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



Govt Working to Make India an Automobile Manufacturing Hub in Next 5 Years

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ICRA: Commercial Vehicle Volumes To Contract 25-28% in FY21

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Covid-19 vaccine distribution faces logistics, supply chain challenges, says expert

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THE EXPRESS LOGISTICS EXPERT

## Transformation of Logistics Sector: The Challenges

#### Ashok Gupta

ith news flashing that scientists have discovered a possible solution to combat COVID 19,

soon everything is expected to come into the flow. The logistics sector which has been one of the most affected sectors is also likely to find its feet and bloom from thereon. We have seen the promise in the last few years as several factors have contributed to the growth of the logistics industry in India. Had there been no impact of COVID 19 things would surely have been different.

There is no doubt that new tax policies, and rapid industrial growth especially in the automobile, fast-moving consumer goods (FMCG), agriculture, pharmaceuticals and retail sectors will again play its role to boost the logistic sector. In addition, we expect aviation, consumer durables, and metal and mining industries will soon come good and invest in logistics in a big way. Further, the focus is also on at outsourcing services and entry of foreign players which can change the face of logistics in India.

But to extract the optimum benefits from the sector the government of India needs to improve the infrastructure of the logistics sector. Need not to mention that this has been one of the biggest challenges faced by the sector. Infrastructural problems like poor connectivity, bad road conditions, and inadequate air and seaport capacities, need to be catered to on top priority. Further, the government needs to devise policies focusing on the development of transport modes like roads, railways,

inland waterways and domestic airways. Owing to these infrastructural bottlenecks logistic services costs are on a higher side in India than developed nations. However, on the positive side, the government has identified all the loopholes and started working on resolving them.

Also, it's time to invest in the research and development activities in order to promote indigenous technology, thereby creating cost competitiveness in the market. Moreover, logistics service providers need to bid bye to the traditional set-up and embrace the latest tools and technologies as soon as possible. Logistics has introduced digital innovations at a slower pace than some other industries. But digital platforms will become increasingly important in the logistics industry, allowing small companies to have a global reach and compete with the sector's established giants. Over the next few years, the race to build a dominant global platform will transform the customer's experience of logistics and will be the central issue in determining which enterprises will be the winners and losers in a truly digital logistics industry.

With the logistics industry suffering from some very significant inefficiencies – for instance, 50% of trucks travel empty on their return journey after making a delivery – digital transformation can also bring important social and environmental benefits by increasing efficiency and cutting down energy consumption and emissions.

Further, emphasis needs to be laid at appropriate training of employees, to



meet the need of skilled labour and manpower, which is important for third-party logistics service providers, manufacturers and retailers.

The possibility is there that the stakeholders in the transportation sector will continue to receive significant opportunities in the future but for the development of logistics sector as a whole, a lot would depend on how the various growth of drivers and inhibitors evolve in the days to come.

With the allocation of huge funds for the development of road infrastructure year after year the government of India has already shown its intent and the sector is more likely to improve and get better every year. However, the pace of infrastructure development will be decisive in minimizing losses, both economic and environmental.

Now that the challenges are distinct and clearly visible everything is in the government's hand how it wants to proceed towards the future. No doubt that the process for the transformation of the logistics sector has begun but how quickly it will reach the desired state is left only to the government. Sooner the day comes better it is!



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### Proper Management: The Road Towards Transformation



Mahendra Arya National President, AITWA

With a large and diverse logistics industry in India, the biggest challenge remains to organize

it. Many experts believe that energyefficient technologies and customerfocused approach can help India bring
its logistics practices at par with
international standards. Further, good
physical connectivity in both urban
and rural areas is what needs to be built
sooner in order to let the nation of 1.3
billion people witness the magic.
Good news is that the government has
already taken steps in this direction.

Moreover, the logistics companies are putting rigorous efforts to keep pace with the increasing demand by shunning old practices and embracing digitized solutions, including automated storage and retrieval systems (ASRS), radio frequency identification (RFID), and global positioning systems (GPS) among others, for speedy and effective delivery.

Besides the digital wave, Indian

logistics companies hope that tax reforms will drive industrial growth.

Today, the Indian logistics sector is seen as an industry with a lot of promise and is going through a phase of transformation. Due to the initial efforts of the government of India, such as 'Make in India' initiative and improvements in infrastructure along with the emergence of skilled professionals, the country's position bettered from the previous years in various layers. Further, India also registered an overall growth and stood at 77th position compared to 2017's 100th, in the World Bank's Ease of Doing Business Index (EODBI).

The progress of the logistics sector holds an immense value for the Indian economy as well; as such advancement would increase exports, generate employment and give the country a significant place in the global supply chain. As per the Economic Survey 2017-18, the Indian logistics sector provides livelihood to 22 million-plus people and improving the sector would facilitate a 10% decrease in indirect logistics cost, leading to a growth of 5-8% in exports. The survey further forecasted that the worth of the Indian logistics market would be around US\$ 215 billion in the next two years compared to about US\$ 160 billion currently. The boom in the next couple of years is expected largely due to the implementation of Goods and Service Tax (GST). Achieving this goal would not have been a herculean task but for the COVID 19 pandemic this will get delayed by a year or so.

Moreover, obstacles created high cost, underdeveloped material handling

Moreover, obstacles created high cost, underdeveloped material handling infrastructure, fragmented warehousing, presence of multiple regulatory and policymaking entities, and lack of seamless movement of goods across modes, and poor integration with modern information technology have hindered the growth process of the sector

infrastructure, fragmented warehousing, presence of multiple regulatory and policymaking entities, and lack of seamless movement of goods across modes, and poor integration with modern information technology have hindered the growth process of the sector.

The redundant documentations and involvement of several agencies at our ports and borders have severely dent our performance in international trade, resulting in about 70% of the delays.

However, this is not unresolvable. Steps must be taken to build the Indian logistics sector an integrated sector to overcome the challenges. A few points that we can follow;

- Harnessing the potential of emerging technologies, bringing in investment, creating human capital, removing bottlenecks, improving intermodal transport mix, automation, singlewindow clearance system, and simplifying procedures.
- Planning and implementing an integrated logistics policy. This could go a long way in streamlining and consolidating multidepartment requirements, besides facilitating corrective action, effective monitoring and prompt grievance redressal.
- Stakeholders have to deal with multiple government agencies at the union, state and local levels, which result in avoidable delays.
- In addition, a process/ mechanism needs to be to measure the sector's performance at regular intervals against the set benchmarks, thus, providing evidence to the policymakers so that a favorable policy environment is created.

The government will also have to make multiple decisions to shape the country's logistics landscape and to transform the sector. Thankfully a few steps have already been taken, which includes the establishment of a new Logistics Division in the Department of Commerce. This looks after the integrated development of the sector by way of policy changes, improvement in existing procedures, identification of bottlenecks and gaps, and introduction of technology-based interventions.

Besides, the Ministry of Commerce and Industry is developing an integrated logistics portal which would serve as a transactional emarketplace by connecting buyers, port terminals, shipping lines, railways, etc. This portal is expected to help reduce delays and facilitate a transparent, informative and convenient trading system. Also, the



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logistics service providers and the relevant government agencies such as customs, port community systems, ministry launched a new Logistics Ease across Different States Index to rank states for the support they provide to improve logistics infrastructure within their respective jurisdictions.

Further, the logistics sector now finds a place in the Harmonized Master List of Infrastructure Subsector. This inclusion is set to benefit the logistics industry as it will now have access to cheaper and long term credit. Steps such as this will lead to simplification of the approval process for the construction of multimodal logistics parks. Lastly, it will encourage market accountability through regulation and will attract investments from debt and pension funds into recognized projects.

There is no denial to the fact that the steps taken by the government towards an integrated development of the logistics sector through policy amendments, infrastructural development, tax reforms and technology adoption will certainly enhance our trade competitiveness, create jobs, shoot up the country's performance in global rankings and pave the way for India to become a logistics hub. Without a doubt, such measures will attribute to the creation of a New India.

- X -

## Transformation:Diverse Policies For A Diverse Industry

S. D. Goyal, General Secretary, AITWA



oday, the Indian logistics sector which provides livelihood to over 22 million people (as per the Economic Survey 2017-18) can influence 10% decrease in indirect logistics cost if the sector is further enhanced, leading to a growth of 5-8% in exports. There is this projection that the worth of the Indian logistics the market would be around US\$ 215 billion in the next two years compared to about US\$ 160 billion currently. But we will have to wait for some more time to realise that as this target will be hard to achieve due to bad economic state for the COVID 19 pandemic.

But there is no iota of doubt that digitalization and globalization have been playing a crucial role to boost international trade for the logistics industry. The industry is fast evolving and is recognized as the backbone of the Indian economy. The sector is also believed to be a reliable source for many commercial sectors as it ensures quick, efficient and economical transport of goods across the country. Further, modern and latest technologies have provided increased efficiency and extra combined operating models for the sector. In addition, the government's vision and 'Make in India' initiatives has helped the sector grow in multiple folds. Today, for such government aims and policies India stands at 63rd position compared to 2017's 100th, in the World Bank's Ease of Doing Business Index (EODBI).

Still, 'Ease of Doing Business' does not limit many other challenges to obstruct the logistics industry from much-deserved growth. If pessimists call the industry as 'glass half empty' it is not totally wrong. From insufficient integration of transport networks to inappropriate warehousing and distribution facilities, poor facilities and management are causing high levels of loss, and damage and deterioration of stock. However, the situations are changing in the Modi regime and things have started to move towards better with effective implementation of policies and strategies.

Until now, logistics in India only meant inbound and outbound segments of the manufacturing and service supply chains. But the dynamics have changed after the NDA came to power and formed the government. Now, it is seen as the interplay of good infrastructure, latest technologies, and updated transport and logistics service providers, including third-party logistics (3PLs) firms and intermodal marketing companies (IMCs).

Nevertheless, to implement the latest technologies the logistics industry is extremely diverse. It is similar to the cottage industry which has numerous small companies involved in limited shipping and logistics activities along with some of the biggest global delivery businesses. This makes the implementation of new technologies uncommon, different from one another. It depends on the availability of funds to invest in new technologies and R&D as well. Still, with the overall T&L arena moving quickly towards adopting more digital functions and capabilities across its value chain, R&D investment and innovation are essential, no matter what size the company is.

The government, on the other side, is ensuring infrastructural development of the industry. Allocating a mammoth budget for road infrastructure, introducing the e-way bill system, the government is now focusing on delivering end-to-end multi-modal transportation solutions in India, And, this has called for immediate attention to the development of cold chain and warehousing facilities across the country. That is why 'logistics infrastructure development' has become the most debated topic of the nation these days. After all, inadequate logistics infrastructure can risk the growth of an economy by creating bottlenecks. Also, infrastructure management is extremely called for at this hour in order to offer cutting edge competitiveness.

Further, the increase in the transportation of perishable products have led logistics service providers to feel the need for good storage and warehousing. Moreover, it is important to realize that establishing training intuitions can help bring the benefits of best practices to the industry thereby improving the overall service quality.

Various other steps are also taken to transform the logistics sector. Establishment of a new Logistics Division in the Department of Commerce is the brightest of all. This scrutinizes the integrated development of the sector by way of policy changes, improvement in existing procedures, identification of bottlenecks and gaps, and introduction of technology-based interventions. In addition, the Ministry of Commerce and Industry is developing an integrated logistics portal which would serve as a transactional emarketplace by connecting buyers, logistics service providers and the relevant government agencies.















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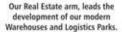














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Group Turnover



(in 2017-18)

Employee Strength



6000+

Vehicles/day Managed on Road



12000

Cargo Ships



6

Warehouse Covered Area



12 (million sq. Ft.)

Own Branch Network



1400+

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### Transformation In The Logistics – Process Has Started



or long the infrastructure sector alone enjoyed an intense focus of the government. But equations started to change post-November 2017 when logistics operations also came to fray. Today, both, logistics and infrastructure sectors are two of key drivers of the Indian economy.

Initially, the NDA government, which came to power in 2014, also ignored the transport and logistics sector but soon it realized their true potential and started allocating whopping budget for the improvement of the sector. The Modi-led government planned to invest a hefty amount in road infrastructure development. Owing to which India jumped 19 places up in the World Bank's Logistics Performance

Index (LPI) 2016, to rank 35th amongst 160 countries.

Such positive statistics inspired the government and influenced to do more for the sector. The result is the government granted infrastructure status to the logistics sector. This move is a big decision in the direction of managing the sector in a professional way. Funding at competitive rates, multiple instruments to raise money, and accessing longer tenor funds from insurance companies and pension funds are a few steps which were in the government's list to tackle first. The move set the right tune to transform India's logistics infrastructure, which is critical to the country's economy.

The Economic survey 2017-18 predicted that the worth of the Indian

logistics market would be around US\$
215 billion in the next two years
compared to about US\$ 160 billion
that year. According to it, the boom
was expected largely due to the
implementation of Goods and Service
Tax (GST). However, COVID 19
pandemic stands as the major obstacle
in achieving this goal and it will get
delayed by a year or so.

Until now, nearly US\$ 45 billion is lost each year due to the inefficiencies in India's logistics network. And, it's huge! Notably, the industrial spending on logistics in India is low, but the relative spending is high. The government of India spends 13 per cent of GDP on logistics whereas, the United States spends 9.5 per cent and Germany allocates 8 per cent. Poor





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logistics infrastructure majorly causes the current waste, which is expected to increase to US\$ 140 billion by 2020 (about 5 per cent of GDP). Its impact is not just limited to higher prices and lower competitiveness, but it negatively impacts the economy too. Experts believed that there's a dire need to handle this wastage in a

The government of India spends 13 per cent of GDP on logistics whereas, the **United States spends** 9.5 per cent and Germany allocates 8 per cent. Poor logistics infrastructure majorly causes the current waste, which is expected to increase to US\$ 140 billion by 2020 (about 5 per cent of GDP)

coordinated manner. They even proposed to have a National Integrated Logistics Policy (NILP), which they thought is the need of the hour. According to the proposal, it will target a greater share of railways, reducing economic waste by half and improving energy efficiency by cutting down the transport fuel requirement by 15 to 20 per cent. The policy will cater to the need of

establishing dedicated rail freight corridors, coastal freight corridors, national expressways, last-mile roads and rail, and multi-modal logistics parks. In addition, the focus will be laid on road maintenance, technology adoption, skills development, and equipment and service standards. And to drive this, the government has constituted the high-level National Transport Policy Development up logistics infrastructure development but has already taken initiatives to give shape to its planning. Building a network for roads, rail and waterways across the country is the first step that the government eyeing to realize. Many international investors who show interest in the infrastructure sector are desperately looking to invest in the logistics industry. Besides, the central



Committee to define programmes, help allocate budget, monitor implementation, and ensure continual coordination across ministries.

The government of India, after learning the fact that the growth of the logistics sector is affected by high cost, underdeveloped material handling infrastructure, fragmented warehousing, presence of multiple regulatory and policymaking entities, lack of seamless movement of goods across modes, and poor integration with modern information technology, has increased the speed to hinder the growth process of the sector. It not only rolls out policies alone to speed

government is also focusing on;

- Harnessing the potential of emerging technologies, bringing in investment, creating human capital, removing bottlenecks, improving intermodal transport mix, automation, singlewindow clearance system, and simplifying procedures.
- Planning and implementing an integrated logistics policy. This could go a long way in streamlining and consolidating multidepartment requirements, besides facilitating corrective action, effective monitoring and prompt grievance redressal.
- · Stakeholders have to deal with multiple government agencies at the

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union, state and local levels, which result in avoidable delays.

 In addition, a process/ mechanism needs to be to measure the sector's performance at regular intervals against the set benchmarks, thus, providing evidence to the policymakers so that a favourable policy environment is created.

Furthermore, the government has taken several decisions to shape the country's logistics landscape which will eventually transform the sector.

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The Ministry of Commerce and Industry is developing an integrated logistics portal which would serve as a transactional e-marketplace by connecting buyers, logistics service providers and the relevant government agencies such as customs, port community systems, port terminals, shipping lines,

providers and the relevant government agencies such as customs, port

railways, etc

community systems, port terminals, shipping lines, railways, etc. The real reason behind introducing this the portal is, the portal is believed to solve the issues of delays and facilitate a transparent, informative and convenient trading system.

Logistics Ease: The Ministry of Commerce and Industry also launched a new Logistics Ease Across Different States Index to rank states for the support they provide to improve logistics infrastructure within their respective jurisdictions.

List of Infrastructure Subsector: The logistics sector now finds a place in the Harmonized Master List of Infrastructure Subsector. This inclusion is set to benefit the logistics industry as it will now have access to cheaper and long term credit. Steps such as this will lead to simplification of the approval process for the construction of multimodal logistics parks. Lastly, it will encourage market accountability through regulation and will attract investments from debt and pension funds into recognized projects.

