# aitiwia परिवहन प्रगति

Monthly Magazine of All India Transporters Welfare Association

# Parivahan Pragati

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



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Niti Aayog Proposes To Hike Re-Registration Charges Of Old Vehicles, Scrapping Not Mandatory

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# Newness Is The Mantra, New Is The Government!



Ashok Gupta, Sr. Vice President, AITWA

taking every measure to safeguard them from the heat wave and restlessly waiting to welcome the monsoon. Will the first drop of monsoon come down soon?

The current political environment in India has many similarities with nature. People have given mandate in favour of BJP lead NDA government for the second conjugative term and want the government to act fast. India, as a country, is in the threshold of becoming a

India, as a country, is in the threshold of becoming a developed country but this will only be possible with proper planning, bold strategies and innovative approach.

developed country but this will only be possible with proper planning, bold strategies and innovative approach. The citizens of India are eagerly waiting to see the transformation happening in businesses, science and technology, education and Arm forces.

Talking about businesses, the road transport industry – one of the largest contributor to India's economy - has been asking the government to resolve their issues, so that they can further impact the nation-building movement.

Though the government could manage to resolve only some of these issues, the long list needs urgent attention.

The government has shared a good percentage of budgets in bettering the national highways. The transformation is there to see for everyone, as the road accidents have drastically dipped and the freights' delivery time has also improved, if not in a big way but at least marginally. The Infrastructural status to the logistics sector is another significant step taken by the government. It was very much required to bring an unorganized sector to the radar of discipline. The process has just begun and the sector understands that it will take some time to take it to its desired state.

However, the constant hike of diesel price remains an unsolved puzzle for transporters. The industry is unable to understand why a heavy tax is levied on diesel which doubles the price when it reaches the end-users. This is



also leading to logistics cost, which is very high in India compared to neighbouring and developed countries. Further, commercial drivers are extinguishing, which is very alarming. Until the government and transport sector come together in a common platform to take care of the needs of drivers the situation looks very grim. In addition to these, the seamless movement of the vehicles can not only improve the delivery time but also business efficacy. There has been a marginal improvement in this even though E-way bill has been rolled out. There are other issues like corruption, third party insurance, GST and etc which once solved will boost the industry and help work in a better way.

With Sh. Narendra Modi coming to power for the second term, the industry is hopeful that the new government will start resolving its issues and building the pillars of development. Also, the industry rests assured that the new government will put its best foot forward to transform not just the businesses alone but the India as a nation.

- X ·



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# Welcome NDA II!

This time election was different. Have never seen before such euphoria among people. Modi was hot favourite. Opposition tried all sorts of permutations and combinations; but when public have made up their mind, nothing works. The results affirm it. Modiji is back in PMs seat with a greater mass support. Masses support is always couples with masses expectations. We, the logistics sector too have our expectations.

Transport sector is also called Trucking industry. Trucking industry is no industry without truck drivers. AITWA has taken up a mega project in hand - Highway Heroes !Yes the truck drivers; who are the basic reason of being of transport industry. Why transport industry, they are the

reason of the being of industries, agriculture, mining, defence and of everything which needs material movement from one place to another. Highway Heroes are the root seed of National Economy! No truck drivers, no economy. Hence as have given a slogan- Jai Saarthi, Jai Bharti!

We have lot of expectations from our new Government vis a vis our Highway Heroes. Here is a list of our expectations-

#### SAARTHI CARD - All truck

drivers should be issued a Saarthi Card by Central Government as their unique identity as a truck driver. The card may carry their name, home address, driving license number, Aadhar No., Aayushman Bharat registration number, their blood group and one emergency contact number. This card should become their reference point in all driver related schemes.

SAARTHI RAJMARG SURAKSHA YOJNA - Truck drivers who meet an accident on the highways or falls sick due to any other reasons should get admission in any nearby hospital- private or Government without any payment or deposit. Their SAARTHI CARD should decide their status as a truck driver. The cost of the treatment till discharge or death should be paid under



Mahendra Arya National President, AITWA

AAYUSHMAN BHARAT yojna.

A suitable allocation should be provided under the scheme for nearly One crore truck drivers and their families under

> the AB scheme in the forthcoming budget. The SAARTHI CARD should also facilitate the benefits of AAYUSHMAN BHARAT to the family members of the truck drivers.

SAARTHI RAJMARG VISHRAM YOJNA- A truck driver needs good amount of rest, toilet facilities with shower, hygienic and healthy food, sleep along with secured parking for his vehicle and the material which is loaded on the trucks.

One or more ambulance equipped with emergency facilities and a list of nearest hospitals may be parked at all such centers to meet any accidental emergency within the pitched radius. We urge the Government to plan such SAARTHI VISHRAM GRAH at a pitch of about 100 kilometers on all national highway.

These are possible with Private Companies' participation. Land and permissions should be given by the Government free of charge and the infrastructure should be created on lines of a standard model which may be created to replicate at all centers. Such investments by private companies should be allowed under the scope of expenditures in CORPORATE SOCIAL RESPONSIBILITY. These Vishram Grah should be made

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self-reliant by providing rental income from space for petrol pumps and food courts.

SAARTHI FLOATING PROVIDENT FUND- a large percentage of Truck drivers' being free lancers or being employed by small fleet owners are deprived of any

Provident Fund. The trucks are engaged by transport companies on trip basis. If a floating PF account is introduced to a truck driver on the basis of his SAARTHI CARD, he may avail of provident fund benefit on the basis of a prescribed rate of PF on per km of trip basis. The transport companies may deposit the prescribed PF amount in the PF bank account of driver. calculated on the basis of kilometers of trip. This mechanism will also help transport companies who are often harassed for not paying any PF into drivers' nonexistent PF account.

SAARTHI FLOATING ESI FUND – A scheme similar to floating PF may be formulated for ESI coverage of Truck Drivers.

SAARTHI SAMMAN NIDHI YOJNA- Please provide financial assistance to a truck driver if he wants to purchase his own truck. This will make him self employed

and will be an incentive for him to involve his next generation in his transport business. (Similar to Kisan Samman Nidhi Yojna proposed in BJP manifesto)

SAARTHI PENSION YOJNA- Please provide pension to all truck drivers on reaching 60 years of age or on death or being disabled during a road accident so as to ensure social security to them. (Similar to Scheme for small and marginal farmers proposed in BJP manifesto)

SAARTHI INTEREST FREE CREDIT CARD- Please provide interest free credit card upto Rs. 1 lakh at a 0% interest rate for 1 year to enable him to survive on national highways, on the condition of prompt payment of

> principal amount. Card may be renewed on payment of 100% before expiry period. (Similar to Scheme for small and marginal farmers proposed in BJP manifesto)

> All these expectations are

within the framework of NDA-II's schemes already declared. They only have to accommodate our One crore truck drivers in the scope of their schemes. Floating ESI and PF is something which the Government need to work upon. It will not be out of place to mention that though there are provisions of deducting and depositing both these benefits but as most of the drivers are not on regular payroll, they do not have these

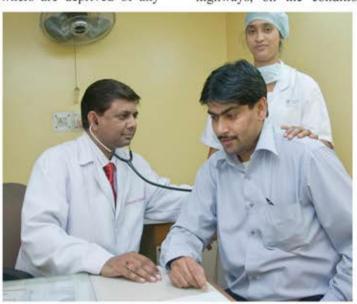
The biggest issue which the Economy is facing is the shortage of truck drivers. The reason is that no truck driver is promoting his son to be a truck driver; hence we have a work force which is on depletion.

Unless this job is made respectable and remunerative with social security; the scene will not change. We hope the Government listens.

accounts.

Industry has many more issues but we shall take them up with concerned ministry. Let us focus on Highway Heroes as our prime concern this year!

Jai Saarthi! Jai Bharti!



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# All Eyes On The New Government, Will It Turn The Table For Transporters?



S. D. Goyal, General Secretary, AITWA

t the outset, I would like to congratulate BJP and its alliances for outstanding performance in 2019 Lok Sabha election. This is for the second time in a row that the BJP and its crones have enjoyed such a mandate in the history of Indian parliamentary election. People have entrusted so much of faith on these political parties that they simply cannot escape from not delivering people's expectation. The new government will have to pay back or else they will lose people's trust.

As for business houses, they want an environment where there is ease of doing business. Where everything happens

The sector has been hoping that its log pending issues and concerns will get resolved and members will be able to write their success stories with golden feathers

in a most organized manner, and where while earning a profit margin they can contribute the maximum towards the development of the nation. The thinking process of the logistics sector also revolves around this. The sector has been hoping that its log pending issues and concerns will get resolved and members will be able to write their success stories with golden feathers.

The Infrastructural status to the logistics sector is a significant move, which not only will organize the sector but also get the much-needed push to build a purposeful industry. This was due from quite some time and once this will come to full practice doing business will be much easier. As this recognition is relatively new the transport fraternity will have to be patient to experience the results.

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Another noteworthy decision of the last government was to give a makeover to the national highways. According to data available around 137000 lac people used to meet an accident and take their last breath on the road or on the way to the hospital or in the hospital. But things have changed, rather improved drastically, after the condition of highways is bettered.

Implementation of Goods and Services Tax (GST) is yet another move which is meant to benefit the entire business community. Though much time is being wasted on understanding and implementing it, things have fallen in



place now. At the moment, the transporters believe that the GST is at the higher side and this can be brought down to make it more purposeful.

The Ministry of Road Transport and Highways' (MoRTH's) decision to increase the Axle Weight has also

given much-needed relief to the transporters. This announcement to permit trucks to carry up to 25 per cent more weight will have a positive impact o n commodity prices, road traffic and safety and truck sales and freight rates.

However, overall, there are so many issues which the new

government has to consider. These issues/concerns are not new but have been pending for years. While governments have been showing a deaf ear towards goods transporters the community on occasions have decided to go for nationwide strike/ chakka jam.

which will ensure In recent years it has been observed that the young generation is not that the pass outs are inclined not to become professional skilled and have commercial drivers, at least truck drivers. This has led to the scarcity of drivers and proper driving badly impacted businesses. When surveys were conducted a series of negative points emerged. Irregular salary, below par salary, social status, unsafe health and etc. To accommodate all of these will not be easy as it will put the burden on the logistics cost, which is already at the high compared to most nations.

Still, the transport fraternity believes that these issues can be resolved if the government and the fraternity come together. Health centre at every 100 km will serve a meaning, rest houses/ amenities in the proximity of the same distance will offer proper rest to drivers and the salary can be bettered if the government further improves the road condition, eradicate corruption of RTO officers,

> resolve the issues of E-way bill and GST, cut down the diesel price, make refund processes fast and offer a deduction in TDS and etc.

Will these be enough? No, not at all. The government will also have to open career-oriented training centres which will ensure that the pass outs are skilled and have

proper driving sense. These institutes can also train people who are in demand in the logistics sector. Preparing them under a ready-to-work environment will help the logistics sector while the government open career-oriented will get a source of job creation.

> Logistics sector shares a large percent of its revenue generation with the government. Designing its growth process is entirely in the hand of the government. But, it is for sure that more the government invests in the logistics sector, more it will collect revenue. And, if not from the perspective of business, the government is aware that it is the logistics sector that reaches to every household, across the nation. Built right at the ground to the top of the hill!

> Till date, the transport community without success has applied every vicious effort to turn the table to their side but this time around they believe the new government will do justice to their plea. Will it be the case? Well, we hope this be the case.



The

government

will also have to

training centres

sense.



