional formula of strike and chakka jam have failed miserably. When such a call is given by leadership, it is not easy for anyone to bring people under this stopping the wheel completely; hence it is always partial. That was ruled out.

Burdened under all the pressures as described above should one buy a new truck and make his life miserable? Hence the idea popped up, 'why not to announce our intention that we will not buy any truck.' We decided to give a limit of 3 months because that is enough time for the Government to assess the effect of such an economic embargo. The call was given by AITWA initially with a hashtag #NoTruck4Me; it became a tag line for all metro associations. Immediate support came from BGTA, Mumbai, CGTA, Kolkata, HGTA, Hyderabad, DGTA, Delhi followed by cities like Siliguri, Chandigarh and Aurangabad. Trucking associations like MTOA, Mumbai extended their support to the call. One month later, the largest national transport association AIMTC joined the movement with their clarion call to all their members.

Interestingly, the media, which avoided covering transporters agitation until now actually started covering, in fact, started impacting; comes running to us and ask for more details. The reason was that for the first time the pain was being inflicted on the auto industry and hence the Government and not to the transporters. Print media used the hashtag #NoTruck4Me in their headlines.

The call was not against the truck manufacturers as the issue was not their machine; however, we could not help them from facing the collateral damage. All truck manufacturers faced heavy drop in sales of commercial vehicles in August 2019. In turn, all these manufacturers have gone to the Government; citing their problem. Ashok Leyland has closed many of their production lines. The Government is under pressure to take remedial action. Some changes are expected very soon. For the first time the transport industry could voice its pain without damaging themselves in the form of a strike. #NoTruck4Me is the beginning of the alternate methods of protest for the transport industry. AITWA has taken the lead to reinventing its strength!

Carriage By Road Cost Index (CRI) - June 2019

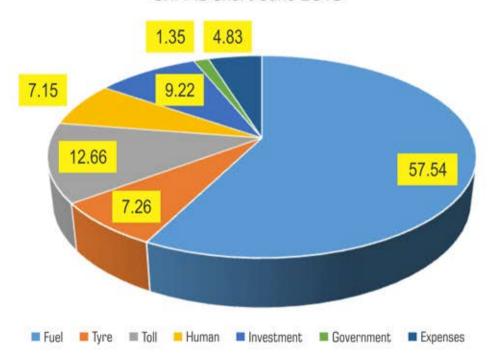
CRI June 2019 - 128.67

Data Updated upto June 1, 2019

Average Diesel Price as on June 1, 2019 - Rs. 68.59 per litre.

Cost Distribution Pie June 2019





Changes: Matrix - June 2019		
Diesel	-0.27%	
Change in Index	-0.21	

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

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PRIDE of INDIA -Best Roadways



Jai Kumar Gupta Group MD, Best Roadways

JK Gupta is a believer in the Old Guard way of doing things. He started the company as a traditional family organization and kept his faith in his kith and kin to run the organization to his satisfaction.

Starting in 1985, with one truck, Best Roadways (BEST) has evolved into a consistent, reliable, modern and diversified, Logistics organization

BEST has a robust, service driven operational base with interests in LONG HAUL FTL / PTL EXPRESS, SUPER EXPRESS PARCEL LOAD, PROJECT CARGO, 3PL Distribution, PORT-2-CFS CONTAINERS, WAREHOUSING, etc. The company, motivated by the high standards of its founder Mr. Jai Kumar Gupta, is highly regarded in the industry for innovative solutions leading to superior service quality. At BEST, there is an attitude of looking at things differently. Conventional methods are questioned and

ways are explored as to how things can be spruced up. Some instances: (1) when wooden body trucks covered with tarpaulin, were the norm, BEST applied the concept of TEUs (Twenty foot equivalent units) closed body steel container trucks; (2) when cargo safety was an issue, BEST introduced vehicle tracking and door seal and sensors; (3) when time was a factor BEST revolutionized trucking services in India, with an innovative 36 Hour Express Delivery service on the Mumbai / JNPT / New Delhi Highway - NCR region: (4) when improved space utilization and cargo management was demanded, BEST invested big time in creating modern warehouses and storage facilities; (5) to maintain its client base : fleet ratio, BEST responded, proactively, by expanding its fleet of vehicles, well before it became critical.

Today, BEST is in the midst of a transitional phase. It is blessed with a whole new breed of talented next generation individuals, who are being groomed to take over the mantle of leadership. BEST is evolving into a more process driven organization and more innovation and changes are on the anvil. The one point agenda being - to transform BEST ROADWAYS into one of India's largest and most profitable integrated road logistics solution providers.

DIFFERENTIATION CREATES MARKETING NICHES

In order to differentiate from other Transporters, a shift in marketing and strategy took place, assuring "on time every time" Express deliveries for time bound shipments.



Best Roadways Ltd. becomes the first registered company in India to start its own manufacturing facility of ISO - Certified steel container bodies for the entire fleet.

This was done primarily to solve the problem of intransit thefts, pilferage and sabotage of high value Export bound goods.





JNPT Multi-Function Best Logistics Park

strong anticipatory proactive approach has transformed BEST into a very professional, highly awarded and well organized corporate.

> In today's world too much dependence on visual imagery, does not always reflect the accurate situation. In a medieval castle, the moat protected

those inside the fortress and their riches from outsiders. In today's world, to expect to retain competitive advantages over long periods would be too much to expect, as much of it erodes increasingly in this open world, though I am still a strong believer in the Prime mover advantage. However, not resting on your laurels and a great sense at sniffing opportunities are the keys. Best have done well with their opportunities over the years. Their initial mission was to create value for their clients by delivering innovative tailored solutions to move products and information more efficiently and effectively with the best people, systems and processes.

In the last few years, Suyashh Gupta, appears to have taken on the role of the Vanguard and has been a strong advocate of the future course, where he sees technology as the main stimulus for driving growth. Awards and recognitions have been showered on the organization and Suyashh.



Suyashh Gupta was awarded Youth Personality of The Year for 2013 by Mahindra's



Pride Of India - Best Roadways

1. How long have you been in operation?

From 1986 onwards—hence, 33 Years

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

We have an Asset Heavy Model of Distribution. Hub & Spoke is our bread and butter. 85% Operations is on our owned Fleet and Warehouses and rest is on outsourced assets. We have 60 owned branches and approx. 1800 employees.

Best has diversified verticals in:-

- 1) Best Trucking FTL, PTL, ODC
- 2) Best Petroleum 2 High Selling Petrol Pumps of Indian Oil
- Best Warehousing Customs Bonded and General Warehousing
- 4) Best Air Multimodal operations using Road and Air
- 5) Best Rail Multimodal operations using Road and Rail



BEST PETROL PUMP AT REWARI FOR INDIAN OIL

3. Could you list a few VITAL STATISTICS details in the following format:?

	VITAL	STATISTICS				
NAME OF COMPANY - BEST ROADWAYS LIMITED						
NO. YEARS IN OPERATION	LAST TURNOVER	OWNED VEHICLES	NO. OF BRANCHES	MANPOWER		
33	600	1200+	60	1800		

4. What are your strengths? What percentage of your investment went into building up these strengths? Traditional Strengths

Our Economic MOAT

Hub and Spoke Model, The JNPT – Delhi – JNPT Trade Lane - daily express service on owned containerized trucks for Exporters. Express deliveries of 32, 34, 36 hours. Over 800 containers do up and down NH8 on a daily basis.

A known Brand in the Export community for transporting their high value cargo from the hinterlands in North India to JNPT port since 1985. Large land parcels purchased at strategic locations namely JNPT port.

Contemporary Strengths

Highly educated and aggressive second generation which is completing forward and backward integration by combining all major forms of Supply Chain Management We are developing into a ONE STOP SHOP solution provider, having owned infrastructure in all aspects of SUPPLY CHAIN SOLUTIONS!

What Is an Economic Moat?

The term economic moat, popularized by Warren Buffett, refers to a business' ability to maintain competitive advantages over its competitors in order to protect its long-term profits and market share from competing firms, just like in a medieval castle, the moat serves to protect those inside the fortress and their riches from outsiders.

5. How can technology help in the growth of the Indian logistics industry?

In the era of rapid globalization, and hyper competition, it has become almost necessary to possess a unique capability to have a competitive advantage over others. Technology can help provide a 360 degree information visibility to clients thereby building trust and creating a great customer service.

Proper use of technology can result in the company running in auto-pilot mode, whereas the promoters just need to see a bird's eye view of the working of the company, through Business intelligence (BI) tools.

6. Where is your organization positioned in the relevant technology?

Our second generation is extremely savvy and aggressive when it comes to new technology and adopting what is relevant to our business.

They have a free hand to visit future ready companies around the world. They have been to several logistics trade shows in Europe and specifically in Germany, and also learnt the American way of trucking by visiting top companies in the US.

Due to their global exposure, and interest in technology, they are able to gauge what is relevant in today's logistics scenario and with my business knowledge, they are now executing a lot of technology in Best Roadways, effectively marrying what is practical in our organization with what is practiced around the world.

7. What certifications / accreditations do you hold? We have been certified under ISO 9001:2008, ISO 14001:2015, ISO 18001:2007, ISO 27001:2013, ISO 39001:2018, C-TPAT

8. Who are your present clients?

We work with thousands of small and medium Exporters across the Northern Regions of India. Their shipments are in part load, as well as full truck load.

We are associated with approx. 1800 CHAs that provide clearance services to these exporters in JNPT.

Apart from our Export / Import and CHA client base, our top clients are Havell's, BASF, UPL, Haldia Petrochemicals, Bayer, Reliance Jio, Reliance Retail,



Tata Global Beverages, Tata Chemicals, etc.