Also, it's time to invest in the research and development activities in order to promote indigenous technology, thereby creating cost competitiveness in the market. Also, logistics service providers need to bid goodbye to the traditional set-up and embrace the latest tools and technologies as soon as possible. Logistics has introduced digital innovations at a slower pace than some other industries. But digital platforms will become increasingly important in the logistics industry, allowing small companies to have a global reach and compete with the sector's established giants. Over the next few years, the race to build a dominant global platform will transform the customer's experience of logistics and will be the central issue in determining which enterprises will be the winners and losers in a truly digital logistics industry.

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trucks travel empty on their return journey after making a delivery – digital transformation can also bring important social and environmental benefits by increasing efficiency and cutting down energy consumption and emissions.

The government of India is doing its bit to enhance the infrastructure of the sector. But it is also the duty of the business owners to be updated with latest technologies, trends and innovative ways to extract most from the logistics business. Once efforts will start coming in from all regions, the good days are not far away.

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## Transformation in Logistics – a Continuous Process

#### Origin of Nomenclature

Logistics is thought to be derived from the Greek word Logistikos, which referred to the movement of men and materials of their army and from there, it appears to have travelled to other places. It is believed by some that the English language usage of this word can be traced to the French word Logistique from the mid 1800's. This word later came to mean movement of cargo / freight from one place to another.

#### Over three centuries back.

Prior to the 1800's cargo transportation was primarily through animal drawn carriages. From mid-1800, the first mechanised land transportation - the Railways were brought to India by the British, powered by a major invention of the Industrial Age - the Steam engine. The main lacuna that then existed was the connectivity to the smaller cities / towns, from the railway stations based mainly in larger cities. The solution came before 1900, with another great invention of this era - the Internal Combustion engine, which gave rise to the Automobile industry, though it took another half a century for our indigenous industry to start. Road Transport revolutionised Logistics in our country, as it could carry material to every nook and corner of the country, where roads existed. This has been given impetus by the present government, with its focus on road building. Today, Road Transport accounts for around 70% of domestic trade, as compared to 30% for the Railways, reversing the position that existed at the time of our Independence.

#### Modern Era Logistics—a continuous process of transformation.

Ships have been a mainstay for overseas cargo transportation for a long time. Air Freight has contributed by speeding up the logistics process in effecting cargo delivery quicker all over the world. In India, after a fledgling start in the 1930s, Air Freight came into its own in the 1970s, with the development of wide-body aircraft and

freighters. It has also been at the forefront of the efforts to improve Logistics processes, like special contour shaped ULDs (Unit Loading Devices), ETVs (Elevating Transfer Vehicles), endeavour to make the Import / Export documentation paperless, etc. Meanwhile, on land, the Road Transport industry was not stagnant, with the new concept of RFS (Road Feeder service) taking shape. In this, Customs bonded sealed trucks carry forward the airline service to offline destinations. In the last decade of the previous century, we saw the formation of integrators, like UPS, Fedex, DHL (TNT, which completed the foursome, does not exist in this segment anymore). This was a convergence between the functions of a forwarder and an airline. This sort of convergence is noticed even in mobile phones, nowadays, when it also functions as a camera, a television, etc. The entire subject of Materials Management was absorbed into the field of Logistics, over time, during the second half of the last century. Later, the factors allied to logistics included

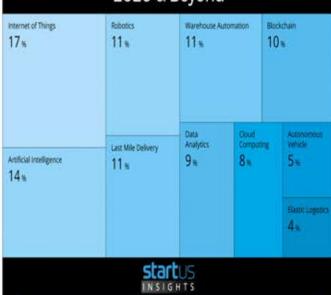
warehouses. freight forwarding. Custom clearances. transportation through road, rail, ocean, river, etc., vide trucks, cargo trains, ships / barges, aircrafts / freighters, etc. With time, as cold warehouses came into existence, transportation became more specialised with reefers. temperature controlled containers, multimodal Logistics parks, etc. New



Pradeep Singal Chairman, AITWA

developments / techniques have led to automation in manufacturing, warehousing, e-commerce, supply chain management, etc. and have given an impetus to new technologies like IoT (Internet of Things), Robotics, ASRS (Automated Storage & Retrieval Systems), Drones, Artificial Intelligence (AI), Blockchain, Autonomous / Driverless Vehicles, etc. Their usage has gone beyond the bounds of our limited imagination.

#### Top 10 Logistics Industry Trends 2020 & Beyond



Simultaneously, a number of improvements have taken place in materials handling, like ETV (Elevating Transfer Vehicle), which helps in stacking of huge palletised and other cargo, drones being used to calculate inventories of multiple levels in modern warehouses in minutes, rather than the days it would have taken earlier, etc. Two decades back, innovations like pick 'n pack, crossdocking, JIT (just in time) delivery, were the result of better organised processes and inventory handling and are still valid. Even old technologies like RFID (Radio Frequency Identification Devices) have found renewed uses, with volumes driving costs down. Earlier, during World War II, it was used for identifying enemy aircraft on radar, but today, an entire railway stockyard can be inventoried sitting in the office, without any line of sight to the product. Compare this with bar codes, which were developed much later, but still need line of sight access and proximity to the product to enable use of special bar code readers to scan and do the same in days. The FASTags familiar to Road transporters are primarily RFID tags. An Indian, Dr. Sanjay Sharma, was at the forefront of the global effort to streamline RFID technology for the Modern Industrial Age, but that is another story.

#### Some Developments in Digital technology

Digital technology has developed fast and transformed the industry beyond recognition. Cargo / Freight Systems offer features like track & trace, cargo acceptance, load balancing, etc. We now have Cargo Community Systems which link all stake-holders like Customs, Banks, Carriers, Insurance, etc., on a common platform. Digital scanning of cartons / packages has reached hi-tech standards with thousands of packages being scanned per hour, for dimensions and weight, while moving on conveyer belts.

Automation in Warehouses are advanced, with ASRS electronically retrievable inventory, as required. SKUs (Stock keeping units) of each tiny part are given its own specific number. To put this in perspective, imagine each car having 20000 – 30000 SKUs, each of which are recorded, traceable and retrievable separately.

Shopping online is the rage, now a days, which is the life-blood of the e-commerce industry. Payment gateways involving credit, debit, ATM cards, mobile payments like Paytm, Phone Pe and other UPI platforms, NEFT, etc., have been convenient in this regard.

Experimentally, drones have been successfully used to deliver small packages, by E-commerce companies. This morning's newspaper records that 11 grenades packed in a box were dropped by a drone from an inimical neighbouring country, to an open ground in India, using a string. About a month back, a similar dropping of arms and ammunition, from the same source was sent to our country. Both these hazardous consignments were, fortunately, recovered by our security forces, but it gives an idea of the negative possibilities of new technology.

#### Enter the NATILUS



A couple of versions of the Natilus drone

One major development in this field, is the NATILUS and other autonomous aircraft. Indications are that the largest drones planned by them would have the freight capacity of 100 metric tonnes (MT), the same as a Boeing 777 airplane. The start-up's concept was to give an alternative option, between an airplane which would take less than one day to deliver a full load of 100 MT @ \$ 260,000 for the San Francisco Shanghai trip and a cargo ship which would cover the same quantity and distance in around 20 days @ \$61,000. Similar estimate for the Natilus was delivery in 3 days @ \$ 130,000. I attended this presentation in early 2017, hence these cost and time estimates might vary somewhat now, but the message of 50% savings over conventional air transport is clear.

Major Airline manufacturers like Boeing, Airbus, Bell (Helicopter major) and other Start-ups like Elroy Air, etc., are also experimenting with giant drones.

#### Major Current International Trends for the future in India (see chart on page 1)

This chart below gives approximate percentages of the impact of current top trends in International logistics. Many of them are not relevant in India presently, but is reproduced here, as eventually they will have to be adopted in our country too, to keep up with International trends.

#### The Status in India

The Indian Logistics sector, before the

Covid - 19 pandemic, was estimated at \$160 Bn and expected to grow at CAGR of 10% to reach \$215 Bn by 2022. The Logistics sector is the fastest growing in the country, in terms of number of employees (over 22 million). It has not been that well understood earlier by successive governments, until Mr. Vajpayee's government decided to construct the Golden Quadrilateral

involving the highways linking the four largest Cities in the country. Mr. Modi has carried forward that work with extending / widening roads. Further infrastructure building work is being carried out on regular basis. The matter has been taken seriously enough to create the position of a Special Secretary — Logistics, by the Union Government. Much is expected from the Government's new found realisation that Logistics is a gold mine to be exploited for national benefit.

(with inputs from Mr. Vinod Kaul)

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## Goa Waives 50% Road Tax For Commercial Vehicles



he state government has decided to waive 50 per cent road tax for commercial vehicles. And, this has come as terrific news for commercial vehicle owners in Goa.

Notably, the Goa Cabinet decided to waive 50 per cent road tax levied on commercial vehicles in the state during fiscal 2020-21, in order to compensate owners for the period such vehicles were off roads during the COVID-19 lockdown.

According to an IANS report, the cabinet explained that the decision will help compensate owners of such commercial vehicles for the period when they were off the roads, i.e. during the COVID-19 lockdown that was implemented earlier this year in an effort to rein in the growing number of cases across the country.

"Half of the commercial vehicles' road tax has been waived till March 31, 2021. The Cabinet took the decision because commercial vehicles were not used for at least six months from March 2020 onwards. They won't have to pay a penalty or interest," Chief Minister Pramod Sawant said.

The decision comes in wake of

demands made by various public transport associations, which had said that their members would not be in a

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position to pay the full annual road tax, because most vehicles could not ply due to the lockdown.

Sawant also announced that there would not be any penalty and interest on the pending dues.

"During pandemic lockdown the businesses were down and the government has taken cognisance of the financial conditions of the commercial vehicle owners. The owners will only have to pay for the remaining 6 months only," he said, reported Herald.

Sawant said those who have already paid road tax that amount can be carried forward next year.

It must be noted that it isn't only transport associations and industry bodies in the state of Goa that had demanded relief in the payment of road tax for commercial vehicles. In fact, associations from all over India had urged both the state and local governments to introduce relief measures for commercial vehicle owners.

Sawant also said that the Goa government would promote plantation of commercial trees varieties like khair, sandalwood, teak and rosewood on private non-forest land in Goa by simplifying regulations.

"Those opting for such commercial plantations will have to take the required permission from the Forest Department beforehand. They will not have to approach the Forest Department to cut the trees after five or more years," Sawant said.

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#### Dear CEO's & Logistic Heads

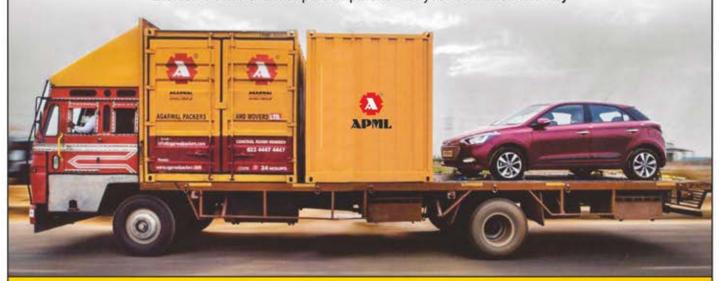
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#### Govt Working to Make India an Automobile Manufacturing Hub in Next 5 Years

itin Gadkari, Minister of Road Transport and Highways & MSME, Govt of India, said that the government is working towards making India a global automobile manufacturing hub in the next five years, reported PIB. The government is already making policies to support the industry, he added.

Addressing the virtual 'Electric Mobility Conference 2020', organized by FICCI Karnataka State Council, Gadkari said, "The

future is very bright and India has the potential to become the largest Electric Vehicle (EV) market in the world as the government continues to push for EV adoption," he added.

Mr. Gadkari further called upon the automobile industry to reduce cost of the EVs so that the sale number goes up and as the sale goes up the industry would also gain. He stressed that the quality ogf the vehicles should also be maintained. Gadkari felt that with higher output the automobile industry would be able to cater to growing market. He also said that Indian manufacturers have the capability to make efficient EVs that can not only create more jobs but also provide opportunities for exports, "e-Mobility is going to be the future mode of transport with greater efficiency and less impact on the environment. Import of crude oil and air pollution are two major concerns for the country. We need to have an integrated approach for EVs," he added.

He further urged FICCI and other stakeholders to come up with an integrated approach towards developing the EV sector in India.



Referring to the NITI Aayog report, Gadkari said that India needs a minimum of 10 GWs per hour of cells by 2022, which will be expanded to 50 GWs by 2025. "We need to encourage the manufacturing of these cells in India. I urge the industry to think about manufacturing e-batteries in the country. We need to have a policy that promotes cost-effectiveness, and substitute import, pollution-free and indigenous," he emphasized.

Gadkari also said that the government is working towards making e-Highway on Delhi and Mumbai Expressway where e-buses and trucks would run. "We are going ahead with a pilot project; the Delhi-Mumbai corridor will become the lifeline of India and we plan to install new electric roads. Electricity as a fuel is available in the country, hence mass rapid transport on electricity is the most important solution for the country," he added.

EV makers, he said, must decentralize their supply chains and companies need to focus on procuring raw materials and production of battery cells locally on a continued basis. Road transport in the country is undergoing a shift and he urged everyone to adopt eco-friendly mobility solutions. "I hope to see cleaner and more sustainable innovation from the industry as we move towards a greener tomorrow," noted Gadkari.

Gadkari also emphasized promoting use of bio fuels like CNG, LNG and informed that he would soon launch tractors run on Bio-CNG.

Ullas Kamath, Chairman, FICCI Karnataka State Council said,

"FICCI strongly feels that India must continue to encourage EVs along with all other Electrified Vehicle technologies, such as Plug-in Hybrid EV, Strong Hybrid EVs & Fuel Cell EVs along with electrification of the transport sector to lessen air pollution, achieve fuel security and technology leadership in this sector. "Karnataka is one of the first movers in adopting EV technology and had announced the policy in 2017 and is planning to set up an EV Cluster for companies who want to invest in this sector," he added. Shekhar Viswanathan, Chairman, FICCI EV Committee said that with the advent of GST and subsequent reduction for EVs shows that the government is fully supportive. He further added that the shift towards electrification can't be achieved without creating a vibrant manufacturing eco-system for EV parts in the country. This is a challenge that will require collaboration between the industry, government along with state governments and conducive policies that will facilitate investment viability for local manufacturing, he noted.

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#### Andhra Pradesh Govt Encouraging Inland Waterways To Reduce Logistics Cost

R. Karikal Valaven, Special Chief Secretary, Industries and Commerce, Infrastructure and Investment revealed to The Hindu that the State government wanted to encourage the establishment of multi-modal logistics parks in Anantapur and Kadapa districts.

Speaking at a conference on 'Economic Prosperity through Logistics', organised in virtual mode by the Confederation of Indian Industry (CII), Mr. Valaven pointed out that the State was endowed with good road and rail network and there was a need to focus on inland waterways to reduce logistics cost.

Stating that the export sector was one of the priority area of the government, he said that an export promotion policy was on the cards.

He further said that in an attempt to enhance the connectivity with the industrial clusters in the State, establishment of coastal shipping berths across the sea coast was being planned.

It will also leverage the advantage of long coastline, he said.

Speaking on the occasion, Visakhapatnam Port Trust Chairman (VPT) K. Rama Mohan Rao highlighted various initiatives of the government such as Make in India, Atma Nirbhar Bharat and Sagar Mala project, to drive growth in the logistics sector.

He said that the Visakhapatnam port had taken measures for safe evacuation of goods in views of COVID-19 pandemic.

Enhanced cargo handling system helped to avoid congestion at the port, he informed.

Chief Commissioner, Central Excise & Customs, Visakhapatnam Zone Naresh Penumaka, Chairman, JM Baxi Group Krishna B Kotak, Chairman, CII Andhra Pradesh and Managing Director, Efftronics Systems Private Limited D. Ramakrishna and others also spoke on the occasion.

## Govt to consider 2 proposals for setting up free trade & warehouse zones in Maharashtra



rom the sources of Mint it is learnt that the government on November 27 will consider two new proposals for setting up free trade and warehousing zones (FTWZs) in Maharashtra.

The proposals will be taken up for consideration by the highest decision making body for SEZ (special economic zones) Board of Approval (BoA) in its meeting on November 27, according to an office memorandum of the department of commerce.

NDR Infrastructure Pvt Ltd has proposed to set up an FTWZ in Raigad, Maharashtra, over an area of 50.98 hectares (125.96 acres), with a total proposed investment of ₹700.81 crore.

According to the memorandum, the developer has already procured 117.6 acres of land and for the remaining 8.36 acres they have done agreements for sale.