# New Government, New Hopes!



here are no second thoughts about New Government arriving as a puff of fresh air. Not

only it infuses energy into the existing system, but gives hopes to the people for a better place to live in. Besides promoting the general welfare, a good government is expected to provide social security that enables citizens to create their own economic security. Notably, economic security refers to the condition of having stable income to support a standard of living now and in the foreseeable future. Also, it plays an important role in achieving sustainable development and self-

reliance. And, this is why transport and logistics service providers in India look forward to a government which thinks about empowering its people and businesses.

For years, the transport fraternity is struggling hard to

Notably, economic security refers to the condition of having stable income to support a standard of living now and in the foreseeable future. Also, it plays an important role in achieving sustainable development and self-reliance.

register profits. And, this is owing to the increasing cost of doing business. From unstable fuel prices to taxes levied on the transport business, the list is long that has pushed profits at a distance. But, the work done by the Ministry of Road Transport and Highways under the aegis of Nitin Gadkari cannot be ignored. From speeding up the road construction work to paying heed to transporters issues related to toll and national permit, transporters cannot thank the minister anymore for granting the infrastructure

status to logistics. As the Narendra Modi government has come to power with full majority again, transporters

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believe their pending issues will resolve this time.

Here's a list of pending issues of transporters that they hope to get resolved by the NDA government this time around!

#### Goods and Service Tax (GST)

Input credit of GST paid on trucks must be available to transporters in full at the time of purchase of trucks, even if transporters use that vehicle to rent out to a GTA (exempted service under GST). Currently, there is a

"A dedicated highway police force, on the lines of central paramilitary forces, would not only ensure strict enforcement of traffic regulations but can also check highway crimes to a large extent. If there can be 2 police forces- GRP and RPF, to protect the railways, why can't there be highway police to protect road users?"

- VARADRAJ SINGH

provision under GST that if any capital asset is used by assesse in taxable as well as exempted supply, assesse must divide the input to 60 months spreading equally and claim that in 60 months. Due to this rule, input credit tax (ITC) is getting blocked and transporters are heading towards working capital crunch and a financial trap.

Further, spare parts and other consumables (engine oil/motor spare parts, etc.) should be brought under the 12 per cent tariff category. Currently, there are some items in

spare parts having a tariff rate of 28 per cent. While some of the transporters are getting FCM benefits, approximately 95 per cent of transporters are not in a position to avail the FCM facility.

#### Dual Policy of RCM/FCM for GTAs

The GST Council recommended a dual policy of GST for goods transport agencies (GTAs). But according to the

Presently, a GTA/transporter
has to choose only one class of
clients either with RCM option
or with FCM option, which tends
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transport fraternity, the two options have led to a divide in the industry. As the transport industry is customer driven, they have to follow the client's choice. Some of clients want to be under FCM and some of them wants to be under RCM. Presently, a GTA/transporter has to choose only one class of clients either with RCM option or with FCM option, which tends to lose one class of clients while choosing for other one. Hence transporters request the government to allow both options at a time. Also, the community requests to allow vertical wise registration for goods transport agencies (GTAs) and fix the tax rate to 5 per cent for both RCM and FCM.

#### E-way Bill

It is important to make e-way bills convenient. Truckers are fined heavily for trivial human errors, which occasionally touch the total cost of the consignment. Doing business in such situations has become very tough.

#### **Uniformity in Diesel Prices**

Transporters believe that 12 per cent GST on transportation service is not at all desirable since 'diesel' is



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kept out of the GST net in the current scenario. It is to be noted that diesel constitute the major cost (55-60 per cent of total cost) for transportation service. Transporters pay Rs. 12 for other expenses which is only 27.8 of total cost on which ITC is available. Transporters want a uniform

diesel price across the nation, to trim the diesel price and invalidate the price oscillation. The revision should happen on a quarterly basis, not like daily, which precariously hampers businesses.

#### Toll/barrier-free India

If reports are to be believed, on one hand, toll plazas collect approximately Rs. 20,

000 trillion annually but on the other hand the transporters lose up to Rs 1.5 trillion due to extra time taken and fuel consumed at toll barriers. Adding to their woes is the mental and physical torture that they have to go through. A toll or barrier-free India is what a paradise for transporters will be like. For this, they are ready to happily pay toll charges in the form of toll permit or through the cess on diesel.

#### Third-party Insurance Premium

The transport community is anguished with the fact that the third-party insurance premiums get

to hike with unreasonable logics. The insurance premiums have increased so much that it has become a huge additional burden on transporters. The community thinks that the third-party insurance is a social responsibility that they perform as much as the agriculture sector. So, why is

the third-party insurance not exempted from GST as it is the case with agro insurance?

#### Tax Deduction at Source (TDS)

There is thin margin in the transport industry and TDS rate



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of 2 per cent is very high for them. The transport industry is plying with a margin of 8-10 per cent maximum, due to e-bid system there is no gap in profit nowadays. In that app, 3-4 per cent is finance cost, 2.5 to 3 per cent is manpower cost and plus other cost are included as well. Transporters appeal to the Government of India to lower down the rate of tax

deduction at source (TDS) from 2 per cent to 0.2 per cent at least for those who opt for reverse charge mechanism (RCM). And, the ones following forward charge mechanism (FCM) can be kept out of the TDS purview. Further, they believe that TDS on transfer booking should be maximum 50 per cent or 75 per cent, and exempt TDS from lorry hire or impose 0.25 per cent on all lorry hire. In the current scenario, the deduction of 2 per cent tax at source for firms plying, hiring, leasing and owning less than 10 trucks looks unfriendly to

transporters. TDS is applicable on a contractor if payment involved exceeds Rs. 30,000 per contract or aggregate of such payments of contracts in a financial year is more than Rs. 75,000. This issue is yet to be resolved and transporters are waiting for a positive outcome.

"Many of life's failures are people who did not realize how close they were to success when they gave up."

— Thomas Edison





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#### Tax on Income (Section 44AE)

As per the Section 44AE, the income of a carrier with less than or equal to the gross weight of 12MT is calculated as Rs. 7,500 and for a carrier with the gross weight of 12MT and above as Rs. 1,000 per tonne. However, the government has completely overlooked the size and whether the vehicle is light or heavy. This is threatening to small carriers' bread and butter.

#### NGT's Decision to Ban 10-year-old Diesel Vehicles In Delhi-NCR

With Delhi's air quality turning "severe", the transport department issued a notice warning that 15-year-old

In its 2015 order, the National
Green Tribunal (NGT) had
banned the plying of petrol
vehicles older than 15 years and
diesel vehicles older than 10 years
in the national capital region
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petrol and 10-year-old diesel vehicles plying on the city roads in violation of Supreme Court and National Green Tribunal (NGT) orders will be impounded. In its 2015 order, the National Green Tribunal (NGT) had banned the plying of petrol vehicles older than 15 years and diesel vehicles older than 10 years in the national capital region (NCR). The matter is not resolved yet and still is in the court. But, the transporters strongly protest the overconfidence of RTOs. Replacing the old engine with a new one can solve the pollution issue and banning the vehicle should be nullified in that situation.

#### Highway Issues

From poorly maintained roads to waiting at toll plazas and lack of basic roadside amenities (like health care centres, rest rooms and food courts) to traffic congestion, it is high time that parallel programmes are run to make the user experience better. Owing to these issues there is lack of interest amongst youngsters to pursue a career in commercial driving. And, as the drivers are extinguishing the cost of logistics is also soaring. Though in last few

Further, highway robbery has
been one of the common and
biggest problems for all
transporters in India. The
community has been demanding
for a central task force to patrol
and take care of the law and order.
The truckers are still facing issues
to lodge an FIR at first place.

years the condition of highways has improved but poor maintenance of roads has lead to immense problems to move freight smoothly, thereby holding back national integration and economic growth. Further, highway robbery has been one of the common and biggest problems for all transporters in India. The community has been demanding for a central task force to patrol and take care of the law and order. The truckers are still facing issues to lodge an FIR at first place.

Interestingly, the NDA has come to power again and Hon'ble Union Minister Shri. Nitin Gadkari has taken control of the Ministry of Road Transport and Highways for the second term and we hope that that he will he be able to deliver the expectations of transporters. As a longest serving highway minister (last 5 years and this tenure included) he has been able to manage a budget which is in favour of transporters. However, the air will be clear only after the newly nominated Finance Minister Smt. Nirmala Sitharaman presents the first budget of NDA government's second tenure.

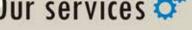
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### Carriage By Road Cost Index (CRI) - November 2018

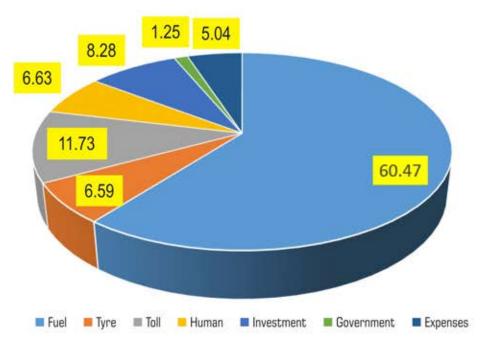
# CRI November 2018 - 137.29

Data Updated upto November 1, 2018

Average Diesel Price as on November 1, 2018 - Rs. 76.18 per litre.

Cost Distribution Pie October 2018





Changes: Matrix - October 2018				
Diesel	-2.07 %			
Change in Index	-1.57			

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

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# PRIDE of INDIA - Safexpress



Mr. Rubal Jain MD - SAFEXPRESS

Safexpress, founded by Mr. Pawan Jain, hit the ground running when operations started in 1997. Now, 22 years later, it has grown by leaps and bounds, from being just an Express distribution company to an established leader in many logistics segments in India. Mr. Rubal Jain the current MD and Mr. Pawan Jain's son has kept the tempo going at the same searing pace.

It is a major player in Supply Chain & Logistics, offering a wide range of services, including Express Distribution, 3PL and Consulting. Value-added logistics services are provided to eight business verticals in a wide range spanning from Apparel & Lifestyle, Healthcare, Hi-Tech, Publishing, Automotive, Engineering & Electrical Hardware to FMCG & Consumer Electronics and Institutional. Cutting edge logistics solutions are offered, to enable clients to concentrate on their core competencies. Safexpress adds value to their customers with warehousing facilities matching international standards, to ensure time-definite deliveries all across India.

Safexpress offers solutions designed to meet the business needs of any organization, through fully integrated multi-modal infrastructure, leveraging their fastest transit time tag, by surface / air / multi-mode, covering all the 727 districts of India.

The 3PL solutions of Safexpress range from designing, implementing and operating the complete supply chains of companies, which help in reducing costs, streamlining delivery schedules, inventory management, packaging, labelling and reverse logistics. This effort is backed by an ultra-modern warehousing space of a massive 15 Mn sq. ft.

Safexpress has now also moved beyond physical operations, into the realm of Supply Chain Consulting, creating strategies focusing on processes and technologies, required to drive growth and profitability. They provide such services for planning, strategizing, network designing and end to end implementation.

Mr. Rubal Jain speaks with satisfaction that the organisation now covers every nook and corner of India, i.e., a network comprising all the 28,160 pincodes of our country. They operate a captive fleet of 6500 branded vehicles which cover 10 lac kms every day, delivering to 7000 Corporates in India, per day and a mind-boggling 100 million (Mn) packages, to retail and other customers per year. 1512 unique routes, (e.g. Ambala-Salem), have been developed, which leave the point of origin on time, regardless of the load factor to ensure arrival at the destination on time and improve the



reliability factor. Safexpress operates 24x7x365, including Sundays and Holidays.

Automated, state-of-the-art 38 Logistics Parks (LP), all over the country, have been constructed by Safexpress,



at a cost of Rs. 1000 crores. A new Logistics Park of 1.8 Mn. sq. ft. space has been built around Delhi NCR. They have developed a massive network of 74 mega hubs and hubs in the country.

