FOCUS ON TRUCK INDUSTRY

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MAHINDRA NAVISTAR

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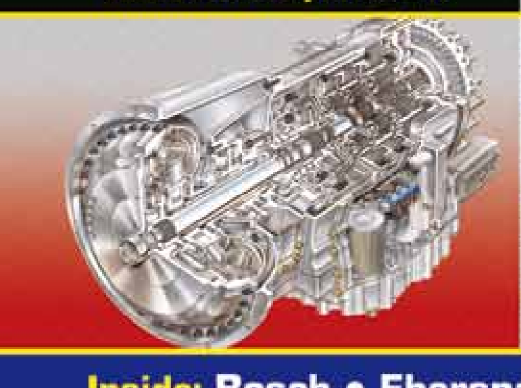		

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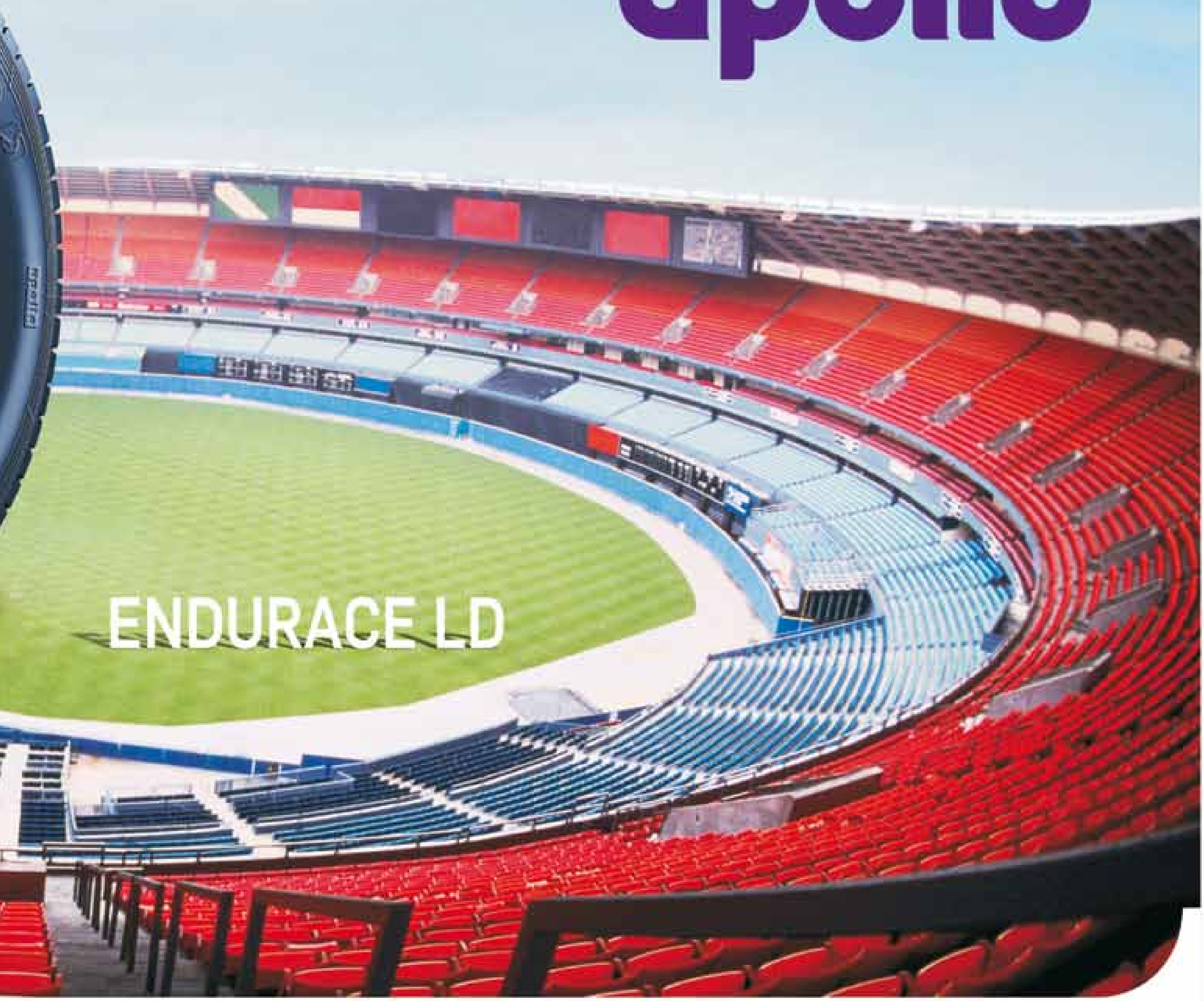

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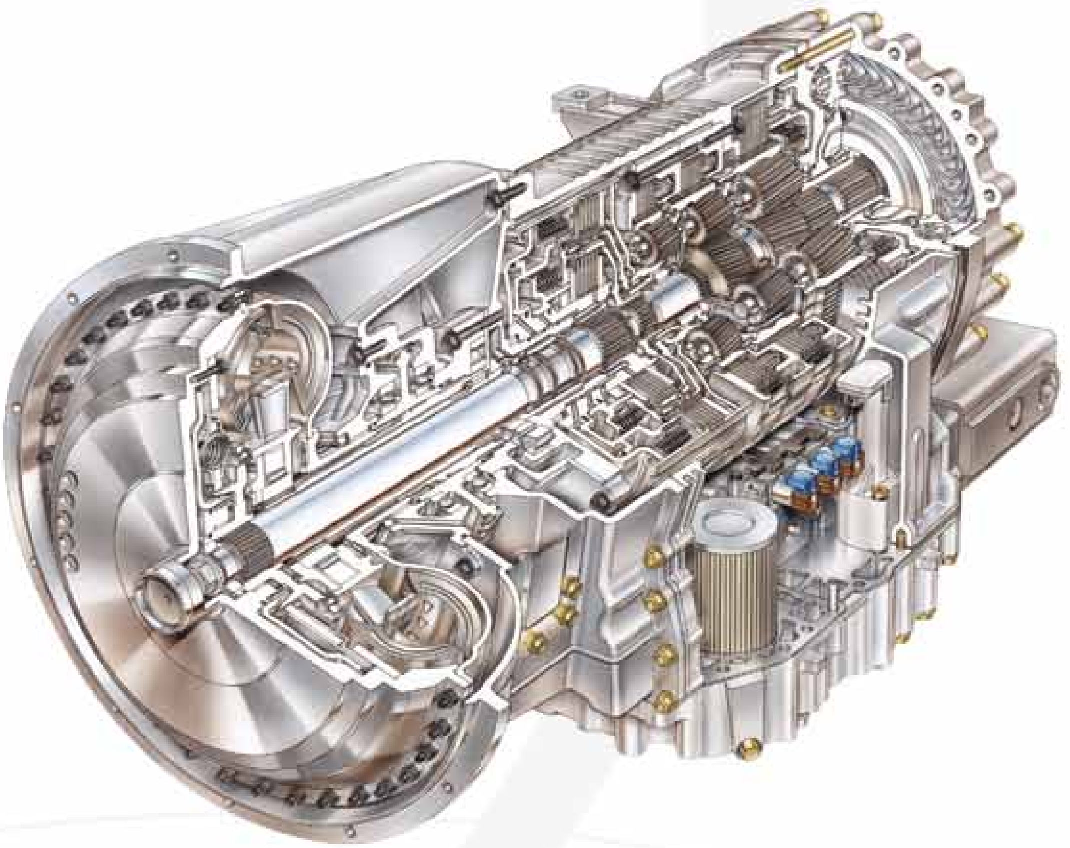