Similarly, Karanja Terminal & Logistics Pvt Ltd too has sought in-

principle approval for setting up of an FTWZ in Raigad, Maharashtra over an area of 50 hectares, with a total proposed investment of ₹528 crore.

The objective of these zones is to create trade-related infrastructure to facilitate the import and export of goods and services with freedom to carry out trade transactions in free currency.

Further the BoA would also consider five proposals seeking more time to execute their SEZ projects.

An SEZ unit Indo UK Healthcare has sought extension of LoA (letter of approval) for one year till March 9 next year.

Wockhardt Ltd, a unit at Shendre, Aurangabad, Maharashtra has sought extension of validity period of LoA for oral solid dosage for human usage for a period of one year upto October 24, 2021.

SEZs are exports hubs which contribute to about 20% to the country's total outbound shipments.

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#### 1000 LNG Stations Will Be Set Up In Next Three Years

harmendra Pradhan. Minister of Petroleum & Natural Gas and Steel. laid the foundation stone for the first 50 LNG fueling stations, across the golden quadrilateral and major national highways, reported PIB. This is part of a slew of initiatives of the Ministry of Petroleum and Natural Gas in realizing Hon'ble Prime Minister Narendra Modi's vision of transforming India into a Gas based economy. Government hasidentified LNG as a transport fuel as a priority area considering the potential of manifold benefits in terms of reducing vehicular pollution, saving in terms of import bill of the country and wide ranging benefits that may accrue to fleet operators, vehicle manufacturers and other entities in the gas sector.

Speaking on the occasion, Pradhan said that a well-thought strategy is being implemented to take the country towards the gas-based economy. In this regard, gas infrastructure is being set up, in terms of laying of pipelines, setting up of terminals, enhancing gas production, introduction of simple and rational tax structure. He said that LNG is going to be the fuel of the future for transport, and in this regard, retro-fitting of the vehicles as well as development by Original equipment manufacturers is being undertaken. The Minister said that the LNG is not only almost 40% cheaper than diesel but also causes very less pollution. He said that the Government will set up LNG stations at the distance of 200-300 km on golden quadrilateral, and within 3 years, we will have 1000 LNG stations on all major roads, industrial hubs and mining areas. He expressed confidence that 10% of the trucks will adopt LNG as fuel.

Pradhan said that the government is working to meet the commitment made by the Hon'ble Prime Minister in COP-21 to reduce pollution. He said that the government provided 8 crore poor households with LPG connections under PMUY, and during the pandemic, 14 crore free cylinders have been distributed to help support

Pradhan said that the government is working to meet the commitment made by the Hon'ble Prime Minister in COP-21 to reduce pollution. He said that the government provided 8 crore poor households with LPG connections under PMUY, and during the pandemic, 14 crore free cylinders have been distributed to help support PMUY beneficiaries

PMUY beneficiaries. The Minister said that clean and affordable fuel has become an instrument of welfare of people. He said that the Government will continue to promote CNG vehicles, Electric vehicles, Auto-LPG, but at the same time, LNG as long-haul fuel will be pushed, 20-25 MMSCMD equivalent LNG will come to the country, and cheaper LNG is likely to be available in the global market. He said that increased LNG consumption in the country will reduce the country's dependence on crude oil.

The Secretary, Ministry of Petroleum and Natural Gas Tarun Kapoor said that the Government is making a longterm plan to promote LNG. The first trial of the fuel was started in 2015, and it is now ready to take off on the commercial scale. He expressed confidence that LNG's use will increase and adopted for long haul trucks and buses.

These fifty LNG stations will be set up and commissioned in partnership by country's Oil & Gas majors such as IOCL, BPCL, HPCL, GAIL, PLL, Gujarat Gas and their Joint Venture Companies and subsidiaries. Out of these 50 LNG stations, IOCL will set up 20 LNG Station, while BPCL and HPCL will set up 11 each LNG station. These 50 LNG stations are being put up at the nation's Golden quadrilateral and major National highways where LNG is to be made available for heavy vehicles and buses.

Natural Gas, being an environment friendly clean fossil fuel, has potential to play a significant role in providing solutions to the environmental challenges as well as ever growing energy needs in a sustainable manner. Accordingly, Government of India has focused to promote the usage of natural gas as a fuel/feedstock across the country to increase the share of natural gas in primary energy mix from current level of 6.3 % to 15% by 2030.

LNG use in trucks can reduce SOx emissions by 100% and NOx emissions by 85% thus befitting society at large. Further, Heavy Duty vehicle segment is expected to grow significantly with increased highway development which is on-going across the country.LNG based truck operators can look forward to saving around Rs 2 Lakh per annum per truck which will result in higher upfront cost of LNG trucks being paid back in around 3 - 4 years. LNG as heavy vehicle fuel segment can also provide around 20-25 MMSCMD of new gas demand by 2035, and will be an important contribution towards our vision of 15% share of Natural Gas in India's energy mix.

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#### NHAI Collaborates With 200 Premier Institutes To Leverage Local Expertise



n line with its vision to provide world-class National Highway (NH) network and to create a bridge between technical Institutions and Industry, the National Highways Authority of India (NHAI) has received overwhelming response from many reputed Institutes for its initiative of collaborating with Premier Institutes to Leverage Local Expertise. According to NHAI, as many 18 IITs (including IIT Roorkee, IIT Bombay, IIT Varanasi, IIT Guwahati, IIT Kanpur, IIT Kharagpur), 26 NITs and 190 other reputed Engineering colleges have agreed to collaborate with NHAI. Out of which, about 200 Institutes have already signed the Memorandum of Understanding (MOU).

NHAI has said that it had introduced a unique initiative to associate with reputed Technical Institutes and Engineering colleges to adopt nearby stretches of National Highways, on voluntary basis under Institution Social Responsibility, reported PIB. Over 300 Institutes are expected to collaborate to adopt NH stretches.

The adopted stretches may be used as a field of study for faculty, researchers and familiarise students of the Institute with the latest trends in industryand suggest the relevant performance parameters and innovations.

Under this initiative, the partner institutes will study improvement prospects in Road Safety, maintenance, riding comfort, removal of choke points, black spots and usage of new technologies on the adopted stretches and give suitable suggestions to NHAI.

The Institutes, NHAI stated, are also encouraged to associate with the Consultants/NHAI during conceptualization, design and project preparation of new projects and suggest the relevant performance parameters and innovations based on experience specific to the local climate, topography and resource potential for better socio economic outcome.

The areas of collaboration for improving the efficiency of existing highways are:

- (i) Improvements in safety provisions by removing existing deficiencies and offering potential solutions to old recurring problems based on local experience.
- (ii) Improvements in continual

maintenance of the stretches and improving the riding comfort through cost effective measures based on innovative technologies.

- (iii) Localized solutions for removal of congestion points and thereby increasing the average traffic speed.
- (iv) Viability of new wayside amenities for road users based on the existing traffic pattern and user expectations.

NHAI shall also offer internship to 20 Undergraduates and 20 Post-graduate students with the stipend. The initiative will result into a win-win outcome to both the NHAI and Institute and will also instil sense of contribution in building infrastructure among the student fraternity.

NHAI envisions to provide a world class NH network to meet the Nation's requirements by building large number of mega highway projects in a cost-effective manner. Adoption of NH stretch by an Institute would facilitate stakeholder engagement and help to mitigate the routine local problems such as traffic hindrance, congestion, and immediate identification of accident-prone sites and causes thereof.

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#### GM, Nikola Announce Reworked, Smaller Deal Focused On Supplying Fuel-cell Systems

eneral Motors Co and Nikola Corp announced a reworked, smaller agreement that keeps a fuel-cell partnership intact but eliminates an equity stake in the startup for the Detroit automaker as well as plans for building Nikola's electric pickup truck, reported Reuters.

In September, the companies announced a deal under which GM would supply batteries, a chassis architecture, fuel cell systems and a factory to build the startup's proposed Badger electric pickup in return for an 11% stake and \$700 million. However, the deal came into question after a short seller attacked Nikola as a fraud, something the company denied.

The new deal, a non-binding memorandum of understanding, is subject to negotiation and a definitive deal, Nikola and GM said in separate statements.

Under the new agreement, GM will supply its fuel-cell system for Nikola's Class 7 and Class 8 commercial semitrucks, Nikola said. The companies are also discussing Nikola's potential use of GM's Ultium electric battery system in its commercial trailers.

Nikola's shares were up almost 8% in pre-market trading.

## Scania Says China To Become Third Hub In Its Global Production System

ruck maker Scania plans to make China the third hub in its global production structure, it said after confirming the establishment of a wholly-owned truck production plant in the country, reported Reuters.

The news comes after Reuters reported earlier on Tuesday that Scania had bought a truck company in China to start making vehicles for the first time in the world's biggest auto market.

The acquired Nantong Gaokai is based in Rugao, a city also developing hydrogen fuel cell vehicle technologies, situated near Shanghai, with series production at the plant scheduled to start in early 2022.

Scania, a unit of Volkswagen AG's commercial vehicle arm Traton SE which also has production hubs in Europe and Latin America, said its operations in China would be gradually expanded and developed



into a "full-scale" unit in its global production and supplier structure.

"Our expansion in China will be made step by step and in pace with the positive development of market conditions and the increasing demand for modern vehicles with a higher technology content that will follow," Scania CEO Henrik Henriksson said in a statement.

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"There is no way to happiness. Happiness is the way." — Thich Nhat Hanh



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## ICRA: Commercial Vehicle Volumes To Contract 25-28% in FY21

ommercial vehicles (CV) volumes are expected to shrink 25-28 per cent this fiscal amid multiple headwinds along with the pandemic impact, and the outlook for the sector remains "negative" on the back of continuing challenges, ratings agency Icra said, reported PTI.

In the previous fiscal, CV domestic volumes stood at 7,17,688 units as against an all-time high of 10,07,311 vehicles in 2018-19.

The outlook for the commercial vehicles (CV) sector remains 'negative' on the back of continuing challenges such as over-capacity, subdued freight availability, financing constraints, among others, all of which have compounded due to the pandemic, Icra said in a release.

The ratings agency said it expects the volumes in FY2021 to contract by 25-28 per cent, which would bring industry volumes down to the lowest levels in more than a decade, it said.

ICRA conducted an extensive survey, covering 26 CV dealers from 11 states in October to gauge the trends at the ground level and to understand the current challenges of the sector.

"The domestic CV segment was already in the midst of several headwinds in FY2020 and witnessed a steep volume contraction of 29 per cent," Icra Vice President Shamsher Dewan said.

"The industry had been expecting the down-cycle to extend into the current fiscal as well, as increased vehicle prices post transition to new emission norms (BS-VI) would have added to the existing plethora of challenges. However, the extent of the contraction has been worse than expected, on account of the challenges brought

about by the pandemic," Dewan added.

The existing challenges such as overcapacity in the trucking system, subdued freight availability due to a weak macroeconomic environment, financing constraints, and stress on the cash flows of fleet operators have all exacerbated with the onset of the pandemic and the lockdowns imposed to contain the same, he said.

Accordingly, fleet operators have pushed new vehicle purchases to the

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85 per cent and
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respectively,

backburner, as is evident from the 85 per cent and 55 per cent contraction in overall CV retail volumes witnessed in Q1 and Q2 FY2021, respectively, Dewan added.

Dewan added

An overwhelming 85 per cent of the dealers indicated during the survey that sales volumes continued to contract till September 2020, and despite sequential improvement, the current demand environment remains overall muted, because of the challenges, Icra said.

Stating that financing remains a major impediment to sales, it said one of the key challenges highlighted was that the stress in the fleet operator segment had turned financing institutions increasingly cautious in lending to the CV segment.

However, on a positive note, the survey also indicated that 50 per cent of the dealers reported inventory levels of less than three weeks, while another 42 per cent reported between 3-5 weeks.

The original equipment manufacturers (OEMs) have had to extend limited support in the form of financing or incentives to dealerships during this period, as inventory levels were quite low.

Additionally, they have been supportive in not pushing excessive inventory towards dealerships, as the demand environment remains subdued, Icra said.

Dealerships have also turned cautious on the discounting front, with more than half of the dealers indicating discount levels of less than 10 per cent. This is significantly lower than discounts reported last year as dealers struggled to liquidate the BS-IV inventory that would turn obsolete with the transition to BS-VI norms from April 1, 2020, it said.

"ICRA expects significant double-digit contraction with the impact to be higher for the M&HCV (medium and heavy commercial vehicle) (truck) and the buses segments. The LCV (light commercial vehicle) (truck) segment is expected to fare relatively better, supported by warm rural sentiments and increasing requirements for last-mile transportation," Dewan added.

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#### Eicher Motors Q2 Net Profit Down 40% To Rs 343 Crore



icher Motors a 40 per cent decline in consolidated net profit at Rs 343.34 crore in the second quarter ended September 30. The company had posted a net profit of Rs 572.69 crore in the corresponding quarter last fiscal, Eicher Motors said in a regulatory filing.

Total revenue from operations during the period under review stood at Rs 2,133.60 crore as against Rs 2,192.47 crore in the same quarter a year ago, it added.

During the second quarter, the company's two-wheeler arm Royal Enfield sold 1,49,120 motorcycles, a decline of 9 per cent from 1,63,390 motorcycles sold during the same period in FY 2019-20, it said.

"This quarter, we witnessed healthy demand and pick-up in business activities in the automotive industry. It has been encouraging for our motorcycle business at Royal Enfield as we have seen increased revival in consumer sentiment and demand," Eicher Motors Ltd Managing Director Siddhartha Lal said, reported PTI.

Stating that the company has a robust order book and booking numbers are ahead of pre-Covid levels, he said, "We are working to ensure sustainable volumes in the forthcoming quarters. We are very excited to have launched the Royal Enfield Meteor 350 earlier this month...Initial response from consumers as well as from automobile experts has been very good."

In the commercial vehicles industry, Lal said the sentiments are improving with a gradual pick up in demand from certain sectors.

"At VECV (the commercial vehicles joint venture between Volvo and Eicher), we continue to remain focused on our long term objectives, including driving modernisation in commercial vehicles," he said.

In the second quarter, VECV's revenue from operations dropped 13 per cent to Rs 1,703 crore as against Rs 1,955 crore in Q2 of last year.

It incurred a marginal loss of Rs 7 crore during the quarter against a profit of Rs 15 crore in Q2 last year, the company said.

VECV MD and CEO Vinod Aggarwal said the commercial vehicles industry continued to decline in Q2 despite quarter-on-quarter improvement.

As against Q1 decline of 91 per cent, decline in Q2 was much less at 46 per cent against corresponding quarters of previous year.

"Within the overall industry, the worst impacted is the bus segment with decline of 85 per cent in Q2 and 97 per cent in Q1 due to negligible demand from school and staffing segments and adverse impact on inter-city movement through public buses due to COVID," Aggarwal said.

"At the same time, the initial signs of revival of the industry are quite visible with a positive outlook for the economy going forward," he added.

#### DICV Sets Up Global Capability Centre In Chennai

a i m l e r I n d i a Commercial Vehicles (DICV) has set up a new Global Capability Centre in Chennai that would host 'shared services' stream, the company said.

Shared services include exports of DICV solutions to other Daimler entities, research and development, information technology, human resources and customer service, among others.

"With the rapid growth of our shared services revenue stream, we are substantially increasing our significance in providing a broad portfolio of services to the international Daimler network and beyond", said company MD Satyakam Arya, reported PTI.

"With our new Global Capability Centre, we look forward to attracting the best possible local talent and continuing to Make for the World", he added.

The 20,000 square foot Global Capability Centre office space in Perungudi would house upto 165 employees and has been opened to meet growing global demand, the statement said.

#### Logistics Solution Provider LetsTransport In Talks To Raise Rs 200 Crore



ogistics solution provider
LetsTransport is in talks to
raise Rs 200 crore for
expansion as Covid-19 has
driven up online shopping leading to an
increase in demand for trucks
delivering goods.

Venture fund Blacksoil Capital had invested Rs 10 crore in LetsTransport in July. The existing investors are Bertelsmann, Fosun, Rebright Partners, Mitsubishi Corporation, Mirai Creation Fund, and Mitsui Sumitomo Insurance VC.

"Tapping on the increased demand, we are planning to elevate our pan India presence and are looking forward to investing heavily in technology enhancement, diversification in cold chain logistics, and electric vehicles," said Pushkar Singh, CEO and Cofounder, Lets Transport, reported ET.

LetsTransport provides urban logistics solutions to enterprises by offering tech-enabled intra-regional transportation services.

It enables clients to book trucks and manage bookings through their mobile app, call, and website. This techenabled urban logistics player deals in the light commercial vehicle segment, distance range up to 300 Kms, present in 15 cities in India.