After building Safexpress as the flagship brand, they have done well to develop two more strong brands.

Safeducate was started by Safexpress in 2007 as its skilling & training arm, leveraging its 'Knowledge Leader' position in the industry. Safeducate has grown extremely well and now offers a number of advanced courses for professionals and even undergraduates to get certification as professionals. Over 80,000 people have been trained across 53 cities in India, so far.

Transolutions is a Full Truck Load (FTL) operator, covering the entire country to serve numerous enterprise customers.

They believe in the power of dialogue and reconciliation in dealing with any situation, hence they do not get into arguments with Clients and Partners, for whom they have the utmost respect.

Safexpress started with Express Distribution by surface, but now has a very strong presence in air (SafeAir), as well as 3PL services.

Campus2Home is a specialized service for students who have completed their course and require seamless



logistics services to manage the movement of their baggage and material to their home or next destination. To assist students in packing their belongings, Safexpress provides a unique 20 kg-capacity 'Campus to Home' Box free of cost. The service offers pickup from the student's hostel room, and delivery at their homes/destination with an option for making payment upon booking or at the time of delivery and online tracking of their consignments.

'Easy2Move' is a door-to-door delivery solution offered by Safexpress. This service is customized for SMEs and individuals having smaller loads to be shipped anywhere in the country. These could be small business shipments, samples, promotional items or even personal goods and / or gifts for family and friends. The service is ideal for movement of products not having industrial packing. This service offers door to door delivery and pick up of goods of above 10 kg, from and to all over India. Free 20 kg 'Easy2Move' Box is provided along with a simple flat rate per box for any destination. This specialized door to door service covers every square inch of the country.

Sainik Express is a service through which Safexpress honours the contribution of Indian defence personnel by offering specialized baggage delivery services to them. Special discounts, easy payment options, inbuilt risk coverage and convenient pickups / deliveries allow defence personnel to be carefree towards the movement of their belongings.

SafeReturns is a unique service offered by Safexpress, especially to cater to the needs of those participating in exhibitions and expos. This service allows company delegates to make smooth and timely exits from the exhibition centres, by ensuring hassle-free returns of their products and demo pieces, after the exhibition is over. This service provides pickups at desired times, i.e., when the event is over and provides door delivery to any place in India. A team of dedicated and experienced exhibition handling staff coordinates with the customer for all returns.



#### Pride of India - Questionnaire

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

Safexpress commenced its operations in the year 1997.

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

We follow a hub & spoke model of operation, as we are a Time-Definite, Door to Door, Express Distribution company. Safexpress is an asset light company and does not own the trucks it operates. However, instead of hiring trucks from the market, we have created a unique system. We help our Drivers to buy trucks, brand them Safexpress and operate them over a specified period of time and then transfer the ownership to the Driver.

So far, this system has been very successful.

## (3) Could you list a few IMPORTANT STATISTICS details in the format below?

NAM	IE OF COMP	ANY - SAFEXPI	RESS PVT	LTD
NO YEARS IN OPERATION		OWNED VEHICLES	NO. OF OFFICES	MANPOWER
22	Not Disclosed	6500°	1100	3000
	Ĭ	*captive vehicles	ľ.	

# (4) What are your strengths? What percentage of your investment went into building up these strengths?

We have some unique strengths, built over many years, but the prime ones, in our opinion, are: (1) our relationship with vendors, developed and nurtured over a long time. These entail integrity factors like paying dues without being asked and keeping commitments; (2) our consistent focus has been on building up our network across India, covering each of 28,160 pincodes. (3) we are an asset light organisation, hence are quick to react to any move in the market.

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

It is very important to keep pace with technological developments in the industry, which could put your organization ahead of other organizations. With technology the operational efficiencies of a Logistics Service Provider could go up significantly.





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

Most of our work takes place outside the office, hence we need to monitor and have checks and balances, to be at the top of our operational efficiency. Technology also helps us achieve similar standards in our operations, while operating across different zones/states/regions.

#### (7) What accreditations / affiliations do you hold?

We are affiliated to National Skill Development Corporation, Logistics Sector Skill Council, and many more. We are closely associated with major Industry bodies like FICCI, CII, Assocham, and many more.

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

We are blessed in having all major enterprise clients from India Inc to the smallest time-conscious trader.

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

We offer time definite departures (regardless of load) and deliveries with real-time, online tracking. Our innovative value added services, like Easy2Move, Campus2Home, Sainik Express, SafeReturns, etc.,



have found immense favour with our customers. Safexpress has successfully established 38 state of the art logistics parks equipped with ultra-modern facilities, to manage the 3PL cross-dock operations with higher efficiency and quality, offering warehousing space of over 15 million square feet.

# (10) What is the current experience with GST regulations?

The experience with GST has improved to some extent, since the time of its launch, though still difficult and complicated. We help customers sort out GST related issues, vide our 24x7 Help Desk, with help from over 100 Chartered Accountants.



# (11) How do you see your company's growth in the coming year?

We are very optimistic about the future and aggressive in our budget plans, aiming for double-digit growth.

# (12) Is Product / Business diversification being considered in your organization?

In terms of innovative offerings in the transport sector, we have already discussed our success with Easy2Move, Campus2Home, Sainik Express, SafeReturns, etc., all of which are popular in their segments.

# (13) What would you advise youngsters planning to join this industry?

I would encourage them, by telling them that the industry has undergone a change for the better. Good management practices have been adopted by most companies. It is a good time to be here in this Industry.

## (14) What are the CSR activities you prefer to involve in?

We believe that anything that helps the workers in the transport sector, primary among them being Driver Eye care, Driver education, Driver health check, etc., is good for the industry.

# (15) Could you elaborate on some awards / honours that have come your way?

We have been honoured with over 280 Awards by major industry bodies in the last decade. These range from Golden Peacock Awards for Best Supply Chain Services to Overall Logistics Excellence by CII SCALE Awards.



SAFEXPRESS Awards Cabinets



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

It is very important to have a premier nodal body, to represent the industry and put forth our point of view to the policymakers. I feel AITWA has been playing that role very well over the years.

Vinod Kaul

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

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## Niti Aayog Proposes To Hike Re-Registration Charges Of Old Vehicles, Scrapping Not Mandatory



In order to keep a check on air pollution, an integrated policy to scrap commercial vehicles that are more than 10 years old, has been in government's pipeline. But, there seems a change in the plan as the government is considering to charge high re-registration fee as a deterrent to vehicles older than 15 years for petrol and 10 year for diesel, suggested a media report quoting a NITI Aayog source.

"Various ministries under NITI Aayog's National Mission for Transformative Mobility have discussed a lot about the previously proposed scrappage policy, but decided not to promote new vehicle sales replacing old ones," the report said quoting the source.

According to the report, re-registration of the old vehicles will cost the owners around twice or thrice of the initial registration amount depending on the vehicle categories. The amount is likely to vary from Rs 15,000 for personal vehicles to more than Rs 30,000-35,000 for commercial vehicles. Under the new scrappage policy, there would be more frequent cycle for fitness certificate for the older vehicles. NITI Aayog has also proposed reduction of fitness certificate renewal cycle to 6 months from current one year cycle, the report further added.

Further, a strong IT backbone has been proposed by the NITI Aayog to ensure genuine transactions and prevention of duplicate usage of scrapping certificate. The Ministry of Road Transport and Highways, Ministry of Environment, Forest and Climate Change and Ministry of Steel will work together for proper implementation of the policy under NITI Aayog.

Notably, in early June, Union Minister Nitin Gadkari confirmed that there were no immediate plans of banning trucks and buses over 15 years. The policy is aimed at tax exemptions and discounts that totals up to Rs 2.5 lakh on vehicles purchased for about Rs 10 lakh at the time of new purchase.

"We will form such a policy that more than 10-year-old vehicles will be scrapped. The cost of the vehicle will be valued at 10 to 15 per cent of the original cost. If vehicle cost is Rs. 10 lakh, scrap will be 10 per cent of it," Mr Gadkari told reporters on the sidelines of a CII event, reported News18.com.

Nitin Gadkari explained that the reason to frame such a policy was felt on concerns of rising pollution in the country, majorly contributed by old vehicles that are based on old technology. The minister said, "Pollution is a big challenge for our country. Paris (Climate Conference) message is that we should pay attention to the environment."

Responding to a question about banning commercial vehicles older than 15 years, Gadkari said, "An integrated policy to check pollution by over 10-year-old commercial vehicle will be formed soon. Cabinet nod will be sought on it and only then it will come into force. There is no such decision at present to ban 15 years old commercial vehicles (CVs)."

To deal with huge amounts of scraps, the further minister stated that the government will set industrial zones at ports to recycle such scrap that would be marketed and immensely boost the economy.

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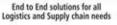


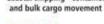




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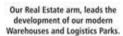














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#### **KEY FACTS**

Group Turnover



(in 2017-18)

Employee Strength



6000+

Vehicles/day Managed on Road



12000

Cargo Ships



Warehouse Covered Area



12 (million sq. Ft.)

Own Branch Network



1400+

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# Government Looks To Introduce Motor Bill In Upcoming Parliament Session After Cabinet Nod

he government will try to introduce the Motor Vehicles (Amendment) Bill in the forthcoming session of Parliament, said Union Minister Nitin Gadkari. The bill, pending approval from the Rajya Sabha, lapsed after the 16th Lok Sabha was adjourned sine die in February.

"The cabinet note is ready for the Motor Bill and once it is approved we will try to introduce it in the upcoming session of Parliament," said Road Transport and Highways Minister Nitin Gadkari, reported PTI.

Gadkari told reporters that radical reforms are expected in the transport sector once the bill gets Parliament nod. The Motor Vehicles (Amendment) Bill, which had been passed by the Lok Sabha, was introduced in the Upper House in April 2017 but was referred to a select panel. After taking into account the panel's recommendation, the bill was re-introduced in the Rajya Sabha but the debate on the bill remained inconclusive. The bill proposes hefty penalties for various offences pertaining to the road transport sector.

Talking about the projects with the Ministry, Gadkari said by March next year, route to Kailash Mansarovar via Pithoragarh is likely to be completed while projects under Char Dham Yatra would be expedited.

The minister said to reduce accidents at 8,000 black spotsaccident-prone areas - have been identified and will be rectified. Also, he said a road grid and a water grid on the pattern of power grid were also on the anvil and completion of various projects to decongest Delhi will ensure that the national capital is free from vehicular pollution in the next two years. The minister said highway projects worth Rs 50,000 crore are in the pipeline for Delhi alone.

# Government Calls For Wider Stakeholder Talks On EV Adoption

Partial Partia Partial Partial Partial Partial Partial Partial Partial Partial

Gadkari, who took charge of the transport ministry earlier this week, chaired a meeting on Tuesday that discussed the plan for making a transition to electric vehicles, a government official told ET.

"Many suggestions were put forth in the meeting, but the minister said there is a need to have a wider stakeholders' meeting before any major step is taken," said the official, who is aware of the development.

A steering committee headed by Niti Aayog chief executive Amitabh Kant has in its report laid out a road map for the smooth rollout of electric vehicles in a phased manner, as well as the setting up of battery manufacturing factories to bring down the costs of EVs.

This panel has drawn up an extensive plan for replacement of various categories of vehicles by EVs in certain time frames. As per it, all three-wheelers and all two-wheelers below 150cc will need to go electric by 2023 and 2025, respectively. "The minister has said that in principle, the country has to move in this direction, but a roadmap is needed ... It's not so much about whether it is 2023 or 2030," the official said.