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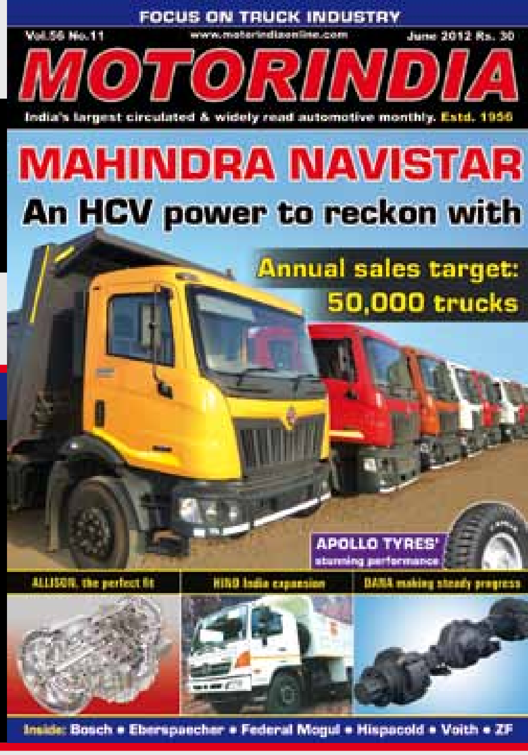

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Editorial

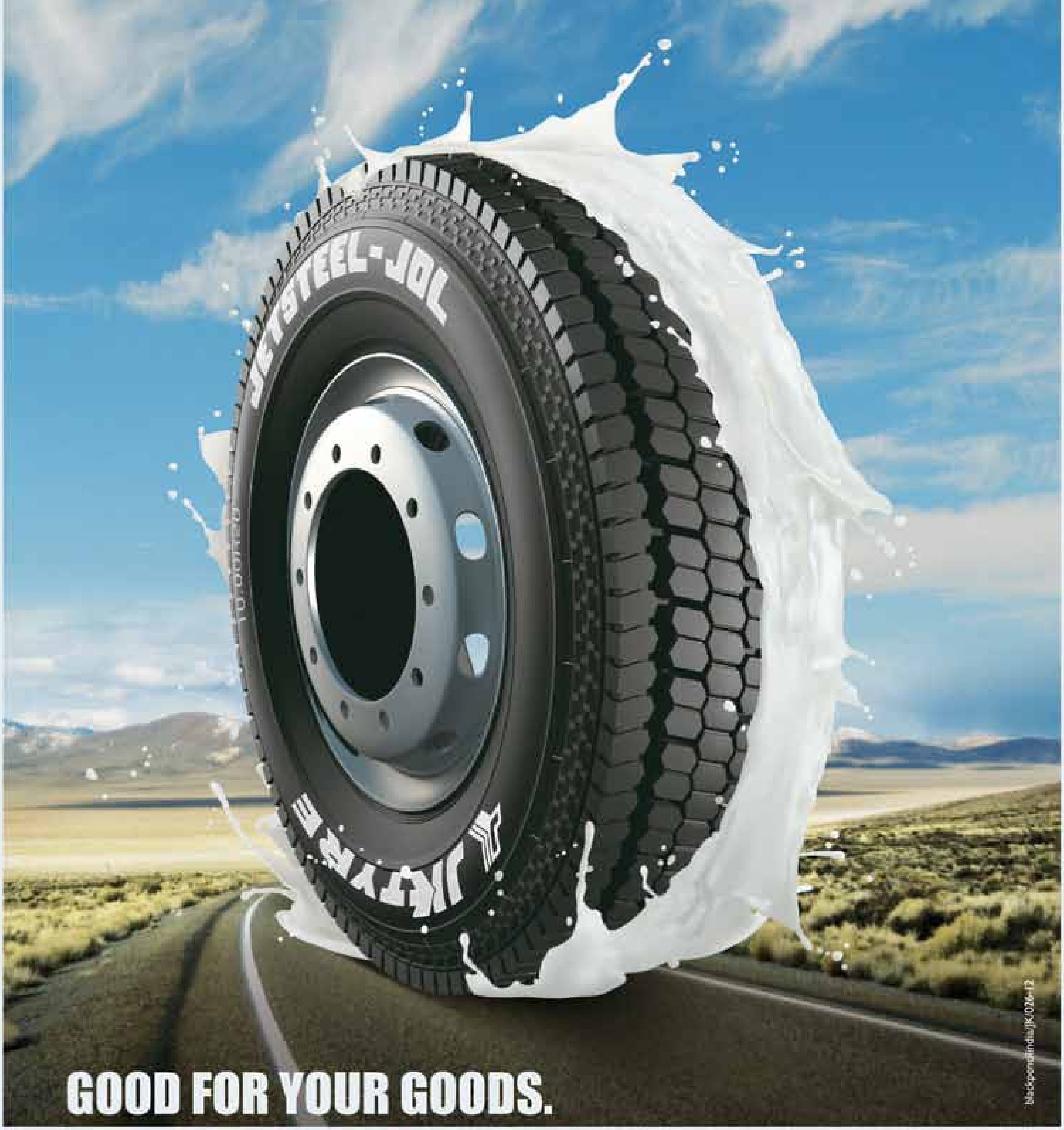
Controversial petrol price hike

R. Natarajan, Managing Editor & Publisher

The widespread public agitation all over the country for over a week against the steepest-ever petrol price hike of Rs. 7.54 per litre announced by the UPA Government would have continued unabated but for the revised price cut of Rs. 2.02 per litre as worked out by oil marketing companies (OMCs) after their fortnightly review meeting that considered in detail the falling trend in world crude prices. According to them, a further cut in petrol price below the level fixed was quite unimaginable in the prevailing situation of high-cost crude and the falling rupee. The revised price of Rs. 2.02 per litre would have meant more for petrol consumers had the rupee's performance against the dollar not worsened to the extent it has. The growing under-recoveries of OMCs on the sale of petrol, diesel and other petro-goods when world crude prices ruled well above $117 a barrel remained a nagging problem. On petrol sales alone, they lost Rs. 7,100 crores in the past two years. This, together with the steady deterioration in the rupee value against the dollar – now at its low of 56.22 – rendered a petrol price hike unavoidable.

