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Monthly Magazine of All India Transporters Welfare Association

Parivahan Pragati

Logistics Multi-modal / Supply Chain / Warehousing / Technology / Industry / Trade



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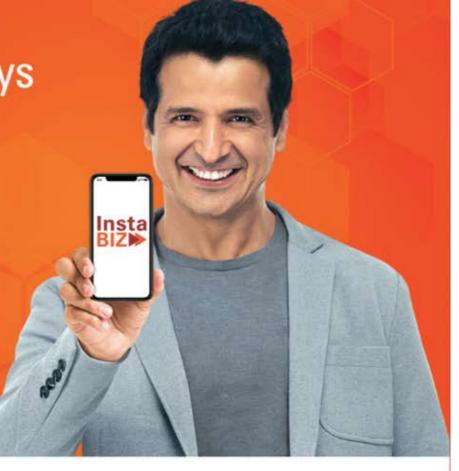
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Ashok Gupta

These challenges are delaying the emergency deliveries that consist of medical equipment such as medicines, testing kits, oxygen and food. At a time when the entire world is looking for a way out to overcome the pandemic situation, such challenges are uncalled for. The Indian government must bring such tests to the end for the betterment of mankind as well as the business as a whole

COVID-19: A Lesson To Learn From

ntil the COVID-19
pandemic unsettled
almost everything
logistics and trucking
industries contributed
about 14 per cent of Indian GDP.
Believe it or not, it is better than the
developed nations like the US and
Germany (which is about 8 per cent).
Simply, because around 60 per cent of
cargo is delivered by road transport.
The rough figure stands at about 3500
MMT (Million Metric Tonnes).

So, the role of the trucking industry is unparalleled. Without a doubt, it can be established that the industry is one of the driving forces behind the growth of India. However, the biggest irony lies in the challenges that the transporters need to face every day. Right from the shortage of drivers to ineffective E-way bills, escalation of fuel cost to harassment by police and RTO officials. These challenges are delaying the emergency deliveries that consist of medical equipment such as medicines, testing kits, oxygen and food. At a time when the entire world is looking for a way out to overcome the pandemic situation, such challenges are uncalled for. The Indian government must bring such tests to the end for the betterment of mankind as well as the business as a whole.

The challenges that the trucking fraternity faces are far vast and spread to diverse arenas. For instance, it is considered as one of the low profile jobs amongst the educated class and hardly anyone likes to get associate with it, a large pool of college passed outs prefer to be unemployed rather than working in a trucking or logistics sector. This is also the reason why the industry has to settle with mediocre candidates, not the cream or brighter lots. Of course, the package is an issue with the trucking or logistics sector where the profit margin is very low.

The logistic cost is setting a new benchmark every day, not in a good spirit though. After all, a rise in logistic cost means a plunge in the business. As transportation cost has a major share in logistic cost fuel price also play a vital role, which has again been touching new height every day. In the current scenario, due to lockdown, when only about 25 per cent of fuel is consumed the price never came down instead it kept going up and up.

The truck drivers fled to their native places due to the COVID-19 pandemic outburst. Indeed the second wave has been far stronger and terrifying than the first one. But the government is yet to offer preference to truck drivers to vaccinate themselves. The trucking industry is eagerly waiting to hear this announcement as drivers are nothing short of frontline COVID-19 worriers. They risk their lives to deliver essential goods at nook and corners of the country, sometimes with a little rest and on most occasions with no sleep.

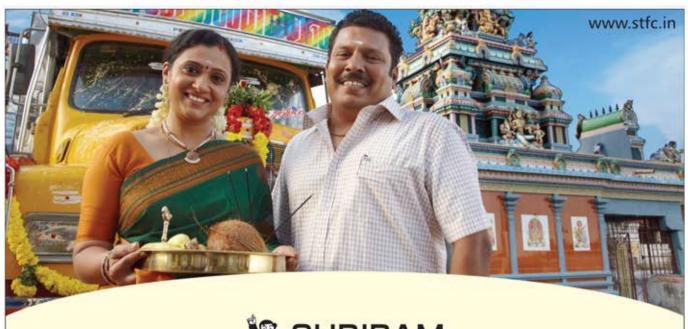
The unavailability of a loan deferring facility is yet another issue that has put the Road Goods Carriers at backfoot. No government support means the industry is at loss. In the last wave of COVID-19, the central government had requested banks to provide a temporary solution wherein the loan EMIs could be paid at a later stage without any penalty. However, this is not the case this time around.

The unpredictability of economic activity is making it difficult for companies to continue. And, the ones that had unhealthy cash cycles and profitability shut down their offices.

The trucking and logistics industry will have to understand the need of the hour and get ready for the next normal. An unwilling attitude to not welcome digitalization and the latest technology will hamper the industry only. So, a significant step would be to invest in digital technology, training drivers to be skilled and effective, planning a profitable business model and managing their cash collection well.

The COVID-19 has taught everyone a lesson. The trucking and logistics sector must take a leaf out of the industries such as food, agriculture, FMCG, and minerals and metals to get ready for the future.

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Challenges To Bring Down The Logistics Costs



Mahendra Arya
National President, AITWA

66

The major share of logistics costs comes from transportation.
57 per cent of the total logistics costs is attributed to transport expenses



With the current logistics cost standing at around 14 per cent of GDP, India's logistics sector offers a rate card that is way below the developed countries like the United States. Germany and Japan. However, considering India's market scenario it is not only ruining the competitiveness of goods but also destabilizing the financial balance of each individual. The government also understands it, which is why the Commerce and Industry Minister Pivush Govalrecently commented that the need of the hour is to reduce logisticscosts in the country as India cannot be competitive if this cost remains high.

Highlighting why investments in the Sagarmala project is important, he emphasized that it will boost the country's maritime infrastructure, expand freight corridors, make freight more cost-effective and bring down the current logisticscost to a more acceptable benchmark of 8 per cent, which is estimated to be about 13-14 per cent, currently.

There is no afterthought that there is an urgent need to replace the existing logistics model with an effective one, if both the parties, the industry and customers, need to be benefitted. A couple of years back a study was conducted under the Sagarmala programme and it revealed that the total inland transit time for exporting a container from Delhi till loading on to vessel can take 7-15 days whereas, for the similar route in China, the inland transit time is between 5-6 days.

This talks about the inefficient nature of the industry. The unorganized facilities, lack of specialization, weak ICT support, high operational costs, poor management skills and back-end operations, lots of intermediates, inefficient supply chains and poor infrastructure are badly affecting the industry as a whole.

As per the data provided by an individual research body, IRTDA, and AITWA published as CRI Index the key contributors of high logistics costs in India are:

Transportation Cost: Transportation costs have is the core factor that is impacting logistics costs. The major share of logistics costs comes from transportation. 57 per cent of the total logistics costs is attributed to transport expenses. By fixing the fluctuation formula we may get some relief from it.

Cost of Fuel: In the current scenario, 60 per cent of the logistics cost is of fuel price. If the fuel price will remain high, the logistics cost will also move along with it. But, why is the fuel price 'unreasonably' high only in India and not in our neighbouring countries? Isn't it because the taxes (excise duty and VAT – which varies from state to state) that we pay is very hefty?

Further, the fluctuation formula for fuel pricing should be fixed, so that transportation cost does not reach an untouchable high.

Vehicle Cost: While calculating the logistics cost, 8.25 per cent of the vehicle cost and its maintenance cost is also added.

Tyre Cost: The tyres of a vehicle have life. They serve a vehicle for certain kilometres and after that, the vehicle requires another set of tyres to keep moving. It attributes 6.5 per cent of the total logistics cost.

Human Resource (HR): So many people are involved in the system, right from uploading to unloading, from starting the vehicle to maintaining the documents. Their salary and other benefits also fall under logistics costs. HR has a share of 6.5 per cent of the total logistics costs.

Overall Expenses: This includes the overall expenses of the transport, which includes the cost of the driver. 5 per cent is added for this category in the total logistics cost.

Government Clearance: This includes the charges levied by governments (state and central), motor vehicle tax,

motor permit, passing, traffic fee etc. About 1.25 per cent is charged against this segment.

Choosing the right inter-modal transport system is also crucial. Going by the current scenario, roadways have the major share of freight movement. With a 65 per cent market share, it leads but then it is the costliest mode of transportation.

What impacts the high logistics cost in India!

GST on tyres: The tyres of goods carriers do not last long. Asking for 28 per cent GST for a tyre is too much. The logistics service providers do not bear the brunt from their pocket and eventually add to the logistics cost.

Life of vehicle: The life of a commercial vehicle is set to be 15 years by the new policy. But a vehicle needs a heavy investment; therefore the cap should be increased from 15 to 20 years. Otherwise, transporters will increase the rate to fill up the bank interest and investment, which eventually will be acquired from customers through logistics costs.

Different state, different Regulation: The labour law of each state is different from one another. Be it is related to warehousing or agriculture logistics. This adversely impacts the delivery of logistics services.

Investment high but the return is slow: The cost of a vehicle is high, the bank interest for a loan is also high but what is slow is the return on investment. As there is no fixed monthly income from a vehicle, transporters keep this in mind while placing the rate card. This adds to the logistics cost.

Institutionalized corruption: Corruption is the ultimate parasite that comes in the way of all the development work. No doubt, it blocks the way of efficient transporters. Recently, a study conducted by SaveLife Foundation found that truckers and owners pay Rs 48,000 crore a year in bribes.

Information and communications technologies (ICT): ICT is not used properly. This has huge potential but it is not explored to enhance the scope of increasing efficiency and productivity.

Logistics security: With more and more containerization of the cargo trade, the pressure is increasing on firms and

customs departments and poses a serious threat to human lives and other cargo.

Extra Time: Further, the seamless movement of goods across all modes of transportation is vital or else it will add to the logistics cost. But there are places where there are no by-pass roads and it kills extra 12 hours of the vehicle, resulting in a rise in logistics cost.



Detention charges: When a truck not loaded timely, or unloaded timely, it does affect everyone down the line. The cost for detention charges varies based on the company, the equipment, and geography. This cost should be fixed to pull down the logistics cost.

One-sided payment terms: Payment terms decided between truckers and the companies are not the same as they look. While truckers are forced to accept what companies say because of future businesses companies take the advantage of it. But the impact can only be seen in the logistics cost.

Damages claimed: The damages claimed in the return container especially on Friday evening increase the logistics cost.

Online payment on weekends: Currently, no online payment facility is available on Saturday and Sunday, forcing truckers to park their vehicles with containers till Monday. Eventually, a huge amount has to be paid by an importer for container delay. The government should ask shipping lines to accept online payment on weekends also. This will reduce the logistics cost.

Same container for import and export: Import container should be used for export from the same location. Empty travel of container does not yield any profits. Shipping lines should make arrangements if inspection at the site.

The logistics cost have to be brought down to pull an industry that currently looks very shaky. The government will have to put it on the fast track; after all, it is also about over 22 million people who earn their livelihood in the industry. The Sooner the day comes, the better it is!

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Drivers Too Are Frontline Worriers!

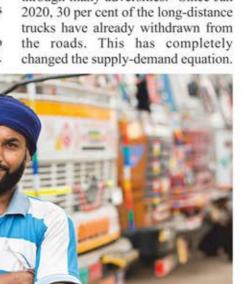
he logistics sector may not be seen as the frontline COVID-19 worrier but it is nothing short of frontline fighters in many ways. From delivering people's daily quota of milk and vegetables to orders from Amazon or Flipkart it is the system that supplies these goods at one's home or doorsteps. The logistic sector deserves big thanks for it.

The COVID-19 pandemic is here to stay and not going to go anytime soon.

as yet the logistic industry is bearing the brunt.

Also, the logistic sector, the unorganised sector, is not a preferred loan portfolio at the current set-up. Anyone wanting to enhance the trucking facilities by replacing the old truck is not lucky enough.

Besides, the industry also goes through many adversities. Since Jan



Various sectors have already reported high losses and few businesses also had to shut down. Amidst such a situation there is only one sector that has been working relentlessly to serve mankind - the logistics sector! Losses are inevitable but the saddening part is their efforts have somewhat gone unnoticed.

The industry is facing losses primarily due to the unavailability of loan deferring facility. In the last wave, the central government had requested banks to provide a temporary solution wherein the loan EMIs could be paid at a later stage without any penalty. Since this is not the case in the second wave

The effect is reflected in the supply chain system. It is observed that the number of trucks required at each shipping point to deliver goods at destinations has fallen short already.

No doubt that the government has allowed trucks to deliver essential goods and services but are the truck drivers are ready for it? Straightway the answer one gets is 'No'. Drivers are hesitant to carry consignments since it has become risker to catch by a coronavirus. Further, return loads availability within 1-2 days and waittimes for unloading are delayed by over 25 per cent. Also, the rising cost of fuel is coming on the way. As pick



S. D. Goval General Secretary, AITWA

and drop have to be done mostly from the city outskirts (industrial areas) there is extra cost involved. Had it been right from highways things would have been different.

The logistic sector is troubled not just by the mentioned topics but the demand to deliver goods on time and a priority basis is yet another issue that the cargoes are facing. No one is trying to understand that the empty road, tollfree plazas in the pandemic situation is not helping the cause of truckers. Constant harassments from police and RTO officials are making their role to serve mankind challenging. The logistic sector believes that the intervention of the central government can benefit not just the transport industry but the human race as a whole.

As one of the worst-hit countries of COVID-19 second wave, India is seeing an extremely difficult time. There is a lot to dealt with as per challenges are concerned. But can anyone deny the key role that the logistic industry is playing? The lastmile delivery of COVID-19 essential products has been crucial to the second wave. Also, these make the industry a frontline COVID-19 worrier.

Commoners will have to learn to respect the truck drivers and the lastmile delivery partners. These partners are risking their lives and ensuring that your life does not get distracted and runs smoothly. So, next time you meet your milkman, or paper delivery boy, be kind and thankful!

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KEY FACTS

Group Turnover



\$600 Mn. (in 2017-18)

Employee Strength



6000+

Vehicles/day Managed on Road



12000

Cargo Ships



6

Warehouse Covered Area



12 (million sq. Ft.)

Own Branch Network



1400+

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The Only Option is Adhering to the Next Normal

hile 2020 is considered as one of the most tumultuous years for business in history, the year 2021 is also no exception to that. All most all the business community saw the most disruption in the second wave of COVID-19.

The trucking industry too has witnessed the same. Until now, the industry has been engulfed by several challenges - fragmented supply, multiple layers of intermediaries, poor credit controls, regulatory lacunae, unqualified human resource, and harassment by authorities. These cumulatively have led to high logistics

trucking industry is the one that was ruthlessly disrupted in 2020. The entire industry came to a standstill with the unexpected and hasty lockdowns at the start of the year. No doubt, this exposed various unaddressed issues of the sector. The culture of the Indian Road Goods Carrier Sector is complex in its operations—scattered ownership, varied laws and infrastructure across states, and a vast and multi-lingual nation that needs to be serviced.

The challenges of the industry are countless and spread across multiple levels. But what makes it sail even in difficult circumstances is its ability to reach every nook and corner of the country. Without bothering for



Financial condition is another aspect where the transporters' survival depends. In the current scenario, the unpredictability of economic activity means that companies with unhealthy cash cycles and profitability found it difficult to continue as a business house.

The unwillingness of getting digitalized and to gelling with the latest technology is also causing the industry dearly. With some exception, a majority of members think otherwise about digitalisation.

Lately, there is chaos caused by a lack of supply chain visibility across the value chain. This, along with discussed facets has resulted in companies' failour to capitalise on huge pandemic-driven opportunities, visible in front of eyes and offered to grab with both hands.

With lockdown, people also fulfilled a lot of things that they were craving for but could not be realized due to a fastpaced life. Family union, time for kids, quality home food and enjoying the



costs, ineffective services, and errorprone supply chain management. COVID-19 simply added to this.

While everyone was affected, the

seasons, from hot and humid summer to chilled winter, from excessive damp and rainy monsoon to lazy and thunderous autumn. nature which had disappeared came back to life.