The Indian government is working aggressively on promoting new and renewable sources of energy and electric vehicles in a bid to curb pollution and cut its oil import bill. Another government official said a "multi-pronged" approach was being worked on under the leadership of the Niti Aayog for the transition to electric vehicles. The ministries of roads and power, and the department of heavy industries have been involved in the process.

X ·

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# **These 5 Upcoming Word-class Expressways** To Change The Face Of Road Network In India!



ertainly, the landscape of road infrastructure has changed a lot in India in the past 5 years under the aegis of Road Transport and Highways Minister Nitin Gadkari. With an ambitious target of laying more than 40 km of roads every day, the NDA government had built around 33,361 km of highways till November last year. Notably, 51,073 km of highway projects were 40 km of roads every day, awarded during the first four years the NDA government of the NDA regime. Besides, the NDA government has taken several steps to address the problems faced by investors. It has eased the exit policy for developers to enable them to invest in new projects, expedited land acquisition, and introduced a one-time fund infusion scheme in languishing projects. Not just this, several state-level projects are also being planned to

provide seamless movement across India. Last year,

the Ministry of Road Transport and Highways (MoRTH) launched Eastern Peripheral Expressway (EPE) and Western Peripheral Expressway (WPE) in addition to the phase 1 of Delhi-Meerut Expressway. These With an highways have not only helped in ambitious target of decongestion but have also reduced the pollution level. Let's learn about more laying more than about such upcoming projects!

> Bangalore-Chennai Expressway: Union Minister Nitin Gadkari announced earlier this year that the land acquisition for the upcoming

33,361 km of highways been completed. The highway project will be a 290-km-long access-controlled expressway. Also, it will be operated with a

Bangalore-Chennai Expressway has

last year closed toll system. Currently, two roads exist connecting Bangalore-Chennai - one road is via Hoskote in Bangalore-AP then to Chennai and the second road is via Electronic City in Bangalore, Hosur in

had built around

till November



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Tamil Nadu and then to Chennai. According to the ministry, the alignment of Bangalore-Chennai Expressway will pass from between these two stretches.

Delhi-Mumbai Expressway: MoRTH is developing the

Delhi-Mumbai Expressway project with an aim to reduce the travel time between Delhi and Mumbai to 12 hours. An eightlane project, the highway will be access controlled and provide good riding quality, reliable infrastructure and better safety. Decongesting the existing national and state highways, the project will include four multilevel interchanges along with elevated ramps or service roads. The highway will also provide direct connectivity to Delhi Airport's T3 via a 5-km-long shallow tunnel. Also, The expressway will boast crossroad underpasses at crucial junctions as well as intelligent transportation system (ITS).

Ganga Expressway: Planned as the longest expressway of the country, Ganga Expressway is likely to be 1,020km-long. The highway project, which will be developed in two phases, will see a 596-km-long stretch from Meerut to Prayagraj in phase one. Under phase two, a 110-km-long road stretch will be developed from Tigri to Uttar Pradesh-Uttarakhand border and another road stretch of 314 km will be developed from Prayag Raj to Ballia. The phase one will cover 12 districts, namely Meerut, Hapur, Sambhal, Jyotibha Phule Nagar, Budaun, Shahjahanpur, Hardoi, Unnao, Farrukhabad, Rae Bareli, Pratapgarh and Prayagraj. It will include four lanes (expandable to six lanes green field), right of way 110 metres with a design speed of 120 kmph. Also, as many as 8 road over bridges and 18 flyovers will be constructed.

Mumbai-Nagpur Super Communication Expressway: Also known as the Maharashtra Samruddhi Mahamarg project, Mumbai-Nagpur Expressway will be around 700 km long. With a speed limit of 150 kmph, the travel time

between Mumbai and Nagpur is likely to be reduced to 8 hours. The project will connect multiple industrial areas including Delhi-Mumbai Industrial Mahamarg, Western Dedicated Freight Mahamarg, dry ports of Wardha and



Jalna as well as Mumbai's JNPT. The expressway will have 8 lanes, 4 lanes on each side. Also, a provision has been made in the centre of the highway, in case there is a requirement to increase lanes on either side. Also, there will be service roads on both sides. The project also includes more than 50 flyovers, over 24 interchanges, 400 plus vehicular underpasses, over 300 pedestrian underpasses and more than 5 tunnels.

Purvanchal Expressway: The foundation stone for Purvanchal Expressway was laid last year in Azamgarh, Uttar Pradesh. The highway project will originate from Chand Sarai of Lucknow district and will end at Haidaria of Ghazipur district. Also, it will be connected to Varanasi through a separate link road. With the establishment of this highway, the ministry aims to provide seamless connectivity to nine districts of Uttar Pradesh, namely Lucknow, Amethi, Faizabad, Ghazipur, Barabanki, Mau, Azamgarh, Ambedkarnagar and Sultanpur. Further, it will connect them to Delhi via Agra-Greater Noida-Yamuna and Agra-Lucknow expressways.

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### Six Districts Of Maharashtra To Be Diesel Free

Union Minister Nitin Gadkari said that he has taken up an initiative of making six selected districts in Maharashtra diesel-free for a period of five years. "I have taken up a program to make six districts - Nagpur, Bhandara, Gondia, Chandrapur, Gadchiroli and Wardha - diesel-free. I have decided that even a drop of diesel will not be there in these districts for five years. It's a difficult job. I have set up six factories where bio-CNG will be made for trucks and buses. Currently, 50 buses are running on that. Organic farming is the future," Gadkari said at the CII National Council meeting, reported ANI.

Gadkari, who is looking after the Ministry of Road Transport and Highways along with Ministry of Micro, Small and Medium Enterprises, said that alternative sources of funding should be harnessed. "We must look forward to alternative sources for financing beyond



banks," Gadkari said. He further shared that in the past five years, around Rs 17 lakh crore was invested in the transport sector.

On the sidelines of the event, Gadkari told media that the Centre is not planning to shut down any industry, but changes must be made in view of national interest. When asked about the issue of electric mobility, he said, "We do not want to end any industry and want to help out. We want to include the private sector in all our schemes so that the growth rate and employment potential in development increases."

# Government Invites Singaporean Companies To Invest In Green Highways In India

Minister for Road Transport and Highways Nitin Gadkari stated that the government was setting up 22 Green Express Highways at a cost of Rs. 10 lakh crore across the country. He invited Singaporean companies to invest in these highways and also look at setting up logistics and industrial parks around them. The Minister was speaking at the Singapore Symposium 2019 - India and Singapore: Partners in a Connected World which was organized by Institute of South Asian Studies (ISAS), National University of Singapore in cooperation with the Confederation of Indian Industry (CII) and the Ananta Aspen Centre in New Delhi, reported Capital Market.

The road transport minister stated that the National Highways Authority of India (NHAI) had an AAA rating



and Singaporean Companies could seek to form Joint Ventures with it for road development. He further said that his ministry was seeking to develop inland waterways as a major mode of transportation of goods. Already inland waterways are being used to transport goods from Varanasi in Uttar Pradesh to Haldia in West Bengal. The idea was to extend this waterway to Myanmar via the Brahmaputra river.



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Aggarwal said that the

company has always

believed in investing

rigorously in R&D to

stay ahead in the

industry by improving

transportation

efficiency, and the Pro

2000 series is a

testament to that

mission. He added,

"We are leaders and

innovators of the

Indian LMD trucks

market, and the new

# Eicher Unveils India's First BS-VI Compliant CV Range

icher Trucks and Buses, a part of VE Commercial Vehicles Ltd (VECV), launched the country's first BS-VI compliant lightduty trucks - the Eicher Pro 2000 series. Also, the new range will be available in two variants - the Eicher Pro 2049 and the Eicher Pro 2095XP. Further, Eicher Pro 2049 10ft HSD is



Eicher Pro 2000 series takes logistics and intra-city distribution to the next level, focussing on the driver and his comfort."

priced at ₹9.1 lakh, while the Eicher Pro 2095 XP 19ft HSD is priced at ₹16.4 lakh.

"We have a superior and long-standing expertise in manufacturing and experting base engines for Ethe uro-

"We have a superior and long-standing expertise in manufacturing and exporting base engines for Ethe uro-VI requirements of the Volvo Group for the last six years. This extensive experience with Euro-VI gives us the first-mover advantage to deliver products engineered to cater to the new emission norms in the country," said Vinod Aggarwal, MD and CEO, VECV, reported The Hindu Business Line.

"The select models that we unveiled will be fuelled by our two new BS-VI engine platforms, equipped with an allnew state-of-the-art cabin and industry-first features," added Aggarwal. VECV is a joint venture between the Volvo Group and Eicher Motors Ltd.

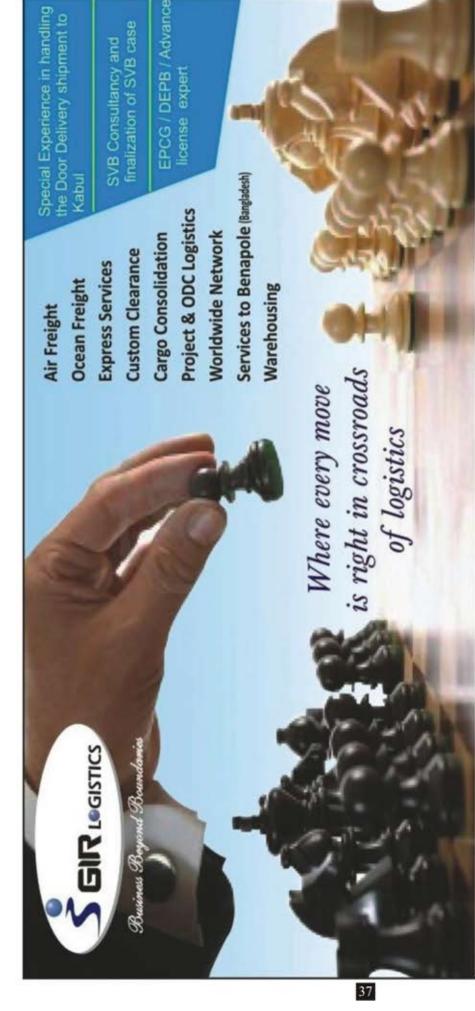
Notably, the BS-VI range will be made available as and when the BS-VI fuel is ready. The new series will come with two new engine platforms, which the company said are built to deliver best-in-class fuel efficiency and a range of power options compliant with BS-VI emission standards. This new range of trucks will also expand the light-duty portfolio of Eicher, address a wider range of applications, and help enter new segments, the company said.

The new range has two new smart cabins developed for safe and comfortable driver operation in 1.8 m and 2.0 m configurations. The company said the trucks are equipped with features such as a touch-screen infotainment system with android, bluetooth and telematics connectivity. With better cabin comfort, they will offer a "car-like cabin experience".

Aggarwal said that this new range of trucks will be sold in the South-East Asian markets, where they are set to compete mainly with Japanese trucks.

Speaking about the challenges in the CV industry, Aggarwal said that liquidity constraints and the axle load norms have weighed on the overall growth. The economic slowdown has taken its toll on the CV industry too, he said. He exuded hope that the new government will take steps to resolve the liquidity crisis and boost the economy. The executive also expects the government to come up with new norms for the scrapping of old trucks, as well as a rationalise the GST rates in the auto sector. The expectation of good monsoons and a buoyant rural economy will also ensure growth, he said. He also expects the business to start growing from September, due to the pre-BS-VI buying.