9. (a) What are the special services offered by you?

Hub and Spoke – First mile pickup, Mid Mile and Last mile deliveries on own vehicles and via own consolidation hubs; 36 HOURS EXPRESS DELIVERY FROM DELHI TO BOMBAY on own 32' Containerized Vehicles; Multimodal Services using Road, Rail and Air; JNPT Multi-Facility Logistics Park Customs Bonded Warehousing – we own JNPT's largest standalone Customs Bonded Warehousing facility with storable space of 3,00,000 sq. ft. under one roof.

(b) What is the current experience with GST regulations?

We moved to FCM, w.e.f., 1st April 2019. So far, the experience has been okay.

10. How do you see your company's growth in the coming year?

The year ending March 31st 2019, our growth rate was 40%, when the actual industry growth was in single digits.

We plan to grow by 20-30% by the year ending 31st March 2020. We are self-funded and do not have any external PE investors. However, we plan to offer IPO before Mr. Modi's second term ends.

11. Is Product / Business diversification being considered in your organization?

We are highly diversified in terms of: PRODUCT OFFERING CLIENT PORTFOLIO GEOGRAPHICAL LOCATIONS

12. Are you working on a Succession plan for the next generation?



3 GENERATIONS IN 1 FRAME

We are in very nascent level talks with a reputed family consultancy for succession planning and Family Constitution building. As seen in the photo, the next two generations appear to have been covered

13. What would you advise youngsters planning to join this industry?

I advise youngsters to join this industry and focus on the rosier aspects, such as business development and technology upgradation.

Managing fleet and operations are necessary, but that can be learnt later on.

Any new entrant in the industry should focus on brand

building, creating an Employer Brand that would attract good talent from the industry. And to create a great brand from the client side also.

14. What are the CSR activities you prefer to involve in?

We have a family charitable trust called the Shri Gajanand Gupta Charitable Trust that is named after my father.

We are involved in the following (not limited to) CSR activities – Owned Dialysis Center for needy people who cannot afford world-class dialysis treatment with clean and imported equipment. We conduct it free of cost.

Free Housing for Cancer patients who come for treatment at Tata Memorial Research Hospital in Mumbai and can not afford accommodation in Mumbai

We organize several camps in the Tribal areas where we do Cataract and other Eye surgeries, free of cost.

15. Could you elaborate on some awards / honours that have come your way?



ONE OF THE AWARDS CABINETS

Transport Ratna Award AIMTC Transport Samrat Award by AIMTC

Mahindra Trucks & Buses Transport Excellence Award for my Son Suyashh Gupta (Youth Transport Personality Award) Container Operator of the Year Award – Maritime & Logistics Awards by EXIM India Magazine

16. What is your view on AITWA's role as a facilitator for transporters?

I believe AITWA has got some amazing set of people who are extremely smart and eloquent in their approach. They are having great rapport with the Govt. of the day and I strongly feel AITWA will truly bring about great changes for the betterment of the Transport fraternity in the near future.

Vinod Kau

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

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Kerala Transport Minister Writes To Road Transport Minister on Motor Vehicle Act

ith protests mounting over the new Motor Vehicles (Amendment) Act, Kerala Transport minister A K Saseendran urged Union Minister Nitin Gadkari to bring in an ordinance, giving

flexiblity to states to fix compounding fee at rates proportionate to the gravity of the offences and which was affordable to the public.

The fine fixed in the Act as per the Union government's proposal are "very high and disproportionate to the gravity of offences", leading to large-scale public protest, he said in the letter. The minister said the state government had issued the notification as per Section 200 of the Act, revising the compounding fee from September 1. Earlier, there were provisions for flexiblity and the state government could fix the compounding fee upto a certain amount. However, now except in limited number of sections, this power has been withdrawn and the Centre itself has fixed the fine amount at a higher level, making it difficult for the state to fix the compounding fee below that fixed in the act, the copy of letter made available to PTI stated.

Hence as in the earlier provisions of the MV Act, the flexiblity for fixing the compounding fee proportionate to the gravity of offences and affordable to the common public by the state government should be restored, it was stated. The minister also urged Gadkari to take urgent steps to issue an ordinance amending the MV Act to remove the practical difficulties being faced by state governments and also to issue necessary clarifications to the state government. Kerala also wanted reduction of the fine and imprisonment in respect of other offences, which do not come under section 200 of the M V Act. Saseendran said in the letter. The state also wanted removal of the provisions allowing privatisation of the sector as suggested several times. The minister also pointed out that Kerala has a large NRI population who visit the state only once in five years.

They were finding it difficult to renew their licenses as the earlier provision of allowing renewal within five years of expiry has now been changed to within one year. Hence, as a onetime measure, those whose licenses have expired in the last five years should be permitted to renew the same without undergoing the test as was applicable till September 1, the minister said. Only four states have issued the notifications till now and some have openly declared that they would not implement the new

provisions of the Act, the minister pointed out. Earlier, after chairing a high-level meeting here to discuss the issue, the minister had told reporters that the state was prepared to wait for some more days until there was a clarity on the matter from the centre. During the "Onam" celebrations, the state had not implemented the new MV rules.

Kerala's decision to write to the centre comes close on the heels of the union minister's statement that state governments can decide on the fines. On September 11, Gadkari, while addressing an event in New Delhi had said that the government's motive behind increasing the fine amount was to save lives of people and not to collect revenue. "The state government can decide on fines. There is no problem. But this is not a revenue earning proposal. This is for saving lives of people. We are losing two per cent of GDP due to road accidents. Is it not the responsibility of the government to save the lives of the people? That is the spirit behind the law. It was not the intention of the government to increase fines to get revenue for the government," Gadkari had said. Maharashtra Transport minister Diwakar Raote had requested Gadkari to reconsider and reduce the "exorbitantly increased" fines under the MV Act, while the BJP-ruled government in Gujarat has decided to drastically reduce the fines. The Jharkhand government has given a three-month breather to its people from the steep fines.

Earlier this month, Union Road Transport and Highways Minister Nitin Gadkari also said the amended Motor Vehicle Act (MVA) has the support of almost all states even as Gujarat and Uttarakhand tweaked rules to lower hefty fines. Speaking to media at an event, Gadkari said that only "one-two states" have raised objections on some provision that provides for heavy fines.

"Only one-two states have objections on just one-two clauses related to fines. There is no objection to other provisions. Most of the states have supported the Act. I have talked to chief ministers. We will get everyone's support and succeed in our mission," he said, reported ANI.

The minister said the government did not aim at increasing its revenue by the fines but is intended to make people respect the law. He further said, "The Centre does not get any share in revenue collected by the fines and the states have the right to change the rate of penalties."

The minister added, "I am getting feedback that people now do not cross the white traffic line. There is four to fivefold surge of people lining up to get fitness certificate. Now they understand that it is their interests."

BJP-ruled Gujarat and Uttarakhand have relaxed traffic rules to lower fines, while Karnataka is in consideration to slash the penalties.

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Government To Announce Scrappage Policy Soon

and Transport and Highways
Minister Nitin Gadkari said
the government is working
on a vehicle scrapping policy and
will announce it soon.

"The policy is in the works. It has to be cleared by the finance ministry. There are some issues which have to be resolved with state government and stakeholders. It will be announced shortly," Gadkari was quoted as saying by ET.

He said apart from scrappage centres for commercial vehicles and passenger cars, industry stakeholders should also look at setting up such units for dismantling old two wheelers.

Further, the minister said he has already taken up the matter of slashing goods and services tax (GST) rates on vehicles with finance minister Nirmala Sitharaman.

"Any decision to cut rates will be

taken by the GST Council, in which both the central government and the states governments are stakeholders. The ball is in their court," said Gadkari.

In response to a query from media persons, Gadkari said the finance minister's reasoning that millennials' preference for ride-hailing services such as Ola and Uber had hampered demand for automobiles had been misinterpreted. "What the minister meant is that this is one of the many reasons affecting auto sales," he said. Gadkari assured the industry of government support to tide over the crisis.



Fitment Panel Rejects GST Rate Cut For Auto

GST Council committee has rejected demands for a cut in tax rate on items ranging from biscuits to car owing to tight revenue position as any reduction will dent Centre and State collections, reported PTI.

The Council's Fitment
Committee which
comprises revenue
officials of both Centre
and States has looked
into the demands for
reduction in GST rate on
automobiles to beat the
slowdown in the sector
for the past three
quarters.

Automobile industry has long been demanding reduction in Goods and Services Tax (GST) rate from the present 28 per cent to 18 per cent. However, the Committee was of the view that the rate cut would hurt the collection as auto sales contribute almost Rs 50,000-60,000 crore to the total GST kitty. Amid a clamour for a cut in tax rates from various industries to beat the slowdown in economy The GST Council, headed by Union Finance Minister Nirmala Sitharaman and comprising representatives of all States and Union Territories, will take the final call on the recommendations made by the Fitment Committee.





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Time To Undo Things!

Mahendra Arva, President, All India Transporters Welfare Association (AITWA)

he writer attended a meeting with investors from high profile companies organized by SBI Cap. Every one had the same question - what has gone wrong with automobile market? Why sudden slump? Is there any sign of recovery? What should the Government do to revive it? Being the President of a National level association of transport companies, I had too many things to say; but my instant response was to the last question- the Government should undo rather than do something. From here starts my story. What should the Government undo? The Government has done many things to the truckers without realizing its long-term adverse impact. Not much of homework has gone into it. The Government does not take into consideration that more than 80% trucks are owned by small truck operators who own 1 to 5 trucks. They are disorganized. Their life is comparable to farmers with small areas of land. They have to work hard as most of them drive their own vehicles; their brothers or son drive other vehicles. They don't attribute any realizable cost to their own physical input. They supply their services to transport companies who get business from customers including corporates, the Government and traders. They don't read newspapers and don't react to policies. But when the impact comes on them they curse God for their misery and silently suffer. And now there is a new trend- Suicide, as they cannot meet their EMIs.