Also, a few commercial and private vehicles on road mean pollution level dropped down drastically. However, ironically, the transport costs kept on soaring, as the fuel price continued to increase, even during the COVID-19 period and around 80 per cent of trucks had to be parked. Transportation cost impacted business

and they got reduced drastically. Transporters had to scramble for liquidity.

Moreover, this affected companies which empanelled various trucking firms for their inbound and outbound deliveries for the fiscal year. The fear of not being able to fulfil their commitments they had to hire cargo from the market even at a higher cost.

It was expected that the recovery process will begin soon once the economic activity restarts but the impending loopholes and no support from the government means there is a long way to go towards covering the economic loss. Unless truckers plan out something up-market and latest they will always find it tough to handle such shocks in the future as well.

The year 2021 was projected as a crucial year for all businesses including the logistics sector. But, will the sector be able to catch up to the market or earn the competitive advantage, especially when almost half of the year has passed?

To be future-ready, the industry will

have to invest in digital technology, training, drivers, business model, and



To be future-ready, the industry will have to invest in digital technology, training, drivers, business model, and managing cash collection. This is what companies from the food, agriculture, FMCG, and minerals and metals believed in to defy all odds of the pandemic situation and to come out with small scars

managing cash collection. This is what companies from the food, agriculture, FMCG, and minerals and metals believed in to defy all odds of the pandemic situation and to come out with small scars.

The logistic and trucking industry will have to understand that this is a digital world, the existence of a company is directly proportional to its adoption.

> The only way out to be productive and efficient in the current setup.

> If the sector wants to have successful years ahead, it will have to follow the norms of the new normal. This is inevitable. The industry will have to have a desire to transform itself and getting rid of the f u n d a m e n t a l problems, this vital to move to the

next normal.

Understanding customer behaviour is another important factor that will drive change in the sector. This can help gel with manufacturing and distribution companies and move forward with their plan of action in the next normal. Several manufacturing companies have already chocked out their plan to proactively solve the concerned issues.

All India Transporters' Welfare Association (AITWA) has always helped its members at the time of crisis. It directs them to establish as the next generation business organizations with a profit and cashflow model.

The COVID-19 has taught everyone a lesson. From commoners to business entities all have learned it the hardest way, to survive. Amidst the pandemic, a gamut of opportunities has also landed. The smarter ones either grabbed them or will surely snatch them. Hope the second half of 2021 be able to create an environment to benefit the logistics sector once they adhere to the norms of the next normal.

The Logistics of Covid-19 Vaccine Distribution

ach century brings about at least one black swan event. In the last century, we saw the tragic effects of the Spanish flu also known as (aka) Bombay Influenza, which is believed to have claimed lives of some 17-18 million people in India alone. The two World Wars (fatalities estimated 20 million in WW1 and over 100 million in WW2), which followed, also created terrible misery, as did genocides in Rwanda, etc. In previous centuries, we have witnessed many wars between some European countries all in the attempt to gain new colonies to exploit. In the dark ages, there was the Plague (aka Black Death in the mid-14th century), the most fatal pandemic in history causing an

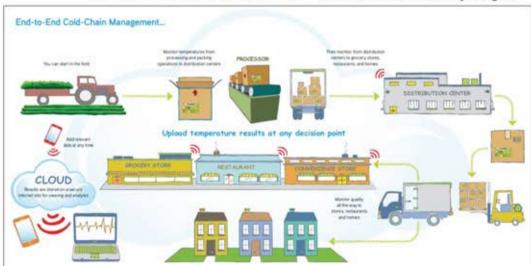
assumed 200 million deaths). In between separate such disparate events, we had earth quakes, hurricanes, etc.. Some thinkers have attributed these events to a culling process carried out by Mother Nature to maintain a sustainable balance of life forms and the environment on Earth.

In "War of the Worlds" a sci-fi novel, written

over a hundred years back, by HG Wells in which Earth is attacked by Martians. When it appears that Earth is doomed, the Martians are attacked by our germs on Earth and they die by the resulting infection. H G Wells' own closing remarks: "These germs of disease have taken toll of humanity

since the beginning of things--taken toll of our pre-human ancestors since life began here. But by virtue of this natural selection of our kind we have developed resisting power; to no germs do we succumb without a struggle, and to many--those that cause putrefaction in dead matter, for instance--our living frames are altogether immune. But there are no bacteria in Mars, and directly these invaders arrived, directly they drank and fed, our microscopic allies began to work their overthrow. Already when I watched them they were irrevocably doomed, dying and rotting even as they went to and fro. It was inevitable. By the toll of a billion deaths man has bought his birth-right of the earth, and it is his against all comers; it would still be his were the Martians ten times

causes the formation of antibodies is called an antigen. The antibodies produced in response to the pathogen's antigen are an important part of the immune system. Vaccines contain weakened or inactive parts of a particular organism (antigen) that triggers an immune response within the body. Newer vaccines contain the blueprint for producing antigens rather than the antigen itself. Regardless of whether the vaccine is made up of the antigen itself or the blueprint so that when the body produces the antigen, this weakened version will not cause the disease in the person receiving the vaccine, but it will prompt their immune system to respond much as it would have on its first reaction to the actual pathogen.



as mighty as they are."

Germs are all around us, both in our environment and in our bodies. When a person is susceptible and they encounter a harmful organism, it can lead to disease and death. The subpart of a pathogen, (any harmful organism like bacteria, virus, fungus, etc.), that The Novel Coronavirus (Covid-19) is the first black swan event of this century and has already claimed an estimated 6-8 million people, worldwide, in just about one and a half years.

One positive development arising out of this is the unique COVAX (COVID-19 Vaccines Global Access)

facility, which was established by WHO in collaboration with the ACT-Accelerator (global collaboration to accelerate the development, production and equitable access to COVID-19 tests, treatments and vaccines). It is co-led by CEPI (Coalition for Epidemic Preparedness Innovations), GAVI (The Global Alliance for Vaccines and Immunizations) and WHO, alongside key delivery partner UNICEF. In the Americas, the PAHO (Pan American Health Organisation) Revolving Fund is the recognized procurement agent for COVAX. It is heartening to note that COVAX is bringing nations together, regardless of their income level, to ensure the procurement and equitable distribution of COVID-19 vaccines. The concept behind COVAX is: With a fast-moving pandemic, no one is safe, unless everyone is safe. It is, however regrettable that this noble initiative has

not taken off as expected.

The main challenge in vaccine distribution is the varied controlled temperature required while moving and storing of the vaccine. Pfizer and Moderna, the first two vaccines, both developed in USA and mRNA types, a new technique and require a stringent cold chain of - 70 degrees for Pfizer and -20 degrees C for Moderna. The next two vaccines, Covishield and Covaxin were both produced in India, using existing technologies and need temperature control range 2-8 degrees C. If you think that our challenges are more manageable you would be normally correct, except when you factor in some over smart zombies in the government who put significant vaccine stocks received into the deep freezer, thereby destroying the utility of all those vaccines. Unfortunately, the concept of cold chain is not that well understood by many people in India. Many think that they can build cold storages to take care of the issue. This is only a part solution as real cold chain means maintaining the controlled temperature even while carrying the vaccines from the production / storage site to each vaccination site, every inch of the way. A few decades back, KLM developed a credible cold chain in the Air Cargo Industry. Nowadays, some mid-east carriers, especially Emirates, are trying to do the same. At the lowest carton level, dry ice (solid Carbon dioxide) is used.

Eventually, the main issue is a matter of scale, as millions and millions of doses have to be delivered in double quick time.

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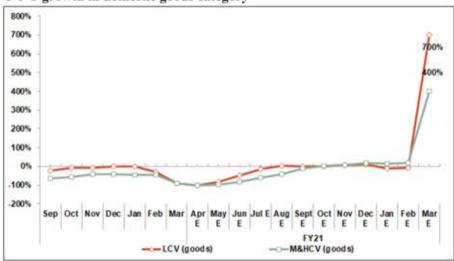
Dry Ice cooled cartons of Covid-19 vaccines, for last mile delivery

Commercial Vehicle Sales increased over a low base in March 2021: CRISIL

CV industry witnessed sharp decline on month in sales in April 2021

Wholesale offtake of goods carrying commercial vehicle in the month of April 2021 is estimated to have declined sequentially over previous month (~46-51% month-on-month decline) due to limited scope of inventory build-up as well as muted demand sentiment on account of second wave COVID-19 which led to regional lockdowns. Inventory with dealer's is estimated to be at ~20-25 days by April 2021 end. Retail sales, declined by ~26% month-on-month in April 2021, as freight demand continues to remain low.

Y-o-Y growth in domestic goods category



Note: E- Estimated.

There were no sales volume in April 2020 due to nationwide lockdown owing to COVID-19 outbreak, hence on year growth not available for April 2021.

Source: CRISIL Research, SIAM

Outlook: Wholesale offtake of MHCVs and LCVs to decline on month in May 2021 due to impact of second wave of COVID-19

Outlook: Domestic commercial vehicles goods segment

| Segment | m-o-m growth (%) May-20 E | m-o-m growth (%) Apr-21 E | m-o-m growth (%) May-21 F | Reasons | | |
|--------------|------------------------------|------------------------------|------------------------------|---|--|--|
| LCV (goods) | NA | (37)-(42)% | 0-(5)% | In May 2021, wholesale offtake of CVs are expected to decline by ~0.5% month-on-month over April 2021. Wholesale offtake is expected to be impacted as retail sales continued to remain | | |
| MHCV (goods) | NA | (61)-(66)% | 0-(5)% | low and lockdown measures in multiple regions | | |

Note: F- Forecast, E - Estimated Source: CRISIL Research

Note: F- Forecast, E - Estimated Source: CRISIL Research

| Segment | Growth (m-o-m) | | | |
|------------|----------------|--|--|--|
| | Apr-21 E | | | |
| Overall CV | -47.7% | | | |
| LCV | -40.0% | | | |
| MHCV | -64.0% | | | |

Note: E-Estimated

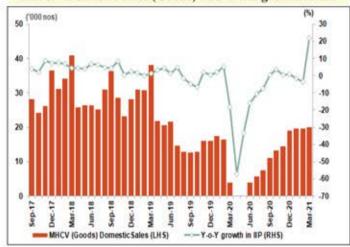
Source: Media report, CRISIL Research

Nikkei manufacturing PMI declined in March-21

The Nikkei India Manufacturing Purchasing Managers' Index improved marginally to 55.5 in April 2021 after declining 7 months low of 55.4 in March 2021. In April 2021, New export orders increased for the eighth consecutive month.

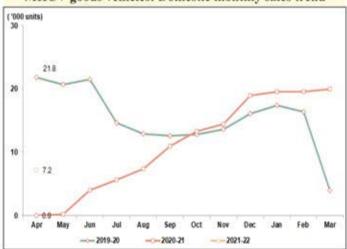
India's factory output, which is measured in terms of Index of Industrial Production (IIP), witnessed a growth of 22% on a lower base.

MHCV Domestic sales (Goods) and Y-o-Y growth in IIP



Source: Ministry of Statistics & Programme Implementation (MoSPI), CRISIL Research

MHCV goods vehicles: Domestic monthly sales trend



Note: There were no sales volume in April 2020 due to nationwide lockdown owing to COVID-19 outbreak

Source: SIAM, CRISIL Research

Domestic sales: LCV goods category (y-o-y growth)

| Segment | FY21 | FY20 | Y-o-Y growth (%) |
|-----------------------|----------|----------|---------------------|
| SCV (<3.5 T) | 4,10,991 | 3,65,767 | 12.4% |
| Upper end (3.5-7.5 T) | 36,360 | 30,016 | 21.1% |
| LCV (<=7.5 T) | 4,47,351 | 3,95,783 | 13.0% |

Note: T denotes tonnes

Source: SIAM, CRISIL Research

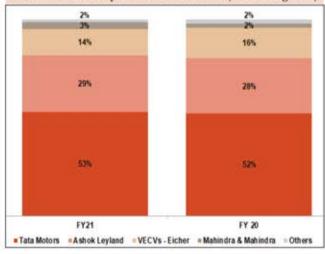
Domestic sales: MHCV goods category (y-o-y growth)

| | | | YeY | | | | NS 2100 01 02 | . YeY |
|---------------------------|-------------------------------|---------------|---------|--------|--------|------------|---------------|--------|
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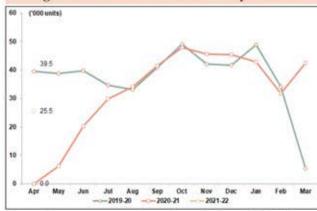
Note: T denotes tonnes

Source: SIAM, CRISIL Research

Domestic sales: Player-wise market share (MHCV segment)



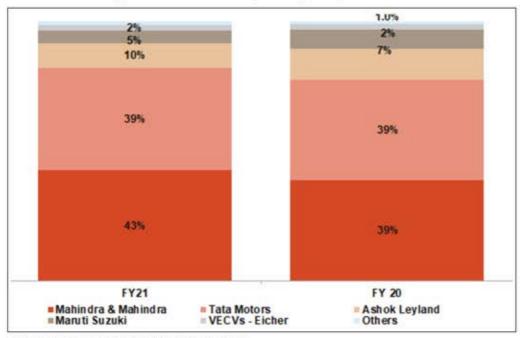
LCV goods vehicles: Domestic monthly sales trend



Note: There were no sales volume in April 2020 due to nationwide lockdown owing to COVID-19 outbreak

Source: SIAM, CRISIL Research

Domestic sales: Player-wise market share (LCV segment)



Source: SIAM, CRISIL Research

Buses sales declined significantly in FY21

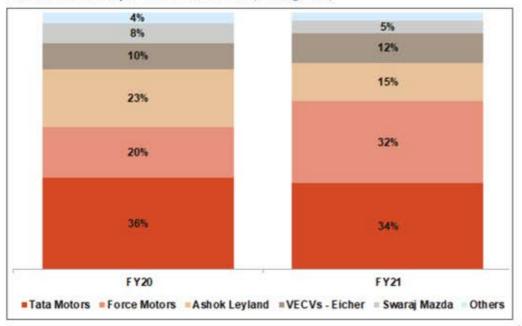
Passenger vehicle industry estimated to have witnessed sharp decline in sales in FY21. Demand continues to remain poor due to minimal inter-city movement and workplaces are yet to resume back to pre-COVID levels; also, school demand is negligible as most schools are shut. Demand for ambulances is expected to be the key segment in focus for OEMs.

Domestic sales: Passenger category

| Segment | FY21 | FY20 | Y-o-Y growth (%) | | |
|----------------------|--------|----------|---------------------|--|--|
| LCV (<=7.5 T) | 12,088 | 91183 | -86.7% | | |
| MHCV (7.5T - 16.2 T) | 3,078 | 39563 | -92.2% | | |
| Total PV Industry | 19,410 | 1,71,456 | -88.7% | | |

Source: SIAM, CRISIL Research

Domestic sales: Player-wise market share (Bus segment)



Source: SIAM, CRISIL Research

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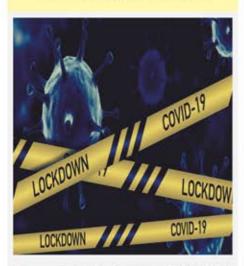




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Transporters stare at a \$2.4 billion in loss in April on account of lockdowns



he fresh wave of Covid-19 cases sweeping the country and the resultant lockdown measures implemented by several states have already started hurting transporters.

According to the Economic Times, the trade is estimated to suffer \$2.4 billion (Rs 17,800 crore) of revenue loss in April alone, according to leading transporters. This could also affect GDP growth, which is projected at 10.5% by the central bank for this fiscal year.

The Indian road transport sector carries goods worth \$150 billion a year, which means about \$12 billion of business is done per month. As of now, the impact is 15-20%, but it may exacerbate in the coming weeks, fear transporters.