"People who succeed have momentum. The more they succeed, the more they want to succeed, and the more they find a way to succeed..." - Tony Robbins



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#### DRIVERS OF CHANGE

Transport industry in India is facing shortage of drivers; nearly 8% of the fleet is idle for want of drivers. People are not coming forward to take up driving profession mainly due to −1) Tough working conditions and 2) Harassment enroute by traffic police, RTA representatives etc.

There is an urgent need to develop fresh and efficient drivers before the situation becomes worse. In this direction the Ministry of Road Transport and Highways has formulated a scheme for establishing Driver Training Institutes (DTI) across the country with the involvement of the state governments and other private players for developing fresh drivers as well as providing training to the existing drivers to improve their efficiency.

Presently there are a few DTIs functioning in the country operated by some private parties. However none of these institutes attract fresh candidates for training due to cost and time, as they are able to get Driving License from RTO without insisting for training. In the process the quality of drivers is not up to the expected standards.

To overcome this problem and to develop efficient drivers, Government should make training compulsory for issue of truck license. The training programme should contain courses on 1) Transportation of Hazardous goods, 2) Fuel conservation 3) Behavioral training, to boost Self esteem, confidence, communication, personal hygiene/health, family welfare etc.

Initially the trained candidates may be given LMV license and made to work as Driver Assistant in HCVs for a year to get to know of the intricacies of handling HCVs and subsequently given the HCV license and become a full-fledged HCV driver.

Developing competent drivers-- the Drivers of Change, thru training will result in: Better operation and Maintenance of the vehicle, Lower operational and maintenance cost and ease the shortage of drivers. The training programmes thru DTIs shall be an excellent opportunity for un employed youth with good career prospects.

The characteristics of a good/competent truck driver is:

- Reliable: Ability to understand the employers& customers schedules that depend on the drivers timely performance and fulfill it.
- 2) Self Dependant: Drivers are the "maliks" of their vehicles and have to be able to handle and solve problems when and where they occur, be it mechanical difficulties, traffic or cargo issues.

- Courteous: They should know how to interact with employers, other drivers, customers and feel listened and respected.
- 4) Mechanical Skills: To have basic knowledge of how a truck operates and be able to perform minor repairs as necessary to ensure the truck meets the Road Safety Standards.
- 5) Stress Management Skills: Be able to take setbacks in stride and don't let them ruin their day or their life.
- 6) Honesty: To be honest to the employer and the customer
- 7) Alertness: Must be aware of many factors including the condition of the vehicle, the road and traffic. They must be able to assess their own condition and take a break when tired and rest.
- Fitness: A fit driver is more able to work long hours and remain sharp.

We at DRS Dilip Roadlines Ltd / Agarwal Packers and Movers (DRS Group) endeavor that our drivers, who are the backbone of the business, remain happy and comfortable and we are doing our best towards this objective.

Presently, the company is extending the following benefits to the Drivers and his family and proposes to improve upon it in the future.

We provide school fee reimbursement to the drivers children up to standard 12; we also encourage deserving children of the drivers who want to study professional courses by sponsoring upto 50 % of the total cost of the course.

We extend financial assistance for medical treatment of the driver, spouse, children and parents through D N Welfare Trust, a DRS Group initiative.

In extreme cold conditions we have provided them with woolen jackets to be comfortable while driving.

We provide subsidized food to the drivers at the company's main Hub at Medchal, Hyderabad.

Besides we also arrange for periodical medical checkup, Eye tests for the drivers in association with oil PSUs and vehicle manufacturers.

Ultimately there is no denying the fact that fit and efficient drivers shall make a huge difference to the transport business and which in turn will help in the economic growth of the industry and the country at large.

> A.K. Agarwal President (South Zone) - AITWA

> > - x

# ditwa Highway Heroes

# AITWA Kick Starts A New Initiative 'Highway Heroes'







n a scenario when the crisis of commercial drivers has emerged as a major setback for transporters, All India Transporters' Welfare Association (AITWA) has come up with a project 'Highway Heroes' which promises to inspire the young generation to join the profession.

'Highway Heroes' is a project launched to fight against the social stigmas to give the drivers their due – rights and respect. The highway heroes who move the system that drives the nation's economy have never enjoyed their due even after doing so much for the nation even at the cost of a hard life.

AITWA launched this unique project for drivers on July 18, 2019, at Panvel Chowk, Panvel. The project began with a three-day hawan and puja – a step incarnate the god and goddesses to save the precious life of drivers. It is the monsoon season, during which most of the accidents take place in highways and drivers lose their lives.

The event was a success as many drivers and up-coming

drivers participated in the occasion, AITWA officials greeted all of them and langar was provided. The langar was organized by Agarwal Packers and Movers Limited. Sh. Mahendra Arya – National President, AITWA; Sh. Ashok Goyal – Senior Vice-president, AITWA; Sh. Ramesh Agarwal – Patron, AITWA and Sh. Rajendra Agarwal - Senior Member, AITWA were present in the event.

Highway Heroes' is a one-of-its-kind project and AITWA is planning to come up with such projects to empower its members and employees. Going by the current situation, such campaign was the need of the hour, as drivers are extinguishing and youngers are not finding any reasons to join the profession.

AITWA promises to keep the good work on and plans for similar new projects in the near future so that it can empower its members and employees.



# MANTHAN

The Churning - of Ideas and Innovative solutions Interactive Conference at IIC, on May 24, 2019.



All are aware of the massive churning in Hindu mythology, to get their hands on priceless riches from the Sea. The same concept was used to identify the problems / issues facing the transport fraternity and after isolating the top five of them, these were deliberated on to get at some practical and feasible solutions.

20 problems were identified as a start, which were reduced to a manageable five, in the first phase. These were:

 Malafide interest of Customers, of holding payment due.
 Unhealthy Competition, by Reverse Auction.
 Competing with New age / Start-up / VC funded competition.
 Availability and Affordability of Qualified manpower.
 Underutilization of the asset / capacity.

The members present were divided into five groups, with each group being allotted a problem for discussion and made responsible for working out a practical solution.



On the mike, with suggestions
At the end of the period allotted for the consultations, each

group came forward to the podium and offered their solutions, to the problem allotted, through their spokespersons, to the members at large. Clarifications were given, where asked. The interesting fact was the multiple solutions brought forth by each group, for each problem.



On the mike, with more suggestions

Finally, a member was picked who would collate all the information and circulate it, intra-group.

The unique feature of the proceedings was that all the activities during the identification process and also the solutions offered were generated, bottom-up, from the members and did not come top-down, from the leadership. The participation quotient was very high, positive and enthusiastic.

The Chair was rotated by Mr. Pradeep Singal and Mr. Mahendra Arya. Mr. SK Mittal of AIMTC was honoured as a Chief Guest.



On the mike, with even more interesting suggestions

Two technology companies: IGloble, represented by their CEO, Dr. Amit Shekhar and Ezyloads Logistics, represented by their CEO, Mr. Srikanth M., were present Dr. Shekhar gave a product presentation saying that they are an IoT based connected platform, using which Transporters can develop a Predictive and Prescriptive Analytics Solution. They were in the business of providing a means of optimisation through Predictive Analytics. In broad terms, they fall under the umbrella of Telematics, which has grown in popularity over



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the recent years.

Mr. Sarabjeet Singh Matharu, Manager, Bridgestone India was invited to speak on his earlier experience in an aggregator transportation company. His presentation Improving Transporter Profitability & Understanding Aggregators provided much food for thought on the way they function.

He started with some basic data about the Logistics Industry and said that transport logistics is a highly fragmented, capital intensive market with no dominant player.

Role of aggregators is perceived as important in connecting demand & supply, for providing positives like

 professional customer service • supply assurance and reliability of service • aggregate many kinds of supply: one stop shop • pricing clarity for customers & supply partners • better collections: prepaid / shorter Invoicing cycle • Next Steps: warehousing / services / supply chain planning?

Improving operational efficiency of our transporters will have to focus on:

 Drivers: expectations & opportunities / • Business process improvement through technology / • Network Balance / • Operations efficiency: Cost vs Value

The way forward, as per Sarabjeet is to emphasize on:

· Cooperative Demand Exchange: better asset utilization

- Center of Excellence: Industry body & suppliers
- Technology Investment: Industry body
   Driver Localization & Reforms: Work closer to home with benefits.

#### The Summing up

In fact, one of the major problems, universally faced in the industry, was the money power available with these aggregators, which permitted them to concentrate on building up the top line, with little regard to transactional profits which defines other transporters in our industry. A note from Mr. Tansher Singh, Manager, ABC Express, outlines the situation where Blackbuck and Rivigo, with accumulated and growing losses of over Rs.116 crores and Rs. 270 crores, respectively, still enjoy high valuation and access to cheap funding, internationally. The pattern is similar to the one in which the market share of these speculators unfairly crowds out the brick and mortar companies. There is growing demand in the industry that anti- dumping laws be introduced in our country that will help to eliminate this cheap international finance to being put to surreptitious use as a subsidy.

In the final analysis of the day's effort, it was clear that while much had been achieved, the matter was quite complex and needed further Manthans to crystallize the thoughts and action plans, for the universal good of the transport fraternity. Perseverance is a major virtue in this regard.

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# Women in Logistics



Reema Jogani Director, Reema Transport

#### Questionnaire

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

I have been working in Road Transport – Reefer & Ambient business for over seven years. The journey, so far, has been very challenging and interesting – every day there is something new to learn.

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

My father Ashok Kothari ensured that I had adequate professional experience and maturity, outside the industry prior to joining the family business, Reema Transport Company (RTPL), voluntarily. Subsequent to my Post Graduation Diploma in Business Administration (PGDBA), I worked with

companies like KPMG, E&Y and large media houses like Star Movies, National Geographic and Bloomberg UTV. Now, it is my dream to take RTPL to the next level. The foundation stone and the first few steps have already been laid by the founders and now the next generation needs to take over.

Moving from professionally-managed large company environments to a small family managed company has been quite an experience - all these earlier companies had established systems & processes. RTPL, despite induction of a dose of professionalism, was still a homegrown family-run business, which depended more on people than processes. As a Director now, (from previously being a mid-level manager), the areas of responsibility were much broader and required a concerted effort from me to get on top of things. To earn my place on the team, I had to work my way to understand, both the big picture, as well as all the nuances of the operations of logistics business.

Bridging the gap between new methods and old, I brought about improvement by introducing robust SOPs along with cutting edge technological automations. Personnel at RTPL were initially resistant to change and the biggest challenge was to convince them about the merits of using new technology and processes. This was not an easy task, as I had

to do a lot of homework learn and educate myself by spending a lot of time building consensus with top management, as well as working side-by-side with the staff across functions to understand the practical, day-to-day aspects of running the business.

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

Acceptance of a woman entrepreneur who spoke her mind in a male dominated industry was a challenge both externally and internally. The initial resistance in accepting me as someone who could be a part of top management had to be overcome, by proving my mettle by actually executing, rather than just advising and issuing orders. Externally, the challenge was different. Clients were nice to me, as they were pleasantly surprised to see a woman in this line but I knew they wondered whether I would actually work with them or was just a face being presented to them. Over the years, they realized that I was working in the trenches, side by side with their and my teams. Now, I believe I have gained their respect, trust as well as their admiration.

Women recognize that they are more empathetic and view situations more compassionately, which helps to bring a more human angle to complex situations. This adds calmness, to any setting, even offices.

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

Yes, we are into Reefer Road Transportation, Specializing in the Pharma Industry

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

There is never a dull day in this industry. It is like being part of a non-stop action movie. There are organization and industry level challenges and opportunities. Success and growth require managing daily operations efficiently, as well as constant adjustment to strategy to ensure that we remain at the forefront of the industry that is fiercely competitive, rapidly evolving and becoming very technology driven.