The consensus among the agitators seems to be that the Government should revise petrol prices only once every five years. The Government this time will have to yield to their demand not merely for a complete withdrawal of the price hike but an assurance that the price would never be hiked for the next five years. Their contention is understandable. When world crude prices touched a level of $140 a barrel, the petrol price didn't exceed Rs. 35 a litre. Now, crude prices are on the decline. From a level of $111 a couple of months back, they have come down to $105 and are now ruling at $91 per barrel. Raising petrol prices now is most unwarranted and unacceptable.

Of immediate concern to SIAM is the huge imbalance that has set in the car demand pattern following the undue favours shown for diesel by subsidizing as well as disturbing its price the least. Even the revised petrol price hike would worsen the situation by depreciating the 'value for money' conception for petrol cars in favour of diesel cars. For instance, car manufacturers like Hyundai and Maruti Suzuki have already announced limited period discounts for petrol cars amid fears that the petrol price hike would encourage customers to go in for diesel cars. SIAM feels that the right remedy for this unhealthy trend lies in reducing the differential between petrol and diesel prices, implying thereby a cut in prices of the former and a moderate hike of Rs. 2-4 in the administered prices of the latter.



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An exclusive report from MOTORINDIA

STAR, in top gear

er HCV marketshare

Mahindra Navistar Automotive Ltd. (MNAL), part of the $15.4 billion Mahindra Group, is switching gears to establish itself as a leading player in the Indian HCV market. The JV company, which brought together Mahindra's brand power and Navistar's technical prowess, seems to have got the right mix – the right products for the Indian market which have been very well received, a world-class manufacturing plant at Chakan which is definitely one of its kind, service points throughout the length and breadth of the country, innovative initiatives to bond with the trucking industry – and a lot more.

It has certainly done all the necessary background work, and if things go as per MNAL's plans, the company is all set to capture a good share of the growing HCV market in the country, coupled with its steady growth in the LCV segment. Mr. Nalin Mehta, Managing Director, MNAL, takes us through the journey so far at the company and the big plans ahead.

"Mahindra Navistar has emerged as the new and viable alternative for the Indian trucking customers who have been experiencing status quo and inertia in a duopolistic market.

As a challenger brand, Mahindra Navistar's strategic intent is to challenge this status quo by not only trying harder but also trying out-of-the-box measures which can be summed up by the brand philosophy of 'OK IS NO LONGER OK'. Our target is to reach an annual mark of 50,000 HCV trucks in 3-4 years", said Mr. Mehta.

MNAL trucks are 100 per cent indigenised with Navistar bringing in its engineering expertise and technical know-how. Recently, at the Mid-American Truck Show (MATS) in North America, a Mahindra Navistar truck occupied the limelight in the Navistar pavilion, highlighting the US major's commitment towards its Indian venture. Navistar's contribution to the JV comes in vital areas such as product design and validation techniques. The products were first showcased at the Auto Expo 2010 and since start of production in June 2010, a total of 5398 HCV trucks have rolled out from its Chakan facility.

From having just eight dealers and 200 service points in October 2010, the company emphatically declared itself as a full-range player with pan-India presence with 48 dealers and 800 service points in December 2011. MNAL also has 29 mobile workshops, five spare parts stocking points, including a centre warehouse in Pune and seven fast response centres across the country. The company has NOW which is a 24x7 toll-free helpline service with technically-qualified engineers attending to the drivers' queries. The call centre is multi-lingual and is equipped with personnel who speak English, Hindi and south Indian languages.

Despite the domination of the Indian HCV market by just two players for decades and the challenges posed by the market, MNAL is bullish on its prospects. The company considers its product as the most important USP. MNAL products have been well tuned to the Indian conditions and being a part of the mass-market, the entire range has performed outstandingly well. Another telling aspect, the state-of-the-art Chakan plant, with its high level of automation and quality standards, promises to roll-out more top-notch trucks in the coming years.

Unique dealerships

MNAL dealerships are unique, starting from looks to the kind of facilities provided for drivers. The dealerships can be compared to any modern car dealership and take care of the basic requirements and amenities of the drivers. The company offers a 48-hour uptime guarantee through its 1,001 service points across India and boasts of a remarkable 97 per cent performance in successfully putting the truck back on road within 48 hours of complaint.

Mr. Nalin Mehta, Managing Director, MNAL

The company has been keenly studying the Indian commercial vehicle market and with the rise of the hub and spoke model, statistics point out that the LCV segment is growing rapidly. With infrastructure development being hastened and better quality products hitting the market, the HCV segment also continues to grow steadily. The medium commercial vehicle (MCV) segment is yet to catch the attention of the MNAL crew who are waiting for an opportune time to enter the segment.

MNAL's product range covers vehicles from four and a half tonnes to seven and a half tonnes and the HCV range – MN25 truck, MN31 truck and MN40 tractor-trailer. The company also offers a 35-tonne tractor-trailer for car-carrier application and the MN25 tipper. The models come in many variants including long-wheel base variant, cab version, cowl-chassis version, single-sleeper variant, double-sleeper variant, day-cab variant, night-cab variant and larger fuel-tank variant. MNAL trucks are beginning to attract more demand in the market with the MN40 tractor-trailer, which was recently launched, and the MN31 doing very well.

The company is also working on fully-built solutions and in a year's time, it will

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offer a series of integrated solutions such as MN25 (6×4) Transit mixer, MN25 Refrigerated van, MN31 Bulker, MN31 Haulage Tipper and MN25 HD Tipper. MNAL showcased some of its integrated solutions at this year's Auto Expo. The fully-built applications will be done in Chakan with a tie-up, however, key aspects such as design, quality and control will be handled by MNAL.

In what was a surprise move, MNAL announced the launch of the cowl-chassis version of its trucks in December last year. According to Mr. Mehta, "Our ramp-up was slower than expected, because many customers did not consider us as we did not offer a cowl version. They liked everything in the trucks but still wanted only the cowl. After we introduced the cowl, they were more interested in our products and then we could explain to them about the advantages of the cab. We tried to raise the standard of the market but we had to bring the cowl."

New 170hp MAXXFORCE engine

Mahindra Navistar trucks are powered by 210 hp and 260 hp MAXXFORCE engines. Addressing the demands of the market, the company has recently launched a 170 hp engine.