Let us discuss point to point.

GST on Trucks, Tyres and auto components

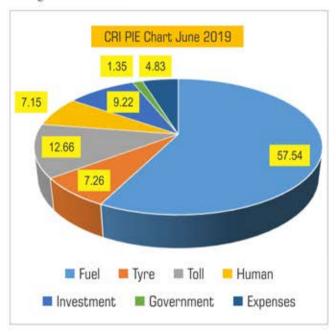
When the Government classified different products in the GST table for GST rates fixation, it made five categories- 0, 5%, 12%, 18% and 28%. Former finance minister used to mention that 28% bracket was meant for luxury goods or Sin goods, so that, that does not impact the common men. He subsequently removed many items from 28% bracket. But will someone explain the logic of putting the trucks, tyres and auto components in this highest bracket. A truck owners services were kept out of GST. That meant that the truck buyer will not get any credit of this huge tax amount, but will pay the same as his cost in hand. When he struggles to make payment of his EMI, he is struggling to pay that 28% also to the Government. This has made his capital cost unviable for him.

UNDO Advice: the Government should immediately reduce the rate to 18% if not 12%.

Blunder of Dual GST policy on Transport Companies

When the GST rules were formulated, the representation of transport associations was that they be kept out of GST net; following the practice from Service Tax regime. In service tax, transport companies were kept out of registration and compliance of service tax and the service tax was payable by their customers in reverse charge mechanism.

The reason was known to the Government very well. Here is the pie chart of cost of truck operation, which is produced every month in the form of an index called CRI (Carriage By Road Cost Index) by the national association known as All India Transporters Welfare Association (AITWA) thru their mouth piece journal Parivahan Pragarti. The following pie chart belongs to June 2019-



This pie shows the share of each cost in formation of cost of transportation. As per this fuel (diesel), toll, human (driver), and the Government taxes account for 78.7% which are not in GST. In the balance items like Investment, Tyres and expenses (AMC and Insurance) only the GST is charged which accounts for 21.3% of cost. In this also the Capital investment is not a day to day expense and is an asset which lasts for more than 10 years. With this kind of cost distribution there was no logic of putting the transport companies in the net of GST where they hardly get any GST credit.

The Government understood the logic and vide notification no. 5 dated June 19, 2017 exempted transport companies from GST registration and made provision of GST @5% payable in RCM (Reverse Charge Mechanism) by the service users. This was well in place as the experience from Service Tax regime was relied upon. Suddenly on 22 August 2017, the Government issued a new notification No. 20. This new notification provided a transport company the option to either remain unregistered as per Notification no. 5 or get registered and enjoy input tax credit on capital goods and few other thing and charge customer GST @12% in FCM (Forward Charge Mechanism).

Here the Government messed it up.

Thus the Government created two categories of transporter, one

which was not registered under GST and was not availing input tax credit and the other which was registered and was availing the huge credit of 28% GST on purchase of trucks and tyres. More than 90% transporters fall into GST @5% under RCM category and less than 10% in the 12% under FCM category, The FCM lobby started buying trucks in a big number to get huge accumulation of GST credit and nullify the payment of charged GST of 12%. For a customer there was not much effect as he could get credit in both cases 5% or 12%. But the second group started offering huge discounts to their customers as they had a leverage of that 28% credit in hand which was difficult for first category. In this process even they lost the benefit of better profits. That gave birth to a cut throat competition. The level playing field was tampered with. Customer started comparing the two on cost basis. This caused major cut in the rates of transporters hence reducing the margin of truck owners also. This was birth of the fall of trucking industry. The impact has driven a small truck owner in the negative profit zone where he can not meet his EMI and other expenses.

UNDO advice: the Government need to work out a common GST policy considering all facts of ground.

The Silent Killer 44AE

44AE is a section of income tax, which exempts small truck owners from account keeping for the purpose of Income Tax. The Government appreciated the hardship faced by single truck operator as he being the owner as well as driver of his vehicle and not being in a position to maintain records of his expenses. It subsequently introduced 44AE whereby it presumed the yearly income of a truck owner and allowed him to file his annual returns on the basis of that income as long as he had ten or less number of trucks and no other source of different income. This income was named Presumptive Income. It started at a lower level and by the beginning of 2018, it was Rs. 7500 per truck per month. That meant a truck owner had to calculate his income per truck @7500 per month aggregating to Rs. 90000 per year.

In the budget of 2018, the finance minister tweaked this model, He made an amendment that Rs. 7500 per truck per month was ok upto the smaller vehicles having a GVW (Gross Vehicular Weight) of 12 tons only. If a vehicle had GVW above 12 tons, the presumptive income would be calculated at the rate of Rs. 1000 per ton of GVW. That means the most popular model of pay load 16 MT having a GVW of 25 tons would be calculated for Rs. 25000 per month and Rs. Three lakhs per year. This was much more than the actual possible income of the trucks at its best. Higher capacities of truck between 25 to 60 tons means extremely high presumptive income. With the increase in axle load, the 25MT became 29 MT; making it a nightmare. People did not react immediately after last budget as the change would be impacting only small truck owners who remain indifferent to all policy changes. That impact has come in 2019, when they faced the harsh reality of extraordinary taxation slapped on them. Suddenly their truck has become a loss making machine for them. The effect is visble in the dropped sale of trucks in 2019. This will further worsen.

UNDO Advice: Restore the old practice of prior to 2018 budget.

Revised AXLE Load

God knows who advised this the Government but they did a Hara-kiri by introducing a revision in existing axle load hence raising the permissible weight by 17-18 %. As it looks the Government was advised that transporters are regularly overloading hence why not make it legal, so that the Government also gets it pound of flesh out of earning. The Government was ill advised. Overloading is not possible in

most of items as the volume of a truck body can not accommodate even if allowed to load extra. The items which may allow overloading are weighty substance like iron, cement and similar things. These items are hardly hauled over long distance as the transportation cost is a deciding factor in their salability. These items are sold within a small radius of say maximum 500 kilometers.

However this impacted the transport business very adversely. The companies who were paying for 16 MT started to bargain for reduced rates as the truck was meant for 19 MT now. As a result the rates per ton came down giving no benefit to truck owner or transporters. And in case if someone can load the full 19MT by getting marginal benefit, that gets offset against increased diesel and tyre consumption. The Government lost its credibility by legalizing what it always advocated as criminal as it could cause more accident and more damage to roads. Even Supreme Court had passed judgements against over loading which has become permissible now.

UNDO Advice: Restore old axle load limits.

The falling truck to driver ratio

This is one factor which the economists do not factor while working on Truck industry demand and supply. Every truck needs minimum one driver if not two to keep it rolling always. At present only one driver is available against two trucks. There is no factory which is producing drivers whereas trucks are being manufactured day in and day out. A simple market survey with fleet owners will tell that their 33% fleet remain unutilized for want of drivers. Noone seem to be working on this problem either.

The Government often talks about driver training schools and promotes it also; but what they don't study is why such schools remain unoccupied. Simple reason is that a truck driver discourages his son to be a truck driver. The condition of a truck driver is pathetic. He leads a life on road away from his family, without getting the usual civil benefits like PF ESI Gratuity Leave etc. Those employed in big transport companies are taken care by employer but that accounts for about 10% or less. Rest 90% drive the trucks of single owners or small transport companies. These trucks are hired by large transport companies; but as their contract is on trip basis, they are unable to pay any benefits as mentioned. A driver does not get any respect from policemen, taxmen, and even the consignors and consignees whose business he runs by reaching their raw materials and finished goods.

The drivers will not increase unless the Government does something for them. AITWA has represented to the Government to bring the drivers in the ambit of unorganized workers on the basis of their driving license and provide the all facilities like Ayushman Bharat and other schemes which are being made available to farmers of the country.

Advice: Respected PM's dream of making India a 5 trillion economy can not be fulfilled if the drivers are not taken seriously as an important link of economy.

Truck Sales

Truck Sales will continue to fall. There is no enthusiasm in transporters to buy new trucks. Small operators are completely disillusioned with this loss making machine hence the existing 80% truck owners will not venture into further problems. The organized transporters have already declared vide their hashtag #NoTruck4Me. Large fleet owners are waiting for the prices to fall to rock bottom but even they find buying the second hand trucks (of age 1 to 2 years) much more lucrative vis a vis the two to three times expensive new trucks. BS 6 will also not raise any spirit in absence of the Government rectifications as advised above

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Government: Infrastructure Development Is Top Priority

inister of Road Transport and Highways Nitin Gadkari said that infrastructure development is top priority of the government at the National Management Convention, reported MoneyControl.

The minister said that reducing logistics cost is one of the top priorities of the government. China's logistics cost is around 8-10 percent while Europe's varies from 10-12 percent. However, India's logistics cost remains high at 16-18 percent.

He said that this may be one of the reasons that Indian companies may not be competitive in the international market.

Speaking on the National Transportation Policy, he said that the policy is in the process of being formulated.

Gadkari said that earlier only 96,000 km of roads out of the 58 lakh km were National Highways, even though 40 percent of the traffic was on National Highways. He said that 1,37,000 km roads have now been declared as NH.

On the issue of road accidents, he said that reforms are needed in this sector. In a move to encourage public

transport, the Ministry has identified 2800 commercially viable places to start double decker electric buses on Public Private Partnership model.

Gadkari added that pollution is a major concern and the government will ensure implementation of BS- VI standards, irrespective of opposition from automobile manufacturers.