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

I do not think future growth depends on gender issues. It is about how you think, accept, multitask and grow the business.

Women at the top ensure that there are women at every rung of the organization. I encourage women to come ahead and live their dreams even if it's a male-dominated industry. I salute women who are pioneers.

Today's working women are just as aggressive and ambitious as men. They recognize their talents and understand their rights. They are ready and willing to play a larger managerial role and 'lean in to' their careers more than their mothers ever did. Today, many Indian women are earning as much (if not more) than their spouses. They are more confident of their abilities and have greater career aspirations.

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

The choice of one's career has nothing to do with one's gender. My advice is to believe in yourself and follow your dreams. The logistics business, now, is quite professionally driven. If you are up to the challenges and are thinking of starting your career, then do not wait for a single day more, unnecessarily-get aboard.

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# सड़क ट्रांसपोर्ट और राजमार्ग मंत्रालय ने ट्रांसपोर्ट वाहन चालकों के लिए न्यूनतम शैक्षणिक योग्यता की आवश्यकता को हटाने का निर्णय लिया



केंद्रीय सड़क ट्रांसपोर्ट और राजमार्ग मंत्रालय ने ट्रांसपोर्ट वाहनों को चलाने के लिए चालक की न्यूनतम शैक्षणिक योग्यता की अनिवार्यता को हटाने का निर्णय लिया है। केंद्रीय मोटर वाहन नियमावली, 1989 के नियम 8 के तहत, वाहन चालक के लिए 8वीं पास होना जरुरी है। देश के ग्रामीण क्षेत्रों में ऐसे बेरोजगार व्यक्तियों की बड़ी संख्या है, जिनके पास औपचारिक शिक्षा नहीं है, लेकिन वे साक्षर और कुशल हैं।

पीआईबी में छपी एक विज्ञप्ति के अनुसार ट्रांसपोर्ट मंत्रालय की अभी हाल ही में आयोजित बैठक में, हरियाणा सरकार ने मेवात क्षेत्र के आर्थिक रूप से पिछड़े चालकों के लिए शैक्षणिक योग्यता की शर्त को हटाने का अनुरोध किया था। मेवात में लोगों की आजीविका कम आय वाले साधनों पर निर्भर करती है, जिसमें वाहन चलाना भी शामिल है। राज्य सरकार ने यह अनुरोध किया था कि इस क्षेत्र में अधिकांश लोगों के पास आवश्यक कौशल तो है, लेकिन आवश्यक शैक्षणिक योग्यता नहीं है इसलिए इन्हें ड्राइविंग लाइसेंस मिलना मुश्किल हो रहा है। यह महसूस किया गया है कि शैक्षणिक योग्यता की तुलना में वाहन चलाने की कौशलता अधिक महत्वपूर्ण है। न्यूनतम शैक्षणिक योग्यता की शर्त योग्य बेरोजगार युवाओं के लिए एक बड़ी बाधा बनी हुई है। इस आवश्यकता को हटाने से बड़ी संख्या में बेरोजगार व्यक्तियों, विशेषकर युवाओं के लिए देश में रोजगार के अवसर उपलब्ध होंगे।

यही नहीं, इस निर्णय से ट्रांसपोर्ट और माल ढुलाई क्षेत्र में लगभग 22 लाख चालकों की कमी को पूरा करने में भी मदद मिलेगी। शैक्षिक योग्यता की जरूरत चालकों की उपलब्धता में बाधक बनी हुई है। हालांकि, चालकों के लिए न्यूनतम शैक्षिक योग्यता की आवश्यकता हटाते हुए मंत्रालय ने प्रशिक्षण और कौशल की परीक्षा पर जोर दिया है तािक सड़क सुरक्षा से किसी भी तरह का कोई समझौता न हो। ड्राइविंग लाइसेंस के लिए आवेदन करने वाले किसी भी व्यक्ति के लिए कड़ी कौशल परीक्षा पास करना अनिवार्य होगा। मंत्रालय ने मोटर वाहन अधिनियम 1988 के अनुसार इस बात पर बल दिया है कि किसी स्कूल या प्रतिष्ठान द्वारा दिए जाने वाले प्रशिक्षण में यह सुनिश्चित होना चाहिए कि चालक संकेतों को पढ़ने, लॉजिस्टिक ड्यूटी जैसे कि ड्राइवर लॉग्स का रखरखाव करने, ट्रकों और ट्रेलरों का निरीक्षण करने, प्री-ट्रिप और पोस्ट-ट्रिप रिकॉर्ड प्रस्तुत करने, कागजी कार्रवाइयों की विसंगतियों का निर्धारण करने, सुरक्षा संबंधी खतरों को रिपोर्ट करने के लिए कुशल संचार कल पाने में सक्षम हो। इतना ही नहीं, व्यावसायिक प्रशिक्षण और कौशल सुविधाएं प्रदान करने वाले स्कूल और प्रतिष्ठान राज्यों के नियामक नियंत्रण के अधीन हैं। इसलिए प्रदान किए जाने वाला प्रशिक्षण किसी विशेष प्रकार के मोटर वाहन के चालन संबंधी सभी पहलुओं को कवर करते हुए उच्च गुणवत्तापुण होना चाहिए।

मंत्रालय मोटर वाहन (संशोधन) विधेयक में शैक्षिक योग्यता की आवश्यकता हटाने का प्रस्ताव पहले ही कर चुका है जिसे पिछली लोकसभा द्वारा पारित किया जा चुका है। इस विषय पर संसद की स्थायी समिति और चयन समिति ने भी विचार-विमर्श किया था।

उपरोक्त के मद्देनजर सड़क ट्रांसपोर्ट एवं राजमार्ग मंत्रालय ने केन्द्रीय मोटर वाहन 1989 के नियम 8 में संशोधन की प्रक्रिया आरंभ कर दी है और इस बारे में अधिसूचना जल्दी ही जारी की जाएगी।

X



CJ Darcl Logistics is one of the India's leading transportation and logistics company with annual group turnover of over ₹2300 Crores (2018-19) catering to nation's leading private and public sector corporates through a pan India network of nearly 200 branches with a strong and experience team of over 3000 human resource capital covering all major port cities and industrial town in the country. Company's growth genesis can be traced back to more than four

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





# फास्टैग अब अमेजन के माध्यम से ऑनलाइन खरीदे जा सकते है

इलेक्ट्रॉनिक टोल भगतान में सहायक फास्टैग अब ई-कॉमर्स प्लेटफॉर्म अमेजन पर उपलब्ध है। फास्टैंग को जनवरी, 2019 में राष्ट्रीय राजमार्ग प्राधिकरण द्वारा प्रोत्साहित कम्पनी आईएचएमसीएल ने लांच किया था। पीआईबी में छपी एक विज्ञप्ति के अनुसार राजमार्ग प्राधिकरण का फास्टैग बैंक तटस्थ फास्टैग है यानी उपभोक्ता द्वारा किसी बिक्री केन्द्र से खरीद के समय या ऑनलाइन माध्यम से खरीद के लिए पहले से कोई बैंक निर्धारित नहीं है। उपभोक्ता गुगल प्ले स्टोर पर उपलब्ध माई फास्टैंग मोबाइल ऐप से फास्टैंग को अपने वर्तमान बैंक करने के रूप में की गई है यानी खाते से लिंक किया जा सकता है। उपभोक्ता माई फास्टैग मोबाइल

ऑनलाइन एनएचएआई फास्टैग की परिकल्पना स्वयं कार्य करने के रूप में की गई है यानी उपभोक्ता माई फास्टैग मोबाइल ऐप में उपभोक्ता तथा वाहन का विस्तृत ब्यौरा इंटर करके फास्टैंग स्वयं सिक्रय कर सकते हैं।

टैग को लिंक करना होगा। वर्तमान में बैंक से लिंक करने की सकते हैं। सुविधा सात बैंकों यानी एसबीआई, आईसीआईसीआई बैंक, एक्सिस बैंक, एचडीएफसी बैंक, इंडसइंड बैंक, पेटीएम पैमेंट्स बैंक तथा इक्विटास स्मॉल फाइनेंस बैंक में उपलब्ध है। एनएचएआई फास्टैग ऑनलाइन रूप से चार पहिया वाहनों यानी कार/जीप/वैन के लिए ही उपलब्ध है।

आईएचएमसीएल का फोकस फास्टैग उपभोक्ता के युजर्स अनुभव को बढ़ाना

है। कम्पनी सक्षम टोल अनुभव सुनिश्चित करने के लिए नई रणनीति बनाने का काम कर रही है। फास्टैग दिल्ली-एनसीआर में चुनिंदा पेट्रोल पम्पों तथा चिन्हित सामान्य सेवा केन्द्रों (सीएससी) पर भी उपलब्ध है। इसका ऑनलाइन विस्तार अन्य मेटों शहरों तक करने की प्रक्रिया चल रही है। यह ऑनलाईन बिक्री व्यवस्था आईएचएमसीएल के लिए एनएचएआई फास्टैग महत्वपूर्ण उपलब्धि है और इससे उपभोक्ताओं के दरवाजे पर की परिकल्पना स्वयं कार्य फास्टैंग की सहज उपलब्धता सुनिश्चित होगी।

> अभी 22 प्रामाणित बैंकों द्वारा भी फास्टैग जारी किए जा रहे है। बैंक द्वारा यह फास्टैग राष्ट्रीय राजमार्ग के टोल प्लाजा पर बने बिक्री केन्द्र, चुनिंदा बैंक शाखाओं आदि के माध्यम से जारी किए जाते हैं, लेकिन इन प्रामाणित बैंकों द्वारा जारी किए गए फास्टैंग में उपभोक्ता के पास अपने पसंद के बैंक खाते के साथ इसे लिंक करने का

इसके बाद उपभोक्ता को अपनी पसंद के वर्तमान बैंक खाते से फास्टैंग स्वयं सक्रिय कर विकल्प नहीं है। आईएचएमसीएल द्वारा एनएचएआई फास्टैग की ऑनलाइन उपलब्धता से युजर्स अनुकुलता बढेगी और बाधारहित ढंग से डिजिटल भुगतान होगा, जिसके परिणामस्वरूप समय, धन और ईंधन की बचत होगी। टोल के डिजिटल भुगतान से पारदर्शिता में वृद्धि होगी और नकद रहित लेन-देन को बढ़ावा मिलेगा और डिजिटल इंडिया कार्यक्रम को समर्थन देते हुए पूरा देश कम नकद लेन-देन करने वाला देश हो जाएगा।

ऐप में उपभोक्ता तथा वाहन

का विस्तृत ब्यौरा इंटर करके





# **Govt may introduce Motor Bill** in upcoming Par session: Gadkari

#### current financial year: Nitin Gadkari he government will try to introduce the Motor Vehicles (Amendment) Bill

in the forthcoming session of Parliament, Union Minister Nitin Gadkari said Tuesday. The bill, pending approval from the Rajya Sabha, lapsed after the 16th Lok Sabha was adjourned sine die in

The cabinet note is ready for the Motor Bill and once it is approved we will try to introduce it in the upcoming session of Parliament," Road Transport and Highways Minister Nitin Gadkari said.

Gadkari, who took charge of the Ministry this morning, told reporters that radical reforms are expected in the transport sector once the bill gets Parliament nod.

The Motor Vehicles (Amendment) Bill, which had been passed by the Lok Sabha, was introduced in the Upper House in April 2017 but was referred to a select panel.

After taking into account the panel's recommendation, the bill was re-introduced in the Rajya Sabha but the debate on the bill remained inconclusive.

The bill proposes hefty penalties for various offences pertaining to the road transport sector.