It is planning to expand in Kolkata, Ahmedabad, Surat, Kanpur, and Patna. The current fleet size of LetsTransport stands at 75,000+ trucks on their platform.

The data available to the company shows that North India recovered from the COVID impact much faster than South, East, and West India. LetsTransport aims to expand by approximately 35 more cities and grow by 150 - 200% next year. The company expects an increase in demand from Tier-2 & Tier-3 cities due to increased digital literacy and e-commerce expansion.

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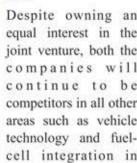
#### Volvo Group and Daimler Truck AG Sign Binding Agreement For New Fuel-cell JV

he Volvo Group and Daimler Truck AG signed a binding agreement for a joint venture to develop, produce and commercialise fuel-cell systems for use in heavy-duty trucks

system with several power stages, including a twin system with 300 kW continuous power for heavy-duty long-haul trucks. It aims to start with customer tests of trucks with fuel-cells in about three years and to be in series

> production during the second half of this decade, the statement said.

> Despite owning an equal interest in the joint venture, both the companies will continue to be competitors in all other areas such as vehicle technology and fuelcell integration in



trucks. "For us at Daimler Truck AG and the Volvo Group, our intended partner, the hydrogen-based fuel-cell is a key technology for enabling CO2-neutral

transportation in the future. We both are fully committed to the Paris Climate Agreement for decarbonising road transport and other areas, and to building a prosperous jointly-held company that will deliver large volumes of fuel-cell systems," Martin Daum, chairman of the board of management of Daimler Truck AG and member of the board of management of Daimler AG, said.

The joint-venture will stand to benefit from the Volvo Group and Daimler Truck AG's long-standing experience in technology development, industrialisation and large-scale production in the commercial vehicle segment.

Martin Lundstedt, president and CEO of the Volvo Group, said, "In future, the world will be powered by a combination of battery-electric and fuel-cell electric vehicles, along with other renewable fuels to some extent. The formation of our fuel-cell joint venture is an important step in shaping a world we want to live in."

The closing of the transaction is expected during the first half of 2021. The transaction is still subject to merger control review by relevant authorities, as well as other approvals.



and other applications, reported ET

The Volvo Group will acquire 50% of the partnership interests in Daimler Truck Fuel Cell GmbH & Co. KG for about EUR 0.6 billion on a cash and debt-free basis, a company statement said.

The joint venture will also develop a

#### Volvo Trucks To Launch Full Range Of **Electric Trucks In Europe In 2021**

olvo Trucks, Sweden's AB Volvo's main truck brand, will sell a complete range of electric, heavy-duty trucks in Europe starting in 2021, the company said in a statement.

Volvo said it was currently running tests of the electric heavy-duty Volvo FH, Volvo FM and Volvo FMX trucks, to be used for regional transport and urban construction operations in Europe, reported Reuters.

The trucks will have a gross

combination weight of up to 44 tonnes, and, depending on the battery configuration, the range could be up to 300 kilometers, Volvo said.

Sales will begin in 2021 and volume production will start in 2022.

"This means that from 2021 onwards Volvo Trucks will sell a complete range of batteryelectric trucks in Europe for distribution, refuse, regional transport



and urban construction operations," it said.

## Infraprime Logistics To Rollout 1,000 Heavy Electric Trucks In India

nfraprime Logistics Technologies, a start-up in construction logistics is planning to rollout 1,000 heavy duty electric trucks in India post successful commercial run of its fleet of 55-MT electric trucks over the last one year, reported ANI.

The commercial run demonstrated up to 60 per cent savings in operating cost over conventional diesel trucks.

The company launched Electric Truck in India in August 2019, which garnered significant attention as it pioneered industry-first air-conditioned battery pack with 600,000 km warranty.

The truck has a gradient of 23 per cent, significantly exceeding comparable diesel trucks - making its operation in difficult terrain much smoother.

"Our planned production is oversubscribed with a waiting time of six months. Owing to the significant demand for what we considered as a niche product, we are expanding our production capacity," said Subodh Yaday, CEO of IPLTech.

The company has raised investments from German VC fund Fundamental AG and entrepreneur-led fund Leo Capital. Notable high net worth individuals including Vellayan Subbiah (MD, Tube Investments) backed the company in its seed round.

The company hopes its expansion plans can contribute to the economic revival in India in the post-Coronavirus world.

With 1,000 Electric trucks on the road in Delhi NCR, India's air quality will see a significant improvement. The days of fleet operators sweating over rising diesel bills would be over - the power required for charging electric truck batteries would be provided through company operated charger network.

The company is already operating two charging stations on Delhi-Jaipur highway and a fleet of 12 Electric Trucks is already on the road.

#### Haryana Start-up Disrupting Industry With Rugged Electric MHCVs



IPLTech Electric has designed rugged electric MHCVs within \$80k-120k price range, reported Business Wire India. And, this has put the \$2 trillion automotive industry is in the middle of a disruption.

The company has commercially launched Rhino 5536 (55MT gross vehicle weight). The fleet operators, not wanting to be left behind the technology change, are queuing up to book the model. Babulal, Managing Director of BL Trading Co, who is running five electric trucks, is elated that the truck is giving four times the margins of a diesel truck.

India has the highest diesel tariff globally while one of the lowest power tariffs resulting in over 80% savings in fuel bill in Electric Vehicles. Medium and Heavy Commercial Vehicles (MHCVs) in India are priced very competitively fetching a realization between \$50k-90k per diesel vehicle.

The approach adopted by the Company is a refreshing change from a subsidy driven adoption in most segments everywhere else in the world. With subsidy from Government of India, the vehicle can be priced at par with a diesel truck. Hundreds of thousands of electric trucks can replace a major portion of fleets immediately helping the Government officials meet the twin objectives of improvement in air quality and of cutting the energy import bill.

Notably, Tesla is creating unparalleled consumer surplus through its cars that are renewed on the air. Start-ups emerging in electric commercial vehicles (Rivian, Nikola) and self-driven vehicles (Waymo, Argo.AI) are playing their part in revolutionizing the segment currently dominated by a handful of near-century old companies.

Further, IPLTech Electric's truck has global applications as a dump truck in construction and mining segment. With its aggressive pricing, the Company can not only capture a large slice of the Indian market, it can venture into most other countries where the diesel dump trucks are priced more expensively at \$100-150k. After its successful start in the cost-conscious Indian market, the Company remains in pole position to compete with Rivian and Nikola.

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## Chalo Dilli prompts truckers to apply handbrakes to long hauls

s per IANS, tens of thousands of farmers from Haryana and Punjab have embarked on the Delhi Chalo journey and reach the NCR borders, "emergency brakes" had to be applied on the onward journey of another regular lot -- the truck drivers on long hauls.

With the national capital's Tikri border connecting Haryana shut due to agitating farmers against the Centre's three Farm Laws, the truck drivers are facing the brunt. For a few days most truckers on long distance journeys have been stuck at the borders.

Speaking to IANS, truck driver Rajinder Solanki said, "I have been stuck here since 6 a.m. Friday. I was taking packages to Ahmedabad but got stuck here due to the closure of borders."

He added that he along with other drivers have been instructed not to leave their vehicles.

Another driver, Naresh Kumar said that he was stuck here for a few days as



he was to take plastic packages to Rajasthan. "There is no arrangement for food and we are facing a lot of problems due to that, "he said.

## How can a long-haul truck driver protect him and slow the COVID-19 spread?

s a long-haul truck driver, you spend many hours alone in the cab of your truck. However, there are times when you will be at increased risk of exposure to COVID-19. For long-haul truck drivers, potential sources of exposure include



having close contact with truck stop attendants, store workers, dock workers, other truck drivers, or others with COVID-19, and touching your nose, mouth, or eyes after contacting surfaces touched or handled by a person with COVID-19.

- Notify your supervisor and stay home if having symptoms.
- Make a plan with your employer and your family as to what to do if you become sick while you're on the road.
   Include where to stop, where and how to seek medical advice and treatment, and plans for freight delivery.
- · Follow COVID-19 precautions
- Limit close contact with others by maintaining a distance of at least 6 feet

when possible.

- Limit time spent outside of the truck cab during fueling, loading and unloading, and at rest and truck stops.
- Use paperless, electronic invoicing for fueling, deliveries, and other tasks, when available.
- Contact facilities in advance to make an appointment for unloading of cargo. Be aware that some facilities may not grant access to restrooms, and plan as best you can.
- Use radio/phone to talk with dock managers or other drivers, if possible.
- Pack food, water, and supplies to limit the number of stops.
- · Avoid shaking hands.
- · Keep your truck well-ventilated.
- Use cloth face coverings in public settings where other social distancing measures are difficult to maintain.
- Clean and disinfect frequently touched surfaces on a routine basis such as:
- In the truck cab (driver door handle, steering wheel, seat belt and buckle, arm and head rest, seat cover, turn signal, wiper controls, dashboard, air ducts, radio, and temperature controls).
- In the sleeper berth (light switches, mattress tray, temperature controls, and other flat surfaces).
  - · If a third party must have access to

the interior of your truck (for example., mechanics, other drivers, inspectors), request that the third party clean and disinfect the truck before turning it back over to you.

- Wash your hands regularly with soap and water for at least 20 seconds, or use an alcohol-based hand sanitizer containing at least 60% alcohol.
- Key times to clean hands include:
- Before entering and leaving the cab, including deliveries, loading and unloading of cargo, rest breaks, fueling, and other activities;
  - Before eating or preparing food;
- After putting on, touching, or removing cloth face coverings;
- After blowing your nose, coughing, or sneezing;
  - After using the restroom.
- Avoid touching surfaces often touched by others when outside of the cab.
- Do not share personal protective equipment (PPE) (such as vests, safety glasses, hard hats), tools, phones, radios, or other personal items.
- Use pre-qualified truck stops or hotels identified by your employer as having appropriate COVID-19 protections.
- Avoid sharing bedding in the sleeper berth.

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## Weak Logistics Impede India's Global Steel Ambitions



ndia often likes to compare itself with China, but one of the main strengths behind its development is a superb supply chain that is the world's envy, feels BusinessWorld.

Blessed with abundant iron-ore reserves and skilled manpower, world's second-largest steelmaker India has the potential to emerge as a global hub for the metal. Yet many of its inherent natural strengths are being overshadowed by a man-made one --inefficient logistics.

Nearly 15% of the cost of steel manufacturing in the country is on account of logistics, while the same accounts for only 9%-10% in the United States. If the same cost proportion were to be brought down to 9%, estimates are that expenses on Indian steel could be trimmed by 15%-18%.

In other words, efficient logistics could be a game changer. Indian steel industry has already got a taste of potential success in the wake of Covid as between April and August exports of semi-finished steel and finished steel rose 69% and 28% on year respectively.

Though the bulk of it was consumed by China, other Southeast nations also bought Indian steel. Supply disruptions and high iron-ore prices were the main demand drivers as buyers found it cheaper to import semi-finished steel rather than make them from raw materials.

#### Time to drive home the advantage

It is unlikely that the same situation would continue for long as raw material supplies from countries like Brazil and Australia are bound to normalize in coming months. Local supply disruptions are also unlikely to prolong due to easing lockdowns.

Yet it will be vital for Indian steel to maintain their exports edge. Domestic demand for main consuming industries such as automobiles and construction are unlikely to return to pre-covid levels for months, which means capacity utilization will remain

"Always keep your eyes open. Keep watching. Because whatever you see can inspire you." — Grace Coddington

challenging let alone expansion plans.

If India wants to drive home its competitive advantage, a multi-modal logistics logistic supply chain needs to be taken up on a war footing.

Around 60%-65% of raw materials needed for steel and 30%-40% of finished steel are currently transported by railways, while roads largely

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account for the rest. Unlike China, inland waterways have a minimal role in the country's steel logistics.

Despite having an extensive inland waterways network of around 14,,500 kilometres, the transport option is barely used in the country much except in Goa--where currently ironore mining is at a standstill-- though costs are about a quarter to half of road and rail.

#### Need for a coordinated approach

The concept of improving coordination between railways, roads and waterways has barely been explored. Railways can accommodate trucks on flat railway wagons especially on time-sensitive routes, rail, road and port networks, it's

which can easily be done by making certain design changes even on electrified routes.

Such changes can easily cut a three-day journey by road to a day, saving both fuel and time. The lack of proper inventory planning, the use of

smaller trucks instead of bigger ones as well as inadequate rail connectivity across the steel value chain are other issues.

Just in time inventory management remains a sore point for Indian iron and steel industry. Partly this is also due to insufficient digitization because managing the flow of goods efficiently can't be done in today's day and age without online connectivity of each strand of the value chain.

It is not the size of a transport network alone that determines how swiftly goods can move from one end of the value chain to another. For example, in the US many fleet operators have no more than 10 trucks, but aggregators bring together different operators to create a seamless chain.

Logistic parks located outside key hubs such as big cities or industrial townships also have a critical role to play in creating such supply chains. These provide room for adequate loading, unloading and fleet management on real time basis that are critical to shipments or import of materials.

Special economic zones that facilitate such integration and provide incentives for trade development would also help to collapse a scattered supply chain. Besides strengthening



Special economic zones that facilitate such integration and provide incentives for trade development would also help to collapse a scattered supply chain. Besides strengthening rail, road and port networks, it's equally important to boost cargo flows at points of terminus or origin

equally important to boost cargo flows at points of terminus or origin.

Journey times at these congested areas can take as much time as the entire route traversed prior to entering these points due to lack of planning. Dedicated electric mobility solutions within such zones can save time and the environment.

India often likes to compare itself with China, but one of the main strengths behind its development is a superb supply chain that is the world's envy.

# Maharashtra Increases Toll Rates By 10% For CVs

ransporters across
Maharashtra protested
against the government
decision to hike 10% toll for
heavy commercial vehicles.

A member of All India Motor Transport Congress told TNN: "The road fraternity strongly objects to this hike in toll charges. During the tough times posed by the corona pandemic, the decision of the state government to hike toll on heavy goods vehicles is misplaced and unwarranted."

He further said: "Already the commercial vehicle operators are suffering from a slide of business, rising operating costs, and dwindling freights. The operators are under severe financial strain and this decision does not augur well for their sustenance."

Moreover, he stated: "The government provided relief to the light vehicles considering their plight but heavy vehicle operators too have suffered the same fate and hence they should not be burdened because of this."

#### Pune RTO To Get Brakes Testing Device Soon



he Pune regional transport office (RTO) will get a roller brake testing machine in December, after a delay of more than two years.

Shivajinagar MLA Siddharth Shirole, who visited the RTO office last week, told TOI that his father Anil Shirole had provided Rs50 lakh to the RTO for purchasing of the machine two years back.

"The decision to purchase the machine was taken to ease pressure on the test track at Dive Ghat, where both small and large commercial vehicles go for fitness tests. During the interactions with the RTO officials, it was learnt that while the infrastructure to set up the machine is ready, tenders called in to install the same had found no

takers," MLA Shirole said.

For the brake test of the vehicles, the traditional method involves making the vehicle run at different speeds on a 250 metres track with instructors and inspectors telling the driver to apply brakes at specific points.

The inspectors then check if the brakes are working or not. The roller brake testing machine will change this method, with the static vehicles made to roll on the installed rollers at the facility itself.

"Of the Rs50 lakh sanctioned for the machine, Rs26 lakh has been spent on creating the infrastructure, while the rest has been kept for purchasing the machine. We are certain that the machine will be installed at the Pune RTO by December," Shirole added.



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# Covid-19 vaccine distribution faces logistics, supply chain challenges, says expert



s per Times of India immunisation against Covid-19 involved several challenges, including logistics and supply chain for distribution of vaccine in the country. Observing this an expert has said there cannot be any lowering of guard on prevention of virus spread till a robust vaccine was available.

While the government would do its job on procurement and distribution, the focus should be on keeping the spread under check and studying the virus for having more effective antiviral drugs till a vaccine was available, Dr Rakesh Mishra, Director of CSIR-Centre for Cellular and Molecular Biology (CCMB) said.

Besides production, the other challenges for Covid-19 vaccine distribution were logistics and supply. There is no adult vaccination programme in the country except tetanus for pregnant women. Even immunisation of children had its share of difficulties with many people not vaccinating, he said.

Most vaccines may require at least two doses, possibly the second one to be administered after a certain number of days, which increases difficulties in logistics and supply. The vaccines of some companies require a minus 70 degree cold chain which would be tough to arrange beyond major cities, Mishra told PTI. In addition, a major concern was that it would not be known till two or three years whether a vaccine was really good or not for long term protection, he noted.

