

TRAILER INSIGHTS

NEWSLETTER

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Trailer made solution to boost your business

Mr. Daljeet Singh, Managing Director - Utility Transport Company, Mr. Devendra Singh, Director - Utility Transport Company, Jamshedpur and Mr. Raj Somani, Director - Inland World Logistics, Kolkata believe Tata DLT's trailers are the first choice of large fleet owners for their medium and long haulage transport requirements.

In an exclusive interview with Trailer Insights, they highlighted how Tata DLT trailers empower fleet owners with their range of performance enhancing features.

Q1. We are delighted to have you with us today. At the outset, many thanks for your continued trust and support in Tata DLT trailers. You have been associated with the transport industry from a very long time. What do you think sets apart Tata DLT's trailers from the rest?



Mr. Daljeet Singh
(MD, Utility Transport Company)

Mr. Daljeet Singh: Tata DLT's trailers offer superior engineering and an equally good design. Also, the after sales support is 24x7 and includes Onsite Service Support. This is essential for the transport business as downtime is our biggest enemy.

Mr. Raj Somani: Tata DLT's trailers are built to offer a superior experience to the drivers which in turn translates into significant improvement in productivity. As a fleet operator, this empowers me to better manage my transport business through optimum driver, vehicle and fuel management.

Q2. From the time you decided to buy your first Tata DLT trailer till today, tell us more about your experience with Tata DLT trailers.

Mr. Devendra Singh: My experience has been equally good. Tata DLT's trailers offer more value in terms of cost, quality and delivery. Pan India

service network ensures immediate resolution of issues. Aggregates are of good quality. Their payload capacity is better which means more profit on every trip.

Mr. Raj Somani: I find Tata DLT trailers reliable and durable. Quality control is good. Trailer range is wide to suit my various business needs. I am happy with the operational economy as these trailers give more mileage and better tyre life. Also, the structure is robust and provides extra safety on the road.

Q3. What would be the key challenges in the transport industry in the future?

Mr. Devendra Singh: Trucking is the leading freight transportation mode in India. Demand will continue to be strong, but truck fleet size and composition will



Mr. Devendra Singh
(Director, Utility Transport Company)

change. The standards set in the e-commerce space are progressively transferring to other areas such as food retail. Retailers today intend to meet growing customer expectations by increasing delivery speed in urban areas and setting up innovative delivery modes. New technologies like the Intelligent Trailers from Tata DLT can empower fleet operators with a more connected experience to better manage their transport business.

Mr. Raj Somani: The changes taking place in the logistics industry will ultimately create a very different logistics ecosystem to that which we are familiar with today. In long-haul transportation, the focus will be on reducing operating costs, while in urban logistics, the main levers are higher customer expectations in terms of delivery speed, information and flexibility. Larger freight volumes will need efficient trailers that offer superior performance in every journey. This is where I will put my trust on Tata DLT trailers.

Q4. How many Tata DLT trailers are there in your fleet size?

Mr. Devendra Singh: I have around 160 Tata DLT trailers in my fleet. There are plans to procure more shortly.



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Mr. Raj Somani: My company owns 70 Tata DLT trailers and planning to add more in the coming year.

Q5. Do you have any advice to offer to other fleet owners while selecting a trailer?



Mr. Raj Somani
(Director, Inland World Logistics)

Mr. Devendra Singh: A good trailer is your most trusted business partner. I think as a fleet operator, it is very essential that the trailer doesn't breakdown frequently as it adds to the downtime and eats into time and profit. Hence, it is important to opt for a quality trailer that delivers superior performance under all conditions.

Mr. Raj Somani: My most important advice is don't just compare the

buying cost of a trailer. There are many other costs that eat into your profits in the medium to long term like the maintenance cost, tyre cost, fuel cost and resale cost. Spread these costs over the life of the trailer to find out exactly how much value will the trailer add to your business.



Announcement

Another feather in the cap



IATF certification

Tata DLT trailers now meet International Automotive Task Force (IATF 16949) certification standards). The certificate implies that Tata DLT has established and applies a Quality Management System for design and manufacturing of its trailers.

About IATF

The IATF is an ad-hoc group of automotive manufacturers and their respective trade associations, formed to provide improved quality products to automotive customers worldwide.



Tata DLT toll free number

Call us on **1800-2666-544** 24x7

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Chakan, Pune

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Jamshedpur

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