While the 210 hp engine gives better turnaround time, the 170 hp engine is tuned for better fuel efficiency. Mahindra Navistar trucks come with a 4-year unlimited-mileage warranty which offers warranty for four years for the entire truck, other than the wear parts, irrespective of the number of kilometres covered. The unlimited-mileage warranty is a move to encourage drivers and fleet operators to keep the truck running for maximum time.

Export market

The export market offers good opportunities for MNAL with South Africa being an obvious first choice for the company. The cab version has been received very well in the South African market where both Navistar and Mahindra already have a well-established network. The SAARC market is another potential export option for MNAL products.

Several major transporters like DARCL, Kaushik Logistics, Three Star Shipping, Siri Tecon, AT Transport, Chaudhary Transport, Pink Logistics, Namakkal Transport Corporations (NTC), Janata Roadways and Siddhi Vinayak Logistics are all proud owners of MNAL trucks. The product performance and customer satisfaction are evident in their repeat orders. Incidentally, a recent TNS customer satisfaction survey picked MNAL as No.1 in LCV trucks & buses segment and Joint No.1 in HCV multi-axle trucks segment.

MNAL trucks are approved and financed by leading finance companies. While 35 per cent of the financing is done by Mahindra Finance, the other companies involved are HDFC, ICICI, Magma, SFL, Kotak Mahindra and Shriram Transport Finance.

The Mahindra Navistar Transport Excellence Awards, an initiative to laud the heroes of the transport community, was a first in the industry. The very first edition of the event in 2011 attracted close to 1,000 entries and was a huge success for both MNAL and the transport community as a whole. The Outperformers' League (OPL) formed by MNAL is a forum where transport-related issues such as GST are discussed. The forum has been a big hit among fleet operators, drivers and other industry professionals alike.

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servicemen Association for driver training. MNAL conducts four-day programmes to train the army drivers in civilian driving which covers aspects such as road rules and efficient driving. Over 900 drivers have been trained till date and have also been rewarded with a visit to the company's Chakan plant.

MNAL is also looking to make an entry into the longer bus segment. The company is a leader in the school bus segment and is keen on extending its success to other bus segments as well. "We will definitely enter the bus segment. We will take some time for that as we are consolidating the HCV project now. We will first work on the integrated solutions and also launch the 49-tonner tractor-trailer and the MN25 mining tipper before the bus venture", added Mr. Mehta. Currently MNAL buses are made at the company's Zahirabad plant.

Since MCV trucks and long buses have a common basic driveline, MNAL is eyeing the possibility of bringing out both the platforms at the same time, which would prove efficient in many ways. Globally, Navistar has formed a partnership with a Brazilian company called Neobus to focus on the inter-city bus segment, though Mahindra will rely on its own expertise for the imminent bus project.

LCV segment

MNAL's LCV business also continues to perform extremely well. The company, with a 12 per cent market share in the segment, had sold over 11,000 LCVs last financial year and targets reaching the 20,000 mark in the next two to three years. Interestingly, close to 70 per cent of the sales came from the south region and as a consequence, the company's focus is now on improving its presence in other regions across India.

In LCV cargo carriers, the MNAL Load King and the DI 3200 vehicle attract good demand. In the school bus segment, MNAL's 15-seater and 25-seater buses have been very successful. Last year, the company introduced two new products – a 32-seater and a 40-seater. MNAL has proved itself as a pioneer in the school bus segment because of its efforts to produce tailor-made school-buses catering to the requirements of school children. India is increasing its focus on trauma care which has propelled demand for ambulances. With the ambulance market expected to be close to 6,000 units in FY 12-13, MNAL is looking to leverage on the huge demand in the segment.

MNAL has everything in place to expand its presence in the HCV segment. With the cowl version, a new engine, pan-India service network and many other focused initiatives, the company is firm in its resolve of attaining its targets. At the current rate of its operations, the annual sales target of 50,000 trucks is well within reach. This would definitely be a mark of outperformance in the Indian CV market.

◆

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Tata Motors still numero uno in CV segment

Tata Motors consolidated revenue, net of excise, for the year ended March 31, 2012 was Rs. 165,655 crores, posting a growth of 35.6 per cent over Rs. 122,128 crores the previous year. The consolidated profit for the year grew by 46 per cent to Rs. 13,517 crores from Rs. 9,274 crores.

Mr. P.M. Telang
Managing Director - India Operations, Tata Motors

The standalone revenues (net of excise) for 2011-12, at Rs. 54,307 crores posted a growth of 15.3 per cent over Rs. 47,088 crores the previous year. The standalone profit before tax for 2011-12 was Rs. 1,341 crores (Rs. 2,197 crores) and profit after tax Rs. 1,242 crores (Rs. 1,812 crores).

The standalone profit before tax and profit after tax for the year were impacted by exceptional items of Rs. 585 crores (Rs. 147 crores in 2010-11) on account of exchange loss (net), including revaluation of foreign currency borrowings, deposits and loans arising from depreciation of the Indian rupee and provision made for certain investments in the 100 per cent subsidiary, Tata Hispano Motors Carrocera SA, Spain, arising from continuous underperformance in challenging market conditions.