Meanwhile, the CSIR is in the process of developing a proof of concept for a vaccine candidate for Covid-19 to be handed over to Aurobindo Pharma for further process if it shows initial promise. The CSIR is aiming to reach "some conclusion" in the endeavour in about three months, Mishra said.

"We are aiming that in about three months, we should reach some conclusion. So, we are trying three different platforms, slightly different compared to what many others are trying. Even if one or two of them are good, then Aurobindo will take it further for safety and trial. Maybe, after 3-4 months, we will know which one of these if any, we can take further," he said.

On some pharma companies claiming efficacy of 90 per cent about the vaccines developed by them for Covid-19 and whether they had adequate time to conduct the tests, he said data should be published on the tests.

The size of the data appears to be small, he said. The protection from the virus should be for a long time then only it is of real use, Mishra added.

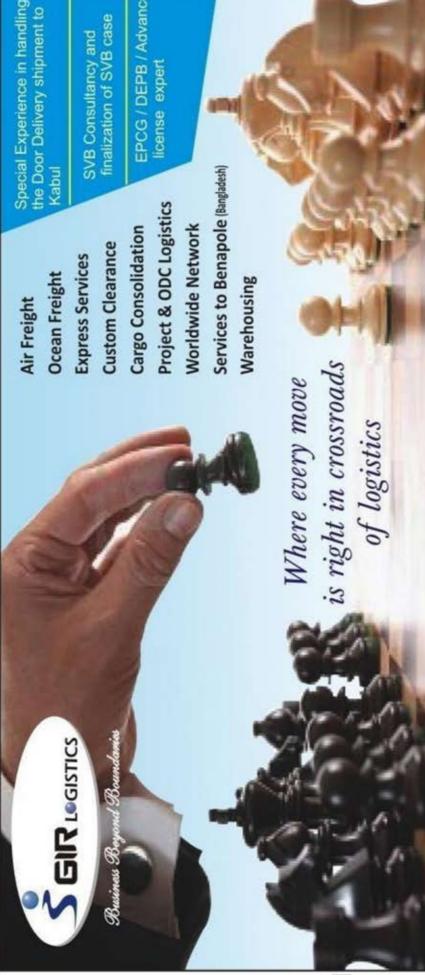
Presently, at least three vaccine candidates are under clinical trials in the country.

The Serum Institute of India is conducting phase-3 trial of the Oxford vaccine, while that of the indigenously developed COVAXIN of Hyderabadbased Bharat Biotech and the Indian Council of Medical Research (ICMR) has already begun.

Dr Reddy's Laboratories would conduct the phase 2/3 human clinical trials of the Russian Covid-19 vaccine, Sputnik V, in India. Also, the Biological E Ltd has started Phase I/II clinical trial of its Covid-19 subunit vaccine candidate in India.

Pfizer Inc. and BioNTech SE have announced that their vaccine candidate was found to be 95 per cent effective in preventing Covid-19, while Moderna has claimed that its vaccine candidate was found to have an efficacy of nearly 94.5 per cent.

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#### PRESENTED TO FINANCE MINISTER OF INDIA ON UNION BUDGET 2021-22

#### BY ALL INDIA TRANSPORTERS WELFARE ASSOCIATION (AITWA)

AITWA presented a few desired points to cover in the upcoming bedget. The memorandum was submitted to the Finance Minstry.

1. Request to rationalize the Section 44AE of Income Tax Act. Madam, in 2018 Indian Government has raised the presumptive income tax on the small truck owners (less than 10 trucks) to Rs; 1000/- per Ton of GVW Per month. It is almost 3-4 times more than the old tariff of Rs; 7500/- Per Truck per Month. Madam, in 44AE there is no provision of claiming even depreciation of the vehicle, and presumptive income direct goes to slab wise income to calculate Income Tax.

Further Madam, the goods

transportation by road are lowest in India than the other countries as the Diesel prices are increasing day by day. And after introduction of GST there is already a lot of compliance issues. More over these truck owners have been losing business to foreign players. Still the Department has increased the presumptive income of these poor truckers which make the truckers tough to survive.

We request a reduction of the presumptive income tax, as it should not be more than Rs 500/- per Ton of GVW with retrospective effect.

2. TDS on cash withdrawals u/s 194N has been applied w.e.f. 1st September 2019. We understand the need to curb cash transactions which is a welcome step in metro cities & tier 1 cities. But truck drivers who are travelling across on state highways & national highways across the country are not able to pay digitally everywhere. Till now only 400 odd toll plazas have Fastag out of which many still give problems to valid tag holders. RTO fines, penalties have been increased multifold due to which cash will be needed on the highways. Thus, the industry will have to continue to use cash for other expenses enroute also including fooding for the driver. Due to TDS made applicable it will drastically affect the cash flows of transporters who are generally borrowing money from banks & NBFCs without any beneficial

schemes. We have been highlighting to the Income Tax Department that refunds of 1-3 years are pending of many of our members for which there is no positive response.

Thus, we are requesting to the Finance Ministry to consider the practical requirement of this trade and give relief from this section to road transport sector.

#### 3. Request for exemption of TCS on purchase of Truck, Truck Parts – Diesel and Cash withdrawal by transport Sector

We write to you in connection with the above subject which is likely to have a drastic effect on our industry members. The road transport fraternity is going through a difficult phase with various regulatory changes in the last few quarters.

While we have been writing for the other issues to your good office, we feel these recent changes need to be also looked into. The implementation of TCS, on purchase of Trucks, tyres, fuel, etc for fleet owners, will be further pressure on their liquidity for which the transport sector is already struggling.

We thus urge Finance Minister to review that the transporters are already shortening the working capital with the deduction of 2% TDS on freight payments, now TCS will also be deducted on the purchase of trucks, truck parts, diesel, and cash withdrawals. Now this additional TCS will only reduce their working capital availability which will drastically affect their liquidity. Today most transporters are getting the refunds from the Income Tax Department which leads to a delay in receipt to them of these amounts.

Our request is to kindly exempt the road transport sector from TCS on purchase of Truck, Truck Parts – Diesel and Cash withdrawal as there are payments that are made during the driver's journey which is not possible digitally. Also, the exemption for TCS on purchase of Trucks, truck parts, and fuel as it will not affect any common man but only fleet owners.

We are hopeful that our request shall be looked into and the same shall be addressed in a manner that the transporters do not get further affected due to the new changes in Finance Act. We are looking forward to your kind consideration and support on this matter.

# 4. TDS U/s 194 C The transport Industry has long been demanding the rationalizing the TDS.

- Most of the truck owners are small operators having 1 to 5 Trucks and already paying Income Tax as per the presumptive tax on fixed amount basis Rs: 1000/- per ton per GVW per vehicle under section (44E). It ensures uniformity and increases Tax collection.
- Transporters are deducting 2% TDS from the Truckers while paying their freight against availing their services and in majority 70 to 75% of the truck owners are not claiming refund due to being non assesses and practical problems as they are uneducated and always on the Move.
- Further, the slab of 2% TDS on transportation business is not practical as the industry works on a very low margin of profitability thus the practical rate of TDS should not be more than 0.2%. This has been substantiated earlier also with data of multiple companies where the percentage does not exceed 0.2%.
- Sir, lastly as per TDS U/s 194 C
   Transporter has to deduct 2% TDS on the transportation services provided

by the Truck owner and there is no foolproof method to identify that the trucker is an owner of less than 10 trucks or more, later which resulted Taxation compliance problems.

 Moreover, the above impacts to increase the logistics cost by minimum from 2 % directly since the cost is incurred as refundable but refund is not possible/taken and the cost is of blocked capital.

Madam, we request you to kindly look into the deep of the facts and circumstances and reduce the TDS so that we will able to bring down the logistics cost by saving unproductive expenses.

We Look Forwarded to your positive response.

5. GST on trucks, tyres & spare parts is still under 28% rate slab which is classified as sin or luxury goods. The Trucks are the back bone of the country's Logistics and a bread & butter of the truck owner-driver not a luxury. More over you will appreciate that most of our industry does not take Input Tax Credit as per RCM norms. In fact, as per the GST Act when a trucker is selling his truck, he is supposed to again collect GST which results in double taxation on the same asset. But due to these issues many large logistics companies and foreign funded companies are opting for changing to GST chargeable services which means the GST will be further passed on to the service receiver and reduce their cost.

We thus request that the GST rate on trucks, tyres & spare parts is rationalized to 12% so that the burden of the trucker is reduced and the revenue of the Government is not affected much, further it will help in bringing the logistic cost down and will give a boost to automobile sector also.

# Partial lockdowns for many states; Maharashtra is also considering

he post-festival rise in COVID-19 cases across the country has prompted state governments to impose fresh nightly partial lockdowns. According to CNBC, several cities in North India imposed curfews from 28th November; however, essential services and night-shifters were unaffected by the guidelines. In such situations, the goods carrier service providers will also suffer as their businesses will have to overcome many hurdles again. Curfews across many states means trucks will again come to halt in many places.

However, one cannot deny the gravity of the situation as India has recorded 91, 39, 865 confirmed COVID-19 cases, including 1, 33, 738 deaths. A total of 85, 62, 641 people have recuperated from COVID-19 so far. There are 4, 43, 486 active cases in the country as of date, according to the Ministry of Health.

Here is the list of states that imposed partial lockdowns in the cities.

#### Madhya Pradesh

Having reported 1,500 positive cases on 20th November, the highest in the last 40 days, the MP government imposed a curfew from 10 pm to 6 am in five districts.

The curfew was imposed in Bhopal, Indore, Gwalior, Ratlam, and Vidisha. The curfew does not bar essential services, goods transport, and night shifts in the factories from doing their business.

#### Gujarat

On 20th November, Gujarat reported 1,340 cases, the highest in the last 47 days, prompting a 57-hour curfew in Ahmedabad. Vadodara, Surat, and Rajkot declared the curfew on Saturday from 9 pm to 6 am.

Some 3,837 people died from the virus out of the total 194,402 reported cases in the state.

#### Rajasthan

Last Friday, the Chief Minister, Ashok Gehlot, announced a curfew from 8 pm to 6 am as the total number of cases reached 240,676 -- 3,007 new cases on 21st November.

The virus has taken some 2,116 lives to date.

The curfew was imposed in the worst affected cities like Jaipur, Jodhpur, Bikaner, Kota, Udaipur, Alwar, Ajmer, and Bhilwara.

#### Maharashtra

Though the city hasn't imposed lockdowns yet, Deputy CM Ajit Pawar hinted at a lockdown in Maharashtra after reviewing the coronavirus situation in 8 to 10 days.

Giving an example of curfew in Ahmedabad, Chief Minister Uddhav Thackeray on Sunday evening said this second or third wave is strong like a tsunami.

# VE Commercial Vehicles sells 3710 units in November 2020

VE Commercial Vehicles Ltd. (A Volvo Group and Eicher Motors joint venture) recorded sales of 3710 units in November 2020 (YTD 18206 units) as compared to 3594 units in November 2019 (LYTD 32050), recording growth of 3.2% (YTD decline 43.2%). This includes 3561 units of Eicher brand and 149 units of Volvo brand.

#### Following are the key highlights for November 2020:

· Eicher branded trucks & buses have

recorded sales of 3561 units in November 2020 (YTD 17777 units), as compared to 3450 units in November 2019 (LYTD 31401 units), representing a growth of 3.2 (YTD decline of 43.4%).

- In the domestic CV market, Eicher branded trucks & buses have recorded sales of 3088 units in November 2020 (YTD 15251 units) as compared to 2948 units in November 2019 (LYTD 28481), representing a growth of 4.7% (YTD decline of 46.5%).
- On the Exports front, Eicher branded trucks & buses have recorded sales of 473 units in November 2020 (YTD 2526 units) as compared to 502 units in November 2019 (LYTD 2920 units), representing a decline of 5.8% (YTD decline of 13.5%).
- Volvo Trucks and Volvo Buses have recorded sales of 149 units in November 2020 (YTD 429 units) as compared to 144 units in November 2019 (LYTD 649 units), representing a growth of 3.5% (YTD decline of 33.9%).

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# Women in Logistics



Over the years, we have featured a number of ladies, in this column, who entered the Logistics Industry and gained hands on experience on the job to create their growth path to key positions. Enter the Professional. This appears, (as far as I can recall), to be the first time we are featuring a product of premier Management institutes in India.

Freight Tiger

Astha Agarwal is an alumnus of Indian School of Business, Hyderabad, and IIT Roorkee. She brings over seven years of experience across management consulting, e-commerce, mobility and specialized in product and growth strategy for the consumer and retail sectors. She has previously worked at Bounce and McKinsey after an initial stint at Flipkart in their early days, where she built and managed the lifestyle category.

She believes that it is not enough to just solve a piece of the problem, but take a systems-thinking approach to optimize the entire network. In personal attitude, she has no bias or discrimination -- just do what you need to do - is her guiding principle.

#### Questionnaire

# 1) Tell us about your professional experience in the logistics industry and how do you find the journey until now?

My career began at Flipkart, where I led P&L and category launches across

multiple business verticals. I have well over seven years' experience across consulting and startups, specifically in the consumer and retail industry. Prior to joining Freight Tiger, I was at Bounce as Director, New Business Expansion and defined the business strategy and product roadmap for the first social carpooling service. I have also worked at McKinsey as an Engagement Manager on sales and growth strategy, pricing, and margin management for clients.

#### 2) How did you get inducted into the logistics industry, which is essentially a male-dominated industry?

I look at two things whenever I take up a responsibility - the kind of work I would get to do and the people I would work with.

Freight Tiger's approach to increasing efficiency through technology while contributing meaningfully to all stakeholders is an exciting yet challenging task, given that the industry is still very fragmented and led by conventional processes.

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

This is the first time I am even thinking about it, which tells me that I am finding a level playing field. My male colleagues and direct reports had no specific reaction - they respond well as long as I speak logically.

# 4) How confident are you about future growth on an equal opportunity basis, vis-a-vis male colleagues?

I believe talent and capabilities must outweigh gender bias, and my performance should speak for itself. My organization believes in inclusion and diversity and I am highly confident about my future growth.

#### 5) What keeps you interested in logistics even now?

I am fascinated by the sheer complexity and scale of operations, and hence the massive potential for optimization to deliver greater customer experience. Network optimization in the logistics industry is incredibly complex because of the multiple interactions, number of stakeholders involved in every transaction, on-ground training requirements, and complicated payments and paperwork. With every step in the supply chain, the level of complexity keeps increasing.

This is compounded by the diversity of stakeholders in the system with varying levels of tech-savviness, ranging from transport companies / LSPs, to large consignors, to Plant managers, to individual drivers. I enjoy figuring out how to solve all their pain points and make technology work for them.

#### 6) How do you manage to balance the pressures of life at home and at the office on a regular basis?

I follow a defined schedule, where I allocate my time and attention between work and home. I switch off whenever possible, post work and focus on personal priorities during weekends. There is a clear understanding in the workplace that time management expectations from men and women are the same, so I do not face challenges on this front. I have been blessed with a very supportive and unbiased ecosystem where everyone encourages and roots for me.

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

My advice to all youngsters, particularly women, is to not let any preconceived notions block their choices. The freight industry is large and impacts millions of lives. So what if it has been male-dominated; it is one of the few sectors which is currently ripe for transformation. With updated technology, digital transformation is going to be fast and super exciting. The gender curve is changing in the same way it did for retail and finance. This is an incredible opportunity to help boost India's economy and contribute to building the country's future.