Talking about the projects with the Ministry, Gadkari said by March next year, route to Kailash Mansarovar via Pithoragarh is likely to be completed while projects under Char Dham Yatra would be expedited.

He said to reduce accidents at 8,000 black spots accident-prone areas - have been identified and will be rectified.

He said a road grid and a water grid on the pattern of power grid were also on the anvil and completion of various projects to decongest Delhi will ensure that the national capital is free from vehicular pollution in the next two years.

He said highway projects worth Rs 50,000 crore are in the pipeline for Delhi alone.

The road building pace is likely to reach 32 km a day soon, he said and added that most of the stuck projects have been rolled out.

Roads ministry to build 12,000 km highways this

According to Gadkari, 10,800 km of highways were built in the last financial year when the pace of work had peaked at 32 km per day.

roads ministry is aiming to build 12,000 km of national highways in the current financial year in a bid to boost the pace of work to 40 km a day, Nitin Gadkari, inister for road transport and highways, said.

According to Gadkari, 10,800 km of highways were built in the last financial year when the pace of work had peaked at 32 km per day

This year, we will try and make it (total highway construction) 12,000 km," Gadkari told ET on the sidelines of a press conference on Tuesday. The eventual increase of the daily pace of construction will happen over the next five years,

"We have reached the 32 km/day pace as per norms established under the UPA. We are not even going by international standards," Gadkari told reporters after taking charge of the ministry of road transport and highways and ministry of micro, small and medium enterprises

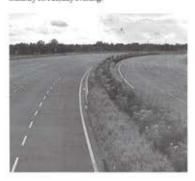
The minister said BIP's focus over the next five years would be to strengthen the country's infrastructure and create jobs through small

In its manifesto, the BIP has promised to invest Rs. 100 lakh crore in the infrastructure sector, a significant amount of which is expected to go into construction of national highways and bullet train corridors, among other projects. The manifesto has also promised construction of 60,000 km of national highways over the next five

Gadkari said the Delhi-Mumbai expressway will lead to economic development in the backward areas of Rajasthan, Haryana and Ghaziabad, through which the highway passes.

The minister also encouraged the National Highways Authority of India (NHAf), which is in charge of the expressway, to allow oil marketing companies to set up fuel stations along the 1,300 km-long expressway. "Around 2,000 petrol pumps can be set up along the Delhi-Mumbai expressway. The land anyway belongs to NHAL which can earn '40-50 crore through this, Gadkari said.

The minister said he has sent the Motor Vehicles Act to the cabinet for approval, and will try to table it in the upcoming session of Parliament. Gadkari held a review meeting of the highways ministry on Tuesday evening.



चंडीगढ़,11 जून-17 जून, 2019

TRANSPORT TIMES

# अप्रैल 2020 से नहीं चलेंगे पुराने वाहन, गडकरी ने दिए संकेत

वाहन कबाड़ नीति को बनाया जा रहा है और आकर्षक, नई सरकार में इस कानून को पास कराने पर रहेगा जोर

- नीति लाग होने से सडकों से हटेंगे 2.80 करोड वाहन
- महिंद्रा के साथ शुरू किया है पुराने वाहन खरीदने का काम

नई दिल्ली, टी.टी.एन.। 1 औल 2020 से देश की सड़कों पर पुराने वाहनों को किसी भी कीमत पर नहीं चलने दिया जाएगा। इसके लिए सरकार 2018 में लाई गई वाहन कबाड़ नीति को और आकर्षक बनाया जा रहा है। यह संकेत हाल ही में एक इंटरव्यू में सड़क परिवहन एवं राजमार्ग मंत्री नितिन गडकरी ने दिए हैं। केंद्रीय मंत्री नितिन गडकरी ने कहा है वित्त मंत्रालय और प्रधानमंत्री कार्यालय ने वाहन कबाड़ नीति के लिए कुछ आवश्यक सुझाव भेजे हैं। इस नीति का इस नीति का मकसद एक अप्रैल 2020 से पुराने वाहनों को

अनिवार्य रूप से कबाड़ में बदलने का रास्ता साफ करना है। सडक परिवहन एवं राजमार्ग मंत्रालय ने 2018 में वाहन कबाड़ नीति का प्रस्ताव बनाया था। इस कबाड़ नीति को मार्च 2018 में प्रधानमंत्री कार्यालय (पीएमओ) ने सैद्धांतिक मंज्री दे दी थी। इस नीति का मकसद 20 साल या इससे अधिक पुराने कॉमशिंयल वाहनों को सड़क से हटाना था। इस नीति के प्रस्तावों की घोषणा करते हुए केंद्रीय मंत्री ने कहा था कि इससे वाहन प्रदूषण पर भी

वाइन कबाइ नीति में प्रावधान किया गया है कि पुराने कॉमशिंवल वाहनों के जो मालिक अपने वाहनों को देकर नए वाहन खरीदेंगे, उन्हें आर्थिक रूप से फायदा दिया जाए। वाहन कबाड़ नीति में कहा गया है कि 15 साल से ज्यादा पराने कॉमर्शियल लौटाने वालों को कम से कम 15 लाख रुपए तक के नए कॉमर्शियल वाहन खरीदने



पर करीब 5 लाख रुपए तक की छूट दी जाएगी। सड़क परिवहन राजमार्ग मंत्रालय ने इस नीति को स्वैच्छिक वाहन बेहा आधुनिकीकरण

कार्यक्रम (वी-वीएमपी) के तहत पेश किया है। इस नीति को पेश करते समय गडकरी ने कहा था कि इसके लागू होने का बाद करीब 2.8 करोड़

वाहन सड़कों से हट जाएंगे। इससे वाहन उद्योग में भी 22 फीसदी की बढ़ोतरी होगी। गडकरी ने कहा था कि इससे 10 हजार करोड़ रुपए का राजस्व मिलेगा। इस नीति में 31 मार्च 2005 से पहले खरीदे गए वाहनों को सड़कों से हटाने का प्रस्ताव है। देश की बड़ी वाहन निर्माता कंपनी महिंद्रा ने सरकारी कंपनी एमएसटीसी के साथ मिलकर पिछले साल पुराने वाहन खरीदने का काम शुरू किया था। इसके लिए दोनों कंपनियों ने उएफ्ड नाम से नई कंपनी का गठन किया है। इस कंपनी के तहत पुराने वाहने खरीदने के लिए पहला प्लांट ग्रेटर नोएडा में लगाया गया है। इस योजना के तहत उएफ्ड आपके घर से पुराने वाहन को ले जाएगी और इसके बदले में आपको वाहन की कीमत भी दी जाएगी। उएफ्ड इन पुराने वाहनों से स्क्रैप बनाएगी। पुराने वाहन की कीमत उसकी उम्र और हालात के आधार पर तय की जाएगी।



# SERVICES OFFERED

- · Customs Clearance
- Site Inspections & Project Planning
- Multimodal Transportation
- Customized Handling
- Route Surveys & Selection of Reliable Carriers
- Track & Trace with en-route Reporting
- Final Stage Delivery with Closing Report
- Seamles Operation for Oversized Cargo
  - Efficient, Experienced & Reliable Team

# Ahemdabad Amritsar DOMESTIC NETWORKS Delhi Ludhiana Pune Hyderabad Mumbai Bengaluru Chennai Manesar Indore Mundra Kolkata Jaipur Kolkata Ludhiana Manesar Delhi LDH Amritsar Ahemdabad AMD Indore Jaipur DEL Mumbai MUM Pune Mundra

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# TOTAL FREIGHT (INT'L+DOM.)

** ***	or an armony
Freight	in MT.)

S.	Airport	Freight (in MT.) For The Month				
no.	Alipoit	April	April	%		
no.		2019	2018	Change		
(A)	21 International			- camaga		
1	Chennai	31881	34726	-8.2		
2	Kolkata	10911	12616	-13.5		
3	Ahmedabad	8810	7469	18.0		
4	Goa	337	269	25.3		
5	Guwahati	1672	1994	-16.1		
6	Lucknow	1238	1097	12.9		
7	Jaipur	1272	1359	-6.4		
8	Trivandrum	2187	2325	-5.9		
9	Bhubaneswar	819	670	22.2		
10	Calicut	2386	1600	49.1		
11	Coimbatore	963	889	8.3		
12	Varanasi	271	95	185.3		
13	Srinagar	607	421	44.2		
14	Amritsar	296	117	153.0		
15	Mangalore	274	188	45.7		
16	Portblair	523	447	17.0		
17	Trichy	673	516	30.4		
18	Imphal	615	378	62.7		
19	Vijayawada	195	0	-		
20	Tirupati	0	0			
21	Indore	819	853	-4.0		
Tota	7 JV Internation	66749	68029	-1.9		
(D)	/ J v Internation	ai Airpoi	ts			
22	Delhi (DIAL)	80379	80064	0.4		
23	Mumbai (MIAL)	70198	79608	-11.8		
24	Bangalore	30485	30134	1.2		
	(BIAL)					
25	Hyderabad	11695	11229	4.1		
	(GHIAL)			-		
26	Cochin(CIAL)	6054	6013	0.7		
27	Nagpur (MIPL)	657	625	5,1		
28	Kannur (KIAL)	0	0			
Tota		199468	207673	-4.0		
(C)	9 Custom Airpo	rts				
29	Pune	3061	4115	-25.6		
30	Patna	890	647	37.6		
31	Bagdogra	553	418	32.3		
32	Visakhapatnam	583	553	5.4		
33	Chandigarh	427	370	15.4		
34	Madurai	264	265	-0.4		
35	Surat	140	0	1 - 7.17		
36	Aurangabad	100	142	-29.6		
37	Gaya	0	0			
Tota		6018	6510	-7.6		
	57 Domestic Air					
38	Ranchi	908	525	73.0		
39	Raipur	468	358	30.7		
40	Agartala	420	393	6.9		
41	Udaipur	0	0			
42	Jammu	113	145	-22.1		
43	Dehradun	14	10	40.0		
44	Vadodara	356	183	94.5		
45	Leh	288	109	164.2		
46	Bhopal	85	102	-16.7		
47	Jodhpur	1	0			
48	Hubli	10	0	-		
49	Rajahmundry	0	5			
				2700		
50 51	Silchar Dibrugarh	63 78	46 79	37.0 -1.3		