Modi govt's vehicle scrappage policy: All you need to know

nion road transport minister Nitin Gadkari has launched one of the most talked-about policies on phasing out old and defective vehicles. The fleet modernisation programme of the

government aims to achieve multiple goals like reduction in air pollution, the fulfilment of India's climate c o m m i t m e n t s, improving road and vehicle safety, better fuel efficiency, and boosting the availability of lowcost raw materials for a u t o, steel a n d

electronics industry. Going forward, private vehicles will be deregistered after 20 years if found unfit or in case of failure to renew registration. Enhanced reregistration will be applicable on private vehicles from the 15th year of original registration.

Here's what you need to know about the Modi government's scrappage policy:

According to the data available what Business Today could gather that there are around 51 lakh light motor vehicles or LMVs older than 20 years in India. Around 34 vehicles are LMVs older than 15 years, while the number of medium and heavy commercial vehicles less than 15-year-old stands at 17 Lakh.

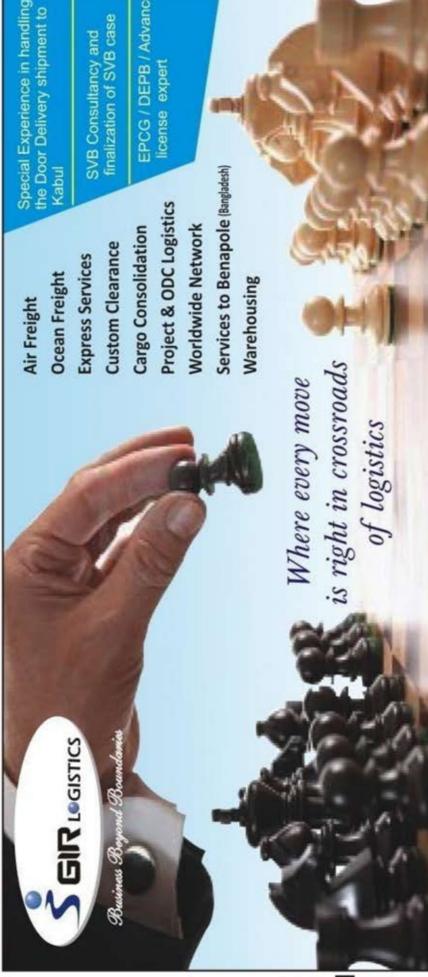
Those opting for the scheme will get scrap value of the old vehicle at the scrappage centre, which is about 4-6 per cent of the ex-showroom price of new vehicles and will get a road tax rebate of up to 25 per cent on personal vehicles and up to 15 per cent on commercial vehicles. They can also avail of a 5 per cent manufacturer discount against the



scrapping certificate and also a waiver in the registration fee.

There was a crying need to bring in such a scheme on the national level. The scheme aims to cut 25-30 per cent vehicular air pollution and ensure better fuel efficiency. As the old vehicles will vanish from the road, the service and manufacturing industry will get a boost with an increase in demand for new vehicles. The government has set some deadlines to ensure the effects of the scheme on the ground could be seen as early as possible. Rules for fitness centres and scrapping centres will come into effect from October 1. While scrapping of government vehicles over 15 years can be done by April 1, 2022, heavy commercial vehicles and other category vehicles must be mandatorily tested fitness by April 1, 2023, and June 1, 2024, respectively.

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Government Targets Road Construction Worth Rs 15 Lakh Crore In Next Two Years

Transport & Highways and Micro, Small and Medium Enterprises Nitin Gadkari said that the Government is giving utmost priority to the development of infrastructure and has set a target of road construction of worth Rs. 15 lakh crores in next two years.

Gadkari was confident that the Ministry for Road Transport & Highways will achieve target of 40 kilometres per day of highways construction in current fiscal. He said that the Government is permitting 100% FDI in road sector.

The Minister said that in India, projects like National Infrastructure pipeline for 2019-2025 is the first of its kind and government is committed to provide world class infra to its citizens and improving quality of their lives. He said that under the NIP, there are over 7,300 projects to be implemented at a total outlay of Rs. 111 lakh crore by year 2025. He said that the NIP aims at improving project preparation, and attract investment into infrastructure like highways, railways, ports, airports, mobility, energy and

agriculture and rural industry.

Addressing the Indo-U.S. Partnership Vision Summit through video conferencing, the Minister said that in the new era of bilateral relations, the national interests of India and the United States are converging and there is growing confidence between both the administrations that all outstanding trade issues will be resolved and major trade agreements will be signed soon. The Minister invited the U.S. companies to invest in infrastructure and MSME sectors in India

Need To Adopt Modern Concepts Of Tunneling In India To Reduce Capital Cost, Without Compromising With Safety

nion Minister for Road Transport & Highways and Micro, Small & Medium Enterprises Nitin Gadkari said that there is need to adopt modern concepts of tunneling in India so that the big capital cost involved can be reduced. The Minister said that by developing smart cities, roadway amenities and other facilities near tunnels, revenue generation can be increased.

Addressing an International Webinar on Road Tunnel Recent Trends, Innovations & Way Forward through video conferencing, Gadkari highlighted the need to look at ways to create 'tunnels and immersed tunnels under the rivers and sea using pre-cast technology'. Gadkari urged the stakeholders to come out with cost-effective and modern technologies for tunneling to reduce capital expenditure without compromising on safety aspects.

The Minister said that National Highways in India have 1.37 lakh kilometers of length which carries over 40% of the total traffic across the length and breadth of the country. The Minister emphasized on adoption of good practices from across the globe.

Speaking at the webinar, Minister of State for Road Transport & Highways, General (Retd.) Dr. V. K. Singh said that the Ministry is ensuring making more and more tunnels to reach out to the places that are inaccessible and get cut off due to inclement weather and during winters.

The webinar was hosted by Indian Roads Congress, Ministry for Road Transport & Highways and World Road Organization.

MSRTC Open To Converting More Buses To Goods Carriers

he Maharashtra State Road Transport Corporation officials said they were open to converting more buses into goods carriers based on the demand, reported TNN.

"It was recently decided that 25% of the cargo belonging to the state government would be carried by the Maha Cargo — the cargo arm of the Maharashtra State Road Transport Corporation (MSRTC). This might result in increase of the number of goods carrying vehicles. The MSRTC has already transformed many of its old buses into goods carrying vehicles in the last one year and we are ready to convert more if the need arises," Shekhar Channe, the vice-chairman and managing director of the MSRTC, said.

As many as 1,100 of the MSRTC buses had been converted into goods-carrying vehicles in the past year. Another official said the MSRTC's income, by carrying goods to different parts of the state, had touched Rs56 crore in a year. "The modified vehicles, since last year, have moved to every corner of the state, carrying different products. The vehicles have covered over 1 crore km since last year. The items transported included food grains, fruits, vegetables and machine parts, among others," another MSRTC official said.

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Truckers Demand Relief Measures As Losses Mount Due To Lockdowns

ith around 65 per cent of the total truck fleet in the country out of the road owing to lockdown and lockdown-like

conditions in most of the states, the truck industry losses have mounted to around Rs 42,000 crore from the start of the fiscal till mid of May, said a transporters' welfare organisation.

The transport sector, which is the lifeline of the nation and essential services provider to the people of the country, bears the first impact of the lockdowns and the curfews, it added, reported PTI.

The industry has sought relief from the government by way of

EMI moratorium, soft loans provision without collateral, tax waiver, extension of validity of insurance, among others, said an executive of the organisation.

The transporters' welfare organisation has also warned of the industry going completely out of business and largescale unemployment if the relief measures are not provided to it.

"Almost 80 per cent of the country is under lockdown. As a result of this, about 65 per cent of the total around 95 lakh trucks are standing idle as there is no demand and only 40 lakh trucks are on the roads," said the executive.

The official also said that the per day industry's losses have gone up to Rs 1,600 crore in May from Rs 400 crore in the beginning of April as more states announced lockdown and lockdownlike restriction in the subsequent period amid the massive spike in Covid-19 infection cases in the country.

"In the first 15 days of April, the industry was facing Rs 400 crore per day, which rose to Rs 800 crore per day by April 30. They have now doubled to

Rs 1,600 crore per day till May 15. So, as of May 15, the industry's cumulative losses were a whopping Rs 42,000 crore," said the executive.

The official said that the rising diesel



"In the first 15 days of April, the industry was facing Rs 400 crore per day, which rose to Rs 800 crore per day by April 30. They have now doubled to Rs 1,600 crore per day till May 15. So, as of May 15, the industry's cumulative losses were a whopping Rs 42,000 crore," said the executive

prices, besides the impact of the lockdown was adding to the woes of the industry.

"Already bewildered and chastised by excessive taxation and forced lockdowns, the breath of the transport sector is being further snatched by rising diesel prices," said the executive.

Further, petrol and diesel prices were increased, pushing rates across the country to record highs. Rates had already crossed Rs 100-mark in several cities in Rajasthan, Madhya

Pradesh and Maharashtra.

"(But) There is no tangible support coming from the government in terms of any relief and the situation in the transport sector is getting critical with every passing day," said the official, adding, "The way out is the relief package that we have asked for otherwise the industry will collapse, leading to large scale unemployment as well as disruption in the crucial supply chain."

There is acute fear among the drivers due to the current COVID-19 crisis and a reverse migration is taking place in the drivers community along with the labour and transportation staff, the executive added.

Further, the truck operators' body demanded waiver of goods, road and passenger taxes for at least two quarters, saying the transport operators are under acute financial strain and about 65-70 per cent of their vehicles are still off the road.

In a letter to all chief ministers, the organisation also demanded exemption of penalty on delay in renewal of statutory documents in the states till September 30.

"The transport operators (both in cargo and passenger spaces), big or small, are under acute financial strain and about 65-70 per cent of their vehicles are still off the road... Further, given the present critical situation of the trade... It has become difficult for transporters to pay the MV tax/ road tax/ passenger tax for their vehicles, which is due since April 1, 2021," the body said.

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Competition Regulator Orders Antitrust Probe Into Tata Motors' Truck Sales To Some Dealers

ndia's competition regulator ordered an investigation into allegations that Tata Motors, the country's top seller of trucks, abused its market position while supplying commercial vehicles to some of its dealers, reported Reuters.

The case centres around allegations from two former Tata dealers who alleged the company dictated terms around the quantity and type of vehicles it should stock, and also worked in concert with affiliate firms while advancing credit.

The Competition Commission of India (CCI) in its order said Tata Motors appears to have abused its dominant position and the case "requires an in-depth investigation".

The practice by Tata Motors to "coerce its dealers to order the vehicles according to its own whims and fancies" is anti-competitive, the CCI said in its 45-page order.

The CCI's investigation unit needs to submit the report within 60 days, but typically such probes last for months.

Before the CCI, Tata Motors - part of the \$100 billion Tata Group - denied all allegations, the order showed.

In a statement to Reuters, Tata Motors said it was reviewing the CCI's order and will consult its legal counsels, adding that the watchdog's findings into the allegations were not final.

With an over 40% market share in India, Tata Motors is the biggest seller of commercial vehicles such as pickup trucks and competes with domestic

firms such as Ashok Leyland and Mahindra and Mahindra.

Later, homegrown auto major Tata Motors said it is reviewing the order by the Competition Commission of India (CCI) to initiate investigation against its commercial vehicles business in India for alleged abuse of its dominant position, reported PTI.

The CCI had passed an order directing the Director General, CCI, to initiate

The CCI had passed an order directing the Director General, CCI, to initiate investigation against the company for alleged abuse of dominant position with respect to dealership agreements in its commercial vehicles business in India

investigation against the company for alleged abuse of dominant position with respect to dealership agreements in its commercial vehicles business in India.

"The CCI, in connection with its prima facie order, has specifically noted in the order that nothing stated in the CCI's order shall tantamount to a final expression of opinion on the merits of the Case. It is reiterated that the company is reviewing the CCI's order and is engaging with its counsel to take suitable next steps," Tata Motors said in a regulatory filing.

The CCI order came on two complaints filed against Tata Motors, Tata Capital Financial Services Ltd and Tata Motors Finance Ltd. The competition watchdog had observed that the complainants were primarily aggrieved that Tata Motors has imposed unfair terms and conditions in the dealership agreement for commercial vehicles.

It has been alleged that the company was abusing its dominant position in contravention of the provisions of Section 4 of the Competition Act, which pertains to abuse of dominant position.

On the allegation that the dealership agreement provides that the dealer shall not start, acquire or indulge in any new business (of product or services) even if it is not related to the automobile industry, the CCI had stated that the same appeared to be unduly restrictive and expansive in its coverage and interferes with the freedom of trade.

However, CCI had made it clear that it was not examining the conduct of Tata Capital and Tata Motors Finance or the agreements executed by them with the dealers for channel financing, which do not appear to command any significant market power in the verticals where they are operating.

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Grant Thornton Bharat: Govt's Plans To Accelerate Infra Projects Will Aid CV Recovery



he Centre's initiatives to accelerate infrastructural projects will aid in the recovery of commercial vehicle (CV) industry, said consultancy firm Grant Thornton Bharat, reported IANS.

According to the firm, other initiatives like introduction of 'Vehicle Scrappage Policy' will provide support to the new age 'green, safe and efficient' vehicles. Besides, it pointed out that 'Production Linked Incentive' (PLI) scheme will play a major role in reviving the sector. The scheme extended its benefits for investments ranging in crores to support the companies participating in

'Aatmanirbhar Bharat' and contributing to India's exports to attract more investments.

"CV is critical to the economy and the steps taken by the government will help the growth of the sales volumes to bounce back by FY2021," the firm said in a report.

"A healthy and financially strong CV industry may lead with initiatives that would help in transforming the logistics and transportation sector, which is key to India's rapid economic growth."

Last fiscal, the CV industry witnessed a 20.77 per cent y-o-y drop in sales.

The firm cited factors such as the non-

banking financial institution (NBFC) crisis and transition to Bharat Stage (BS)-VI increased the pressure on the sector.

Furthermore, the Grant Thornton Bharat Auto Bytes report for the month of May, pointed out the future of India's CV industry is likely to be

Furthermore, the Grant Thornton Bharat Auto Bytes report for the month of May, pointed out the future of India's CV industry is likely to be shaped by trends such as 'telematics. electrification, evolving regulations, IoT and big data, benchmarking global standards, higher tonnage vehicles and advanced driver assistance systems' (ADAS)

shaped by trends such as 'telematics, electrification, evolving regulations, IoT and big data, benchmarking global standards, higher tonnage vehicles and advanced driver assistance systems' (ADAS).

"Overall, the crisis has given an opportunity to redesign business processes with an extensive use of new emerging technologies and thus paves the way for innovation," said Saket Mehra, Partner, Grant Thornton Bharat LLP.

"As digital retailing witnesses growth, OEMs and dealers will need to plan their strategy in stages for a seamless transformation."

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

5 'Must Do' Steps to Grow Your New Trucking Company



t a time when truck fleet across the country is facing business disruptions and transport business is down only a positive mindset can help one revive his business fast. India's commercial vehicle manufacturers believe that customers can overcome the today's challenges by ensuring a few steps at their end.

The scope for growth is huge as India's road freight market is pegged at \$150 billion even at a time of COVID-19 pandemic. No doubt, there is clearly a profit to be made in the trucking business.

Like any other business owner, new trucking businessmen would want to see his venture grow and compete with the leaders of the industry. Besides, the government support, an aspirant will Like any other business owner, new trucking businessmen would want to see his venture grow and compete with the leaders of the industry. Besides, the government support, an aspirant will have to follow 5 essential tips on how to grow his trucking company

have to follow 5 essential tips on how to grow his trucking company.

To Think Outside the Box

Hanging on to just one client is hardly going to be the most successful route to growth. To grow, you are going to have to build a network of customers rather than basing the stability of your business on one manufacturer or one broker. Building a list of your own shipping clients, and working with a variety can help your trucking company have a sense of reliability which will go far in acquiring more clients in the long run, and therefore grow your business.

A good way to go about this is to visit the local manufacturers in your area, present your business as the solution to all their transportation needs, and build relationships with them. Not all manufacturers considered need to become clients, only the ones that seem the most profitable and beneficial for business have to stay on the client list. It may seem like a tedious task at first with mediocre loads, but building relationships with the right clients will give you a basis to command better rates and a good reputation that'll give you better standing when attempting to approach more clients in the future.