Government Plans Alibabalike MSME Marketplace Soon



The government is working on an Alibaba-like e-marketplace for micro, small and medium enterprises (MSMEs) which is expected to bring a turnover of around Rs 10 lakh crore over the next two to three years, Union MSME Minister Nitin Gadkari said, reported ET.

"We are developing an e-market portal like Alibaba. We will call it Bharat Craft. This will provide a direct interface between buyers and sellers. In the next 2-3 years this portal will bring a turnover of about .'10 lakh crore to the MSME sector," Gadkari said via an email communication. The government is looking at the MSME sector for its huge potential to generate income and employment, boost exports and its contribution to economic growth.

Currently, MSMEs contribute around 29% to the country's GDP. "We will take this to 50% in the next five years. The sector gives employment to about 11 crore people currently, we will take this to 15 crore in the next five years," Gadkari said.

To achieve these goals, the government will need to create new channels for funding, make the sector investor friendly, bring in technological innovations, reduce logistics cost to make homegrown products competitive, provide adequate skilling and market support, Gadkari added. "However, there is an urgent need to think big and energise the sector with new and innovative ideas and out-of-the-box thinking," the minister said.

Gadkari said that multilateral banks like ADB, World Bank and KfW have agreed to provide low-cost funds for the sector. "We must also work with cooperative banks, NBFCs (non-banking finance corporations), credit cooperative societies, Sidbi (Small Industries Development Bank of India) and financial corporations of state governments," said Gadkari, who also holds the portfolio of road transport and highways ministry.

Gadkari said that the recent announcements like bank mergers, increasing liquidity of banks, transparent one-time settlement policy, online loan tracking, fast track collaboration for loans between PSBs, will benefit the sector greatly. The ministry is also looking at increasing exports by MSME, with an eye on import substitution. "There is a lot of scope for diversification in the MSME sector," Gadkari said.



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Petrol, Diesel Price See Steepest Hike Since Budget



Petrol and diesel prices in mid-September saw the biggest hike since July 5 Budget as India voiced concern over spike in global oil prices following attacks on Saudi Arabian crude oil facilities, reported PTI.

The increase is considered to be the biggest hike since the July 5 maiden Budget of Finance Minister Nirmala Sitharaman that raised rates by almost Rs 2.50 a litre due to an increase in excise duty on fuel.

The increase in retail prices on Tuesday followed nearly 20 per cent surge in international oil prices in intraday trading -- the biggest jump in almost 30 years -- in response to attacks halving Saudi Arabia's output, before closing nearly 15 per cent higher at four-month highs.

In mid-September, international oil prices slid, although the market remains on tenterhooks over the threat of a military response to the attacks. Brent crude was down 36 cents, or 0.50 per cent, at USD 68.66 a barrel. Oil Minister Dharmendra Pradhan said India, the world's third-largest oil consumer, is keeping a close watch on the developing situation.

"Certainly when there is a spike in prices, it creates anxiety," he told reporters. "The events since Saturday (when the Saudi oil facilities were attacked) are a matter of concerns to us."

He, however, said that oil supplies from Saudi Arabia, India's second-biggest source, have not been disrupted. "We have uplifted more than half of the contracted quantity for September. We uplifted oil (from Saudi Arabia) yesterday (September 16) and even today (September 17)," he said.

Indian oil companies, as well as the government, are in touch with Saudi oil company Aramco and authorities in the Kingdom, he said. "India is watching the situation

closely."

India imports 83 per cent of its oil needs. Saudi Arabia is its second-biggest supplier after Iraq. It sold 40.33 million tonnes of crude oil to India in 2018-19 fiscal, when the country had imported 207.3 million tonnes of oil. Pradhan said reports suggest that the massive drone strike on the world's largest crudeprocessing facility operated by Saudi Arabia's Aramco has led to a loss of 5 million barrels per day of supplies from Saudi Arabia.

Pradhan said reports suggest that the massive drone strike

on the world's largest crude-processing facility operated by Saudi Arabia's Aramco has led to a loss of 5 million barrels per day of supplies from Saudi Arabia.

There are expectations that the largest-ever disruption of crude production in Saudi Arabia may keep oil prices elevated in the near term.

Abqaiq and Khurais are main processing centres for Saudi Arabia's Arab Extra Light and Arab Light crude oil.

China, South Korea, Japan and India are the biggest takers of the Saudi oil in Asia, with China and Japan leading the pack at an average of 900-1,100 kilo barrels per day each. India could be most exposed as its reserves are the least.

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All India Transporters' Welfare Association's (AITWA's)

president addresses Karnataka Goods Transport Association (KGTA)





Sh. Mahendra Arya, President- AITWA discussed all plans and policies of AITWA related to 'Highway Heroes' and the KGTA members welcome the initiation.

President of All India Transporters' Welfare Association

(AITWA) meets a team of Hyderabad Goods Transporters Association (HGTA) in Hyderabad





Sh. Mahendra Arya, President- AITWA discussed all plans and policies of AITWA with the HGTA members. While the president of Rathi presided over the meeting the event, presence of Vinod Arya, National VP South - AITWA made the event a success

Celebration Of Drivers' Day





Driver's was celebrated in Ahmedabad at container depot, Ahmadabad where the JAC officials of All India Transporters' Welfare Aassociation (AITWA) were present. The JAC group was represented by Sh.Ishwer Goel, Sh. Madan Bansal, Sh. B N Gupta Ji, Sh. Prahalad Agarwalji and Sh. Vaibhav Singh Ji



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Women in Logistics

Bhavna Trikha

is in charge of HR and Admin at Aargus Global

havna is a graduate from Delhi University and an MBA from Narsee Monjee University, Mumbai. She has also qualified as a Gemologist and Diamond Grader.

OUESTIONNAIRE

1. How many years have you been with the Cargo industry and how do you find the journey until now?

I have been working with Aargus Global Logistics for the past 3.5 years. Till now, I have found the journey very interesting and challenging at the same time. In logistics, people need to invest in relationships more with their time than money and the only USP available is the quality of their verbal communication and interaction. It's the PR that works for everyone and that is something I like about this profession - that you meet a lot of new people throughout, though my role is not so direct in the industry.

2. How did you get inducted into Cargo, which is essentially a male-dominated industry?

Well I have been inducted into Aargus Global Logistics, as it is our family business. I look after HR and Admin department and also a bit of Network Coordination where I look for WCA agents and connect them to our sales team. Gradually, over a couple of years, I will also involve myself in other departments like Operations, Finance, etc. for better exposure.

3. What has been the reaction of your male colleagues and those reporting to you?

Yes, our industry is indeed male dominated, but I feel women are equally important in the contribution towards the growth of the company. Initially, I found it difficult as HR Department's main purpose is interacting with all employees, be it skilled or unskilled, but over a period of time, people started responding in a very cordial and supportive way. Today, all are comfortable and respond in a very positive manner. Now, with the comfort levels that I have created within the company,

people have even started discussing their personal and professional problems and amicably they are solved in a timely manner for a win: win situation.

4. Do you specialize in any section of the industry, e.g., Export / Import / DGR, etc.?

No, I have not specialized in any operational aspects. I take care of HR and Admin department of the company, apart from other day to day routine work.

5. What is so interesting about the Cargo industry that keeps you attracted to it?

Well I am delighted to be part / associated with this industry and for me it is a learning process on a daily basis, while interacting with all. There is no end to learning. Like other industries where people work 9 to 5, our industry throws up ample challenges on daily basis. This industry also provides me greater opportunities to learn while interacting with people. I can now handle any reasonable situation.

6. How confident are you about future growth on equal opportunity basis, vis-a-vis male colleagues?

Future growth of the company or personal growth does not depend upon gender but on Hard work, Commitment, Honesty, Loyalty and Dedication. It all depends how confident one is and capable enough to solve issues, most efficiently.

7. How do you manage to balance the pressures of life at home and office on regular basis?

As mentioned, I am in our family business, hence balancing becomes a priority for me. Working in the office has always been my top priority / preference, but I have to balance it out on family front. This is where TIME MANAGEMENT plays an important role for me.

8. What is your advice to youngsters, particularly women, on the verge of starting their career, to join the industry?

Message for the young women would be to BELIEVE IN YOURSELF. Work hard and Maintain Discipline in your life and then success will not be far behind - "KEEP GOING". There are many women in our industry who are in very senior positions due to their abilities, supplemented with hard work, dedication and loyalty.

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Amazon Orders 100,000 Electric Delivery Trucks From Rivian



n its efforts to eliminate the carbon footprint of the company by 2040, Amazon announced it was buying 100,000 electric trucks from US electric-vehicle startup Rivian, reported Quartz. The order seems to be the largest purchase of light-duty electric vehicles (EVs) in history.

Amazon's move came as part of a climate pledge to ensure its operations emitted net-zero greenhouses gasses. "If a company with as much physical infrastructure as Amazon—which delivers more than 10 billion items a year—can meet the Paris Agreement 10 years early, then any company can," Amazon CEO Jeff Bezos said in a statement.

Amazon's purchase of 100,000 electric freight trucks roughly doubles the number of such vehicles in the world. Also, Amazon plans to have make its first deliveries with the vehicles by 2021 and have all of the new trucks on the road by 2030. "This is the order we've been waiting for. Game on for EV fleets," Andrew Beebe, an investor at Obvious Ventures which invests in climate-related sectors, told Quartz, adding, "The excuse-economy around EV fleet deployment just ended."

Further, the move is seen as a turning point for the EV market which will now likely see fleets electrify faster than ever before. Morgan Stanley's analysts wrote that Amazon's \$700 million investment in Rivian is "not just the most significant milestone for EVs since Tesla's 2010 IPO," according to the note, but "it may prove to be the most significant milestone for all US autos for all

of 2019." Rivian has now raised \$1.7 billion including major stakes from Ford and Cox Automotive. Notably, the company has not yet released a production vehicle, but says it plans to produce more than 60,000 vehicles by 2022.