Freight	lin	MIT	١
LICIZIII	ш	IVE L.	,

S.	Airport	Fre		
no.	Aliport	April	The Mo	%
		2019	2018	Change
(D)	57 Domestic Air		2010	Change
52	Rajkot	3	28	-89.3
53	Gorkhpur	0	0	-09,5
54	Jabalpur	0	1	-
55	Dimapur	33	64	-48.4
56	Bhuj	0	2	- 10.1
57	Tuticorin	6	0	- 2
58	Prayagraj	0	0	-
59	Jorhat	0	4	-
60	Juhu	28	31	-9.7
61	Kanpur(chakeri)	3	0	-
62	Jaisalmer	0	0	-
63	Gaggal(kangra)	0	0	-
64	Cuddapah	0	0	-
65	Pondicherry	0	0	
66	Jamnagar	0	0	-
67	Belgaum	3	0	
68	Bikaner	0	0	
69	Porbandar	0	0	-
70	Khajuraho	0	0	-
71	Bhavnagar	0	0	
72	Kandla	0	0	- 2
73	Adampur	0	0	
	(Jalandhar)	-	10/1	
74	Maysore	0	0	-
75	Salem	0	0	
76	Agatti	3	1	200.0
77	Bhatinda	0	0	
78	Bhuntar	0	0	-
79	Gwalior	0	0	
80	Diu	0	0	
81	Agra	0	0	-
82	Kishangarh	0	0	-
83	Pakyong	0	0	
84	Ludhiana	0	0	
85	Kolhapur	0	0	7
86	Pantnagar	1	0	-
87	Barapani	0	0	-
	(shillong)			
88	Pathankot	0	0	- 5
89	Lakhimpur	0	0	-
	(lilabari)		10.2	
90	Shimla	0	0	-
91	Tezpur	- 0	0	- 8
92	Jalgaon	0	0	
93	Pasighat	0	0	+
94	Jharsuguda	1	0	
(D) 5	7 Domestic Airports	2881	2086	38.1
	9 St.Govt. / Pvt	Airports		
95	Shirdi	0	0	
96		32	37	-13.5
97	Lengpui(aizwal) Nanded	0	0	-13.3
	Vijayanagar	0	0	_
90		0	0	_
98			1.75	
99	Durgapur Nasik(Hal ozor)	7	7	
99 100	Nasik(Hal ozar)	7	0	-
99 100 101	Nasik(Hal ozar) Mundra	0	0	-
99 100 101 102	Nasik(Hal ozar) Mundra Jagdalpur	0	0	- 3
99 100 101 102 103	Nasik(Hal ozar) Mundra Jagdalpur Pithoragarh	0 0 0	0 0	-
99 100 101 102 103 (E) 9	Nasik(Hal ozar) Mundra Jagdalpur Pithoragarh St.Govt. / Pvt Airports	0 0 0 39	0 0 0 37	5.4
99 100 101 102 103 (E) 9 (F)	Nasik(Hal ozar) Mundra Jagdalpur Pithoragarh	0 0 0 39 0	0 0	5.4



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

(\*) TENTATIVE

(IN '000 TONNES)

PORT	TRAFFIC	P.O.L.	Other	Iron Ore	Ferti	Fertilizers	Coal	le	Containers	ners	Other	TOTAL	% VAR.
	PERIOD	(Crude, Prod., LPG/ LNG)	Liquids	Incl. Pellets	FIN.	FIN. RAW	Thermal & Steam	Coking & Others	Tonnage TEUs	TEUS	Misc. Cargo		AGAINST 2018-19
KOLKATA		548.00	1000		25.00			1000	200000	0.800	1 1	760000	
Kolkata Dock System	TRF APRIL-MAY, 2019 TRF APRIL-MAY, 2018	105	121	6.6	55	13	- 6	248	1628	107	755	3167	5.81
Holdie Doob Commiss	TRF APRIL-MAY, 2019	1337	873	350	1	39	463	2843	513	27	1094	7512	
aidia Dock Collipiex	TRF APRIL-MAY, 2018	1399	804	154	31	53	487	2333	486	29	1373	7120	5.51
TOTAL: KOLKATA	TRF APRIL-MAY, 2019	1442	994	350	79	39	463	3322	2141	134	1849	10679	
	TRF APRIL-MAY, 2018	1557	902	154	98	99	496	2581	2238	142	2033	10113	5.60
PARADIP	TRF APRIL-MAY, 2019	6252	273	3062	117	414	5484	1872	28	1	786	18489	
	TRF APRIL-MAY, 2018	5284	257	1571	1	805	5764	2178	25	2	1547	17431	6.07
VISAKHAPATNAM	TRF APRIL-MAY, 2019	2808	344	2480	277	92	1554	1330	1444	85	1050	11379	
	TRF APRIL-MAY, 2018	2410	363	1700	423	150	1688	935	1296	72	1633	10598	7.37
KAMARAJAR(ENNORE)	TRF APRIL-MAY, 2019	836	20		7		4003	160	510	26	456	5985	
	TRF APRIL-MAY, 2018	725	21	7.	A.	35	4596	188		9	528	8509	-1.21
CHENNAI	TRF APRIL-MAY, 2019	2329	240		0	17	,		4823	250	770	8179	
The contraction of the contracti	TRF APRIL-MAY, 2018	2013	291	,	1	go.	9	•	5179	268	1085	8268	-4.54
V.O.CHIDAMBARANAR	TRF APRIL-MAY, 2019	108	234		29	63	1132	1193	2742	134	533	6034	
AND A CONTROL OF DECIMAL OF DECIMAL OF THE PARTICLE OF THE PAR	TRF APRIL-MAY, 2018	116	118	45	78	53	1843	634	2356	116	768	6011	0.38
COCHIN	TRF APRIL-MAY, 2019	3970	80	-	1	1	1		1395	86	253	8698	
	TRF APRIL-MAY, 2018	3556	99		01	44	3		1295	70	171	5122	11.25
NEW MANGALORE	TRF APRIL-MAY, 2019	3051	232	812	16	27	1198	242	308	21	156	6117	
	TRF APRIL-MAY, 2018	3408	330	526	47	44	1306	448	322	21	152	6583	-7.08
MORMUGAO	TRF APRIL-MAY, 2019	119	43	575	12	3.00	298	1535	72	9	919	3270	
	TRF APRIL-MAY, 2018	92	86	2277	37	. i	228	895	99	5	029	4351	-24.84
MUMBAI	TRF APRIL-MAY, 2019	6130	327	1133	28	100	1188	166	59	5	1330	10361	
	TRF APRIL-MAY, 2018	6075	374	1196	77	32	538	159	52	4	1162	10157	2.01
J.N.P.T.	TRF APRIL-MAY, 2019	959	457		-00	000	-		10713	897	178	12004	
	TRF APRIL-MAY, 2018	737	488		1	0		-	10275	839	196	11696	2.63
DEENDAYAL	TRF APRIL-MAY, 2019	10225	1691	154	708	4%	4215	147	1193	77	2726	21059	
	TRF APRIL-MAY, 2018	10429	1593	235	809		2862	126	568	35	3033	19655	7.14
ALL PORTS	TRF APRIL-MAY, 2019	37926	4935	8566	-	652	19535	1966	25428		10904	119254	0.000
	TRF APRIL-MAY, 2018	36402	4879	7704	1557	1194	19321	8636	23672	1574	12978	116343	2.50
% Variation from previous year	Jear.	4.19	1.15	11.19	113 87	45.39	111	15.41	7.42	10.17	-15 98	2.50	

Source: LP.A.



# The Reverse Engineering Specialists



Mr. Dev Arora & Mr. Deepak Khedkar, Managing Partners, Pack Supp Solutions

Deepak Khedkar is a Managing Partner of Pack Supp Solutions LLP and Director of Asawari Consulting Pvt Limited

He completed his Masters in Food Technology from Laxminarayan Institute of Technology, Nagpurin 1991 and has been a Chartered Engineer from Institute of

Engineers, Kolkata, since 2002.

He has over 28 years' experience in Packaging, Operations, Manufacturing, Quality Assurance & Quality Control, Cold chain, Supply Chain Management of Agri- Business and Projects. Deepak is a self-motivated individual and articulates his work skills very well. He has operated on global platforms and can deliver cost effective, efficient, operational solutions with the optimum utilization of Man, Material and Machine, based on a unique blend of Food Manufacturing Processes, Plant Operations and Packaging.

He has worked with leading National FMCG Companies like Britannia, Modern Food, DS Spiceco, Harvest Gold and International Organizations like Mini Bakeries Nairobi, Kenya.

Deepak was a Joint Director for over 7 years at Indian Institute of Packaging, Delhi and Kolkata.

He is a Master Trainer and NLRP at FSSAI bodies and a Consultant to the Group of Industries like Aditya Birla Retails, Mumbai. Continues to impart training to Flipkart, Gati and Linfox in Supply Chain area.

Like his friend and partner, Dev Arora is also a Supply Chain professional spanning the functions of Planning, Vendor development, Sourcing, Procurement, In-Plant Logistics, Packaging, Warehousing, Export, Import & Domestic Logistics, Process automation and Business Development

He has been Head of Direct and Indirect Procurement, Logistics and Supply Chain for SBUs- Blank Optical Media-EOU, Recorded Optical Media, Solid State Media (USB drives) and LED Lighting.

Dev has also implemented and customized ERP (SAP/RAMCO) based systems for Purchase Management, E-Procurement, Reverse auctions, Warehousing, Stores and Inventory management, Logistics & Sales Order Management. Led the implementation of Planning & MRP software-Planvisage.

He is a Trainer for 5S practices, ISO 9000 quality systems; and EHS Standards ISO 14001 and OHSAS 18000 and other safety standards.

Company's main objective is to provide Training, Education and Consultancy in the field of Packaging and Supply Chain and end to end solutions for all types of services.

#### Questionnaire

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

It is almost 28 years since we started as professionals in the Industry, but our organization is quite new.

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

We have worked with various organizations during our journey, in

Government, Private, Multinational, FMCG, Business Houses, organized and unorganized sectors. The entire vertical range in the industry have been completed starting with manufacturing, quality control, quality assurance supply chain, cold chain, cold store operations, plant operations, designing as well as commissioning of Food plants and machinery, stabilizing the plant operations, cost control with various business models.

As of today, we have opened our Institute and are training personnel to the various needs of manpower in terms of skill development.

We are running various courses which are suitable to the industry's requirement at the entry level and feedback has been very positive.

We are a team of 15 people who are domain experts and are honing skills of the freshly passed-out graduates.

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

The Indian logistics industry is still in developing phase and the big players are entering into it with technology advancement which requires a different set of skills. The operating volumes are big and the business models are synchronized with the latest supply chain technology. The different set of skills mentioned pertain to the application of Bar code technology, Geo mapping of the consignment, upgradation in the system, effortless loading and offloading of the consignment and development of infrastructure facility (in house) and external facility like road, rail, etc., (logistics support), tamper proof packaging solution, reduction in transit damages (optimization of packaging), efficient utilization of man, machine and material to reduce the environmental load are so many parameters needed to optimize the cost

The development of national standards with respect to logistics is a long-felt need. There is science and technology involved at each and every stage.

We are an organization which provides all these services towards cost reduction/ cost optimization by way of reverse engineering technique.

This will also give an indirect impact on reduction in freight cost, reduction in insurance cost, and ultimately win customer confidence and goodwill.

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

We are a newly formed organization and our Institute is recognized by Logistics Sector Skill Development Council (LSSC) Chennai. As of today, we are efficiently delivering the RPL 4 program of LSSC for FLIPKART pan India, Gati, Linfox, etc...

There are many more organizations, which have shown interest in our services.

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

We deliver cost effective packaging and supply chain solutions to all types of Industries.

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

The next revolution is coming in the Logistics Industry and major leading world organizations are showing their presence in Indian Industry. Our industry needs to gear up in adopting the new technologies and follow the set of standards to compete.

There is a need for accuracy and knowledge about material handling at various stages. Mechanized way of speedy handling of material with more modern warehouses is the major need.

Vinod Kaul

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

X





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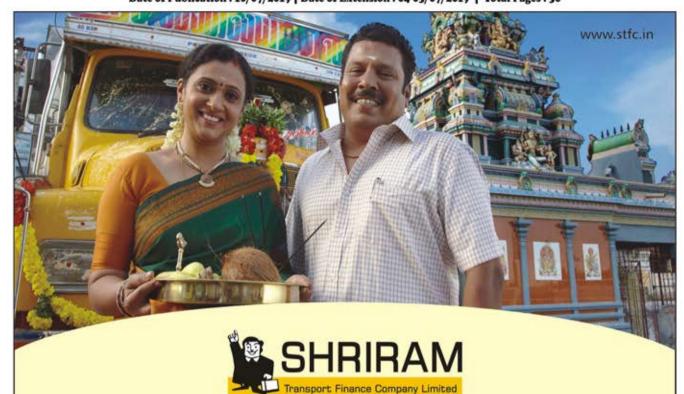
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