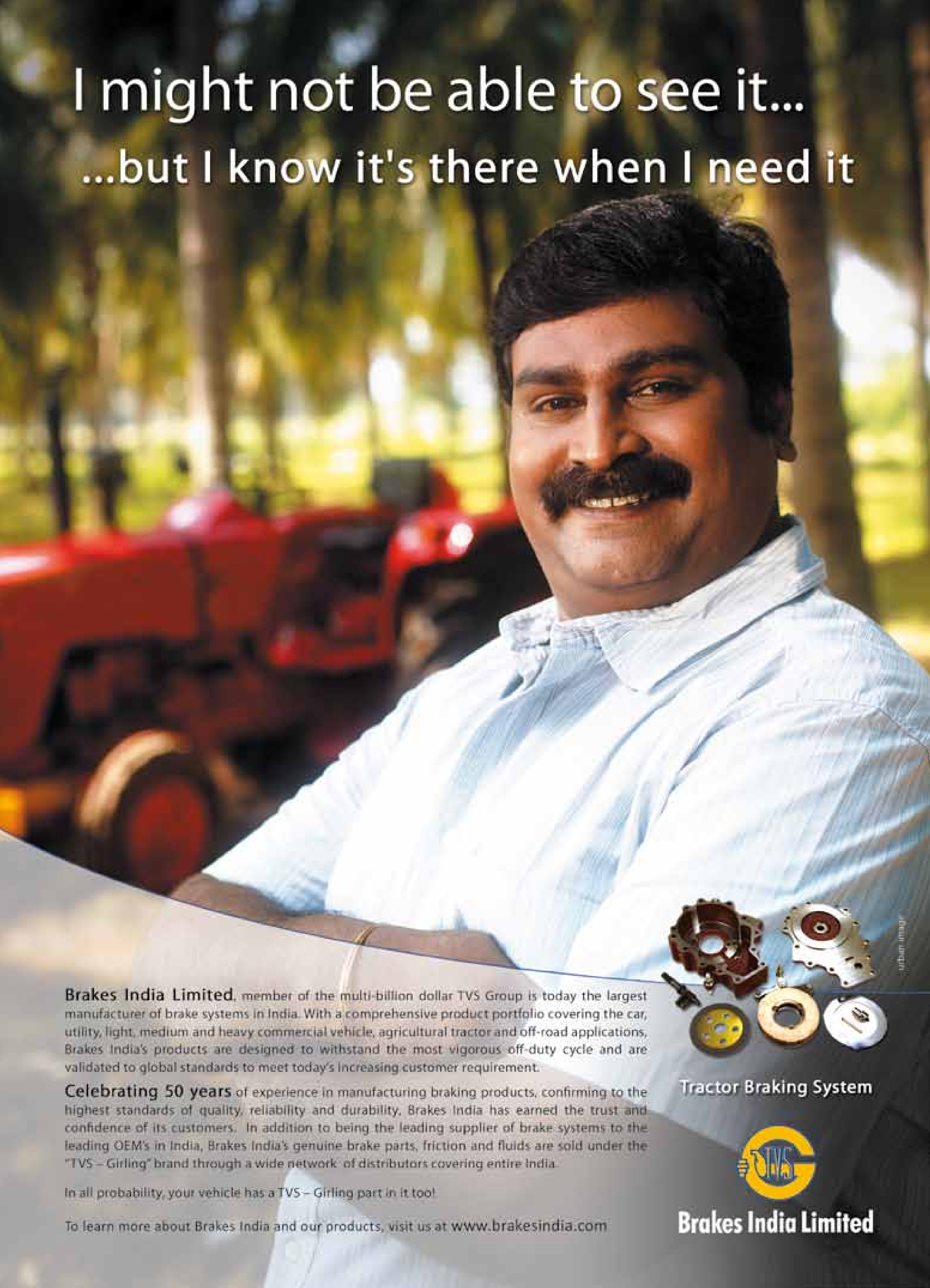
Tata Motors' sales, including exports, of commercial and passenger vehicles for 2011-12 stood at 926,353 units, representing a growth of 10.7 per cent as compared to the previous year.

Commercial vehicle sales during 2011-12 increased by 15.7 per cent to 530,204 units as compared to the corresponding period last year. The company's market share in commercial vehicles was 59.4 per cent for 2011-12.

In the domestic market, the company's commercial vehicles sales for the quarter ended March 31, 2012, stood at 155,672 units, an increase of 16.2 per cent over the corresponding period last year.

Passenger vehicles, including Fiat and Jaguar and Land Rover vehicles distributed in India, grew by 18.1 per cent to 112,470 units in the domestic market for the quarter ended March 31, 2012, as compared to the corresponding period last year. Sales for 2011-12 grew by four per cent to 333,044 units, as compared to the corresponding period last year. Focused marketing initiatives and network actions have positively influenced sales. The market share in passenger vehicles stood at 13.1 per cent for 2011-12 largely driven by sales in the recent quarters. The market share in passenger vehicles for the fourth quarter stood at 14.2 per cent.

Jaguar Land Rover sales for the quarter ended March 31, 2012, grew 48.2 per cent to 98,021 units. Of this, the Jaguar volumes for the period stood at 14,118 units and Land Rover volumes stood at 83,903 units.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The recently launched new products continue to receive positive response. The newly launched Range Rover Evoque clocked approximately 60,217 wholesale units till March 2012. Sales from the China region grew strongly and comprised 19 per cent of total volumes for the quarter ended March 31, 2012 as against 12.8 per cent for the corresponding period the previous year.

Jaguar Land Rover sales for 2011-12, stood at 314,433 units, the highest-ever, representing a growth of 29.1 per cent as compared to the corresponding period last year supported by new product actions and strong demand in China and other developing markets. The Jaguar volumes for the period stood at 54,039 units and Land Rover volumes stood at 260,394 units.

Tata Daewoo Commercial Vehicles Co. Ltd. registered net revenues of KRW. 767 billion, and recorded a net profit of KRW 3.6 billion in 2011-12.

Tata Motors Finance Ltd., the company's captive financing subsidiary, registered net revenues of Rs. 2,018 crores and reported a profit after tax of Rs. 240 crores during the year.

"It is quite obvious that we will see more competition in the segment. India is a free and growing market while a few others such as Brazil, Russia and China have some controls. But we have been preparing for this by enhancing our market reach, penetration, customer support and, at the same time, ensuring that we have the right products to offer."

— Mr. P.M. Telang, Managing Director - India Operations, Tata Motors, on the growing competition in the commercial vehicle segment in India.

Cyrus P. Mistry inducted into Tata Motors Board

Mr. Cyrus P. Mistry, Deputy Chairman of Tata Sons, has been inducted into the Board of Tata Motors as a Director.

A Director of Tata Sons since 2006, Mr. Mistry was appointed Deputy Chairman of Tata Sons in November 2011. He is also a Director of Tata Industries Ltd., Tata Steel Ltd., Tata Power Company Ltd., Tata Teleservices Ltd., and Tata Consultancy Services Ltd.

Mr. Mistry is a graduate of Civil Engineering from the Imperial College, the UK, and has an M.Sc in Management from the London Business School.

Mr. P.M. Telang, Managing Director - India Operations, Tata Motors, said: "We have the traditional products which are simple, robust, low-cost and easy-to-maintain and also the superior products such as the Prima range for long-distance travel providing better comfort, more safety and improved performance. Through the Ultra range we offer young and modern products to go with our LCVs like the Ace and Super Ace. We have a large product range, and with a deep knowledge of the Indian market, we are confident of translating it in product design to meet customer expectations. We are ready with a complete package to maintain our market share intact". ◆

From left, Mr. B.D. Singh, Managing Director, Dana India Pvt. Ltd., Mr. Santiago Salazar, Sr. Director - Global Product Planning, and Mr. Don Remboski, Vice President of Innovation, Dana