Rivian has rocketed to visibility as its vision for electric trucks has attracted such attention and investment, theoretically giving Tesla a new rival on the block. The startup has been planning to produce electric "adventure" pickup trucks and SUVs with at least more than 400 miles of range and autonomy starting at \$70,000. Its touts a massive 180 kWh battery pack (more than even Tesla's largest 100 kWh option) encased in lightweight carbon fiber shell and a ballistic shield for worry-free off-roading. But Rivian's decision to adopt what it calls a "skateboard" platform has proven key to its success.

Rivian's heavy-duty skateboard chassis can support multiple different vehicle frames, an asset for Amazon's vast freight delivery fleet. Unlike Telsa, which has redesigned its cars from scratch every time until the upcoming Model Y (which is based on the Model 3), Rivian's common architecture in its skateboard, which comprises the brakes, suspension, batteries, and drivetrain, underpins all its vehicles. The company is also touting its digital brains: Rivian's cars will learn from driver behavior to better manage batteries. It builds most of its physical components outside Detroit, and its software, battery, and control systems in San Jose, California. Vehicle assembly and production occurs at its 2.6 million square foot plant in Normal, Illinois.

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Unmanned Aerial Systems: Rewards And Risks Go Hand In Hand



n recent years, new technologies have changed the landscape of transport sector.

From autonomous vehicles to ride-sharing services and remote sensors to unmanned aerial systems, advanced technologies have taken the transport business by storm. While technologies are advancing with each passing day across the world, the policies and regulations governing them stand outdated. In today's scenario, it is important to examine the advances in transportation technology in order to understand how to ensure privacy, security, and human safety in the new era that is emerging.

New Technology Raises New Concerns

Unmanned aerial systems (UAS) have not just become more prevalent for commercial uses like precision agriculture and package delivery (like Amazon), but they are also increasingly used by federal, state, and local government agencies, especially in the United States, to make their operations more efficient. For example, the Department of the Interior uses UAS to help monitor the millions of acres under its management. When compared to manned aircraft, the department can launch them from more locations, cover more territory, and deploy them in situations that could be unsafe for humans. Not just this, the North Carolina DOT handles UAS research, infrastructure, and education, while local emergency responders are also

using UAS for fire-fighting, disaster relief, and law enforcement.

As UAS are being used more and more in the private and public sectors, public concerns over privacy, security, and physical safety are growing increasingly. This year, a Swiss Post drone crashed 50 yards from a group of children after its parachute failed, highlighting the need for safety measures when they fly over people. UAS equipped with cameras and sensors also raise questions about privacy... What will the collected data be used for? For how long will the collected data be stored?

Need to Regulate

The need of the hour calls policymakers to decide which level of government is best suited for UAS oversight and regulation. In many areas, it is clear state and federal agencies must coordinate their efforts in regulating new transportation technologies. Also, officials need to consider what rules are needed and how to address various problems. Not just this, rules and regulations must clearly spell where and how UAS can operate safely. Besides, regulations must resolve the questions of authority when flying over a private property and public land, and decide what infrastructure investment is needed to move things forward. Above everything, it is important to educate the general public on how the technology can be used safely and responsibly.

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"The Man Who Has Confidence In Himself Gains The Confidence Of Others." - Hasidic Proverb



AITWA members met

Sh. Nitin Gadkari

on 'Highway Heroes'

on September 17, 2019









Submission of a presentation to Sh. Nitin Gadkari, Hon'ble Union Minister for RTH&S on implementation of 'Highway Heroes' - a All India Transporters' Welfare Association's (AITWA's) dream project on Drivers Welfare Schemes. AITWA was represented by its senior most member - Sh. S N Arya - Patron, Sh. Pradeep Singal - Chairman, Sh. Mahendra Arya - National President, Sh. S D Goyal - General Secretory, Sh. Pradeep Agarwal - Finance Controler, Sh. Ashok Gupta - Sr. Vice President, Sh. Arun Gupta - Joint Secretary, Sh. Ravinder Agarwal - Executive Member, Sh. Pranav Arya - Executive Member and Sh. Mukesh Haritas- Executive Member







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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	
Okhia Indi Estate	:	Shop No.7, Okhla Industrial Estate, Opp. Luxor Pen Company, Near Modo Flour Mill, New Delhi - 110020	9313540025	9990085312	
Noida	1	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	0129-2283542
Gurgaon	1	Shiv Ashram Palam Gurgaon Road, Dundahera Gurgaon - 122016 (Haryana)	8930198012	7995000449	
Gandhinagar	£	1123/55, Multani Mohalla, Gandhi Nagar, Delhi - 110031	8010082244		
Phoolbagh		WZ-40/7, Phool Bagh, Rohtak Road, New Delhi - 110035	7838900136	28312286,	28312063
Nangloi	:	580/2/2, Goga Marg, Firni Road, Mundka, Delhi - 110041	9312064194	7995000433	
Naraina	*	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	ŧ	Rawalpindi Garden, C/2/11, Opp. New Telephone Exchange, P.O.Chikamberpur, U.P.Border - 201 006 (UP)	7995000457		9313544020
Karolbagh	:	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	÷	BG-316, Sanjay Gandhi TPT Nagar, Near Delhi Dharam Kanta, Delhi - 110042		27832833	45170449
Kundli	:	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	44	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	1	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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ड्रलेक्ट्रॉनिक रूप में परिवहन संबंधी सूचना की स्वीकृति के लिए मानक संचालन प्रक्रिया



परिवहन और राजमार्ग मंत्रालय ने ड्राइविंग लाइसेंस, पंजीकरण प्रमाण पत्र तथा परिवहन संबंधी अन्य सूचना इलेक्ट्रॉनिक रूप में स्वीकार करने के लिए विस्तृत मानक संचालन प्रक्रिया (एसओपी) जारी किया है। मंत्रालय द्वारा नवम्बर, 2018 में केंद्रीय मोटर वाहन नियमों में संशोधन किया गया था। इसके माध्यम से पंजीकरण प्रमाण पत्र, बीमा, फिटनेस तथा परिमट, ड्राइविंग लाइसेंस, प्रदूषण प्रमाण पत्र और अन्य प्रासंगिक दस्तावेजों को इलेक्ट्रॉनिक रूप में प्रस्तुत करने के लिए सहायता की गई।

नियमों से इस संशोधन के साथ लोगों के लिए अब आवश्यक है कि वे प्रासंगिक कागजी दस्तावेज अपने साथ रखें। लेकिन सूचना प्रौद्योगिकी अधिनियम, 2000 के प्रावधानों के अनुसार मूल दस्तावेजों के बराबर इलेक्ट्रॉनिक दस्तावेजों को कानूनी रूप से मान्य बनाने के लिए उपर्युक्त दस्तावेज डिजिलॉकर या एम-परिवहन एप पर उपलब्ध हैं। यदि इलेक्ट्रॉनिक दस्तावेज एम-परिवहन या डिजिलॉकर पर उपलब्ध नहीं है तो उसे मूल दस्तावेजों के बराबर कानुनी रूप से मान्य नहीं समझा जाएगा।

एम-परिवहन मोबाइल एप सड़क परिवहन और राजमार्ग मंत्रालय द्वारा एनआईसी के माध्यम से उपलब्ध कराया जा रहा है। ड्राइविंग लाइसेंसध्वाहन से संबंधित पंजीकरण संख्या मोबाइल एप में इंटर करने पर वास्तविक समय में आरसी, डीएल, फिटनेस वैधता, बीमा वैधता और परिमट वैधता की विस्तृत जानकारी उपलब्ध होगी।

भारत सरकार के इलेक्ट्रॉनिक और सूचना प्रौद्योगिकी मंत्रालय के डिजिलॉकर प्लेटफॉर्म पर वाहन कॉलम में ड्राइविंग लाइसेंस और पंजीकरण प्रमाण पत्र के ब्यौरे आ जायेंगे और इलेक्ट्रॉनिक रूप में डिजिलॉकर एप में उपलब्ध होंगे।

नए वाहनों के बीमा तथा वाहन बीमा के नवीकरण से संबंधित डाटा ई-चालान एप पर केवल नियम लागू करने वाले अधिकारियों को ही उपलब्ध होंगे।

मंत्रालय द्वारा जारी एसओपी के अनुसार कोई व्यक्ति डिजिलॉकर एप या एम-पिरवहन एप के जिरये दस्तावेजों और अन्य सूचनाओं को प्रस्तुत कर सकता है। इन एप के माध्यम से ड्राइविंग लाइसेंस और पंजीकरण प्रमाण पत्र डाउनलोड किये जा सकते हैं और मोबाइल उपकरणों में संरक्षित रखे जा सकते हैं। इंटरनेट कनेक्टीविटी से एम-पिरवहन एप के माध्यम से ड्राइविंग लाइसेंस और वाहन से संबंधित जानकारी देखी जा सकते है। नियम लागू करने वाली एजेंसियां साथ-साथ ई-चालान के माध्यम से ब्यौरा एक्सेस कर सकती हैं। ई-चालान एप में वाहन तथा लाइसेंस की स्थिति का ऑनलाइन सत्यापन करने के लिए डाटा होता है। इस प्लेटफार्म पर एम-पिरवहन क्यूआरकोड का ऑफलाइन सत्यापन भी उपलब्ध है। इसके लिए सामान्य एंड्रोएड मोबाइल एप का इस्तेमाल किया जा सकता है।