To Determine Business Costs

Before you can save money, you need to know how much you're spending. First, what are your regular expenditures? What are the things that you always have to pay? For example, your insurance, permits etc. Next calculate your variable costs, such as fuel and subtract your total cost from your rates and you'll get your profits. Once you have this you can set goals for how to increase it going forward.

To Ensure That The Paperwork Is In Order

The office is not the most visual part of a small trucking business and

The office is not the most visual part of a small trucking business and therefore it can often be the most neglected. Especially for small fleet owners, it's easy to see the paperwork as an unimportant part of the business that can easily be done when it is desperately needed

therefore it can often be the most neglected. Especially for small fleet owners, it's easy to see the paperwork as an unimportant part of the business that can easily be done when it is desperately needed. However, a wellrun office equals a well-run trucking business. Constantly monitoring things like routing and fuel, as well as dispatch and planning tools, can really increase the profitability of a business without having to increase your load.

To make handling paperwork even easier there are companies like Authority Express LLC who can allow you to stay on top of paperwork without having to add back office staff to the payroll. This means you can prevent fines and delays by avoiding mistakes, and spend the valuable time you would've spent filing paperwork to secure your next load and grow your trucking business.

To Organize A Load Board

Another way to grow your business is to start using load boards. As a small fleet owner, you'll be spending time building relationships with shippers, and you most likely won't have constant work scheduled, so load boards are a safe bet to tide you over when loads are sparse. Using multiple load boards at once you can ensure that you get the best rates for your needs and capacity. Always remember to not make load boards something you rely on; your main priority is to build your own relationships with shippers to create the stability that working with different shippers too often from load boards cannot. However, this does take time so, until then, organize a load board until you have established enough relationships where you won't have to rely on load boards.

To Buy Fuel Correctly

Fuel can often be the biggest expense of a trucking business. Around

10053.9 billion gallons (in case of heavy vehicles) being used annually you need to make sure you are buying

Fuel can often be the biggest expense of a trucking business.

Around 10053.9 billion gallons (in case of heavy vehicles) being used annually you need to make sure you are buying fuel in the most cost-efficient way possible

fuel in the most cost-efficient way possible. New and experienced truckers alike have the tendency to buy fuel as if they are a normal driver, in that they think that they will pay taxes based on the state where the fuel was purchased. However, truck drivers pay taxes on their fuel differently as they deal with the International Tax Fund and get taxed on the amount of fuel used on the journey (in each particular state driven through), regardless of which state the fuel was originally bought from. This is why it is better to not buy fuel based on the cheapest pump price but rather based on the cheapest base price. To find this out you would use this formula: fuel price -taxes.

Growing any business can be tough but by following these tips you should be able to take your trucking business to the next level, ensuring more stability and profitability, making the most out of your opportunity to create a successful company of your own.

X

Daimler Truck Says Batteries, Hydrogen Are The Future

aimler AG's truck and bus division predicts that battery and hydrogen-powered trucks could be competitive with diesels on cost later this decade, reported AP.

Daimler Truck CEO Martin Daum underlined the company's big plans for hydrogen, even though the technology is not as close to practical use as batteries and costs remain high.

Daimler Truck, with brands including Freightliner and Mercedes-Benz, outlined its strategy for a wide-ranging transition away from internal combustion vehicles after it is spun off as an independent company later this year from Daimler AG. The restructuring would create separate companies for the truck business and Daimler's Mercedes-Benz luxury car division.

Chief Technology Officer Andreas Gorbach said the company would spend the "vast majority" of vehicle development money on battery and hydrogen vehicles by 2025. He predicted that the cost of such vehicles would fall to parity with diesels sometime after 2025 for battery vehicles and after 2027 for hydrogen fuel-cell trucks.

A key obstacle remains infrastructure for fueling and charging, which is "in its infancy and developing at different speeds around the world," he said.

Nonetheless, the company's roadmap foresees up to 60% of sales as battery or hydrogen vehicles by 2030.

The company unveiled a plan to partner with energy company Shell to set up a 1,200-kilometer (745-mile) hydrogen fueling corridor linking Rotterdam in the Netherlands and Hamburg and Cologne in Germany by 2025. Shell would build 150 hydrogen stations along it by 2030. Rotterdam and Hamburg are major commercial ports.

Putting more zero-local emission vehicles on the road is part of Europe's plan to drastically reduce emissions of carbon dioxide, the primary greenhouse gas blamed for global warming and climate change. The European Union aims to sharply reduce become more numerous.

"Both technologies will be needed and we intend to lead the industry in both," he said. The company foresees the use of hydrogen for long-haul routes while arguing that battery-powered trucks are more efficient for shorter range



its emissions of greenhouse gases by 2050 to a level that can be absorbed through artificial or natural means, such as oceans, soil and forests.

As a publicly owned company, Daimler Truck will face scrutiny from investors and analysts as it strives both to improve profits from its current offerings and to invest in new technologies expected to dominate the future.

While battery cars and trucks are already on the road, the application of hydrogen fuel cells to power large numbers of vehicles remains farther off. In fuel cells, hydrogen reacts with oxygen to produce electricity and water.

Yet the company is betting heavily on hydrogen despite the challenges. Daum, the Daimler Truck CEO, predicted that electrical grids won't be able to support an all-battery fleet of trucks as zero-emission cars and trucks deliveries. Daimler Truck is testing a hydrogen-powered long-haul truck, the GenH2, and has battery trucks operating in customer test programs, with mass production expected in 2022 for Freightliners' eCascadia and 2021 for the Mercedes-Benz eActros.

The spinoff would involve distributing a majority of Daimler Truck shares to existing Daimler AG shareholders. The restructuring as two separate businesses aims to give each more flexibility to react to developments in customer markets, as well as to follow diverging paths in technology development, with Mercedes-Benz luxury cars more focused on batteries and the truck business working on developing hydrogen fuel cells through a joint venture with Volvo.

The companies say that government incentives will be needed to promote adoption of lower-emission transportation since costs are currently higher than for conventional vehicles.

- X



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Hyundai Raises Hydrogen Game As New Trucks Roll Into Europe

outh Korea's Hyundai Motor plans to ship a new series of fuel-cell trucks to Europe later this year, turning up the heat on rivals in a battle to test the viability of hydrogen-powered heavy goods transport.

A new class of the Xcient Hyundai truck, equipped with more efficient fuel cells with longer life-span, is due to arrive in Europe in the fourth quarter, said Mark Freymueller, CEO of Hyundai Hydrogen Mobility (HHM), reported Reuters.

Hydrogen lags electric batteries in the green transport stakes because it is more expensive, but proponents say for long-haul transport hydrogenpowered trucks have the advantage because they have a greater range.

HHM, a joint venture between Hyundai and Swiss hydrogen company H2 Energy, has been renting out "green" hydrogen trucks to commercial clients in Switzerland since last October in the world's most advanced pilot in the field.

HHM plans to go into other European countries next year. "Germany and the Netherlands are the most likely," Freymueller told Reuters, adding there was also interest for pilots from Austria, Norway, France, Italy, Spain and Denmark.

Hyundai's latest push will put more pressure on local players, which are developing their own hydrogen plans.

These include Germany's Daimler with Sweden's Volvo and Italy's Iveco, a unit of Italian-American vehicle maker CNH Industrial, which is cooperating with low-emission truckmaker Nikola.

Hydrogen has come into the spotlight in Europe, where EU environment ministers want truck CO2 emissions cut by a third by 2030 from 2019 levels, threatening potential diesel bans and higher taxes but promising up to 75% of lower road tolls for greener vehicles.

Although more expensive than battery electric vehicles, fuel cell electric vehicles, driven by on-board hydrogen, will potentially benefit from Europe's desire to build a world-

Although more expensive than battery electric vehicles, fuel cell electric vehicles, driven by on-board hydrogen, will potentially benefit from Europe's desire to build a world-leading industry around the hydrogen technology

leading industry around the hydrogen technology.

A study by consultancy Berylls Strategy Advisors reckons that by 2030, 25% of new truck sales in Europe will be battery powered and 10% fuel cell. But the ratio could change if green hydrogen is scaled up, it said.

Hyundai chose Switzerland for its pilot on the basis of benign regulation, environmentally conscious customers and reliable hydropower, which accounts for 58% of the country's power mix. Local road tax is waived for no-carbon vehicles while fossil fuel ones pay around 800 euros (\$977) for each tonne of CO2 they emit.

"Anyone wanting to see how fuel cell technology works on the road should go to Switzerland," said Steffen Stumpp, head of the business unit commercial vehicles at Berylls.

Initial customer feedback on Hyundai's pay-per-use pilot seems positive. Drivers at grocery chain Coop like the similar payload to diesel trucks and with only a few minutes of refuelling, a spokeswoman said.

"There was no need to change my driving style," Nadine Sigrist, a driver for retailer Migros in the Zurich region, said "What was new for me was the huge acceleration and the quiet engine."

As more Hyundai trucks arrive, Swiss power utility Alpiq is planning to ramp up its electrolysis capacity at Niedergoesgen where it produces green hydrogen that is then transported on trucks as gas to filling stations.

"We will go from 2 megawatts in the direction of double-digit, or 5-10 megawatts," said Amedee Murisier, head of hydropower generation at Alpiq and board member of Hydrospider, a Swiss green hydrogen joint venture between Alpiq, gases group Linde and H2 Energy.

Hydrospider could reach breakeven as soon as 2022, Murisier said.

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Ashok Leyland Lines Up Initiatives For Employees Amid Pandemic

Ashok Leyland said it has rolled out various employee-centric initiatives amid the coronavirus

pandemic, reported PTI. The company said about 75 per cent of the 45-plus age group employees have been vaccinated so far against the infectious disease.

"Across age groups, 25 per cent have been vaccinated as we speak, this vaccination drive will continue with huge momentum," Ashok Leyland said in a statement.

The Chennai-based company noted that it has put up an emergency response team (ERT) in place which works round the clock to ensure the physical and emotional well-being of the employees.

The commercial vehicle major said that COVID wardens -- employees in each location who along with their teams ensure that the safety protocols defined are adhered to strictly, have been instituted.

All employees can reach out to the COVID wardens at their location for



any assistance they require, it noted. Similarly, work from home has been implemented for most of the company executives. Besides, a tele-consulting platform with doctors on board has been set up to enable employees and their families to reach out to them digitally, it said.

The company said a toll-free helpline

has also been set up to address the emotional well-being of the employees.

Further, in case of a death of an employee due to COVID, the company said it has been giving financial assistance, which includes clearance of the unpaid hospital expenses, payment of funeral charges besides continuation of salary for six months.

"We believe families are the backbone for every employee, all our initiatives are aimed at ensuring that our employees and their families continue to be safe and healthy, we will continue to

actively engage with them to ensure they get the necessary care and comfort," Ashok Leyland President (HR) NV Balachandar said.

Tata Motors Extends Warranty, Free Service For CVs By A Month

n view of the restrictions announced by several state governments across India to curtail the spread of the COVID-19 virus, Tata Motors, India's largest commercial vehicle manufacturer, announced an extension of the warranty and free service period for all its commercial vehicles that were scheduled to expire in the period of April 1, to June 30, 2021, reported ET Auto. This will be a one-month extension, applicable across all states and union territories of India.

Tata Motors prioritises the safety and

health of its customers, channel partners and the overall community. The company is committed to providing its customers with a smooth and convenient after-sales experience during these challenging times.

Tata Motors has announced the following extension of its after-sales and value-added services, to ensure smooth transportation of goods and essential products:

- One-month extension for free services previously scheduled owing to the restrictions in many states across India;
- · One-month extension of the

warranty period for all commercial vehicle customers:

- Extension of Tata Suraksha AMC for all those with an expiry during restrictions announced across states in India:
- One-month validity extension of all active contracts under Tata Motors Suraksha;
- One-month extension for customers to avail the AMC services;
- Tata Motors helpline, Tata Support
 -1800 209 7979, has continuously been active for the customers, to provide any after-sales assistance they may need for their commercial vehicles.

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VECV Launches COVID Support Package For Dealer Network, Customers

VE Commercial Vehicle has announced a comprehensive package to support the Eicher truck and bus customers, dealers, and dealer employees as they "continue to operate in this difficult time," reported ET Auto.

As a part of this initiative, the company said in a press release, that it would offer COVID Insurance, including medical and life insurance covers, to eligible dealership employees. "This insurance coverage will support over 10,000 dealership employees spread across 520 Eicher dealer locations. VECV will reward Eicher service technicians who are working 24*7 to ensure smooth service and vehicle uptime," the release added.

The company has also announced the extension of warranty, service agreement, and extended warranty for all the eligible vehicles by two months.

"Despite the several challenges owing to lockdowns and restrictions, our entire dealership network continues to deliver best-in-class service support to our customers ensuring the hassle-free running of the vehicles that transport essential goods across the country. In line with our values of customer centricity and partnership, we extend our wholehearted support to our dealer network, a part of Eicher family," Ramesh Rajagopalan, senior vice president, Aftermarket and Network Development at VECV, said.

BharatBenz Set Up A Quality School To Upskill Employees

nder the new initiative,
BharatBenz aims to
equip the entire
workforce with
advanced quality skills and mindset
with the help of a tailor-made
curriculum with certified,
evaluated courses that will enhance
the core competencies of
employees across all levels,
reported Trucksdekho.

At a time when the pandemic is ravaging the businesses across India, companies are looking to navigate through this unprecedented time by addressing key challenges and engaging new initiatives to look after all the key stakeholders. Daimler India Commercial Vehicles, the maker of BharatBenz trucks in India continues to take steps to investment resources to get ready for the more promising future.

The company announced an initiative with the opening of a unique Daimler India School of Quality that aims to equip employees with a robust quality mindset. Aligned with the company's strategic objective of providing world-class products and services, the program enhances the core competencies of employees across all levels to reinforce quality as a way of life in DICV. With a tailor-made, certified curriculum offered completely free-of-charge to all employees, DICV is striving to upskill its employees for a future-ready organization.

The 'Daimler India School of Quality' consists of three levels. The Foundation level covers 'Basic Quality Tools & Methods', the Secondary level teaches 'Advanced Quality Tools with Six Sigma Approach', and the University level focuses on postgraduate and research programs. Employees are assigned various courses at different stages of the program based on their qualifications and experience.

Courses include modules on quality management systems, quality control tools, failure management and more. Each module combines classroom theory with practical application sessions and real-world projects, all conducted on-site and during working hours at the company premises. Employees are evaluated at each level and rewarded with certificates and badges upon completion.

The first batch of students comprising around 3000 DICV employees will undertake the Foundation level over the next 12 months, with Secondary and University levels continuing beyond April 2022. DICV is also looking at options to offer the program externally as paid training in the long term.

Speaking on the new initiative, Satyakam Arya, MD & CEO Daimler India Commercial Vehicles explained, "We hire the best people today and invest in their training to ensure a highly-skilled talent pool for tomorrow. The Daimler India School of Quality is yet another way to give our employees the right tools and mindset needed to build the best products and processes. This enhanced quality is reflected in our BharatBenz portfolio and the vehicles we export to more than 60 markets worldwide."

Nikola May Seal Order For 100 EVs From Port Trucking Firm



ikola Corp said it signed a letter of intent with port trucking firm Total Transportation Services Inc for trials and possible order of 100

vehicles from the electric-truck maker.

Shares of the Phoenix, Arizona-based company surged 7.5% in premarket trading after the announcement.

Total Transportation is a large player at the ports of Los Angeles and Long Beach in southern California, which see up to 14,000 trucks on location in a month.

"The LOI is for 100 zero-emission trucks beginning with a four-truck pilot slated to start in the first half of 2022 and consisting of two BEVs and two FCEVs," said Nikola, reported Reuters.

Nikola's Tre BEVs are designed for local deliveries up to 350 miles, while its Tre FCEV trucks are aimed at longer hauls of up to 500 miles.

Workhorse Shares Skid As Electric Truck Maker Cuts Production Target

hares of Workhorse Group Inc slumped after the electric truck maker reported quarterly revenue that was about a fifth of what Wall Street expected, prompting the company to slash its annual production target by nearly half.