Dana reaffirming commit
Indian market with new p

An exclusive report from MOTORINDIA

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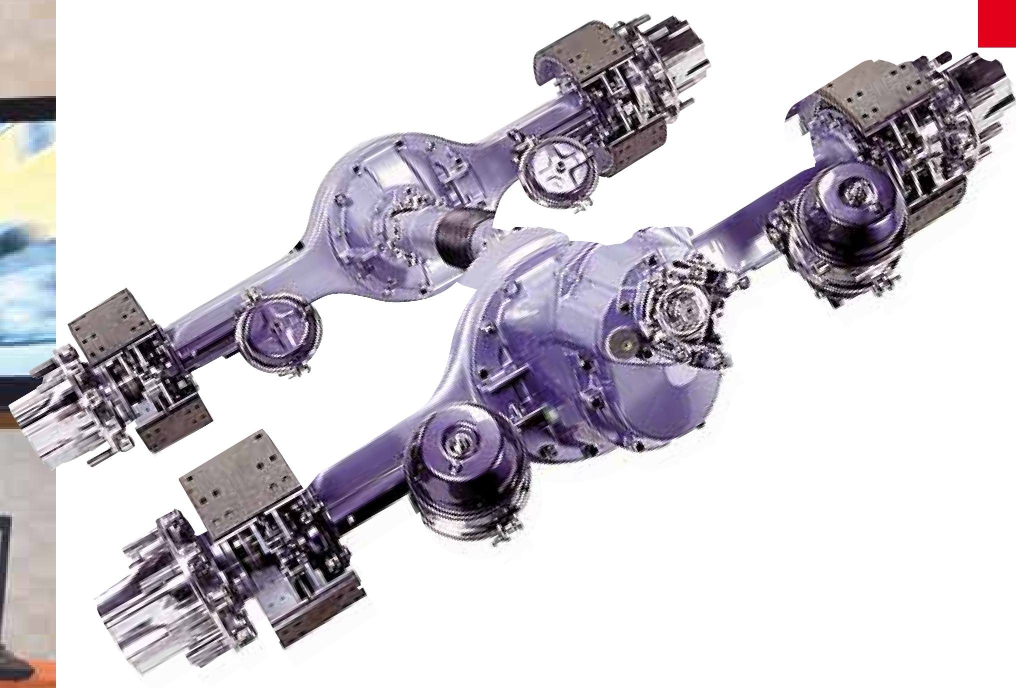

Dana India Pvt. Ltd. is vigorously working towards expanding its product range by introducing items such as the two-speed axle in the Indian market. Dana is indeed a world leader in the supply of driveline products (axles and driveshafts), power technologies (sealing and thermal-management products), and genuine service parts for light and heavy trucks.

In 1983, Axles India Ltd. (AIL), a joint venture of TVS Group's Wheels India, Sundaram Finance Group and Dana, was set up. The commercial vehicle axle business of AIL was subsequently taken over by Dana in 2011. In 1993, another venture, Spicer India Ltd., was floated jointly by Dana and Anand Automotive Ltd. to manufacture axles, driveshafts and universal joints in which Dana holds more than 74 per cent share. Dana is reaffirming its commitment to the Indian market by bringing in new products of advanced technology and better features.

Mr. B.D. Singh, Managing Director, Dana India Pvt. Ltd., said: "We have some new design features on our CV axles. We are talking to OEM customers as to how we could add value to them in terms of fuel economy, comfort, NVH, driveline performance and cost-competitiveness. With advanced features, solutions and technology for new OEMs and trucks, our products are working well and are in demand. We want to grow with our customers and be a part of the Indian growth."

The US major is in talks with major vehicle manufacturers and expects its market share in axle business to go up from 15 per cent to 30 per cent in the coming months, while its drive-shaft business commands almost 60 per cent of the total market. The company is focused equally on both OEs and aftermarket with its own dealers and distribution channels across the country.

Dana axles are running successfully in vehicles up to 31 tonnes on Indian roads, with Ashok Leyland and Mahindra Navistar being the main customers. For drive-shafts, Dana caters to more than 90 per cent of Ashok Leyland's requirements while it is a single-source for Eicher heavy commercial vehicles. The company also takes care of 70 per cent of the needs of Tata Motors' Pune plant and 25 per cent each of its Lucknow and Jamshedpur plants.

Dana is keen on leveraging on the improvements in infrastructure in the Indian market which will drive the growth of bigger trucks, more powerful engines and more capable products. It is really betting big on the two-speed axle, its latest product to be introduced in the Indian market. The axle offers a high torque when the vehicle is fully-loaded, and when unloaded, it switches to a low torque enabling the driver to cruise at high speeds. The two-speed axle concept improves the turnaround time, asset utilisation and the overall vehicle efficiency.

The company is planning to localise its existing technologies and products from Europe and North America in India, as part of its long-term commitment to the market and also leverage on the growth opportunities.

Dana has a technical centre in Pune with an engineer count of 300, which is set to reach 550 by 2014. The centre will also have a test lab to set up at a cost of $30 million, where products made by the company's facilities across the world would be tested.

Dana has two manufacturing facilities in Pant Nagar, four in Pune and one each in Sattara, Jodalli and Chennai. The company made a turnover of Rs. 1,200 crores in 2011-12, of which around 13 per cent was contributed by exports to the US, Europe and Asia. ◆

HINO's plan to enlarge presence in India

An exclusive report from **MOTORINDIA**

Hino Motors of the Toyota Group is enlarging its presence in the Indian market. The company entered the Indian market in 2009 by launching its trucks. It had set aggressive growth plans for the Indian market. Unfortunately the tsunami that hit Japan and the floods in Thailand, a major manufacturing base for Hino, severely impacted the production plans globally. As a result, the company's plans for India here put on hold.


Mr. Minoru Fujiwara, Managing Director & CEO

Having overcome these issues, Hino is once again sharpening its focus on the Indian market. Hino Motors India has used the last few years in conducting exhaustive study of various applications in the commercial vehicle segment and has understood the customer expectations and the shortfall therein. The study findings have led Hino India to primarily focus on highly demanding customers, appreciating value for money.

Hino has identified specific segments, having maximum dissatisfaction points resulting in consequential loss of productivity. One such segment is the 25-ton segment. Hino has the right product to address these areas and hence is catering to the requirements of selective applications and customer profile.

Hino had initially launched its 25-tonner 6x4 and 6x2 trucks. The company has chalked out a plan to gradually expand its product matrix and consistently capture the market in almost the entire range of products, like in other established markets worldwide.

> **"We reiterate that Hino is committed to the Indian project, and the process of zeroing in on the product matrix for Indian road & load conditions is already on"**
>
> – Mr. Minoru Fujiwara

From just a couple of Indian manufacturers till the end of 90s, the Indian commercial vehicle industry is today home for more than an dozen global and domestic manufacturers. Practically all the global CV majors have set up or are in the process of launching their trucks and buses in India. They come up with their own strategy with some focusing on the mass market segment and others on specific niche applications.