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

- X -







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Kashmiri Gate	÷	1564, Main Church Road, Kashmiri Gate, Delhi - 110006	9310659975	23867271	
Kamla Market		236, Asaf Ali Road side, Kamla Market, New Delhi - 110002	9350186924	23237429	
Okhla		F-32/6, Okhla Industrial Estate, Phase-II, New Delhi - 110020	9312103405	26384881	
Okhla Indl Estate		Shop No.7, Okhla Industrial Estate, Opp. Luxor Pen Company, Near Modo Flour Mill, New Delhi - 110020	9313540025	9990085312	
Noida		F-62, Sector - 8, Near Dainik Jagran Press, Noida -201301	7838900483	0120-2422180	2422771
Faridabad		18/1, Mathura Road, Near Ajrounda Chowk, Faridabad - 121001	9350553301	9717773757	0129-2283542
Gurgaon	:	Shiv Ashram Palam Gurgaon Road, Dundahera Gurgaon - 122016 (Haryana)	8930198012	7995000449	
Gandhinagar	÷	1123/55, Multani Mohalla, Gandhi Nagar, Delhi - 110031	8010082244		
Phoolbagh		WZ-40/7, Phool Bagh, Rohtak Road, New Delhi - 110035	7838900136	28312286,	28312063
Nangloi	÷	580/2/2, Goga Marg, Firni Road, Mundka, Delhi - 110041	9312064194	7995000433	
Naraina		CB/382/11, Indira Market, Ring Road, Naraina, New Delhi - 110028	7995000434	9310657970	
Vishwash Nagar		10/127, 18, Quarter Road, Near Radha Krishan Mandir, Viswasnagar, Shahdara, Delhi - 110032	9312099713	7995000479	
U.P.Border	÷	Rawalpindi Garden, C/2/11, Opp. New Telephone Exchange, P.O.Chikamberpur, U.P.Border - 201 006 (UP)	7995000457		9313544020
Karolbagh	:	949/3, Naiwala, Karol Bagh, New Delhi - 110005	9313834836	7995000429	
Chajjupur	1	12/29, Main Chajjupur Gate, Babarpur Road, Shahadara, Delhi -110032	9350187302	22832404	
Sadar Bazar	1	Shop No. 58, New Kutab Road, Sadar Bazar, Delhi - 110006	9350186138	7995000436	
Sanjay Gandhi	ě.	BG-316, Sanjay Gandhi TPT Nagar, Near Delhi Dharam Kanta, Delhi - 110042		27832833	45170449
Kundli		Shop No.11, Lakhmi Pyau, Kundli Border (Kamla Market) Sonepat (HR) 131028	7995000438	7428388316	9541905794
Rama Road	:	61, Rama Road, Near Bisleri, New Delhi - 110015	9310658047	7995000427	25410794
Manesar		Shop No.4, Pepsi Dhaba, Near Apna Ghar, Delhi Jaipur Highway, Village Shikhapur, More, Manesar - 122001	7838900139	7995000453	7995000448
G.T.Karnal		B-96, G.T.Karnal Road, Behind Telephone Exchange, G.T.Karnal Road, Delhi - 110033	9310657964	7995000433	
Narela		Shop No.22, Chamanlal Market Main, Narela, Alipur Road, Bhorgarh, Delhi - 110040	7995000432	7995000428	
Bawana		"Plot Khasra No.154/1/3, Opp.Indene Petrol Pump, Outer Firni Road, Pooth Khurd, Bawana Industrial Area, Delhi – 110 039 "	9310655231	7995000425	

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भारत सरकार सड़क परिवहन और राजमार्ग मंत्रालय लोक सभा

#### लिखित प्रश्न सं. 2005

जिसका उत्तर 22.09.2020 को दिया जाना है

#### लॉकडाउन के दौरान राष्ट्रीय राजमार्गो पर मरने वाले मजदूरों के निकटतम संबंधियों को मुआवजा

2005. श्री मनीश तिवारीः

क्या सड़क परिवहन और राजमार्ग मंत्री यह बताने की कृपा करेंगे किः

- (क) देश में 23 मार्च, 2020 को लगाए गए राष्ट्रीय लॉकडाउन के कारण 23 मार्च, 2020 और 1 मई, 2020 के बीच अपने गांव/गृह नगर जाते समय राष्ट्रीय राजमार्गों (एनएच) पर कितने लोगों की मृत्यु हुई है;
- (ख) उक्त अवधि के दौरान घर लौटते समय देश में राष्ट्रीय राजमार्गों पर घायल हुए पैदल यात्रियों की संख्या कितनी है;
- (ग) क्या उक्त अविध के दौरान अपने संबंधित गंतव्यों तक पहुंचने के लिए उन्हें अपेक्षित परिवहन सुविधाएं प्रदान कर पाने में सरकार की अक्षमता के कारण राष्ट्रीय राजमार्गों पर मारे गए और घायल हुए लोगों के निकटतम संबंधियों को सरकार ने कोई मुआवजा प्रदान किया है;
- (घ) यदि हां, तो तत्संबंधी ब्यौरा क्या है; और
- (ङ) सरकार द्वारा लॉकडाउन की अविध के दौरान प्रवासी श्रमिकों और अन्य लोगों को उनके संबंधित गंतव्यों तक पहुंचाने के लिए सुरक्षित परिवहन की व्यवस्था नहीं किए जाने के क्या कारण हैं?

#### उत्तर

सड़क परिवहन और राजमार्ग मंत्रालय में राज्य मंत्री [जनरल (सेवानिवृत्त) डॉ. वी के सिंह]

- (क) और (ख) मार्च-जून 2020 की अविध के दौरान राष्ट्रीय राजमार्गों सिहत सड़कों पर कुल 81385 दुर्घटनाएँ हुईं, जिनमें 29415 घातक थीं। यह मंत्रालय राष्ट्रीय लॉकडाउन के कारण अपने गांव/घर को जाते समय 23 मार्च, 2020 से 1 मई, 2020 के बीच रारा पर सड़क दुर्घटनाओं में घायल या मारे गए व्यक्तियों के संबंध में डाटा नहीं रखता है।
- (ग) से (ङ) पूरे देश में विभिन्न राष्ट्रीय राजमार्गों पर पैदल चलने वाले प्रवासी मजदूरों के पलायन की सहायता के लिए, भोजन, पेयजल, जरूरी दवाइयां, चप्पलें आदि के संदर्भ में आवश्यक सहायता प्रदान की गई। प्रवासियों को आराम करने के लिए आराम गृह प्रदान किए गए और उन्हें अपने गंतव्यों के निकटतम स्थानों पर ले जाने के लिए परिवहन की व्यवस्था के संदर्भ में सहायता प्रदान की गई। गृह मंत्रालय ने दिनांक 29 अप्रैल, 2020 और 1 मई, 2020 के अपने आदेशों के माध्यम से प्रवासी मजदूरों को क्रमशः बसों और श्रमिक विशेष ट्रेनों दवारा अपने मूल स्थानों पर जाने की अनुमित दी थी।



सड़क परिवहन और राजमार्ग मंत्रालय ने दिव्यांगजनों के स्वामित्व वाले वाहनों और अमान्य कैरिज वाहनों के संबंध में राज्यों / केंद्रशासित प्रदेशों द्वारा दी जाने वाली विभिन्न छूट / सुविधा / राहत के लिए एडवाइजरी जारी की

दिव्यांगजनों को राहत देने के लिए, सडक परिवहन और राजमार्ग मंत्रालय ने राज्यों/केंद्रशासित प्रदेशों के लिए एडवाइजरी जारी की है। इसके तहत दिव्यांगजनों के स्वामित्व वाले वाहनों और अमान्य कैरिज वाहनों के संबंध में राज्यों / केंद्रशासित प्रदेशों द्वारा दी जा रही विभिन्न छूट / सुविधा / आदि का दायरा बढ़ाने के लिए कहा गया है। इसके पहले 22 अक्टूबर को मंत्रालय ने सीएमवीआर,1989 के फॉर्म-20 में संशोधन के लिए जीएसआर 661(ई) जारी किया था। इस संशोधन के जरिए दिव्यांगजनों को, सरकार द्वारा चलाई जा रही विभिन्न योजनाओं के तहत जीएसटी और छूट वाहनों की खरीद/स्वामित्व/परिचालन के लिए मिलते हैं। नए संशोधन के जरिए दिव्यांगजनों को स्वामित्व संबंधित मुद्दों को सुलझाने में सहलियत होगी। और उनके लिए सरकार द्वारा चलाई जा रही योजनाओं का लाभ लेना भी आसान हो जाएगा।

# एक जनवरी, 2021 से सभी चार पहिया वाहनों के लिए फास्टैग होना जरूरी



केंद्रीय सड़क परिवहन और राजमार्ग मंत्रालय ने एक अधिसूचना जारी कर एक जनवरी, 2021 से पुराने वाहनों के लिए फास्टैग होना जरूरी कर दिया। एक दिसंबर, 2017 से पहले बेचे गए एम और एन श्रेणी के मोटर वाहन (चार पहिया) के लिए फास्टैग होना अनिवार्य कर दिया। इसके लिए केंद्रीय मोटर वाहन नियम, 1989 में संशोधन किया गया।

मंत्रालय ने इसे लेकर छह नवंबर, 2020 की तारीख को जीएसआर 690 (ई) को अधिसूचित किया।

केंद्रीय मोटर वाहन नियम, 1989 के अनुसार, एक दिसंबर 2017 से नए चार पहिया वाहनों के सभी तरह के पंजीकरण के लिए फास्टैग अनिवार्य कर दिया गया था और वाहन विनिर्माता या उनके डीलर फास्टैग की आपूर्ति कर रहे हैं। साथ ही यह अनिवार्य किया गया था कि परिवहन वाहनों के लिए फास्टैग लगने के बाद ही फिटनेस प्रमाणपत्र का नवीनीकरण किया जाएगा। इसके अलावा राष्ट्रीय परिमट वाहनों के लिए भी एक अक्टूबर, 2019 से फास्टैग

चिपकाना अनिवार्य है।

फॉर्म 51 (बीमा का प्रमाण पत्र) में संशोधन के जिरए यह भी अनिवार्य कर दिया गया है कि एक नयी थर्ड पार्टी बीमा लेते समय वैध फास्टैग का होना अनिवार्य है। इसमें फास्टैग आईडी का ब्यौरा शामिल होगा। यह एक अप्रैल, 2021 से प्रभाव में आने के साथ लागू होगा।

यह कहा जा सकता है कि यह अधिसूचना केवल इलेक्ट्रॉनिक माध्यम से टोल प्लाजा पर शुल्क का 100: भुगतान सुनिश्चित करने की दिशा में एक प्रमुख कदम होगी और वाहन बिना किसी रुकावट केफी प्लाजासे गुजर सकेंगे। इससे वाहनों को प्लाजा पर इंतजार नहीं करना होगा और ईंधन की बचत होगी।

वास्तविक जगहों के जिएए कई चौनलों पर फास्टैगकी उपलब्धता सुनिश्चित करने के लिए कदम उठाए जा रहे हैं और ऑनलाइन माध्यम से भी ऐसा किया जा रहा है ताकि नागरिक अपनी सुविधा के अनुसार अगले दो महीनों के भीतर अपने वाहनों में फास्टैग चिपका सकें।

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# पेट्रोलियम एवं प्राकृतिक गैस तथा इस्पात मंत्री ने जनता को एलएनजी को ईंधन के तौर पर इस्तेमाल करने के फायदे बताने का अभियान शुरू करने का आह्वान किया

पेट्रोलियम एवं प्राकृतिक गैस तथा इस्पात मंत्री धर्मेन्द्र प्रधान ने एलएनजी क्षेत्र के विभिन्न साझेदारों से आह्वान किया है कि वे आम लोगों/इस्तेमालकर्ताओं को इस ईंधन के फायदे बताने के लिए एक अभियान की शुरुआत करें। 'एलएनजी परिवहन ईंधन के तौर पर' विषयक एक वेबिनार को संबोधित करते हुए उन्होंने कहा कि एलएनजी भविष्य का ईंधन है और अन्य ईंधन की तुलना में इसकी कम कीमत तथा अन्य लाभों के बारे में सूचित करने के लिए केन्द्रित और त्वरित ढंग से अभियान चलाने की जरूरत है। पीआईबी के अनुसार उन्होंने कहा कि अगर इसकी कीमत कम होने का संदेश उचित ढंग से लोगों तक पहुंच सके, तो यह बड़ी संख्या में उपभोक्ताओं को इसकी ओर आकर्षित कर सकता है।

प्रधान ने कहा कि एलएनजी एक उत्पाद के तौर पर पर्याप्त मात्रा में उपलब्ध है और सरकार इसको आगे बढ़ाने के लिए सभी सुविधाएं दे रही है। उन्होंने कहा कि एलएनजी को आकर्षक ईंधन के तौर पर प्रोत्साहित करने के अवसर का जल्द से जल्द उपयोग करना चाहिए। एलएनजी के इस्तेमाल से पर्यावरण और अर्थव्यवस्था को होने वाले लाभ तथा इसके सुगमता से उपलब्ध होने के पहलू को रेखांकित किया जाना चाहिए। केन्द्रीय मंत्री ने कहा कि देश को गैस आधारित अर्थव्यवस्था की ओर ले जाने के सरकार के प्रयास के तहत गैस अवसंरचना टर्मिनल, पाइपलाइन, स्टेशन और सीजीडी नेटवर्क में भारी निवेश किया जा रहा है और एलएनजी इसका अभिन्न अंग है। उन्होंने कहा कि हम प्रधानमंत्री नरेन्द्र मोदी की भारत को गैस आधरित अर्थव्यवस्था में बदलने की परिकल्पना को अमल में लाने पर अपना ध्यान केन्द्रित कर रहे हैं और इस बदलाव को लाने के लिए जरूरी हर संभव समर्थन दे रहे हैं।

केन्द्रीय मंत्री ने उद्योगों से कहा कि वे एक सब्सिडी आधारित मॉडल लाएं और एलएनजी की वित्तीय व्यवहार्यता पर ध्यान केन्द्रित करने के लिए इसके परिचालन पर काम शुरू करें। एलएनजी को जीएसटी की परिधि में लाने के मुद्दे पर मंत्री ने कहा कि यह एक बहुत ही उचित मांग है और जल्दी ही इस विषय पर आम सहमति बनने की उम्मीद है। उन्होंने उद्योगों से कहा कि वे भारत में एलएनजी के बाजार के विस्तार के लिए क्षेत्र आधारित जरूरतों की पहचान करें। उन्होंने कहा कि इससे गैस वेल्यू चेन के तहत वाहन मालिकों, वाहन निर्माताओं और अन्य साझेदारों के लिए बहुत अच्छा माहौल बनेगा तथा यह बेहतर पर्यावरण को भी सुनिश्चित करेगा।

वेबिनार को पेट्रोलियम एवं प्राकृतिक गैस मंत्रालय के सचिव तरुण कपूर ने भी संबोधित किया। उन्होंने कहा कि एलएनजी के इस्तेमाल के संबंध में वैश्विक परिदृश्य में भारी बदलाव आया है, क्योंकि यह ईंधन उच्च दाब से कम दाब पर रहता है और इसका तापमान भी कम है। लंबी दूरी तक इसका परिवहन किया जा सकता है और इस तरह इसके लिए पाइपलाइन बिछाने की जरूरत भी नहीं पड़ती। वेबिनार में गेल, विस्फोटक नियंत्रक और एसआईएएम के उच्च अधिकारियों के अलावा ऑटोमोबाइल कंपनियों के विरुट अधिकारियों तथा क्षेत्र के अन्य साझेदारों के प्रतिनिधियों ने भी अपने-अपने विचार रखे।

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# सरकार देश भर में लगभग 69 हजार पेट्रोल पंपों पर बिजली चालित वाहन को चार्ज करने का कम से कम एक कियोस्क स्थापित करने की योजना बना रही है

केन्द्रीय सड़क परिवहन एवं राजमार्ग तथा सूक्ष्म, लघु एवं मध्यम उद्यम मंत्री नितिन गडकरी ने आज कहा कि सरकार का उद्देश्य दुनिया के साथ मोटर वाहन उद्योग के निर्वाध एकीकरण की सुविधा देते हुए भारत में मुख्य वैश्विक दक्षताओं का निर्माण करना है। पीआईबी के अनुसार सरकार देश में बिजली चालित वाहनों की स्वीकार्यता बढ़ाने के लिए एक पारिस्थितिकी



तंत्र बनाने की कोशिश कर रही है। 'ऑटो सर्व 2020 के 9 वें संस्करण' इलेक्ट्रिक मोबिलिटी कॉन्फ्रेंस 2020-नई सामान्य स्थिति में अवसर' के एक आभासी सम्मेलन को संबोधित करते हुए, गडकरी ने वाहन उद्योग से प्रदूषण कम करने के व्यापक राष्ट्रीय एजेंडे को हासिल करने की दिशा में संयुक्त रूप से काम करने के लिए एक साथ मिलकर आगे आने को कहा।

उन्होंने सरकार द्वारा बिजली चालित वाहनों को बढ़ावा देने के लिए उठाए गए विभिन्न कदमों के बारे में विस्तार से बताया। इन कदमों में जीएसटी में 5% तक की कटौती, दोपहिया- तिपहिया वाहनों की लागत में से बैटरी की लागत को अलग करने की अनुमति क्योंकि यह कुल लागत का लगभग 30% होता है, आदि शामिल है। उन्होंने कहा कि बैटरी चार्जिंग का पारिस्थितिकी तंत्र बहुत महत्वपूर्ण है और बिजली चालित यातायात की ओर लोगों को प्रेरित करने के लिए सरकार देश के लगभग 69 हजार पेट्रोल पंपों पर बिजली चालित वाहन को चार्ज करने का कम से कम एक कियोस्क

स्थापित करने की योजना बना रही है।

गडकरी ने यह भी कहा कि, ''सरकार अगले पांच वर्षों में भारत को वैश्विक मोटरवाहन उत्पादन केंद्र (ग्लोबल ऑटोमोबाइल मैन्युफैक्चरिंग हब) बनाने की दिशा में भी काम कर रही है।'' उन्होंने जोर देकर कहा कि यह मेरा सपना है। यह प्रधानमंत्री के आत्मनिर्भर भारत के दृष्टिकोण को पूरा करने में भी योगदान देगा।