A global semiconductor chip shortage has caused delays in manufacturing activity, and major automakers including Ford Motor, Honda Motor, General Motors and Volkswagen were forced to hold back production even as car demand picked up during the COVID-19 pandemic.

"Bottlenecks within the global supply chain and offshore shipping delays of commodity raw materials and components as well as our initial stages of production limited our capacity to produce during the first quarter," said Workhorse Chief Executive Officer Duane Hughes, reported Reuters.

Workhorse lowered its 2021 production forecast to 1,000 units, from the 1,800 vehicles it expected earlier. It reported quarterly revenue of \$521,000, missing analysts' estimates of \$2.6 million by a wide margin, according to Refinitiv IBES.

Adding to the grim results, the company said it took a loss of \$136.6 million primarily due to the reduction in the fair value of its investment in electric pickup truck company Lordstown Motor Corp.

Shares of the Workhorse, which fell as much as 11.3%, had risen about 6% in premarket trading after it announced that it had entered a strategic partnership to make a delivery vehicle with commercial vehicle body solutions provider EAVX, a unit of J.B. Poindexter & Co.

With the deal, the electric truck maker will enter the EV delivery vehicle market, joining a parade of startups such as Arrival, Rivian and Canoo as well as established

With the deal, the electric truck maker will enter the EV delivery vehicle market, joining a parade of startups such as Arrival, Rivian and Canoo as well as established players including Ford, General Motors and Daimler AG

players including Ford, General Motors and Daimler AG.

"Overall, while the production performance and outlook were disappointing, bright spots like the Poindexter deal could provide an offset," said Michael Shlisky, an analyst at Colliers Securities.

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Self-driving Truck Startup Plus To Go Public Through \$3.3 Billion SPAC Deal

lus said it would go public through a merger with blankcheck company Hennessy Capital Investment Corp. V in a deal that values the self-driving truck technology startup at \$3.3 billion, reported Reuters.

The combined company will get proceeds of \$500 million from the deal, including a private investment of \$150 million. Investors in the deal include BlackRock and D.E. Shaw group, among others.

In February, Plus raised \$200 million in a funding round, co-led by brokerage Guotai Junan International and private equity firm CPE, according to data from Pitchbook.

Founded in 2016, California-based

Plus manufactures an automated driving system for heavy trucks, called PlusDrive, that can be installed on trucks or attached as a feature to trucks in production, according to its website.

Hennessy Capital

Investment raised \$345 million when it went public in January this year.

A SPAC is a company with no regular business operations but with a pool of capital raised through an IPO that it uses to take a private firm public.



Plus will list on the New York Stock Exchange under the symbol "PLAV" after the deal closes in the third quarter this year.

Goldman Sachs was the financial adviser to Plus and Barclays Capital advised the SPAC on the deal.

BHP, Rio, Vale Launch Contest To Cut Haul Truck Emissions

he world's top three iron ore miners launched a competition to crowdsource efficient ways to deliver power to battery-electric haulage truck fleets as they strive to cut greenhouse gas emissions, reported Reuters.

The "Charge on Innovation Challenge", run by BHP Group, Rio Tinto and Vale S.A. with Australian mining services body Austmine, is looking for fast-charging concepts that would deliver around 400 kilowatt-hours (kWh) of electricity to truck fleets at remote mine sites.

The mining industry is looking to move its diesel powered truck fleets to electric to cut emissions. But one of the issues is that current stationary charging systems require lots of time to charge large trucks, which would impact productivity, they said in a joint statement.



Diesel is a major contributor to miners' carbon emissions.

"We expect the Challenge will stimulate innovative ideas, some of which could be immediately applied to existing diesel-electric equipment and help fast-track implementation of longer-term solutions," said President of BHP Minerals Australia Edgar Basto.

Participants would need to come up with a solution that would charge and propel the 220 tonne trucks within the truck's haul cycle which consists of load, travel, dump, return and queue.

Expressions of interest will be open from May 18, and short listed candidates are expected to pitch their concepts later during this calendar year.

The group is also inviting other miners to join the competition as "patrons" which would allow them to influence the commercialisation of mine charging concepts that promote

standard and interoperable approaches.

"Partnerships and collaborations across a diverse range of sectors can drive significant technological change," Rio Tinto Group Executive Safety, Technical and Projects Mark Davies said in the statement.

"This is an important, industry-wide approach that has potential to create new jobs and opportunities for suppliers, both globally and locally."



Daimler Truck 'All In' On Green Energy As It Targets Costs

aimler Truck aims to cut costs and boost profit across all regions by 2025 as it goes "all in" for electric and hydrogen fuel cell powered vehicles, said the world's largest truck and bus maker, reported Reuters.

German carmaker Daimler plans to spin off Daimler Truck later this year as it seeks to increase its investor appeal as a focused electric, luxury car business.

"Both technologies (electric and hydrogen) will be needed," Daimler Truck CEO Martin Daum told an investor presentation. "And we intend to lead the way in both technologies."

Daimler Truck said zero-emission vehicles should make up 60% of its sales by 2030 and 100% of sales by 2039.

As truck makers move towards a zeroemission world - and their hitting sustainability targets becomes more important for their customers - electric trucks are expected to be used for shorter distances, but the batteries needed for longer journeys would be too heavy and hydrogen fuel cells will need to be used instead.

Daimler Truck executives said it will cut costs and capital expenditure while focusing on maintaining double-digit margins in North America. Daum said the truck maker will relentlessly target higher profits in both Europe and Asia. "We are absolutely committed to resetting profitability," Daum said. "We have to deliver on this as a public company."

"It will start first and foremost with fixing Europe," he added. "Europe is our biggest challenge."

By 2025 Daimler Truck is targeting margins above 10% under favourable

between green hydrogen production hubs at Rotterdam in the Netherlands and in Cologne and Hamburg in Germany. Shell has come under pressure from

Shell has come under pressure from shareholders to intensify its efforts to tackle climate change.

Daimler Truck and Volvo AB said last month they aim jointly to cut the costs of hydrogen fuel cells by a factor of



By 2025 Daimler
Truck is targeting
margins above 10%
under favourable
market conditions,
and between 6% to 7%
under poor conditions,
executives said

market conditions, and between 6% to 7% under poor conditions, executives said.

Daimler Truck also plans to cut personnel costs by 300 million euros (\$366 million) by 2022.

The company said it was intensifying its partnership with Contemporary Amperex Technology (CATL), choosing the Chinese battery maker as the supplier for its Mercedes-Benz eActros long-haul electric truck.

It also struck a deal with Shell under which the energy firm will from 2024 launch hydrogen-refuelling stations five or six by 2027 as they seek to make the technology commercially viable for long-haul trucking.

Further, the transition to zeroemission fuel cell trucks will slash about half the jobs at Europe's truck engine plants in the next 15 years, Daimler Truck Chief Executive Martin Daum said, urging policymakers to prepare for that now.

Truck makers are moving towards a zero-emission world as hitting sustainability targets becomes more important for their customers but the fuel cells have fewer moving parts and require less labour to make than combustion engines.

"We have to be cognizant that about 50% of the jobs will go away because a fuel cell and a battery are far less complex than a diesel engine and a transmission today," Daum told Reuters.

"But the good thing is, we have a transition period of about 15 years and we have to start preparing for that today."

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Eicher Motors Q4 Results: Consolidated PAT Rises 73% YoY To Rs 526 Cr; Firm To Pay Rs 17 Dividend

icher Motors reported a 73 per cent yearon-year rise in its consolidated net profit
to Rs 526.14 crore for the quarter ended
March, which was slightly below
analysts' estimates, reported
ETMarkets.com.

The company's consolidated total revenue from operations climbed 33 per cent on-year to Rs 2,940.3 crore, which was also slightly below Street's estimates.

Analysts had expected the company to report consolidated net profit of Rs 561.4 crore on sales of Rs 2,975.2 crore.

The company's earnings were benefited by a low base effect as the year-ago quarter was marred by the national lockdown in March 2020 to contain the spread of the Covid-19 virus.

The company's board also approved a final dividend of Rs 17 per share for the financial year ended March 31, 2021.

A key highlight of the Royal Enfield maker's earnings was the sharp jump in raw material costs during the quarter. Eicher Motors' cost of inputs soared 47.5 per cent in the quarter to Rs 1,789.6 crore. Consolidated total expenses including finance costs rose 29 per cent on-year to Rs 2,434.7 crore.

Despite the sharp jump in input costs, the company managed to grow its consolidated operating profit by 47 per cent on-year to Rs 634 crore, which was also below analysts' estimates. The motorcycle maker's consolidated operating margin expanded 200 basis points on-year to 21.56 per cent.

"Royal Enfield witnessed very good pickup in the second half of the year, and registered a strong performance in Q4. We have seen encouraging demand coming from rural as well as urban segments," said Siddharth Lal, managing directors of Eicher Motors.

Eicher Motors' commercial vehicle business also posted a strong quarter with sales rising 71.4 per cent on-year to Rs 3,602 crore. The company's consolidated operating profit of the commercial business grew to Rs 320 crore as against Rs 37 crore.

Triton EV Ropes In Talwar Auto Garages As South India Dealer For E-trucks

he US-based Triton Electric Vehicle LLC has signed up the Hyderabad-based Talwar Auto Garages as the South India distributor for its etrucks.

"Triton Electric Vehicle, LLC is excited to announce that Talwar Auto Garages PVT. LTD as its distributor in Southern India for the Triton EV Semi Trucks worth USD 300 million. We would like to thank Talwar Group for its support and confidence in choosing to partner with Triton Electric Vehicle, and look forward to the continuing growth in India," Himanshu Patel, CEO & founder, Triton Electric Vehicle, posted on a professional networking website.

As claimed by the company, it will have electric trucks in the 50 tonnes to 100-tonne range which is expected to be available by April 2022. The company has plans also to roll out some smaller electric trucks.

"We have not seen the product yet but we expect to have the product demo by early next year. We have not made any payment as of now and we will do so only after we receive the product," says Saral Talwar, director, Talwar Auto Garages.

Saral Talwar, an erstwhile leading dealer of Hyundai Motor India, currently runs Volvo Eicher Commercial Vehicles and Kinetic Greens dealerships in the Hyderabad region.

The product launch is expected in April 2022. The average price of these trucks is going to be in the range of INR 1.1 crore (USD 150,000). Talwar says he has set a target of selling about 2000 units in fiscal 2022-23.

The average price of these trucks is going to be in the range of INR 1.1 crore (USD 150,000). Talwar has set a target of selling about 2000 units in fiscal 2022-23.~

According to sources, Triton has taken a temporary assembly unit in Andhra Pradesh to initially assemble these trucks and cars. The company is also talking to the government of the southern state to set up a permanent factory.

Last month Triton Electric Vehicle LLC registered a subsidiary in India called Triton Electric Vehicles India Pvt Ltd, as part of setting up business in the country.

According to ETAuto's independent research and source, the progress of the entire project is substantially dependent on Triton's likely deal with an investor which is in the final stage.

Earlier Triton announced the plans to launch its electric sedan Model N4 in India which has been delayed. The same is the case with its SUV Model H. The company is yet to start a delivery for any of the products.

Centre Asks States To Create Pool Of Trained Drivers For

Transporting Liquid Oxygen



he transport ministry on Saturday said there is an urgent need to make available a large pool of trained drivers who can supplement or replace the existing drivers.

The Union ministry of road transport and highways has asked states and Union territories to create a pool of drivers trained especially to transport 'hazardous cargo' amid an increase in transportation and supply of liquid medical oxygen during the second Covid-19 wave, as per the statement by the ministry.

During the ongoing Covid-19 pandemic, a major focus has been on quick and smooth transportation of Liquid Oxygen (LOX) to various parts of the country. In this regard, it has been brought out by the Ministry of Road Transport & Highways that as per extant rules and in consonance with the CMVR, 1989, ONLY trained drivers with adequate training and having 'hazardous cargo' license are

allowed to operate the Liquid Oxygen (LOX) trucks," the ministry said in a statement on Saturday.

The transport ministry on Saturday said there is an urgent need to make available a large pool of trained drivers who can supplement or replace the existing drivers, keeping in mind daily operations round the clock.

As per Hindustan Times, the transport ministry has advised states and Union territories to create a pool of trained drivers and 500 such trained drivers are to be made available immediately and the number of drivers to be increased to 2,500 in the next two months.

"Also, as a part of a strategy which may be adopted to create an additional pool, the following have been suggested:-

Quickly skill drivers with training in handling hazardous chemicals and LMO handling through a short program and apprenticeship, Skill HMV license holders in hazardous chemicals and LMO handling through short (3/4 days) program and apprenticeship.

Such training modules have been designed with the help of the Logistics Sector Skill Council (LSSC), Indian Chemical Council (ICC), National Skill Development Corporation (NSDC) & medical oxygen manufacturers," it added.

States and UTs have been requested by the Centre to recommend some local drivers with a heavy motor vehicle (HMV)/hazardous chemical license to opt for these training programs, it said.

"Also, a list of all the skilled drivers would be made available on a digital platform and the services of these trained drivers could be utilized for carrying cryogenic LMO tankers. It has also been advised that LOX tanker drivers may be facilitated with a special Covid vaccination drive and priority in admission and treatment in hospitals, in case they are found Covid infected," the statement added.

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Truckers, owners pay Rs 48,000 crore a year in bribes

uring the current wave of COVID-19 most logistics carriers were unable to deliver the essential goods on time. It was a surprise for all especially because roads were empty and there were no charges at toll plazas.

When drivers were questioned, as there was lack of oxygen in most hospitals, they replied that the police and RTO officials harassed them on the way and thus killed a lot of time. We all know how oxygen scarcity led to death of hundreds of people. Shortage of medicines and medical kits were other essentials that logistic companies were unable to deliver on time.

Drivers facing harassment is not a new issue that the logistics fraternity had to experience. Bribe and robbery are other few criminal activities that the industry has to handle day after day.

A recent study has shown that truck drivers and fleet owners shell out around Rs 48,000 crore annually as bribes to traffic or highway police. And, this is not unknown to the government.

SaveLife Foundation, a not-for-profit entity, which conducted the study, chose to carry the survey across 10 major transport and transit hubs. The report released by junior minister for road transport V K Singh claimed that at an all-India level, two-thirds (67%) of the drivers admitted to having bribed traffic or highway police personnel on the road.

According to the Economic Times, among the transport hubs included in the study, Guwahati fared the worst, where 97.5% of drivers claimed that they had paid bribes. This was



followed by Chennai (89%) and Delhi (84.4%).

Over 82% respondents admitted to having bribed "officials of one or the other department on the road" during

Over 82% respondents admitted to having bribed "officials of one or the other department on the road" during their last trip, revealing the rampant corruption in the sector. Even local groups like "puja samitis" extort from truckers before allowing them to cross informal checkposts, with a quarter of the drivers paying them cash

their last trip, revealing the rampant corruption in the sector. Even local groups like "puja samitis" extort from truckers before allowing them to cross informal checkposts, with a quarter of the drivers paying them cash.

Overall, the bribe paid was estimated at Rs 1,257 per trip.

Even bribing RTO officials was also found be an unwritten norm for truckers, with nearly 44% respondents confirming the same. In Bengaluru, their share was 94%, followed by 93.4% in Guwahati.

The report has exposed that a large share of drivers (47%) admitted to having paid bribes for renewal of their driving licences. Nearly 93% of the respondents from Mumbai claimed that they had to pay a bribe for this, followed by Guwahati (83%) and Delhi-NCR (78%).

While on an average a driver paid Rs 1,789 for renewal of licence, in Delhi the bribe amount was the maximum at Rs 2,025. Even 43% of the fleet owners claimed to have paid bribes (average of Rs 1,360) to the transport department for registration of their vehicles, the report noted.

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Breaking Stereotypes: Women Truck and Bus Drivers



e witness women breaking gender stereotypes every day, despite the patriarchal structure India is still existing in. Women are changing the 'do's and don'ts' created by our society.