इससे नियम लागू करने वाली एजेंसियों को लाभ होगा क्योंकि उन्हें भौतिक रूप से किसी दस्तावेज को नहीं देखना पड़ेगा और उनके कार्यालयों को कोई रिकार्ड रखने की आवश्यकता नहीं होगी। इसके अलावा नागरिकों को भी अपने साथ मूल दस्तावेज लेकर चलने की जरूरत नहीं होगी। यह तेज, पारदर्शी और उत्तरदायी प्रणाली वास्तविक समय में परिवहन तथा यातायात अधिकारियों और नागरिकों को उल्लंघन की ताजा स्थिति की उपलब्धता सुनिश्चित करेगी।

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लगातार छे दिनों बढ़े कच्चे तेल के दाम

ऊदी अरब के तेल संयंत्रों पर हमले के बाद से दुनिया भर में कच्चे तेल के बाजार बुरी तरह प्रभावित हुए हैं। इसके चलते लगातार सितंबर में छे दिनों तक दिल्ली में पेट्रोल के दाम 1.59 रुपये प्रति लीटर और डीजल के 1.31 रुपये प्रति लीटर चढे।

सार्वजिनक क्षेत्र की पेट्रोलियम कंपनियों की अधिसूचना के अनुसार ईंधन के दामों में लगातार छठे दिन बढ़ोतरी हुई है। 17 सितंबर से पेट्रोल के दामों में कुल 1.59 रुपये लीटर की वृद्धि हुई है। वहीं इस दौरान डीजल 1.31 रुपये लीटर महंगा हुआ है। सऊदी अरामको के संयंत्रों पर ड्रोन हमलों के बाद से वैश्वक स्तर पर कच्चे तेल की आपूर्ति में पांच प्रतिशत की कमी आई है। हालांकि, सऊदी अरब ने कहा है कि वह आपूर्ति को जल्द सामान्य कर लेगा, लेकिन विशेषज्ञों का कहना है कि इस झटके का असर वैश्वक



बाजारों पर कई वर्ष तक दिखाई देगा।

सऊदी अरब द्वारा भारत को हर महीने 20 लाख टन कच्चे तेल की आपूर्ति की जाती है। सितंबर माह के लिए इसमें से 12 से 13 लाख टन की आपूर्ति मिल चुकी है। शेष आपूर्ति भी जल्द मिलने की उम्मीद है। पेट्रोलियम मंत्री धर्मेंद्र प्रधान ने सऊदी अरब के पेट्रोलियम मंत्री से भी इस बारे में बात की है। सऊदी अरब ने भारत को कच्चे तेल की आपूर्ति कायम रखने का भरोसा दिलाया है।

एनएचएआई राजमार्ग परियोजनाओं के निर्माण के लिए फिर से सार्वजनिक निजी भागीदारी का रास्ता खोलेगा

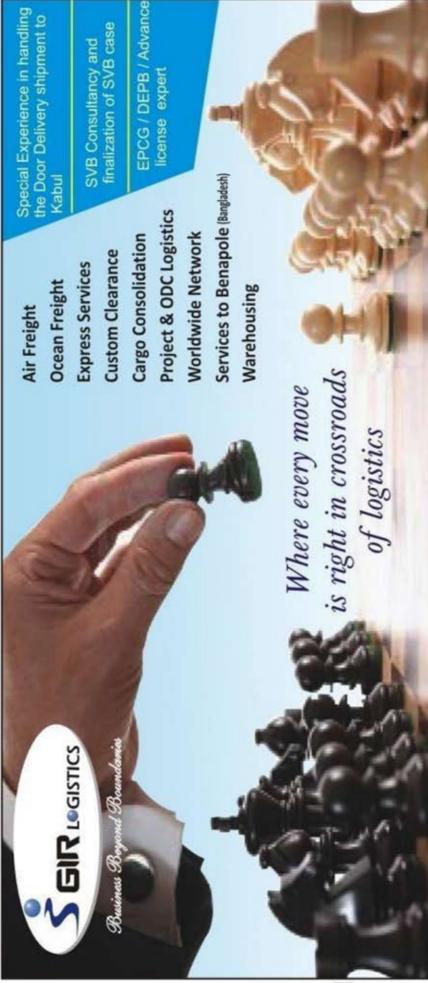
भारतीय राष्ट्रीय राजमार्ग प्राधिकरण (एनएचएआई) ने राष्ट्रीय स्तर पर ऐसे खंडों की पहचान की है जहां राजमार्गों का निर्माण बनाओ, चलाओं और हस्तांतरण मोड पर सार्वजनिक

निजी भागीदारी से किया जाएगा। इन खंडों का चयन संभावित बोलीकर्ताओं के साथ विचार-विमर्श के बाद किया गया है।

एनएचएआई ने इन खंडों 4/6 लेन के राष्ट्रीय राजमार्गों के निर्माण के लिए वार्षिक पूर्व अहर्ता के आधार पर प्रस्ताव मांगे हैं। वार्षिक पूर्व अहर्ता की प्रक्रिया से न केवल बोली की प्रक्रिया सुगम होगी बल्कि इससे बाजार की प्रतिक्रिया के बारे में भी जानकारी मिल सकेगी। मौजूदा आरएफएक्यू में इसे उद्योगों के अनुकूल बनाने के लिए कछ बदलाव किए गए हैं।

कुल 950 किलोमीटर वाले जिन खंडों में करीब 30,000 करोड़ रुपये की लागत से राजमार्गी का निर्माण किया जाना है वे आंध्र प्रदेश, हरियाणा, महाराष्ट्र, कर्नाटक, तिमलनाडु, पश्चिम बंगाल, छत्तीसगढ़ और मध्य प्रदेश में हैं।

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In breather to auto firms, govt to go slow on e-vehicle push

mid protests from the auto industry, the government is likely to go slow on pushing electric mobility for the next few months, arguing that it has to be sympathetic to the downturn that has gripped the auto industry. The proposal to ban the sale of internal combustion engine (ICE) three-wheelers after 2023 and two-wheelers of engine capacity up to 150cc is also not being pushed aggressively, government sources said.

Now, a section in the government believes they can gradually increase the share of electric vehicles rather than going for major "disruption" in the sector, which is one of the main contributors to GDP and employment.

Government departments which were working on a package to promote electric vehicles have been asked to put on hold several initiatives to discourage the sale of ICE vehicles. This includes the move to increase registration charges for petrol and diesel vehicles.

Auto makers had raised registration fee hike issue

During their meetings, including one with finance minister Nirmala Sitharaman and heavy industry minister Arvind Sawant, auto makers had flagged the issue of government pushing electric vehicles (EVs) and the proposed increase in the registration fee of vehicles and cited them as one of the key reasons for the recent slump that has seen sales decline at the fastest pace in 18 years.

Meanwhile, sources said the auto industry lobby Siam has again raised the demand of allowing the registration of BS-IV compliant vehicles after April 1 so that the manufacturers can exhaust their production till March end.

TOI has learnt that this proposal may not go through considering that even the Supreme Court had earlier turned down the same plea of the auto manufacturers.

Last month, the road transport ministry had issued a draft notification proposing to increase the registration fee for new ICE cars to $Rs\,5,000$ as compared to the current charge of $Rs\,600$.

बिजली से चलेंगे ट्रक, अब होगा ट्रायल

सड़क परिवहन और भारी उद्योग मंत्रालय इस संयुक्त परियोजना पर कर रहे हैं काम

 ट्रायल अगर कामयाब रहता है तो दिल्ली से मुंबई के बीच हाईवे में बिजली से चलने वाले ट्रकों के लिए अलग से एक कॉरिडोर बनाया जा सकता है

नई दिल्ली, टी.टी.एन.। सहक परियहन और भारी उद्योग मंत्रालय की योजना कामयाब रही तो जल्द ही ट्रक डीजल के स्थान पर बिजली से दीड़ते नजर आएप। जी हां, सड़क परिवहन और भारी उद्योग मंत्रालय इस किस्म की एक संयुक्त परियोजना पर कार्य कर रहे हैं। जिसके तहत, दिल्ली से मुंबई के बीच में ट्रकों का परिचालन का ट्रमल रन आरंभ करने की भी योजना है।

मंत्रालय का यह ट्रायल रन अगर कामपाब रहता है तो दिल्ली से मुंबई के बीच निमाणीधीन इस हाईवे में बिजली से चलने वाले ट्रकों के लिए अलग से एक कॉरिडोर का निमाण किया जाएंगा। केंद्रीय सहक परिवहन



और राजमार्ग मंत्री नितिन गडकरी द्वारा दी गई जानकारी के मुताबिक, दिल्ली से मुंबई के बीच निमानधिन ग्रीन एक्सप्रेस हाईवे में भारी उद्योग मंत्रालय की सहायता से दस किमी का एक कॉरिडोर निर्मित किया जाएगा। जिसमें सिजली की तारें लगी हुई होंगी। उन्होंने कहा कि इन तारों की सहायता से 80 टन खमता वाले इलेक्ट्रिक ट्रक को पैंटोग्राफ से जोड़ दिया

जाएता। गडकरी ने बतावा कि इस कॉरीडोर पर चलने वाले ट्रकों में बैटरी का विकल्प भी मौजूद रहेगा। पैंटोडाफ की सहावता से ट्रक कुछ किमी की दूरी तव करेंग।

इस समयावधि में ट्रक की बैटरी वापस चार्ज हो जाएगी। जिसके बाद बैटरी द्वारा ट्रकों को चलाया जा सकेगा। बैटरी डिस्चार्ज होने पर बे ट्रक फिर बिजली से चलने लगेंगे।