उन्होंने जोर देकर कहा कि भारत अगले 5 वर्षों में वैश्विक मोटरवाहन उत्पादन केंद्र बनने की ओर अग्रसर है। उनका मानना था कि ऐसा होना संभव है क्योंकि हमारे वाहन उद्योग ने विभिन्न डिजाइन एवं मॉडल, मजबूत अनुसंधान एवं विकास, विशाल बाजार, स्थिर सरकारी ढांचे और तेज एवं युवा इंजीनियरिंग दिमाग के विकास के संदर्भ में महत्वपूर्ण प्रगति की है। उन्होंने कहा कि भारत पहले से ही दुनिया में दोपहिया वाहनों का सबसे बड़ा उत्पादक है।

इस क्षेत्र में भारी संभावनाओं को देखते हुए, सरकार ने प्रोडक्शन लिंक्ड इंसेंटिव (पीएलआई) के तहत इस क्षेत्र के लिए 51,000 करोड़ रुपये से अधिक राशि का प्रावधान किया है, जोिक 10 अग्रणी क्षेत्रों में सबसे अधिक है। उन्होंने यह भी कहा कि निकट भविष्य में मोटरवाहन के क्षेत्र में लगभग 25 मिलियन कुशल नौकरियों की जरूरत है। उन्होंने आगे कहा कि यह बहुत महत्वपूर्ण है क्योंकि यह उद्योग अधिकतम रोजगार और विकास का सृजन करने जा रहा है।

गडकरी ने मोटरवाहन उद्योग से कहा कि वे फ्लेक्स इंजनों के निर्माण पर जोर दें, जिनमें ईंधन के रूप में पेट्रोल या एथॉनल/सीएनजी का उपयोग करने की बहुमुखी क्षमता होती है। उन्होंने जोर देकर कहा कि भारतीय वाहन उद्योग को इस संबंध में ब्राजील और अमेरिकी वाहन उद्योगों के उदाहरण का अनुसरण करने की जरूरत है। उन्होंने विश्वास व्यक्त किया कि हमारा उद्योग सीएनजी, हाइड्रोजन, बिजली जैसे वैकल्पिक और कम प्रदूषणकारी ईंधन द्वारा तैयार किये जा रहे अवसरों का सदुपयोग करेगा।

गडकरी ने यह भी कहा कि सरकार दिल्ली और मुंबई एक्सप्रेस-वे पर ई-हाईवे बनाने की दिशा में काम कर रही हैं। उन्होंने कहा कि वाहन उद्योग को बाजार की जरूरतों को पूरा करने के लिए डबल डेकर बस सहित विभिन्न प्रकार के वाहन बनाने पर ध्यान देना चाहिए।

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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 decades.

- C Freight Movement and Handling Services
  - \* Full Truck Load
- \* Multimodal Logistics
- ★ Last Mile Connectivity
- \* Rail Freight Forwarding
- O Project Logistics & ODC Movement Service
  - \* Turnkey Solutions
- \* Over Dimensional Consignments
- \* Heavy Lift Consignments
- \* Route Mapping & Surveys
- C In-Plant Logistics and Handing Solutions
  - \* Handling Services
- \* In-plant Logistics
- C Container Train Operations
  - \* Owned Train
- \* Shared Train operations
- O Global Freight Forwarding Services
  - \* Ocean Import / Export freight Management services
  - \* Air Import / Export freight Management services
  - \* Custom Clearance services
- O Value Added Services
  - \* Vehicle tracking through GPS
  - \* Expedited Delivery
  - \* Freight on Delivery

- \* Safety & Transit Insurance
- \* Reverse Logistics
- \* Supply Chain Optimization



- \* Full Truck Load
- \* Parcel Train
- O Darci Nepal ODarci
  - \* Full Truck Load
- C Fr8ology Private Limited Fr8ology
  - \*Technology based Logistics Solution

#### CJ Darcl Logistics Limited

CIN No.: U60222HR1986PLC068818

Website: www.cjdarcl.com

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19/3, Tilak Bazzar, Hisar (Harvana)

Ph. 01622-241003-06, 321001-03, Fax: 01662-232269, Email: ho@cjdarcl.com











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

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

Freight (in MT.)

S.	Airport	For	The Mor	nth	For The	Period Apr	il To Sept
no.	3000 F 0000	Sept.	Sept.	%		2019-20	
		2020	2019	Change			Change
(A)	21 International	Airports		0 3	0.00		
1	Chennai	28044	29279	-4.2	104983	184719	-43.2
2	Kolkata	9249	17645	-47.6	39404	79229	-50.3
3	Ahmedabad	5286	8732	-39.5	21236	55142	-61.5
4	Goa	337	448	-24.8	888	2712	-67.3
5	Guwahati	1581	1865	-15.2	5253	10892	-51.8
6	Lucknow	1193	1485	-19.7	3766	7876	-52.2
7	Jaipur	1225	1640	-25.3	3770	8629	-56.3
8	Trivandrum	1463	2346	-37.6	8156	14593	-44.1
9	Bhubaneswar	679	929	-26.9	2185	4851	-55.0
10	Calicut	949	2314	-59.0	5062	14903	-66.0
11	Varanasi	271	311	-12.9	830	1758	-52.8
12	Coimbatore	625	1061	-41.1	2024	6262	-67.7
13	Srinagar	924	196	371.4	2180	4704	-53.7
14	Amritsar	103	116	-11.2	299	1385	-78.4
15	Mangalore	279	239	16.7	1145	1319	-13.2
16	Portblair	262	632	-58.5	1517	3276	-53.7
17	Trichy	263	749	-64.9	884	4213	-79.0
18	Imphal	353	614	-42.5	1031	3862	-73.3
19	Vijayawada	106	182	-41.8	743	1251	-40.6
20	Tirupati	0	102		0	1231	-40.0
21		0	0	-	0	0	
Tota	Kushinagar	53192	70783	-24.9	205356	411576	-50.1
				-24.9	203330	411370	-50.1
-	7 JV Internationa		_				
22	Delhi (DIAL)	76991	82220	-6.4	287564	493384	-41.7
23	Mumbai (MIAL)		71058	-26.9	220870	435228	-49.3
24	Bangalore (BIAL)	32458	32349	-0.3	131617	191822	-31.4
25	Hyderabad (GHIAL)	10990	11763	-6.6	45809	72806	-37.1
26	Cochin(CIAL)	3994	6064	-34.1	21023	41182	-49.0
27		693	664	4.4	1602	5175	-69.0
28	Nagpur (MIPL) Kannur (KIAL)	093	004	.4.4	1002	31/3	-09.0
-				10.7			24.7
Tota	1/1	177103	204118	-13.2	/08485	1239597	-42.8
(C)	1 ST Govt./Pvt.	INTL Air	ports				
29	Shirdi	0	0		0	0	
Tota	The contract of the contract o	0	0		0	0	
(D)	10 Custom Airpo		-			-	
30	Pune	3066	3395	-9.7	7772	18334	-57.6
31	Patna	1211	1196	1.3	4510	6458	-30.2
32	Bagdogra	724	763	-5.1	1869	3976	-53.0
33	Indore	605	910	-33.5	1618	5571	-71.0
34	Visakhapatnam	237	562	-57.8	1407	3217	-56.3
35	Chandigarh	7388	603	22.4	2167	4719	-54.1
36	Surat	264	231	14.3	1723	2087	-17.4
37	Madurai	198	304	-34.9	490	1549	-68.4
		66	40	65.0	106	345	-69.3
	Aurangabad						
38	Gaya	0	0		0	0	
38 39	Gaya	0	0	-11.2			-53.2
38 39 Tota	Gaya	7109		-11.2	21662	46256	-53.2
38 39 Tota (E)	Gaya al 58 Domestic Air	0 7109 ports	8004		21662	46256	
38 39 Tota (E) 40	Gaya al 58 Domestic Air Ranchi	0 7109 ports 502	0 8004 532	-5.6	21662 1684	46256 2963	-43.2
38 39 Tota (E) 40 41	Gaya 58 Domestic Air Ranchi Raipur	0 7109 ports 502 416	0 8004 532 495	-5.6 -16.0	21662 1684 1448	46256 2963 2938	-43.2 -50.7
38 39 Fota (E) 40 41 42	Gaya al 58 Domestic Air Ranchi Raipur Agartala	0 7109 ports 502 416 85	532 495 416	-5.6 -16.0 -79.6	21662 1684 1448 480	2963 2938 2403	-43.2 -50.7 -80.0
38 39 Tota (E) 40 41 42 43	Gaya  S8 Domestic Air Ranchi Raipur Agartala Jammu	0 7109 ports 502 416 85 92	532 495 416 127	-5,6 -16,0 -79,6 -27,6	21662 1684 1448 480 278	2963 2938 2403 751	-43.2 -50.7 -80.0 -63.0
38 39 Fota (E) 40 41 42 43 44	Gaya  S8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal	0 7109 ports 502 416 85 92 102	532 495 416 127 104	-5.6 -16.0 -79.6 -27.6 -1.9	21662 1684 1448 480 278 340	2963 2938 2403 751 617	-43.2 -50.7 -80.0 -63.0 -44.9
38 39 Tota (E) 40 41 42 43 44 45	Gaya  S8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun	0 7109 ports 502 416 85 92 102	532 495 416 127 104	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4	21662 1684 1448 480 278 340	2963 2938 2403 751 617 81	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4
38 39 Tota (E) 40 41 42 43 44 45 46	Gaya  S8 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur	0 7109 ports 502 416 85 92 102 3	0 8004 532 495 416 127 104 17	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0	21662 1684 1448 480 278 340 11	2963 2938 2403 751 617 81 3	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7
38 39 Tota (E) 40 41 42 43 44 45 46 47	Gaya  See Domestic Air  Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara	0 7109 ports 502 416 85 92 102 3 1 73	0 8004 532 495 416 127 104 17 1 292	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0	21662 1684 1448 480 278 340 11 1 229	2963 2938 2403 751 617 81 3 1680	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7 -86.4
38 39 Fota (E) 40 41 42 43 44 45 46 47 48	Gaya  September 1  Salah Salah September 1  Salah September 1  Salah September 1  Salah Salah September 1  S	0 7109 ports 502 416 85 92 102 3 1 73 145	0 8004 532 495 416 127 104 17 1 1 292 135	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0	21662 1684 1448 480 278 340 11 1 229 425	2963 2938 2403 751 617 81 3 1680 1021	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7 -86.4
38 39 Tota (E) 40 41 42 43 44 45 46 47 48 49	Gaya  Sa Domestic Air  Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur	0 7109 ports 502 416 85 92 102 3 1 73 145	0 8004 532 495 416 127 104 17 1 1 292 135 0	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0	21662 1684 1448 480 278 340 11 1 229 425 0	2963 2938 2403 751 617 81 3 1680 1021	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7 -86.4
38 39 Tota (E) 40 41 42 43 44 45 46 47 48 49	Gaya  1 58 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur	0 7109 ports 502 416 85 92 102 3 1 73 145	0 8004 532 495 416 127 104 17 1 1 292 135	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0	21662 1684 1448 480 278 340 11 1 229 425 0	2963 2938 2403 751 617 81 3 1680 1021 0	-43.2 -50.7 -80.6 -63.6 -44.9 -86.4 -66.7 -86.4
38 39 Tota (E) 40 41 42 43 44 45 46 47 48 49 50	Gaya  Sa Domestic Air  Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur	0 7109 ports 502 416 85 92 102 3 1 73 145	0 8004 532 495 416 127 104 17 1 1 292 135 0	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0 7.4 	21662 1684 1448 480 278 340 11 1 229 425 0	2963 2938 2403 751 617 81 3 1680 1021	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7 -86.4 -58.4
38 39 Tota	Gaya  1 58 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur	0 7109 ports 502 416 85 92 102 3 1 73 145 0	0 8004 532 495 416 127 104 17 1 1 292 135 0	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0 7.4	21662 1684 1448 480 278 340 11 1 229 425 0	2963 2938 2403 751 617 81 3 1680 1021 0	-53.2 -43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -58.4 -53.5
38 39 Tota (E) 40 41 42 43 44 45 46 47 48 49 50 51	Gaya  1 58 Domestic Air Ranchi Raipur Agartala Jammu Bhopal Dehradun Udaipur Vadodara Leh Gorakhpur Jodhpur Dibrugarh	0 7109 ports 502 416 85 92 102 3 1 73 145 0 0	0 8004 532 495 416 127 104 17 1 292 135 0 0 82	-5.6 -16.0 -79.6 -27.6 -1.9 -82.4 0.0 -75.0 7.4 	21662 1684 1448 480 278 340 11 1 229 425 0 0 220	2963 2938 2403 751 617 81 3 1680 1021 0 473	-43.2 -50.7 -80.0 -63.0 -44.9 -86.4 -66.7 -86.4 -58.4

S. no.	Airport	For Sept.	The Mor Sept.	Freight ( hth %	For The I	Period Apri 2019-20	il To Sept.
		2020	2019	Change			Change
(E)	58 Domestic Air	ports					0
55	Prayagraj	0	0	-	0	0	
56	Jabalpur	0	0	-	0	0	
57	Belgaum	0	0	-	0	0	
58	Tuticorin	0	4		0	31	
59	Kanpur(chakeri)	1	17	-94.1	1	88	-98.9
60	Rajkot	0	3	-	0	14	
61	Jharsuguda	5	. 6	-16.7	9	18	-50.0
62	Dimapur	20	25	-20.0	81	146	-44.3
63	Jaisalmer	0	33	-69.7	45	0	761
64	Juhu Guggal(kangra)	10	0	_	45	188	-76.
66	Mysore	0	0		0	0	
67	Jorhat	2	0		2	0	
68	Gwalior	0	0	-	0	0	
69	Kolhapur	0	0	-	0	0	
70	Kishangarh	0	ő	-	0	0	
71	Cuddapah	0	0	-	0	0	
72	Kandla	0	0	-	0	0	
73	Porbandar	0	0		0	0	
74	Jamnagar	0	0	- 2	0	0	
75	Pondicherry	0	0	- 6	0	0	- 2
76	Adampur						
	(Jalandhar)	0	0		.0	0	
77	Bikaner	0	0		0	0	
78	Bhavnagar	0	0		0	0	
79	Agatti	0	8	- 2	0	27	
80	Khajuraho	0	0	- 2	0	0	
81	Salem	0	0	-	0	0	-
82	Bhuj	0	0		0	0	
83	Barapani		2		000		
~	(shillong)	0	0	- 5	0	0	
84	Pathankot	0	0		0	0	
85	Diu	0	0		0	0	-
86	Bhuntar Bhatinda	0	0		0	0	
88	Lakhimpur	- 0	- 0	-		- 0	-
00	(lilabari)	0	0		0	0	
89	Agra	0	0	-	0	0	
90	Ludhiana	0	0	-	0	0	
91	Jalgaon	0	0		0	0	
92	Pathankot	0	0	-	0	0	
93	Kalaburgi	0	0		0	0	
94	Shimla	0	0		0	0	
95	Hindon	0	0		0	0	
96	Pakyong	0	0		0	0	
97	Tezpur	0	0		0	0	
E) 5	8 Domestic Airports	1557	2376	-34.5	5520	13938	-60.
_	12 St.Govt. / Pvt					33400.0	
_	A CONTRACTOR OF THE PARTY OF TH	The second second	40	27.5	147	200	20.5
98	Lengpui(aizwal) Durgapur	55 0	40	37.5	147	209	-29.7
	Nanded	0	0	-	0	0	
	Nasik(Hal ozar)	0	0	-	0	7	
102	Vijayanagar	0	0		0	0	
103	Pithoragarh	0	0	- 2	0	0	
04	Mundra	0	0	-	0	0	-
05	Jagdalpur	0	0	-	0	0	
	Hisar Pasighat	0	0		0	0	
08	Bangalore(Hal)	0	0	-	0	0	
	Bidar	0	0	-	0	0	
	2 St.Govt. / Pvt Airports	55	40	37.5	147	216	-31.9
	45 Other Airports	0	0	-	0	0	
(j)		-			-	-	
	nd Total			1			1

# (DURING APRIL TO OCTOBER'2020\* VIS-A-VIS APRIL TO OCTOBER'2019) TRAFFIC HANDLED AT MAJOR PORTS OCEAN FREIGHT

(\*) TENTATIVE

(IN '000 TONNES)