One such is the case of Jothimani Gowthaman, who is perhaps the only woman truck driver in Tamil Nadu. The 30 year old mother of two hails from Kallipatti village in Gobichettipalayam of Erode district. She drives around in her 16-tonne truck transporting load across states. Her journeys often last many days.

Her first stint behind the wheel was when her husband taught her to drive a truck six years ago.

Jothimani started driving trucks as a pastime without realising that it would turn into a full time profession. In a conversation with Scoopwhoop Jothimani spoke that "The driver we appointed for our second vehicle wasn't committed to the job, leaving us with heavy losses. Therefore, I started to drive the lorry along with my husband and the vehicle and these long drives along highways has become my life now".

Jothimani has travelled across several

states in India with goods like garments, cotton, wood and machine parts. Such trips sometimes take many days or even weeks, thus taking a toll on her time meant to be spent with her family. The two children aged nine and seven are taken care of by the grandmother.

It may seem surprising but there have been other women truck drivers in the past also. Parvathy Arya, a truck driver from Mandsaur in Malwa region of Madhya Pradesh holds the Guinness World Record of being Asia's first woman truck driver. She was also felicitated by the state government of Madhya Pradesh in 2012. Yogita Raghuvanshifrom Mumbai is another such example. After the death of her husband in 2000, she had no means to look after her family. Despite having B Com and LLB degree, she took up truck driving because she feels it gives instant payment.

Working in 'male only' professions has its own problems. From lewd stares of men to unnecessary harassment by transport officials, these women drivers have faced it all. However, nothing could match the grit and determination they had. There have been various positive initiatives by many organisations also. Delhi Transport Corporation (DTC), last month hired its first female bus driver, Vankadarath Saritha, a move aimed at ensuring safety of women while commuting via public transport.

These women are source of inspiration for many young women who are looking for an exciting job. Much like their idols the aspiring female commercial drivers will also overcome gender parity at work place. For sure, this is just the beginning of a new era where there is no scope for traditional mid set.

Women in Logistics



Ms. Lalita Kataria E.D., InterRail India

Ms. Lalita Kataria was born and bred in Mumbai. She graduated in Commerce with Financial Accounting as the major subject. The main source of Income for the family was through Milk produced by their herd of cows, which exist even now. To make ends meet after graduation, Lalita started taking tuition classes, successfully, for students from Classes 1 to 10.

Logistics / Shipping happened in 2002, when she was searching for opportunities to support the family financially and also wanted to carve a professional space for herself.

It is her belief that the Milk Business concept involved man management skills and that logistics / shipping was similar, though on a larger scale where the supply chain needs to be well organised.

Currently, Lalita is an Executive Director of InterRail India, a 100percent subsidiary of the InterRail Gruppe, a company registered in Switzerland, which specializes in International Rail transportation to countries for goods flow via China and Russian / North European ports, with India being an important hub on the route.

Questionnaire

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

I started my voyage in Shipping / Cargo industry back in 2002, from working as Documentation Executive to currently being the Executive Director. I would say just the passion to learn more and travel had made the journey till now very enriching.

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

Thanks to my cousin brother, who introduced me into the cargo field, since I grew up in a joint family, male domination was not new and I could handle it with ease. I would say I have been lucky to work with some great gentlemen of the trade....

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

With me its simple, those who feel such things, either accept the reality or they are shown the door out of the office.

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

We are one of the few specialized companies of the world who run Trains, which cross continents. In fact, the longest train from Yiwu to London was run by our Group Company INTERRAIL.... We mainly connect the Indian Exports to the CIS countries giving full solution with our 120 group offices in the whole region....

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

When I joined I did not have any idea, but later got the hang of it and now know that the more Dollars we bring into our economy the stronger India will become. This passion kept driving me, which was the biggest attraction to see India grow....

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

Well changes are happening rapidly. When you see that bus drivers in China are female, in European / US / Canada females work at top levels, so travelling has really opened our minds and made us to think larger and better. I am sure that the future will be based on equal opportunity for both, men and women.

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

Initially, it was tough but I had great support from my family and my husband even helps in daily chores, so we tide over easily....

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

Do not look down upon yourself. Trust and faith are very big factors. Always take calculated risks and get out of the cocoon / shell and break the stereotype, have belief in yourself...., Set your sights and take the flight, you will glide by yourself....

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भारतीय राष्ट्रीय राजमार्ग प्राधिकरण ने यह सुनिश्चित करने के लिए कदम उठाया है कि टोल प्लाजा पर प्रतीक्षा करने का समय प्रति वाहन 10 सेकंड से ज्यादा नहीं होना चाहिए



टोल प्लाजा पर वाहनों के सुगम और तेज आवाजाही को सुनिश्चित करने के क्रम में, भारतीय राष्ट्रीय राजमार्ग प्राधिकरण (एनएचएआई) ने दिशानिर्देश जारी किए हैं, ताकि राष्ट्रीय राजमार्गो पर बने टोल प्लाजा पर सबसे व्यस्त समय (पीक आवर्स) के दौरान सर्विस टाइम प्रति वाहन 10 सेकंड से अधिक नहीं हो।

नए दिशानिर्देश टोल प्लाजा पर वाहनों को 100 मीटर से ज्यादा लंबी कतार में लगने से रोककर यातायात की निर्बाध आवाजाही को सुनिश्चित करेंगे। हालांकि, सौ फीसदी फास्टैग अनिवार्य होने के बाद अधिकांश टोल प्लाजा पर कोई वेटिंग टाइम नहीं है, फिर भी अगर किसी वजह से इंतजार करने वाले वाहनों की लाइन 100 मीटर से ज्यादा होती है तो वाहनों को बगैर टोल का भुगतान किए गुजरने की छूट दी जाएगी, जब तक वाहनों की लाइन टोल बूथ से 100 मीटर के दायरे में नहीं आ जाती है। इसके लिए प्रत्येक टोल लेन में टोल बूथ से 100 मीटर की दूरी पर एक पीली लाइन खींची जाएगी। यह टोल प्लाजा ऑपरेटर्स में जवाबदेही की भावना को और अधिक मजबूत करने के लिए है।

चूंकि, एनएचएआई ने मध्य फरवरी 2021 से शत-प्रतिशत कँशलेस टोलिंग को सफलतापूर्वक लागू कर लिया है, इसलिए एनएचएआई टोल प्लाजा पर फास्टैग का इस्तेमाल 96% तक पहुंच गया है और कई टोल प्लाजा पर यह 99% तक है। देश में इलेक्ट्रॉनिक टोल कलेक्शन (ईटीसी) के विस्तार को ध्यान में रखते हुए, अगले 10 वर्षों के लिए यातायात संबंधी अनुमानों के अनुरूप आने वाले टोल प्लाजा पर एक नये डिजाइन और ढांचा बनाने पर जोर दिया गया है, ताकि प्रभावी टोल प्लाजा कलेक्शन सिस्टम लाया जा सके।

जैसा कि सोशल डिस्टेंसिंग का पालन अब सामान्य नियम बन गया है, ज्यादा से ज्यादा यात्री फास्टैग के इस्तेमाल का विकल्प चुन रहे हैं, इसलिए यह ड्राइवर और टोल ऑपरेटर्स के बीच किसी भी सीधे संपर्क की संभावना को दूर करता है। हाईवे यूजर्स द्वारा फास्टैग को उपयोग करने में लगातार बढ़ोतरी होना और उसे स्वीकार किया जाना उत्साहजनक है और इससे टोल संचालन में अधिक कुशलता लाने में मदद मिली है।

कोरोना वैक्सीन जागरूकता को लेकर ट्रकों पर पेंट किए गए मजेदार स्लोगन

किसी फ्रंटलाइन योद्धा से काम नहीं है भारत के ट्रांसपोर्टर। चाहे वो कोरोना काल में लोगो तक जरुरत का सामान पहुँचाना हो या आक्सीजन रुपी संजीवनी बूटी, ट्रांसपोर्ट सेक्टर में काम कर रहे लोगो ने अपनी जान की परवाह न करते हुए इस मुश्किल घड़ी में अपने देश के प्रति अपने कर्तव्य को न ही हमेशा सर्वोपिर रखा है बल्कि सेवा भाव रखते हुए देशवासियों की सहायता भी की है।

कोरोना महामारी से बचने और टीकाकरण करवाने के लिए लोगों को जागरूक बनाने के उद्देश्य से अब ट्रांसपोर्टर प्रोत्साहित करने वाले संदेश अपने ट्रक, टेंपो, ट्रैक्टर-ट्रॉली सहित अन्य वाहनों के पीछे लिखवा रहे हैं।

देश भर के ट्रांसपोर्ट संघ अपने अपने राज्यों में लोगों में जागरूकता लाने के लिए ट्रकों के पीछे कोरोना शायरी और संदेश लिखने का यह अनूठा अभियान चला रहे है। वाहनों पर कोरोना जागरूकता संदेश और शेर लिखवाने के अलावह स्टीकर, पोस्टर और बैनर भी लगाए जा रहे है।

ट्रकों के पीछे लिखे ये दिलचस्प संदेश इन वाहनों के देश में विभिन्न स्थानों पर जाने पर लोगों की नजरों में आयेंगे। इनमें से कुछ संदेश इस प्रकार हैं:

- देखो मगर प्यार से, कोरोना डरता है वैक्सीन की मार से
- मैं खूबसूरत हूं मुझे नजर न लगाना, जिंदगी भर साथ दूंगी, वैक्सीन जरूर लगवाना
- हंस मत पगली, प्यार हो जाएगा टीका लगवा ले, कोरोना हार जाएगा
- चलती है गाड़ी, उड़ती है धूल, वैक्सीन लगवा लो वरना होगी बड़ी भल
- यदि करते रहना है सौंदर्य दर्शन रोज-रोज तो पहले लगवा लो वैक्सीन के दोनों डोज
- टीका नहीं लगवाने से यमराज बहुत खुश होता है
- मालिक तो महान है, चमचों से परेशान है, कोरोना से बचने का,
 टीका ही समाधान है

दुर्भाग्य से भारत में अब भी कोरोना वैक्सीन को लेकर अनेक तरह की भ्रांतियां, डर और संशय है। वैक्सीन को लेकर अनेक तरह की अफवाहें फैल रहीं हैं तथा तरह-तरह के भ्रम लोगों के मन में हैं जिनके कारण लोग टीका नहीं लगवा रहे हैं। और ऐसी स्थिति में जरूरी है कि इस भ्रम को दूर कर लोगों को टीकाकरण के लिए जागरूक करने के लिए सभी तरह के प्रयास किए जाएं ताकि संपूर्ण टीकाकरण से



भारतवर्ष कोरोना महामारी से मुक्त हो सके।

कोरोना वैक्सीन लगवाने के लाभ:

- वैक्सीन एक द्रव्य पदार्थ होता है। जो शरीर में जाकर आपकी रोग प्रतिरोधक क्षमता यानि की इम्यूनिटी को बढ़ाकर वायरस से लड़ने की क्षमता उत्पन्न करता है। वैक्सीन लगाने का सबसे बड़ा फायदा यह है कि अगर आप संक्रमित नहीं हुए है तो यह आपके अंदर बीमारी से लड़ने के लिए पहले ही इम्युनिटी को बढ़ा देगा। बता दें कि वैक्सीन का असल मतलब होता है आपके अंदर बढ़ रहे वायरस को रोकने में मदद करना।
- वैक्सीन लगाने के बाद कम से कम 6 से 8 महीने तक आपके अंदर एंटीबॉडीज रहेगी। इससे आपकी बॉडी में वायरस बुरी तरह से संक्रमित नहीं कर सकेगा।
- वैक्सीन का सबसे बड़ा फायदा यह है कि अगर आपका इम्युनिटी सिस्टम कमजोर है तो यह एक बूस्टर की तरह काम करेगा। ताकि वायरस को बॉडी में फैलने से रोका जा सकें।
- वैक्सीन लगाने के पहले डोज के बाद भी आप संक्रमित हो जाते हैं
 तो आपको अधिक घबराने की जरूरत नहीं है। ऐसा इसलिए क्योंकि
 वैक्सीन आपके अंदर रोग प्रतिरोधक की क्षमता को बढ़ा देती है।
 जानकारी के लिए आपको बता दें कि दोनों डोज लगवाना जरूरी है
 क्योंकि दूसरी डोज एक बुस्टर डोज के रूप में कार्य करती है।
- वैक्सीन अगर आप लगवाते हैं तो इसका सबसे बड़ा फायदा आप अस्पताल के चक्कर लगाने से बच जाएंगे। जी हां, संक्रमण होने पर भी आप घर में ही आइसोलेट हो सकते हैं। इस बीमारी से खुद को बचा सकते हैं।

rice Index for Services on the Card

CLOSE WATCH Business Service Price Index to measure price movements across services, gauge inflation better

Kirtika Suneia@timesgroup.com

New Delht: India will start measuring the price movements in services, such as in banking where a fee or commission is charged, brokerage and wireless telephony to better gauge inflation in the services sector.

The government is working on a Business Service Price Index (BSPI) on the lines of the services producer price index in the US and the European Union, to reflect the price movements of services. This would eventually be merged with the wholesale price index (WPI).

In the first phase, the government plans to have separate indices for banking, insurance, securities, telecom, air transport and rallways.

"The BSPI could be disseminated separately initially and it will be merged with the WPI once it stabilises. It will add to the robustness of the WPI," said an official in the know of the plan.

New Tool

index to measure price movement across services

BSPI to be merged with WPI later

New index to make WPI robust comprehensive aid policy making

Services sector accounts for 54.77% of GVA

Banking, insurance, 4 other services in phase 1; 6 more in phase 2

Services price indices to be compiled on 2017-18 base

> The official said a combined BSPI might also be explored based on the price indices of these services and their weights as per their value of output in the national accounts statistics. The government's move "will widen the

data on price movements given the predominance of services in the economic structure of India", said Aditi Nayar, chief economist, ICRA.

The banking service price index would include direct services for which banks charge a fee or commission, and interme diation services including 'deposits' and loans and advances'.

The telecom index would be based on data collected from companies on mobile services, the fastest growing area within the sector.

The basket of port services would contain bulk handling and storage, container handling and storage and breakbulk and storage, as well as vessel-related services like port and docks, pilotage and towage and berth hire. All service price indices would be complied with 2017-18 as the base year and on a quarterly basis, except for the banking sector which would be monthly as well as quarterly.

The possibility of using this as a deflator in national accounts in place of proxy-deflators is also being considered, the official said.

In the second phase, trade and road freight services, hotel (short-term accommodation), storage (warehouse), publishing & broadcasting services (advertisement), information and computer-related services and professional, scientific & technical services are likely to be added to the BSPI.

बेकिन राजरें पड़ने के लिए ट्रियटर पर फॉलें करें @sandhyatimes6u फेलबुक पर लाइक करें उनारा राड पेल Sandhya Times

कोरोना के कारण जर्जर ट्रांसपोर्ट सेक्टर जल्द लौटेगा सडक पर!