सरकार वन नेशन वन टोल पर काम कर रही है: नागेन्द्र सिन्हा

 नेशनल हाईवे अथॉरिटी ऑफ ईंडिया यानी एनएचएआई के चेयरमैन ने कहा कि सरकार इस समय टोल संबंधी स्पेशल स्कीम पर काम कर रही है

नई दिल्ली, टी.टी.एन.। नेशनल हाईवे अथॉरिटी ऑफ इंडिया यानी एनएचएआई के



चेयरमैन नागेन्द्र सिन्हा ने कहा कि सरकार वन नेशन वन टोल पर काम कर रही है। इसके तहत सभी राज्य हाईवे ई-टोलिंग के दायरे में आ जाएंगे। टोल ऑपरेट

ट्रांसफर यानी टीओटी प्लान के तहत देश में 566 किलोमीटर हाईवे का निर्माण होगा।

नेशनल हाईवे अथॉिरटी ऑफ इंडिया यानी एनएचएआई के चेयरमैन नागेन्द्र सिन्हा ने कहा कि सरकार वन नेशन वन टोल पर काम कर रही है। इसके तहत सभी राज्य हाईवे ई-टोलिंग के दायरे में आ जाएंगे। मीडिया रिपोर्ट्स के अनुसार नागेन्द्र सिन्हा ने कहा कि टीओटी के तहत इसकी अनुमानित लागत या कंसेशन वैल्यू करीब-करीब 5000 करोड़ रुपये होगी। सिन्हा का कहना है कि इसे हमने 30 साल के कंसेशन



के लिए ऑफर किया है। इस पर 10 साल और 20 साल की अवधि पर हम इसमें देखेंगे कि हमने जो ट्रैफिक प्रोजेक्ट किए हैं, उससे ज्यादा ट्रैफिक आ रही है और उस वेरिएशन के लिए कंसेशन पीरियड में कितना फेरबदल करना चाहेंगे। उन्होंने कहा कि ये वैसे हाईवे हैं जहां पांच साल से ज्यादा की टोलिंग हो चुकी है। यहां पर टोलिंग अच्छी तरह से हो चुकी है।

उनका कहना है कि इन हाईवे पर 14 से 24 प्रतिशत की ट्रैंफिक ग्रोध देखी गई है। इनमें करीब-करीब आठ से दस साल तक काफी ज्यादा पैकेज में पहले ही एन्यूटी पार्टनर्स हैं, उनकी मेंटेनेंस है। उन्होंने कहा कि ऐसे में हमें लगता है कि ये काफी अच्छी ऑफरिंग है। हमारे बिडर्स को इसमें भाग लेना चाहिए। 1 दिसंबर से सभी हाईवे पर इलेक्ट्रॉनिक टोलिंग शुरू होगी।



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S.	Airport	Fo	r The Mo			Period Ap	
no.	D-0000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	July	July	%		2018-19	
		2019	2018	Change			Change
(A)	20 International	Airports					
1	Chennai	31909	37670	-15.3	125225	144276	-13.2
2	Kolkata	14421	14658	-1.6	47585	55299	-13.9
3	Ahmedabad	9927	8599	15.4	37602	33011	13.9
4	Goa	502	416	20.7	1769	1700	4.1
5	Guwahati	1874	1852	1.2	7263	7229	0.5
6	Lucknow	1403	696	101.6	5133	2668	92.4
7	Jaipur	1508	1556	-3.1	5393	5713	-5.6
8	Trivandrum	2971	1569	89.4	9689	7017	38.1
9	Bhubaneswar	794	592	34.1	3060	2713	12.8
10	Calicut	2713	762	256.0	10004	4283	133.6
11	Coimbatore	985	1255	-21.5	4090	4263	-4.1
12	Varanasi	309	200	54.5	1078	533	102.3
13	Srinagar	1023	597	71.4	4091	3282	24.6
14	Amritsar	201	191	5.2	1118	632	76.9
15	Mangalore	197	424	-53.5	876	1558	-43.8
16	Portblair	580	350	65.7	2148	1544	39.1
17	Trichy	736	543	35.5	2655	2223	19.4
18	Imphal	708	468	51.3	2519	1652	52.5
19	Vijayawada	208	0	21.5	865	0	26.0
20	Tirupati	0	0		0	0	
Tota		72969	72398	0.8	272163	279596	-2.7
	The second secon			0.0	2/2103	219390	-4.1
(R)	7 JV Internation	al Airpor	ts				
21	Delhi (DIAL)	84977	84061	1.1	327423	334037	-2.0
22	Mumbai (MIAL)		79473	-9.1	290037	324731	
23	Bangalore	32581	35930	-9.3	126841	133500	
	(BIAL)						
24	Hyderabad (GHIAL)	12241	12427	-1.5	49091	48260	1.7
25	Cochin(CIAL)	6645	5616	18.3	26433	22785	16.0
26	Nagpur (MIPL)	1985	856	131.9	3937	3060	
27	Kannur (KIAL)	0	0.00	12112	0	0	
Fota		210702	218363	-3.5	823762		
	10 Custom Airp		210000	-5.0	023702	000070	1 -4.5
-			0.0000000	0.000.000	V. V.	60000000	100000
28	Pune	3048	4652	-34.5	11767	19179	-38.6
29	Patna	1068	1115	-4.2	4088	3568	14.6
30	Bagdogra	563	683	-17.6	2561	2252	13.7
31	Visakhapatnam	607	528	15.0	2259	2009	12.4
32	Chandigarh	678	567	19.6	3472	1586	118.9
33	Madurai	222	473	-53.1	892	1412	-36.8
34	Surat	24	152	-84.2	474	168	182.1
35	Aurangabad	58	220	-73.6	269	789	-65.9
36	Gaya	0	0	-	0	0	
37	Indore	893	1111	-19.6	3721	3927	-5.2
Tota		7161	9501	-24.6	29503	34890	-15.4
_	57 Domestic Air	-					
38	Ranchi	359	487	-26.3	1980	1876	5.5
39	Raipur	494	419	17.9	1934	1421	36.1
40	Agartala	443	403	9.9	1666	1644	
4.1	Udaipur	1	2	-50.0	2	2	0.0
	Jammu	128	177	-27.7	507	622	-18.5
42	A CONTRACTOR OF THE PARTY OF TH	12	19	-36.8	45	51	-11.8
42	Dehradun			-6.0	1157	864	33.9
42 43 44	Vadodara	236	251				065
42 43 44 45	Vadodara Leh	236 139	93	49.5	760	407	
42 43 44 45	Vadodara Leh Bhopal	236				407 469	
42 43 44 45 46	Vadodara Leh	236 139 84 0	93	49.5	760 414 1		-11.7
42 43 44 45 46 47	Vadodara Leh Bhopal	236 139 84	93 129	49.5	760 414	469 2 0	-11.7
42 43 44 45 46 47 48	Vadodara Leh Bhopal Jodhpur Hubli	236 139 84 0	93 129 0	49.5 -34.9	760 414 1	469 2	-11.7
41 42 43 44 45 46 47 48 49 50	Vadodara Leh Bhopal Jodhpur	236 139 84 0	93 129 0 0	49.5 -34.9 -	760 414 1 39	469 2 0	86.7 -11.7 -50.0
42 43 44 45 46 47 48 49	Vadodara Leh Bhopal Jodhpur Hubli Rajahmundry	236 139 84 0 9	93 129 0 0 6	49.5 -34.9 -	760 414 1 39 0	469 2 0 21	-11.7 -50.0

S.	Airport	For	The Mo	nth F	or The Po	eriod Apr	il To Jul
no.	(7.531/ 4 (75.5))	July	July	%	2019-20	2018-19	%
		2019	2018	Change	100000000000000000000000000000000000000		Change
(D)	57 Domestic Air	ports					
53	Gorkhpur	0	0		0	0	-
54	Jabalpur	.0	0	-	0	- 1	-
55	Dimapur	22	39	-43.6	103	185	-44.3
56	Bhuj	0	3	-	0	9	-
57	Tuticorin	5	5	0.0	23	- 11	109.1
58	Prayagraj	0	0	- 7	0	0	-
59	Jorhat	0	5	7.1	0	17	
60	Juhu	30	28	7.1	119 49	112	6.3
61	Kanpur(chakeri) Jaisalmer	18	0		0	0	
63	Guggal(kangra)	0	0		0	0	
64	Cuddapah	0	0	-	0	0	
65	Pondicherry	ő	0	-	0	0	-
66	Jamnagar	0	0		0	0	
67	Belgaum	0	0	- 2	0	0	
68	Bikaner	0	0		0	0	-
69	Porbandar	0	0	F.:	0	0	
70.	Khajuraho	0	0	- 1	0	0	
71	Bhavnagar	0	0	20	0	0	9
72	Kandla	0	0	- 5	0	0	
73	Adampur (Jalandhar)	0	0	50	0	0	
74	Mysore	0	0		0	0	
75	Salem	0	0		0	0	
76	Agatti	- 6	2	200.0	15	7	114.3
77	Bhatinda	0	0	2	0	0	-
78	Bhuntar	0	0		0	0	- 5
79	Gwalior	0	0	-	0	0	-
80	Diu	0	0	- 2	0	0	-
81	Agra Kishangarh	0	0		0	0	
83	Pakyong	0	0		0	0	
84	Ludhiana	0	0	2	0	0	
85	Kolhapur	0	0	- 2	0	0	
86	Patnagar	0	0	-	0	0	
87	Barapani (shillong)	0	0	2	0	0	
88	Pathankot	0	0	2	0	0	-
89	Lakhimpur (lilabari)	0	0	5	0	0	-
90	Shimla	0	0		0	0	
91	Tezpur	0	0		0	0	
92	Jalgaon	0	0	-	0	.0	
93	Pasighat	0	0	- 2	0	0	
94	Jharsuguda	4	0	- 4	7	0	- 5
-	7 Domestic Airports	2136	2222	-3.9	9435	8306	13.6
	9 St.Govt. / Pvt						
95	Shirdi	0	0		0	0	
96	Lengpui(aizwal)	39	44	-11.4	135	158	-14.6
97	Nanded	0	0		0	0	
98	Vijayanagar	0	0	-	0	0	-
99	Durgapur	0	0	-	0	0	20.0
	Nasik(Hal ozar)	0	15	-	7	49	-85.7
	Mundra	0	0		0	0	
	Jagdalpur	0	0	-	0	0	
	Pithoragarh	0	0	-	0	0	
	St.Govt. / Pvt Airports	39	59	-33.9	142	207	-31.4
	Other Airports	0	0		0	0	1.
	nd Total		\$5000 PM	5603600		1900gramman	5900
	B+C+D+E+F)	293007	302543	-3.2	11135005	1189372	-4.