PORT         TRAPEIC         POLIA         Francial         Francial         Francial         Conditions         Colores         Tell Application         Tell Application <th>annum (</th> <th></th>	annum (													
FERIOD         (Crude, Liquids)         Incl.         FIN.         RAN         Thermal         Coking         Tonnage         TEU.         AG           LPGA,         LPGA,         Perlets         1         2 Steam         6         2         476         303         1349         7590           FARRIL-OCT; 2010         118         174         -         201         -         -         982         4766         303         1349         7590           FARRIL-OCT; 2010         5172         2520         2542         2640         106         186         521         478         884         408         2005         10199           FARRIL-OCT; 2010         5220         2540         2560         166         186         521         7379         6271         383         500         31171           FARRIL-OCT; 2010         5250         2766         2640         307         186         221         7379         6271         383         3171         486         475         1184         8734         486         446         3006         6446         486         486         446         3006         446         486         486         486         486         486	PORT	TRAFFIC	P.O.L.	Other	Iron Ore	Ferti	lizers	CO	=	Contai	ners	Other	TOTAL	% VAR.
FAPRIL-OCT. 2010         118         174         -         201         -         982         476         303         1349         7590           FAPRIL-OCT. 2010         419         456         21         390         6         -         1038         5864         408         2005         10199           FAPRIL-OCT. 2020         5172         2592         2640         106         196         521         6397         1505         80         4432         23881           FAPRIL-OCT. 2020         5529         2562         2640         106         196         521         7379         60         19         446         106         196         521         7379         60         4134         2007           FAPRIL-OCT. 2020         2704         106         196         52         104         70         414         8734         1844         102         4141         2007           FAPRIL-OCT. 2020         2704         102         132         286         1072         426         476         476         476         476         476         476         476         476         476         476         476         476         476         476         476		PERIOD	(Crude, Prod., LPG/ LNG)	Liquids	Incl. Pellets		RAW	Thermal & Steam	Coking & Others	Tonnage	TEUS	Misc. Cargo		AGAINST 2019-20
F APRIL-OCT: 2020         118         174         -         201         -         982         4766         303         1349         7590           R APRIL-OCT: 2019         4456         21         390         6         -         982         4766         408         1509         1099           R APRIL-OCT: 2019         5220         2942         2640         307         196         521         6397         1701         884         1609         4452         23881           PAPRIL-OCT: 2019         5220         2560         2640         307         196         521         779         6271         383         3801         31171           FAPRIL-OCT: 2019         5220         2760         1809         482         182         182         182         1840         521         779         671         380         6467           FAPRIL-OCT: 2019         1708         1809         482         1809         482         1809         482         1809         482         1809         4845         209         1809         4845         209         4142         500         4142         500         4140         400         6110         4142         400         4140 <td>SMP, KOLKATA</td> <td></td> <td></td> <td></td> <td></td> <td>10000</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	SMP, KOLKATA					10000								
FAPRIL-OCT: 2019         419         456         21         390         6         -         1038         5864         408         2005         10199           FAPRIL-OCT: 2010         5172         2592         2546         106         196         521         637         1805         80         4452         2381           FAPRIL-OCT: 2010         5220         2942         1788         367         196         521         7379         6271         383         5801         31171           FAPRIL-OCT: 2010         5639         3398         1809         485         188         1144         9772         7704         510         61067         61067           FAPRIL-OCT: 2010         2202         1787         286         269         327         4845         29         4566         61067           FAPRIL-OCT: 2010         1224         10290         1296         625         2699         377         4860         4167         4118         367           FAPRIL-OCT: 2010         1224         1029         1224         460         4167         411         4361         4118           FAPRIL-OCT: 2010         1326         132         132         260	College Dock Sectors	TRF APRIL-OCT.' 2020	118	174		201	10	*	982	4766	303	1349	7590	0.000.000
FAPRIL-OCT: 2019         5172         2592         2640         106         196         521         6397         186         81         5114         8773         1840         102         4134         2580           RAPRIL-OCT: 2019         5230         2346         2640         373         186         1144         8772         1739         66.03         3388         180         485         188         1144         9772         7704         510         6139         36278           FAPRIL-OCT: 2019         5639         3398         1804         485         188         1144         9772         7704         510         6139         36278           FAPRIL-OCT: 2019         2504         1128         256         2690         12948         6093         154         486         6196           FAPRIL-OCT: 2020         1744         322         269         12948         6093         154         486         446         486         446         486         446         486         446         486         446         486         446         486         446         486         446         486         446         486         446         446         486         446	Noihala Doen Systelli	TRF APRIL-OCT. 2019	419	456	21	390	9		1038	5864	408	2005	10199	-25.58
RFAPRIL-OCT; 2019         5220         2942         1788         95         182         1144         8734         180         102         4134         26079           RAPRIL-OCT; 2020         5290         3276         2640         307         196         521         7704         160         6139         3671           RAPRIL-OCT; 2020         1781         938         16946         327         1289         1794         6093         154         9         4606         6139         3671           RAPRIL-OCT; 2020         1781         921         11887         257         2307         15041         7704         51         4606         61396         3671           RAPRIL-OCT; 2020         9203         1124         10290         126         625         2699         3271         4445         29         4606         61967           RAPRIL-OCT; 2020         9248         -         9         -         102         4767         4767         4768         486         4767         4768         486         4767         4768         486         4767         4768         486         4767         4768         486         4767         4767         4767         4767	Haldia Doob Commiss	TRF APRIL-OCT. 2020	5172	2592	2640	106	196	521	6397	1505	80	4452	23581	
FAPRIL-OCT; 2020         5290         2766         2640         307         196         521         7379         6271         383         5801         31171           FAPRIL-OCT; 2020         5639         3338         1809         485         1144         9772         7704         510         6139         36278           FAPRIL-OCT; 2020         22747         921         11887         232         2869         12715         124         9         4606         61967           FAPRIL-OCT; 2020         9203         1124         10290         1296         625         2699         3271         4845         290         5454         38807           FAPRIL-OCT; 2020         9203         1124         10290         1296         625         2699         3271         4895         486         4666         46467           FAPRIL-OCT; 2020         5173         563         -         -         7         7423         259         146         575         1486         486         486         486         488         1488         334         881         488         488         488         488         488         488         488         486         486         486 <td< td=""><td>Jaidia Lock Complex</td><td>TRF APRIL-OCT. 2019</td><td>5220</td><td>2942</td><td>1788</td><td>95</td><td>182</td><td>1144</td><td>8734</td><td>1840</td><td>102</td><td>4134</td><td>26079</td><td>-9.58</td></td<>	Jaidia Lock Complex	TRF APRIL-OCT. 2019	5220	2942	1788	95	182	1144	8734	1840	102	4134	26079	-9.58
KF APRIL-OCT; 2019         5639         3398         1809         485         188         1144         9772         7704         510         6139         36278           KF APRIL-OCT; 2019         22747         1938         16946         332         2869         12948         6693         154         9         4606         61967           KF APRIL-OCT; 2020         9203         1124         1026         1224         1026         1224         1026         456         4767         5174         301         4561         41185           KF APRIL-OCT; 2020         2545         68         -         -         -         -         7423         229         1332         69         933         12530           KF APRIL-OCT; 2020         2545         68         -         -         -         -         -         -         7423         229         1352         69         933         1253           KF APRIL-OCT; 2019         130         84         -         -         105         -         -         -         -         1135         -         -         -         -         -         1135         -         -         -         -         -         - <td>FOTAL: SMP, KOLKATA</td> <td>TRF APRIL-OCT. 2020</td> <td>5290</td> <td>2766</td> <td>2640</td> <td>307</td> <td>961</td> <td>521</td> <td>7379</td> <td>6271</td> <td>383</td> <td>5801</td> <td>31171</td> <td>1000000</td>	FOTAL: SMP, KOLKATA	TRF APRIL-OCT. 2020	5290	2766	2640	307	961	521	7379	6271	383	5801	31171	1000000
RFARIL-OCT; 2020         17081         938         16946         332         2869         12948         6093         154         9         4606         61967           RAPRIL-OCT; 2020         22747         921         11887         257         2307         15041         7275         124         6         3908         64467           RAPRIL-OCT; 2020         1224         10290         1296         625         2699         3271         4845         290         54467           RAPRIL-OCT; 2019         11206         1224         7671         1345         377         4860         4767         479         1467         76         1904         4867           RAPRIL-OCT; 2019         2735         84         -         9         -         1405         76         1904         486         499         4467         479         1467         76         1904         470         4		TRF APRIL-OCT. 2019	5639	3398	1809	485	188	1144	9772	7704	510	6139	36278	-14.08
KF APRIL-OCT; 2019         22747         921         11887         257         1304         7275         124         6         3908         64467           FE APRIL-OCT; 2020         9203         1124         10290         1236         625         2699         3271         4845         29         5454         38807           FAPRIL-OCT; 2019         11206         1224         761         1345         377         4860         4767         76         1933         1230           FAPRIL-OCT; 2019         1373         563         -         135         113         -         -         13357         692         3494         1880           FAPRIL-OCT; 2019         3773         563         -         135         113         -         -         1357         692         344         8893         1258           FAPRIL-OCT; 2019         3740         -         102         -         -         102         -         -         1367         389         3541         3893         3541         3883         344         8871         441         449         4887         441         449         4887         441         449         489         488         488 <td< td=""><td>ARADIP</td><td>TRF APRIL-OCT. 2020</td><td>17081</td><td>938</td><td>16946</td><td>332</td><td>2869</td><td>12948</td><td>6093</td><td>154</td><td>6</td><td>4606</td><td>61967</td><td></td></td<>	ARADIP	TRF APRIL-OCT. 2020	17081	938	16946	332	2869	12948	6093	154	6	4606	61967	
RFAPRIL-OCT; 2020         9203         1124         10290         1296         625         2699         3271         4845         290         5454         38807           FAPRIL-OCT; 2020         11206         1224         7671         1345         377         4860         4767         5174         301         4561         41185           FAPRIL-OCT; 2020         2545         68         -         -         -         7423         229         1457         76         1986         1884           FAPRIL-OCT; 2020         5173         563         -         -         1954         486         2349         2888           FAPRIL-OCT; 2020         5713         847         -         139         362         3859         3541         9934         486         2137           FAPRIL-OCT; 2020         5713         846         -         -         139         362         3859         3541         9934         486         2137           FAPRIL-OCT; 2020         577         546         -         -         134         -         -         -         -         -         -         -         -         -         -         -         -         -         <		TRF APRIL-OCT. 2019	22747	921	11887	257	2307	15041	7275	124	9	3908	64467	-3.88
RF APRIL-OCT; 2019         11206         1224         7671         1345         377         4860         4767         5174         301         4561         41185           FF APRIL-OCT; 2020         2545         68         -         -         7423         229         133         692         933         1250           FF APRIL-OCT; 2019         5173         563         -         135         113         -         -         1344         873         484         2238           FF APRIL-OCT; 2019         5173         847         -         139         20         4207         3444         871         411         1430         1804           FF APRIL-OCT; 2019         771         847         -         134         -	/ISAKHAPATNAM	TRF APRIL-OCT; 2020	9203	1124	10290	1296	625	2699	3271	4845	290	5454	38807	
RF APRIL-OCT. 2020         2545         68         -         -         7423         229         1335         69         933         12390           RF APRIL-OCT. 2019         2939         84         -         99         -         11054         499         1467         76         1902         18044           FF APRIL-OCT. 2010         5173         563         -         135         113         -         -         13557         692         3044         2288           FF APRIL-OCT. 2019         5713         847         -         139         362         3859         3541         871         411         1430         1896           FF APRIL-OCT. 2019         3406         388         -         134         -		TRF APRIL-OCT, 2019	11206	1224	7671	1345	377	4860	4767	5174	301	4561	41185	-5.77
RFARIL-OCT: 2019         384         -         99         -         11054         499         1467         76         1902         18044           RFAPRIL-OCT: 2020         5173         563         -         135         113         -         -         1357         692         3044         22385           FFAPRIL-OCT: 2020         5713         847         -         102         -         -         16577         859         3349         2888           FFAPRIL-OCT: 2020         271         546         -         139         362         3859         3541         9934         486         2332         21277           FFAPRIL-OCT: 2020         271         546         -         139         362         3859         3541         9934         486         1327           FFARIL-OCT: 2020         378         -         134         -         -         -         479         346         375         1465           FFARIL-OCT: 2020         11789         1163         2327         460         47         168         478         148         17         414           FFARIL-OCT: 2020         1872         452         452         452         452         <	CAMARAJAR(ENNORE)	TRF APRIL-OCT: 2020	2545	89		Ç.		7423	229	1332	69	933	12530	
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	6 Variation from previous y	/ear	-19.46	-13.20	33.20	9.43	19.21	-19.51	-21.38	-14.74	-16.92	-5.32	-12.43	

Source: LP.A.

#### THE EXPRESS LOGISTICS EXPERT



ABHIK MITRA MD & CEO, SPOTON

Abhik Mitra has over three decades experience in leading organizations to exceptional growth and transformation. Abhik has been instrumental in the growth of SPOTON Logistics into the fastest growing express logistics brand in India. After graduating from IIT (BHU), with B.Tech in Chemical Engineering, he started his career with Unilever as a Management Trainee, where he spent 14 years. Subsequently, he moved on to senior roles at RPG Enterprises, SaReGaMa India and CEAT Tyres in Sri Lanka. He then moved on as Managing Director of TNT India. When TNT India was sold in 2012, the organisation was renamed Spoton Logistics by the new owners and Abhik was designated as Managing Director. The broad objective was to mix the best of Multi-national organisations' functioning with Indian entrepreneurship and blend it with Engineering / Technological skills. How well he has directed the company at the helm, is evident from the fact that it was adjudged Business

Superbrand 2019. He sees E-commerce as a major thrust area.

#### Questionnaire

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

Spoton was founded in 2012 and it has been eight years now, since our inception.

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

We are in the business of express distribution for B2B customers and offer door to door pickup and delivery of consignments. We operate through 35 service centres across 22000+ pincodes across the country. Our present strength is 1600+ employees.

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

Technology is key to implement solutions and innovations that deliver increasing quantities and deliver service excellence at a faster rate to the market and help provide the cutting edge in this highly competitive marketplace.

The Indian Logistics sector has seen the rapid use of technology. It has realized that using technology is of paramount importance to be at the topof-the-game. A combination of automation and innovation is an essential factor for growth.

Spoton uses customized tech solutions across all its platforms. Ranging from the latest in Cloud, Mobility, IoT, Artificial Intelligence and Machine Learning, we have been consistent in using technology across all our processes. This ensures that we continuously upgrade and enhance our solutions to make certain that these are tech driven.

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

Spoton caters to verticals like Industrial, Manufacturing, Auto, Apparel, Lifestyle, Pharma, Hi-tech, Books & Periodicals, E-commerce, etc. All leading names from these categories are our customers. Some key customers are Toshiba, HCL, Reliance Trends, Lifestyle, Godrej, etc.

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

Spoton offers a suite of express logistics services, including Multi-Modal Express, Road Express, Air Express, Reverse Logistics, Retail Logistics & 3PL, etc.. We have specialized services like SPOT Retail that is a cost effective offering for small consignments from one location to another, anywhere in the country. Eduxpress is a component of SPOT Retail that is specially designed to serve the student community when they relocate or move to / from their homes / hostels / universities during semester breaks, at economical, viable rates.

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

The logistics industry in India has been on a continuous growth journey over the past few years. The sector has been evolving rapidly and growing well. The advancement of the sector is critical to ensure an overall growth of the Indian economy. According to a study, India's logistics sector, currently valued at \$160 billion, is expected to grow at a CAGR of 10% to \$215 billion by 2022.

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

X



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R.K.JAIN-Director-9811065955 Rajendra Singh-Sr.Manager-9811848228

#### **South Zone**

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

#### **West Zone**

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

Specialist in- Automobiles, Container Services, ODC, Clearing & Forwarding, & Warehousing



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PASSENGER COMMERCIAL VEHICLE FINANCE

FARM EQUIPMENT FINANCE









BUSINESS LOAN / WORKING CAPITAL LOAN

BILL / CHALLAN DISCOUNTING

TYRE FINANCE

FUEL LOAN









AUTOMALL

VEHICLE INSURANCE

FAMILY PROTECTION PLAN

LIFE INSURANCE









Corporate Office: Shriram Transport Finance Company Limited, Wockhardt Towers, Level-3, West Wing, C-2, G-Block, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051. Tel: +91 22 4095 9595, | Fax: +91 22 4095 9597, | Email: corpcom@stfc.co.in | Toll- free: 1800 1034 959.

Registered Office: 14A, South Phase, Industrial Estate, Guindy, Chennai – 600 032. Tel No: 044 4852 4666, Fax: 044 4852 5666.

Corporate Identity Number (CIN) - L65191TN1979PLC007874.