Mr. Susumu Myokan, Director & Vice President

Hino has tried to identify specific applications which have been hitherto not sufficiently addressed by other manufacturers. Mr. Dinesh Chandra Upadhyay, General Manager - Marketing & Sales, Hino Motor India, says: “We have seeded our trucks in the Indian market for specific applications, where we felt that customers have lots of pain points in the existing products. Some of these applications are tippers used in iron ore mining and trucks used in the cold chain transportation segment. Hino products have been performing extremely well and have been able to successfully address all the pain points. We are now flooded with active enquiries from not only these segments but from other segments as well”. Hino has sold over 300 trucks in India till date, 200 of which are tipper trucks and the balance used for other applications.

Mr. Susumu Myokan, Director & Vice President, Hino Motor India, observes: “Hino trucks have been preferred by the Indian customer, thanks to the product features related to safety and economy of operations, besides virtually 100% fleet utilization efficiency. All these have been highly appreciated by our valued customers. Moreover, driving comfort with state-of-the-art air-conditioned and crash-tested cabin ensures safety of the drivers, making Hino models the best choice in the commercial vehicle segment”.

Hino tipper trucks have performed particularly well in the iron ore mining segment. Mr. Upadhyay says: “Yes, due to the fact that Hino tippers have addressed all the pain points in the existing models, there has been great demand for Hino tippers, mainly for applications having difficult working conditions and high anticipated productivity”.

The high performance Hino tippers have been in operation in the iron ore mines of Karnataka & Goa. The performance of these tippers has surpassed all parameters of the existing models, and they have been perceived as undisputed product leader for iron ore mining application. Customers have reposed their confidence in them by standardizing Hino tippers for their future requirements in the vicinity. Hino has also had good success in the iron ore mines in Goa.

Lignite mining and transportation is yet another application, where Hino tippers have been perceived to be highly economical, besides improved productivity, low cost of maintenance and high life time value.

Even in the road construction segment, which is highly price sensitive, the Hino tipper has made inroads despite higher initial investments as it is best suited for the application, offering better productivity and economy of operation.


ELECTRICAL VEHICLE HEATERS
BUS AC SYSTEMS
AUTOMOTIVE BUS SYSTEMS

Mr. Dinesh Chandra Upadhyay, G.M. (Mktg. & Sales)

In the 6×2 haulage segment, the identified applications are cold chain, beverages and petroleum product transportation, which are highly demanding in terms of safety, timely delivery, turnaround time and reliability.

Entering bus segment

Even while entering India, Hino had made its intention clear that the bus segment will be an important area of focus for the company. Mr. Fujiwara says: "We have inducted 4 Super Luxury buses in India thru one of the renowned and largest bus operators of Mumbai with a view to keeping a close watch on the performance of Hino buses vis-à-vis other brands in India. We shall review the situation in the bus segment a little later and finalize the specifications most suited for Indian passengers. However, our immediate priority would be the goods segment".

Mr. Myokan adds: "We have a very ambitious plan for India and shall do everything required to fulfill the ever-growing demand of Indian customers. Currently the trucks are imported from its global facilities, but Hino is actively working on developing a vendor network in India. Keeping in view the quality of products manufactured by Indian vendors which meet international standards, we intend to source the components for other countries also from India, in order to economize on procurement and further fine-tune our product pricing".

Hino Motor India has established sales and service facility at six different locations across India. Depending on the vehicle park it will expand the sales and service network once it is equipped to meet the challenges of mass market products in India. Hino dealers are providing very strong service support to its valued customers".

Asked about the service support for its tippers particular working in the iron ore mines, Mr. Upadhyay says: "We fully appreciate the need for 'at site support' for tippers and our service support for tipper market is second to none. We are proud to say that after the induction of Hino tippers, productivity loss due to non-availability of tippers on account of frequent failures and maintenance etc., has gone down to almost zero".

Mr. Fujiwara further says: "Our strength, as demonstrated globally, lies in the superiority of the product and consequent accrual of a bundle of benefits to the valued customers. Hino offers value for money, and hence we are absolutely confident of our success in India and are ready to face the healthy competition with other global players operating in India. We will keep pace to meet the other challenges in the fast growing market in India". ◆


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Allison automatics, a perfect fit for Indian bus operators

By R. Natarajan, Managing Editor & Publisher

When it comes to bus and coach transport, Allison Torqmatic fully automatic transmission helps keep vehicles on schedule by offering maximum operational benefits, besides superior passenger safety and comfort. Allison has been a name known for manufacturing transmissions that last longer, a reason why Allison automatics are the preferred choice of most bus and coach operators.

Ride & Drive program

India being a rapidly emerging bus market, Allison Transmission conducted a Ride & Drive event at its plant in Oragadam, near Chennai last month in order to demonstrate the capabilities of its fully automatic transmissions to bus operators. The event saw company officials explain the various techniques adopted by Allison to ensure high standards in manufacturing efficiency and product quality.

Mr. Ram S. Amarnath, Managing Director - India, Southeast Asia & Oceania, Allison Transmission, (right), shaking hands with Mr. Deshabandu Gamunu Wijerathne, President, Lanka Private Bus Owner's Association

Addressing an elite group of bus operators from all over India and also from Sri Lanka, Mr. Ram Amarnath, Managing Director, Allison Transmission India, said: "We have

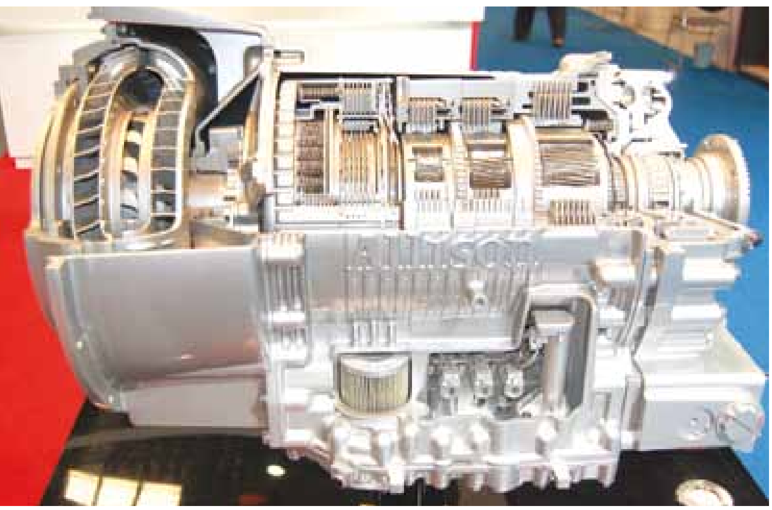
been very successful in the city-bus market, and several State Transport Undertakings (STUs) are happy with the performance of our fully automatic transmission. Around 2,500 buses which were operated during the Commonwealth Games in New Delhi were fitted with our automatic transmission. Added to that, around 5,000 units have been supplied to highway vehicles and 7,500 units to off-highway vehicles in the country. All this is good testimony to the quality, reliability and passenger safety delivered by the product."