जुन के अंत तक इस सेक्टर में कामकाज बढ़ने की उम्मीद

 क्रोतेमा की दूसरे लहर में लेगों की मीत के आंकड़े से हर सेक्टर में डर का माहीत वह जिससे आपसान पहले को कम होने लगा था। रही-मही कमर लॉकडाउन ने परी कर दी। इससे ट्रांसफेर्ट सेक्टर के खेटों को जो कई तरह की दिकारों होतानी पहीं। बामसान तप हो गया। अन दितानी में अनतर्गंक प्रक्रिया के तदन चाकरों में बीत देने के साथ कामकाज जुरू हो गया है। पुकाने खुलने लग्ने हैं। ऐसे में ट्रांगवेर्ट मेक्टर के वो जल्द पटरी पर लॉटने की उम्मीद जग्ने है। हार्खींक इसे लेकर को बर्ड मावान सामने धा रहे हैं. साथ ही सरकार से थी जुन्न उम्मेंदे हैं।

ट्रांसपोर्ट सेक्टर को उबारने पर सरकार को देना चाहिए ध्यान

और प्रविष्य द्वांसवेट वेतकेया आवेतिरहान के पेवामैन प्रद्रीय नियत ने कहा कि फार्स कर लेगों में कोरोज को लेकर उतन दर देख गय। तथम दान मत्वारे को लॉकडाइन समाना पड़ा (फेक्ट्रियां में प्रीडक्शन तप हो राज (सिर्फ जरूरी मेंकओं में दाव, फान, सम्बी, अनाज



जिन्होंने लोन पर ट्रक लिए हैं, उनका प्रदीप शिवल

आदि या तो ट्रांसपेटेंशन हुआ। अव स्रोतेना के केस कम का रहे हैं, तो सरकारों ने न्यापर में सुर देने शुरू की है। किर भी 15 जून तक सामात पत्ती रोगे। अभी मनेट में लेका और बाजे मात को बामी है। जून के अंत तक ट्रांसपेट सेक्टर में उद्याल आने की उम्मोद है। पिछले लोकसाउन में इलेक्ट्रॉनिक, प्लॉरिक आदि का विक्रेस पत्त, जो इस बर नहीं रहा। मरबार को चे हांसपेर सेक्टर को उक्राने पा शवन देख प्रतिए।

टांसपोर्टर कर रहे ई-वे बिल की विसंगतियों को दूर करने की मांग

प्रदेश मिथल का कटना है कि शोजल के रेट लगावर कह से हैं। उस हिस्सव से ट्रांसकेटर को चाहा नहीं फिल रहा। ई-वे कित को विशंगीर को सरकार ने दूर नहीं किया। तमें यक्त बद जेएमर्ट कार्डमान को मीटेंग हुई, उसके एजेंडे में भी । लेन पा ट्रक से तके हैं, उनका दिक्केट बढ़ने बाल हैं। है कि जुन्हों से काम बहेब, ते कमाई होगी।



डीजल की कीमत पर अंकुश लगाना जरूरी

कोरोना की दूसरी सहज में कासी खेनों की जान गई है। ज्याजर क्षेत्र में भी इसका असर महस्कुत हो रहा है। किजनेस विश्वेस पर प्रतान है। अब जिल लोगों की मीत सेकेंद्र केव में हुई, उनके केंद्र, स्वीजी बाचा या शंबंधी काम संभात रहे हैं। ना लोगों पर महेशा जलना अलान नहीं है। व्यवकी भी बाया या संबंधि प्राप्त समान एट हैं। ना तर्वन पर भरेगा जावना आजना नहीं हैं। पा प्राप्त में सारक भरें भरें का देश पर की एक से प्राप्त में अप स्थान के प्राप्त में अप स्थान में अप स्थान के प्राप्त में अप स्थान स्थान में अप स्थान स्थान में अप स्थान स्था

सगने जाते जाम में चाहियां फंस जाती हैं। दूसरा जिलोने

ई-वे बिश का मुद्र नहीं रहा। ई-वे बिश के नए नियम के सामार की तरफ से फरिस्ट और रजिस्ट्रेशन की कैशन की मुखीयक, विश्वी भी स्वयंत्र को 24 मेंट में 200 किलोमोटर कुछ समय के लिए बढ़ाय एक है, जो रातन के लिएक से तक महंचन है। यहारे में 24 मेंट में 100 किलोमोटर जा. पर्यक्त नहीं है। विश्वत ट्रक ओवर की स्थित से ज्वादा स्वयंत रोबिन अब यह आसन नहीं है, क्वेंबिर आए दिन रान्तें पर - है। कंपनियां पहले अपने ट्रबरें से माल बिजवाती है। ज्याद प्रॉडक्शन होने पर अठटावेस किया जाता है। फिर भी भरेख

- X

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TOTAL FREIGHT (INT'L+DOM.)

Freight (in MT.)

| S. | Airport | | The Mor | | | Period Apr | |
|---|--|--|--|--|--|--|---|
| no. | ************************************** | Feb. | Feb. | % | 2020-21 | 2019-20 | |
| | | 2021 | 2020 | Change | ļ | | Change |
| (A) 2 | 21 International | Airports | | | | | |
| | Chennai | 29513 | 27562 | 7.1 | 254419 | 330630 | -23.1 |
| 2 | Kolkata | 10074 | 11427 | -11.8 | 92214 | 144592 | -36.2 |
| | Ahmedabad | 6543 | 7877 | -16.9 | 53855 | 99675 | -46.0 |
| | Goa | 540 | 413 | 30.8 | 3413 | 5113 | -33.2 |
| | Guwahati | 1446 | 1879 | -23.0 | 13881 | 19879 | -30.2 |
| | Lucknow | 776 | 1133 | -31.5 | 8819 | 14101 | -37.5 |
| | Jaipur | 1263 | 993 | 27.2 | 10872 | 16417 | -33.8 |
| | Trivandrum | 1036 | 1768 | -41.4 | 13519 | 23921 | -43.5 |
| | Bhubaneswar | 966 | 835 | 15.7 | 6292 | 9233 | -31.9 |
| | Calicut | 646 | 2419 | -73.3 | 8566 | 26279 | -67.4 |
| - | Varanasi | 299 | 284 | 5.3 -37.9 | 2630 | 3386 | -22.3 |
| | Coimbatore | 632 | 1017 | | 5248 | 11610 | -54.8 |
| | Srinagar | 689 | 350 | 96.9 | 5731 | 6574 | -12.8 |
| | Amritsar | 120 | 134 | -10.4 | 1152 | 2055 | -43.9 |
| | Mangalore | 247 | 546 | -54.8 | 1894 | 4227 | -55.2 |
| | Portblair Trichy | 418 307 | 388 777 | -60.5 | 3550 2326 | 5972 7616 | -40.6 |
| | | 752 | 728 | 3.3 | 4104 | | -69.5 -45.2 |
| | Imphal Vijayawada | 223 | 143 | 55.9 | 1572 | 7484 2015 | -45.2 |
| | | 0 | 143 | | 15/2 | | -ZZ.(|
| | Tirupati Kushinagar | 0 | 0 | - | 0 | 0 | - 3 |
| Total | | 56490 | 60673 | -6.9 | 494057 | 740779 | -33.3 |
| - | | The state of the s | | -0.9 | 724037 | 130719 | -00.0 |
| - | JV Internation | | | | | | |
| | Delhi (DIAL) | 70830 | 75061 | -5.6 | 656616 | 895948 | |
| | Mumbai (MIAL) | 60927 | 72917 | -16.4 | 522439 | | 0.0.10 |
| | Bangalore (BIAL) | 30566 | 30878 | -1.0 | 292249 | 349864 |) WEST |
| | Hyderabad (GHIAL) | 10824 | 11849 | -8.7 | 98875 | 134297 | -26,4 |
| | Cochin(CIAL) | 3920 | 5568 | -29.6 | 38295 | 67932 | -43.6 |
| | Nagpur (MIPL) | 836 | 759 | 10.1 | 5795 | 9126 | |
| | Kannur (KIAL) | 0 | 0 | | 0 | 0 | |
| Total | | 177903 | 197032 | -9.7 | 1614260 | 2265012 | |
| description in the last | ST Govt./Pvt. | | | -9,1 | 1014207 | 2203012 | -20. |
| | | | | | | | |
| | Shirdi | 0 | 0 | - | 0 | 0 | |
| Total | | 0 | 0 | | 0 | 0 | - |
| (D) l | 10 Custom Airpo | orts | | | | | |
| 30 | Pune | 2587 | 3719 | -30.4 | 24158 | 35698 | -32.3 |
| 31 | Patna | 1090 | 883 | 23.4 | 10701 | 11520 | -7.1 |
| 32 | Bagdogra | 613 | 595 | 3.0 | 5422 | 7081 | -23.4 |
| 22 | Indore | 1185 | 863 | 37.3 | 6643 | 10139 | -34.5 |
| | Visakhapatnam | 383 | 308 | 24.4 | 3193 | 5078 | -37.1 |
| | Chandigarh | 937 | 618 | 51.6 | 7135 | 8430 | -15.4 |
| 35 1 | | | | | | 3409 | 17.0 |
| | | 591 | 389 | 21.9 | 3989 | 2403 | |
| 36 | Surat | 591 253 | 389 347 | 51.9 -27.1 | 3989 1855 | | |
| 36 S | Surat Madurai | 253 | 347 | -27.1 | 1855 669 | 3102 | -40.2 |
| 36 3 37 1 38 2 | Surat Madurai Aurangabad | 253 108 | 347 224 | | 1855 669 | 3102 885 | |
| 36 37 38 38 39 6 | Surat Madurai Aurangabad Gaya | 253 108 0 | 347 224 0 | -27.1 -51.8 | 1855 669 0 | 3102 885 0 | -40.2 -24.4 |
| 36 : 37 : 38 : 39 : Total | Surat Madurai Aurangabad Gaya | 253 108 0 7747 | 347 224 | -27.1 -51.8 | 1855 669 | 3102 885 | -40.2 |
| 36 37 138 39 6 Total (E) 5 | Surat Madurai Aurangabad Gaya 8 Domestic Air | 253 108 0 7747 ports | 347 224 0 7946 | -27.1 -51.8 - -2.5 | 1855 669 0 63765 | 3102 885 0 85342 | -40.2 -24.4 -25.3 |
| 36 37 38 39 6 6 5 40 6 6 6 6 6 6 6 6 6 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi | 253 108 0 7747 ports 629 | 347 224 0 7946 | -27.1 -51.8 -2.5 40.7 | 1855 669 0 63765 | 3102 885 0 85342 5543 | -40.2 -24.4 -25.3 |
| 36 37 38 39 6 6 6 6 6 6 6 6 6 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur | 253 108 0 7747 ports 629 620 | 347 224 0 7946 447 547 | -27.1 -51.8 - -2.5 40.7 13.3 | 1855 669 0 63765 4924 4340 | 3102 885 0 85342 5543 5886 | -40.2 -24.4 -25.1 -11.2 -26.3 |
| 36 37 38 39 6 Total (E) 5 40 41 42 42 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala | 253 108 0 7747 ports 629 620 292 | 347 224 0 7946 447 547 216 | -27.1 -51.8 -2.5 40.7 13.3 35.2 | 1855 669 0 63765 4924 4340 1743 | 3102 885 0 85342 5543 5886 4497 | -40.2 -24.4 -25.3 -11.2 -26.3 -61.2 |
| 36 37 38 39 6 Total (E) 5 40 41 42 43 43 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu | 253 108 0 7747 ports 629 620 292 92 | 347 224 0 7946 447 547 216 75 | -27.1 -51.8 -2.5 -2.5 40.7 13.3 35.2 22.7 | 1855 669 0 63765 4924 4340 1743 830 | 3102 885 0 85342 5543 5886 4497 1260 | -40.2 -24.4 -25 -11.2 -26.3 -61.2 -34.1 |
| 36 37 38 39 6 Total (E) 5 40 41 42 43 44 44 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal | 253 108 0 7747 ports 629 620 292 92 208 | 347 224 0 7946 447 547 216 75 187 | -27.1 -51.8 -2.5 -2.5 40.7 13.3 35.2 22.7 11.2 | 1855 669 0 63765 4924 4340 1743 830 1191 | 3102 885 0 85342 5543 5886 4497 1260 1414 | -40.2 -24.4 -25 -11.2 -26.3 -61.2 -34.1 -15.8 |
| 36 37 38 39 General Total (E) 5 40 41 42 43 44 45 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun | 253 108 0 7747 ports 629 620 292 92 208 | 347 224 0 7946 447 547 216 75 187 | -27.1 -51.8 -2.5 -2.5 40.7 13.3 35.2 22.7 | 1855 669 0 63765 4924 4340 1743 830 1191 54 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 | -40.2 -24.4 -25.3 -11.2 -26.3 -61.2 -34.1 -15.8 -67.1 |
| 36 : 37 38 39 (E) 5 40 41 42 43 44 45 46 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur | 253 108 0 7747 ports 629 620 292 208 5 | 347 224 0 7946 447 547 216 75 187 16 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 | 1855 669 0 63765 4924 4340 1743 830 1191 54 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 | -40.2 -24.4 -25.3 -11.2 -26.3 -61.2 -34.1 -15.8 -67.1 -50.0 |
| 36 : 37 38 39 (E) 5 40 41 42 43 44 45 46 47 10 47 47 47 47 47 47 47 4 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara | 253 108 0 7747 ports 629 620 292 208 5 0 425 | 347 224 0 7946 447 547 216 75 187 16 1 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 -26.1 | 1855 669 0 63765 4924 4340 1743 830 1191 54 3 2023 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 3379 | -40.2 -24.4 -25.3 -11.3 -26.3 -61.4 -34.1 -15.8 -67.1 -50.0 -40.1 |
| 36 : 37 38 39 40 41 42 43 44 45 46 47 48 | Surat Madurai Aurangabad Gaya 8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh | 253 108 0 7747 ports 629 620 292 208 5 0 425 274 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 26.1 171.3 | 1855 669 0 63765 4924 4340 1743 830 1191 54 2023 2091 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 3379 1781 | -40.2 -24.4 -25.3 -11.3 -26.3 -61.4 -34.1 -15.8 -67.1 -50.0 -40.1 |
| 36 : 37 : 38 : 39 (Total (E) 5 : 40 : 41 : 42 : 43 : 44 : 45 : 46 : 47 : 48 : 49 (C) 49 (C) | Surat Madurai Aurangabad Gaya 88 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur | 253 108 0 7747 ports 629 620 292 208 5 0 425 274 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 -26.1 | 1855 669 0 63765 4924 4340 1743 830 1191 54 3 2023 2091 | 3102 885 0 85342 5543 5886 4497 1260 1414 6 3379 1781 | -40.2 -24.4 -25.3 -11.2 -26.3 |
| 36 37 38 39 40 Total (E) 5 40 41 42 43 44 145 46 47 48 49 650 50 | Surat Madurai Aurangabad Gaya 88 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur | 253 108 0 7747 ports 629 620 292 208 5 0 425 274 0 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 0 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 26.1 171.3 | 1855 669 0 63765 4924 4340 1743 830 1191 54 3 2023 2091 0 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 3379 1781 0 | -40.2 -24.4 -25.2 -26.3 -61.2 -34.1 -15.8 -67.1 -50.6 -40.1 |
| 36 : 37 : 38 : 39 : 40 : 41 : 42 : 43 : 44 : 445 : 446 : 447 : 30 : 550 : 551 | Surat Madurai Aurangabad Gaya 88 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur Jodhpur | 253 108 0 7747 ports 629 620 292 208 5 0 425 274 0 0 72 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 0 88 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 26.1 171.3 | 1855 669 0 63765 4924 4340 1743 830 1191 54 2023 2023 2091 0 662 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 3379 1781 0 1 | -40.2 -24.4 -25.2 -11.2 -26.3 -61.7 -34.1 -15.8 -67.1 -50.6 -40.1 17.4 |
| 36 : 37 38 39 40 41 42 43 44 45 46 47 48 49 6 55 55 55 55 | Surat Madurai Aurangabad Gaya 88 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur Dibrugarh Hubli | 253 108 0 7747 ports 629 620 292 92 208 5 0 425 274 0 0 72 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 0 0 88 10 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 26.1 171.3 | 1855 669 0 63765 4924 4340 1743 830 1191 54 2023 2023 2091 0 662 58 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 6 3379 1781 0 1 1 854 | -40.2 -24.4 -25.2 -11.2 -26.3 -61.2 -34.1 -15.8 -67.1 -50.6 -40.1 17.4 |
| 36 : 37 38 39 40 41 42 43 44 45 44 45 46 47 48 49 55 55 55 55 55 55 55 | Surat Madurai Aurangabad Gaya 88 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur Jodhpur | 253 108 0 7747 ports 629 620 292 208 5 0 425 274 0 0 72 | 347 224 0 7946 447 547 216 75 187 16 1 337 101 0 88 | -27.1 -51.8 -2.5 40.7 13.3 35.2 22.7 11.2 -68.8 26.1 171.3 | 1855 669 0 63765 4924 4340 1743 830 1191 54 2023 2023 2091 0 662 | 3102 885 0 85342 5543 5886 4497 1260 1414 164 6 3379 1781 0 1 | -40.2 -24.4 -25.2 -11.2 -26.3 -61.7 -34.1 -15.8 -67.1 -50.6 -40.1 17.4 |