(DURING APRIL TO AUGUST'2019* VIS-A-VIS APRIL TO AUGUST'2018) TRAFFIC HANDLED AT MAJOR PORTS OCEAN FREIGHT

PORT	TRAFFIC	PO.I.	Other	Iron Ore	Ferti	Fertilizers	Coal	_	Containers	ners	Other	TOTAL	% VAR.
	PERIOD	(Crude, Prod., LPG/ LNG)	Liquids	Incl. Pellets	EN.	RAW	Thermal & Steam	Coking & Others	Tonnage TEUs	TEUS	Misc. Cargo		AGAINST 2018-19
KOLKATA			200							3	1	0.0000000000000000000000000000000000000	
Kolkata Dock System	TRF APRIL-AUG., 2019	276	272	15	243	9	×	1045	4200	286	1526	7583	20,600
Ulvata Lock System	TRF APRIL-AUG., 2018	355	265		6921	6		991	4313	284	1710	7733	-1.94
Haldia Dock Complex	TRF APRIL-AUG., 2019	3529	2145	1516	64	118	966	6940	1346	75	2937	19590	
	TRF APRIL-AUG., 2018	3460	2107	219	98	148	974	6302	1300	20	3131	17727	10.51
TOTAL: KOLKATA	TRF APRIL-AUG., 2019	3805	2417	1531	307	124	966	7985	5546	361	4463	27173	39.55
	TRF APRIL-AUG., 2018	3815	2372	219	155	169	983	7293	5613	360	4841	25460	6.73
PARADIP	TRF APRIL-AUG., 2019	16079	728	8428	208	1419	11838	5331	77	60	2855	46963	5000
	TRF APRIL-AUG., 2018	14991	737	4649	,1 	1726	13860	5446	92	2	3303	44788	4.86
VISAKHAPATNAM	TRF APRIL-AUG., 2019	7481	688	2766	890	159	3066	3735	3741	218	3264	28991	
	TRF APRIL-AUG., 2018	6570	1365	3676	1036	281	4344	2688	3362	193	3614	26936	7.63
AMARAJAR(ENNORE)	KAMARAJAR(ENNORE) TRF APRIL-AUG., 2019	2113	65		53		8223	374	1186	19	1326	13340	
MONOTANAMENT TO STATE OF STATE	TRF APRIL-AUG., 2018	1993	53	12.	/0	37	10096	763	•	34	1256	14161	-5.80
CHENNAI	TRF APRIL-AUG., 2019	5687	631		0	32			12144	679	2221	20715	
	TRF APRIL-AUG., 2018	5633	653	,	1	71	9	•	13187	683	2758	22302	-7.12
V.O.CHIDAMBARANAR	TRF APRIL-AUG., 2019	249	531		102	297	2872	2390	7099	353	1605	15145	
	TRF APRIL-AUG., 2018	260	374	45	113	147	4097	1112	6363	312	1605	14116	7.29
COCHIN	TRF APRIL-AUG., 2019	9870	199		22	42	9		3627	261	563	14323	
	TRF APRIL-AUG., 2018	9271	168	*	15	85	43		3158	228	400	13140	00.6
NEW MANGALORE	TRF APRIL-AUG., 2019	8305	889	2019	182	58	2117	410	936	64	343	15058	
	TRF APRIL-AUG., 2018	9636	836	1777	218	75	2633	803	870	58	335	17183	-12.37
MORMUGAO	TRF APRIL-AUG., 2019	278	116	699	17	(0)	685	3200	174	14	1383	6426	
	TRF APRIL-AUG., 2018	250	225	3051	78	j	461	2429	181	13	1490	8165	-21.30
MUMBAI	TRF APRIL-AUG., 2019	15066	842	2814	147	54	1843	963	139	12	3154	25022	
	TRF APRIL-AUG., 2018	15071	780	2301	94	54	1390	841	148	12	3655	24334	2.83
J.N.P.T.	TRF APRIL-AUG., 2019	1638	1169	9	(0)	62	60	90	25894	2173	417	29118	
	TRF APRIL-AUG., 2018	1842	1113	5		ď	-		25632	2088	400	28987	0.45
DEENDAYAL	TRF APRIL-AUG., 2019	27009	4251	277	2040	41	7147	570	2991	194	7204	51530	
	TRF APRIL-AUG., 2018	26175	4041	482	1969		6645	355	1470	88	7758	48895	5.39
ALL PORTS	TRF APRIL-AUG., 2019	97580	12526	21504	3968	2226	38690	24958	63554	4343	28798	293804	
	TRF APRIL-AUG., 2018	95507	12717	16200	3678	2608	44552	21730	09009	4040	31415	288467	1.85
% Variation from previous year	Vear	2.17	-1.50	32.74	7.88	-14.65	-13.16	14.86	5.82	7.50	-833	1.85	

Source: LP.A.

Energy Supplier For EVs



Piyush Gupta CEO and Founder Lithion Power

Piyush Gupta is the CEO of Lithion Power, an IoT enabled Intelligent Energy Platform Company that delivers lithium ion battery charging and battery swapping solutions for Electric Vehicles, facilitated by its patent pending battery swap technology and machine learning platform. An alumnus of IIT Kharagpur (B.Tech, 2000) & INSEAD (MBA, 2007), Piyush held senior global roles with TE Connectivity and Axiata Group as Director (Corporate Strategy) and Vice President (Finance) respectively, before starting his ambitious venture. He is working on making India an EV only reality by 2030 and sees a significant business case for taking Lithion's technology, for rest of the emerging world.

The Lithion Power organization provides an IoT-enabled, data-driven Intelligent Energy platform (IEP) for Electric Vehicles (EVs) - this includes smart charging and swapping infrastructure, along with software that enables you to track + control assets in real-time and facilitate optimal energy utilization. They have a network of Lithion Swapping Points (LSPs) across North India. Their customers drive to an LSP and walk away with a fully charged battery in less than 5 minutes.

The Company is working with EV OEMs, battery manufacturers, fleet operators, asset managers and other entities in the EV ecosystem to make an EV-only India, a reality by 2030.

News in the Press has created a buzz about the company's forthcoming plans. Lithion Power, reportedly plans to invest around \$1billion, along with its partners, to create an ecosystem for e-vehicle drivers to swap batteries on daily lease or rental.

"This is an emerging market-based model that we have created, and we are targeting shared mobility, which has high asset utilisation, with our product," Piyush Gupta, CEO Lithion Power, reportedly told ET recently. Currently, the company operates around five swapping stations — where users can swap their close-to-discharge batteries for a fully-charged one — in the national capital region (NCR).

QUESTIONNAIRE

(1) How long have you been in operation?

 We operate Intelligent Energy Platform (IEP) which delivers energy for Electric Vehicles in India.
 It is a Research & Development focused company.
 We have been developing technology, which enables India specific energy delivery models for low / medium power vehicles for last 3 years
 We have been in commercial operations, for past 1.5 years

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

 We work on franchisee model for our core energy delivery business. We currently have around 30+ engineers / associates and equal number of business partners, working with us.

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

 We strongly believe Electric Vehicles will drive India in next 20-30 years. It could be earlier than that, based on technology developments internationally.
 Our technology (IEP) will be the key to deliver charge / energy to EVs.

(4) Who are your present clients?

 We work with 2W and 3W operators. Many delivery operators and individual customers are our clients

 Going forward, we will work with mini trucks and large trucks as well. However we see this market at least 2 years away, as no suitable vehicles are available.

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

We provide IoT-enabled, data-driven Intelligent Energy platform (IEP) for Electric Vehicles (EVs) - this includes smart charging & swapping infrastructure along with software that enables you to track+ control assets in real-time and facilitate optimal energy utilization.

Part of our services also include fleet management and asset control for the operators.

We are working with EV OEMs, battery manufacturers, fleet operators, asset managers and other entities in the EV ecosystem to make an EV-only India, a reality by 2030

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

 Logistics is the backbone of the country. For India to grow, logistics will increasingly become more "consolidated", will get more "organized" and tech enabled.

Vinod Kaul

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





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and bulk cargo movement

Logistics Solutions

Integrated Cold Chain Services



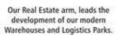














Affiliated to NSDC and LSC. TIOL offers training programs for different entry-level employees in the logistics sector.



Our social arm, committed to serve the nation with a motto of equality and better life for all citizens.



A joint venture between TCI and Mitsui & Co Ltd. TCI which is a logistics partner for Toyota Kirloskar Motors Ltd. & other Japanese companies in India.

KEY FACTS

Group Turnover



Employee Strength



6000+

Vehicles/day Managed on Road



12000

Cargo Ships



6

Warehouse Covered Area



12 (million sq. Ft.)

Own Branch Network



1400+

Transport Corporation of India Limited

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