| S. | Airport | | The Mon | | For The I | Period Apr | |
|----------|---------------------------|--------------|--------------|-------------|-----------|------------|-------------|
| no. | 10-10-00-00 N | Feb. 2021 | Feb. 2020 | % Change | 2020-21 | 2019-20 | % Change |
| E) | 58 Domestic Air | | 2020 | Change | | | Change |
| 55 | Prayagraj | 0 | 0 | | 0 | 0 | |
| 56 | Jabalpur | 0 | ő | - | 0 | 0 | |
| 57 | Belgaum | 0 | 0 | - | 0 | 0 | |
| 58 | Tuticorin | 0 | 3 | | 0 | 47 | |
| 59 | Kanpur(chakeri) | 9 | 21 | -57.1 | 92 | 140 | -34. |
| 60 | Rajkot | 18 | 3 | 500.0 | 42 | 32 | 31 |
| 61 | Jharsuguda | 14 | 12 | 16.7 | 41 | 63 | -34.9 |
| 62 63 | Dimapur Jaisalmer | 23 | 45 0 | -48.9 | 217 | 334 | -35.0 |
| 64 | Juhu | 18 | 29 | -37.9 | 128 | 340 | -62.4 |
| 65 | Guggal(kangra) | 0 | 0 | -31,9 | 0 | 0 | -02. |
| 66 | Mysore | 0 | - 0 | - | 0 | 0 | |
| 67 | Jorhat | 2 | 0 | - | 23 | 0 | |
| 68 | Gwalior | 0 | 0 | - 6 | 0 | 0 | |
| 69 | Kolhapur | 0 | 0 | - | 0 | 0 | |
| 70 | Kishangarh | 0 | 0 | - | 0 | 0 | |
| 71 | Cuddapah | 0 | 0 | | 0 | 0 | |
| 72 | Kandla | 0 | 0 | - | 0 | 0 | |
| 73 | Porbandar | 0 | 0 | | 0 | 0 | |
| 74 75 | Jamnagar | 0 | 0 | | 0 | 0 | |
| 16 | Pondicherry Adampur | 0 | 0 | | 0 | 0 | |
| 0 | (Jalandhar) | 0 | 0 | 2 | 0 | 0 | |
| 77 | Bikaner | 0 | 0 | - | 0 | 0 | |
| 78 | Bhavnagar | 0 | 0 | - | 0 | 0 | |
| 79 | Agatti | 1 | 6 | -83.3 | 1 | 69 | -98. |
| 0 | Khajuraho | 0 | 0 | 00.0 | 0 | 0 | - 50. |
| 1 | Salem | 0 | 0 | - | 0 | 0 | |
| 32 | Bhuj | 0 | 0 | | 0 | 0 | |
| 3 | Barapani | 82 | 100 | | 100 | 100 | |
| _ | (shillong) | - 0 | 0 | | 0 | 0 | |
| 34 | Pathankot | 0 | 0 | - | 0 | 0 | |
| 5 | Diu Bhuntar | 0 | 0 | | 0 | 0 | |
| 36 | Bhatinda | 0 | 0 | - | 0 | 0 | |
| 88 | Lakhimpur | - 0 | - 0 | - | - 0 | - 0 | |
| 90 | (lilabari) | 0 | 0 | - 5 | 0 | 0 | |
| 39 | Agra | 0 | 0 | - | 0 | 0 | |
| 00 | Ludhiana | 0 | 0 | - | 0 | 0 | |
| 1 | Jalgaon | 0 | 0 | - 2 | 0 | 0 | |
| 2 | Pathankot | 0 | 0 | | 0 | 0 | |
|)3 | Kalaburgi | 0 | 0 | | 0 | 0 | |
|)4 | Shimla | 0 | 0 | - 0 | 0 | 0 | |
|)5 | Hindon | 0 | 0 | - | 0 | 0 | |
|)6 | Pakyong | 0 | 0 | | 0 | 0 | |
|)7 | Tezpur | 0 | 0 | * | 0 | 0 | |
| _ | 8 Domestic Airports | 2757 | 2206 | 25.0 | 18996 | 26656 | -28. |
| | 12 St.Govt. / Pvt | | | | | | |
| 8 | Lengpui(aizwal) | 29 | 8 | 262.5 | 342 | 389 | -12. |
| 9 | Durgapur Nanded | 0 | 0 | - | 0 | 0 | |
| | Nasik(Hal ozar) | 43 | 0 | - | 75 | 7 | |
| 02 | Vijayanagar | 0 | 0 | | 0 | 0 | |
| 03 | Pithoragarh | 0 | 0 | | 0 | 0 | |
| | Mundra | - 0 | 0 | - | 0 | 0 | |
| 05 | Jagdalpur Hisar | 0. | 0 | - | 0 | 0 | |
| | Pasighat | 0 | 0 | - | 0 | 0 | |
| 08 | Bangalore(Hal) | 0 | ő | - | 0 | 0 | |
| 09 | Bidar | 0 | 0 | - | 0 | 0 | |
| F) 1. | 2 St.Govt. / Pvt Airports | 72 | 8 | 800.0 | 417 | 396 | 5. |
| | Other Airports | 0 | 0 | - | 0 | 0 | |
| | | | | | | | |
| ira | nd Total B+C+D+E+F+G) | 244969 | 267865 | -8.5 | 2101701 | 3118185 | -29. |

(DURING APRIL TO MARCH'2021* VIS-A-VIS APRIL TO MARCH'2020) TRAFFIC HANDLED AT MAJOR PORTS OCEAN FREIGHT

(*) TENTATIVE

(IN '000 TONNES)

| PORT | TRAFFIC | POI | Other | Iron Ore | Fort | Fortilizore | Coal | le le | Containere | nore | Other | TOTAL | % VAR |
|--------------------------------|--|---|---------|------------------|-------|-------------|--------------------|-----------------------|--------------|-------|----------------|---|--------------------|
| TWO | and the same | | | | | 6177 | | | Contan | 613 | | | |
| | PERIOD | (Crude, Prod., LPG/ LNG) | Liquids | Incl. Pellets | Ä | FIN. RAW | Thermal & Steam | Coking & Others | Tonnage TEUs | TEUS | Misc. Cargo | | AGAINST 2019-20 |
| KOLKATA | 100 mm m | *************************************** | | | 2000 | | | | | | a Section 1 | 000000000000000000000000000000000000000 | |
| Kolkata Dock System | TRF APRIL-MAR. 2021 TRF APRIL-MAR. 2020 | 306 | 328 | 32 | 568 | 7 | | 3472 | 8268 | 540 | 3262 | 15869 | -8.29 |
| Attended Country | TRF APRIL-MAR, 2021 | 9053 | 4907 | 3947 | 213 | 340 | 522 | 15700 | 2927 | 150 | 7859 | 45468 | |
| Haidia Dock Complex | TRF APRIL-MAR, 2020 | 9750 | 4731 | 3147 | 137 | 372 | 2359 | 15540 | 3033 | 169 | 7611 | 46680 | -2.60 |
| TOTAL: KOLKATA | TRF APRIL-MAR, 2021 | 9359 | 5235 | 3947 | 781 | 347 | 522 | 19172 | 11195 | 069 | 10779 | 61337 | 1000 |
| | TRF APRIL-MAR, 2020 | 10327 | 5438 | 3179 | 884 | 378 | 2359 | 17745 | 12800 | 844 | 10873 | 63983 | -4.14 |
| PARADIP | TRF APRIL-MAR, 2021 | 33117 | 1600 | 28567 | 480 | 4922 | 24240 | 13005 | 279 | 16 | 8339 | 114549 | |
| | TRF APRIL-MAR, 2020 | 37330 | 1637 | 22954 | 484 | 4075 | 27004 | 12157 | 222 | 12 | 6826 | 112689 | 1.65 |
| VISAKHAPATNAM | TRF APRIL-MAR, 2021 | 16019 | 1931 | 18861 | 1957 | 9201 | 5770 | 5894 | 8178 | 481 | 10157 | 69843 | |
| | TRF APRIL-MAR.' 2020 | 18915 | 2128 | 14386 | 2059 | 899 | 10089 | 2670 | 8649 | 504 | 7927 | 72722 | -3.96 |
| KAMARAJAR(ENNORE) | TRF APRIL-MAR. 2021 | 4622 | 134 | | 1 | | 14222 | 1020 | 3870 | 201 | 2020 | 25888 | |
| | TRF APRIL-MAR, 2020 | 5074 | 149 | 33 | 66 | | 19313 | 953 | 2524 | 131 | 3635 | 31747 | -18.46 |
| CHENNAI | TRF APRIL-MAR.' 2021 | 10230 | 1039 | 33 | 135 | 203 | | 7 | 26768 | 1387 | 5137 | 43552 | |
| | TRF APRIL-MAR, 2020 | 13420 | 1396 | • | • | 187 |) | | 26710 | 1384 | 5046 | 46759 | -6.86 |
| V.O.CHIDAMBARANAR | TRF APRIL-MAR. 2021 | 454 | 935 | | 840 | 504 | 6675 | 4761 | 15023 | 762 | 2598 | 31790 | |
| | TRF APRIL-MAR. 2020 | 527 | 1263 | | 296 | 599 | 7190 | 6082 | 16436 | 804 | 3683 | 36076 | -11.88 |
| COCHIN | TRF APRIL-MAR, 2021 | 19515 | 648 | | 1 | 256 | | | 9550 | 069 | 1534 | 31503 | |
| | TRF APRIL-MAR.' 2020 | 23239 | 571 | | 22 | 184 | 390 | | 8628 | 620 | 1394 | 34038 | -7.45 |
| NEW MANGALORE | TRF APRIL-MAR, 2021 | 21892 | 2335 | 4729 | 779 | 72 | 2973 | 421 | 2291 | 150 | 1008 | 36500 | |
| | TRF APRIL-MAR.' 2020 | 22612 | 2255 | 4989 | 518 | 123 | 4259 | 884 | 2277 | 153 | 1228 | 39145 | -6.76 |
| MORMUGAO | TRF APRIL-MAR, 2021 | 410 | 201 | 7290 | 163 | | 1456 | 7841 | 307 | 22 | 4285 | 21953 | |
| | TRF APRIL-MAR, 2020 | 959 | 165 | 1723 | 52 | 1 | 1550 | 7936 | 418 | 32 | 3517 | 16017 | 37.06 |
| MUMBAI | TRF APRIL-MAR, 2021 | 34274 | 1629 | 7225 | 325 | 37 | 3544 | 696 | 255 | 25 | 9909 | 53324 | |
| | TRF APRIL-MAR, 2020 | 38123 | 1934 | 7028 | 323 | 16 | 3691 | 2569 | 290 | 27 | 6647 | 96909 | -12.15 |
| J.N.P.T. | TRF APRIL-MAR, 2021 | 3604 | 2548 | 9 | (0) | 0 | 10 | | 57745 | 4677 | 912 | 64809 | |
| | TRF APRIL-MAR, 2020 | 3873 | 2577 | 5 | ĺ | (| | | 60941 | 5031 | 1058 | 68449 | -5.32 |
| DEENDAYAL | TRF APRIL-MAR, 2021 | 53258 | 6866 | 375 | 4918 | 155 | 18622 | 126 | 8279 | 510 | 20997 | 117558 | |
| | TRF APRIL-MAR. 2020 | 63070 | 10031 | 751 | 4584 | 99 | 16821 | 1040 | 1969 | 443 | 19276 | 122606 | -4.12 |
| ALL PORTS | TRF APRIL-MAR, 2021 | 206754 | 28218 | 71027 | _ | 7572 | 78024 | 54061 | 143740 | 1196 | 72832 | 672606 | 200000000 |
| | TRF APRIL-MAR. 2020 | 237166 | 29544 | 55010 | 9321 | 6602 | 92276 | 57036 | 146862 | 9985 | 71110 | 704927 | -4.59 |
| % Variation from previous year | vear | -12.82 | 4.49 | 29.12 | 11.34 | 14.69 | -15.44 | -5.22 | -2.13 | -3.75 | 2.42 | 4.59 | |

Source: LP.A.

The Salt of the Earth & Sea



Captain SS Sahi Master Mariner & MD, Sitara Shipping

Capt. S.S. Sahi has spent over 50 years in the maritime and transport industry. He is a self-made, far-sighted and true entrepreneur who understands and embraces change faster than many vounger people.

Capt. Sahi's achievements are notable. At age 25, he became a Master Mariner. He founded his first business at 26, which was an iron ore transport company, Sahi Oretrans. Next year, in 1971, he launched the Illyas Shipping Agency and Crew Recruitment Company.

A decade later, in 1981, Sitara Shipping Ltd. (SSL) was born, offering a diverse mix of chartering, ship management and operating services, container line operations, freight forwarding, and occasional Customs brokerage. The Company initially started off as ship agents and later diversified into containers in the year 1991. SSL has a lot of "firsts" to their credit and is the first private NVOCC to issue its Multimodal Transport Document [MTD]. Till date, it is the only Indian Company to execute a project for the US Defense Forces at Diego Garcia, a naval base in the Indian Ocean.

SSL operates a fleet of 20' and 40' Dry General Purpose containers, flat rack and open top containers. In 2001, they changed focus from general, perishable and reefer cargo to the niche market of over-dimensional and project cargo.

Questionnaire

(1) How long have you been in operation?

We have been in shipping related activities such as agency and chartering since 1981, diversifying into container operations in 1992. Further, we registered as an MTO in 1995, issuing the first MTD on 11th April 1995, hence a total of around 40 years.

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

We focus mostly on a niche market (value based, rather than volume based) business. We handle turnkey / big projects in addition to our regular container clients.

We are an NVOCC operating mainly from our head office in Mumbai (Nhava Sheva) with an agent in Mundra and a network of agents across the globe. Our main area of operation is the Middle East and Indian subcontinent.

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

Technology is a great facilitator. Submission of documents to port and government can be done online from the comfort of our office / home. The pandemic has forced us to embrace digitization and technology much faster. The evolution of technology is pushing boundaries and changing how the world does business. Improved technology has also increased productivity in the supply chain, minimizing costs and errors. These advances benefit all areas of the logistics industry: trucking transportation, international transportation (ocean and air), supply chain management, shipment tracking. The Internet of Things (IoT), Radio Frequency Identification Device (RFID), Autonomous Trucks, Drones, Enhanced GPS Accuracy and Social Media are changing work standards.

Social media platforms are becoming

the most efficient way for companies to communicate with customers, resolving disputes, disseminate information, customer feedback / feedforward, etc., quickly.

(4) Who are your present clients?

Our main clients are exporters of machinery, clearing agents, freight forwarders and some high profile names, which we are unable to disclose due to sensitivity of Defence equipment movement.

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

Our mainstay is over-dimensional / project cargo. We also undertake break bulk operations at places with limited resources requiring skill, knowledge and expertise.

(6) How do you see the Logistics industry in the coming years?

Success of an industry is dependent upon efficiency of its logistics arm or service provider. Commitment of timely delivery enhances a company's reputation and consequently the commercial performance.

(7) What is your understanding of the term 'social sustainability' as it relates to the shipping industry?

While environmental sustainability is much talked about, we do want to protect our planet and oceans. People are the most important resource in maritime. I am privileged to be part of this industry that contributes to world economy and trade (approx. 90 % by volume and 70% by value). The role of seafarers is underplayed by media / public, owing to it not being perceived as glamorous as air transport. For me, they are true superheroes.

(8) How do you cope up with the destabilizing effect of the current Covid-19 pandemic?

Change is the only constant in life--that has always been my mantra. One has to be agile and adapt to change. This adversity has helped us to rethink our strategy and objectives. Despite the lockdown, shipping continues to move the world.

> Vinod Kaul Mobile: 9711875283 e-mail: kaulv22@gmail.com



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South Zone

S.K.JAIN-Director- 9342815898 A.K.JAIN-Director-9341217288

West Zone

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

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- State of the art office automation and communication system
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 Delivering to 19000 pin codes.

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