Company officials explaining the key features of Allison products to the participants at the 'Ride & Drive' event

One of India's leading bus operators, KPN Travels, had recently tested Allison automatics. The trials included five Allison automatics-fitted buses operated on different routes, covering 1,60,000 km each. The results reflected outstanding transmission performance. Two of these tested vehicles were demonstrated at the Ride & Drive program which reiterated the impressive performance of the transmission in terms of offering utmost comfort, smooth movement and better fuel economy.

Allison automatics promise benefits in terms of quick return-on-investment and better profitability for bus operators and over the years, repair and maintenance of buses has become simpler with the introduction of electrical control systems.

With Euro V vehicle norms all set to be enforced in 2014-15, Allison is now better placed to provide a suitable solution with its India-specific product.



Allison's management team with its domain expertise is also ready to share the technical know-how and provide support for bus operators to take the existing standard of the bus industry to new heights.

Customers' delight

At the Ride & Drive event, **MOTORINDIA** had an opportunity to get interesting insights from different visiting dignitaries. The feedback brought into light the remarkable customer satisfaction delivered by Allison products. Mr. KPN. Raajesh, Executive Director, KPN Travels India Ltd., said that the feedback of the trial runs was very satisfactory and that it guaranteed benefits such as negligible driver fatigue. The company could also better its fuel efficiency by around 10 per cent, thus providing more value for money. With a current fleet strength of 230 buses, KPN is almost certain to go for Allison transmissions in its fleet expansion plans.

An inside view of Allison's Oragadam plant

Expressing his views, Mr. Raj Gopal, Vice Chairman & Managing Director, Gujarat State Road Transport Corporation, said: "We are extremely happy with the advanced Allison technology and are planning to introduce more buses with this technology. Since the Corporation has already become a role model in city-bus transportation, the Gujarat Government is keen to offer better passenger comfort and safety for the ever-growing number of commuters".

Mr. G. Ganesan, Deputy Manager, Metropolitan Transport Corporation (Chennai) Ltd., while presenting his observation, disclosed that the Tamil Nadu Government is seriously considering further fitment of Allison automatics in the State Transport vehicles, for which vigorous trials are in progress.

Mr. Deshabandu Gamuna Wijerathne, President, Lanka Private Bus Owners' Association, who was present with his team, pointed out that his Association which includes 16,000 members, with a fleet of 20,000 buses, is playing a big role in road transportation in Sri Lanka and would most likely opt for Allison technology because of its proven quality and widespread sales and service network.

India emerging big market

A virtual market leader in the fully automatic transmission segment currently in India, Allison considers India as a highly potential and promising market for the coming years. In line with the company's long-term plans for India, Allison decided to go with Chennai as its manufacturing facility site because of the city's emergence as the Detroit of Asia over the years. In fact, the Allison plant is located just behind the facility of Komatsu, the leading Japanese off-highway vehicle manufacturer and close to the factories of global giants Daimler and Renault, which stand testimony to Chennai's aggressive development in the automotive sector.

Apart from catering to the local demand, the Chennai plant also meets the needs of markets like Sri Lanka and Bangladesh. The proposed expansion of the Chennai facility will make it Allison's second largest plant in the world, next only to that in USA. The company has a third plant in Hungary.

◆

Ashok Leyland fully geared to meet growing competition

Excellent overall performance during 2011-12

Mr. Vinod K. Dasari, Managing Director (right), and Mr. K. Sridharan, Chief Financial Officer, Ashok Leyland, jointly addressing the media in Chennai

Ashok Leyland registered a sales turnover of Rs. 12,841.99 crores during 2011-12, representing a rise of 14.9 per cent as compared to Rs. 11,177.11 crores in the previous fiscal. Though the net profit was down by 10.3 per cent at Rs. 565.98 crores (Rs. 631.30 crores), the company maintained its successful run of finishing with a good profit at the end of the fiscal. It continues to strive towards realising its vision of becoming one among the top 10 medium and heavy commercial truck manufacturers and break into the league of top five bus manufacturers in the world.

The highlights of the company's performance during the year were the achievement of the highest overall sales of 101,990 vehicles, a new high in international operations of 12,852 units, reflecting a rise of 25 per cent from the previous year, and the instant success of DOST, its new entrant in the LCV segment in the six markets where it was launched.

Addressing the media, Mr. Vinod K. Dasari, Managing Director, Ashok Leyland, said: "FY 2011-12 for us saw quite a few triumphs. Our sales and production numbers reached all-time highs. The initial market feedback for DOST was overwhelming. We climbed a new peak in international operations both in terms of volumes and new markets tapped. Our ramp-up of the Pant Nagar plant was robust and complete, and, to top it all, we were able to sharpen our focus on our customers by significantly expanding the network."

Ashok Leyland has five foundation initiatives, namely, quality, people, brand, innovation and efficiency. Each of its employees is linked to one of the five.

During the year, the company produced a total of 95,559 M&HCVs and 7,760 LCVs, an all-time high. The M&HCV vehicle network expanded by 15 per cent with currently over 400 full-service outlets. The

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company exported vehicles to CIS countries and Sub-Saharan Africa, apart from its traditional SAARC market, outside which the export growth was an impressive 69 per cent. It also successfully collaborated with body-builders in countries such as Vietnam, Singapore, Turkey, Ukraine, Egypt and Peru, to build buses on its chassis.

The DOST continues to be popular with an expanding dealer network, and with a 29 per cent share in the six markets in which it has been launched and a national market share of 17 per cent. The company currently produces 100 vehicles per day which is likely to be stepped up to 150.

Another big step forward in the LCV project is the acquisition of a 380-acre land at Pillaipakkam, near Chennai, for a green-field facility to cater to the overwhelming demands of the LCV segment. An investment of around Rs. 4,000 crores has been earmarked for the LCV project and also for an expansion in the M&HCV segments.

The company's efforts to protect its bottomline through its focus on non-cyclical or support businesses yielded rich dividends, with Leyparts, the spare parts business, growing by 20 per cent and both the Defence and power solutions businesses holding their own. Ashok Leyland Defence has sold over 60,000 stallion vehicles to the Indian army and also exports them to Honduras, Africa and the US Army in Iraq.

Pant Nagar facility

Ashok Leyland's Pant Nagar plant which has been ramped up to full capacity rolled out 4,001 vehicles in March 2012. The company is proud that the facility is one of the most integrated commercial vehicle plants in the world, with forgings, castings and sheet-metal fed on one side and a full-built truck rolling out on the other. The company is doubling the frame capacity, adding a new press shop and two new weld lines – one for Avia trucks and the other for the new cab which will replace the U-truck cab over the next two years.

Ashok Leyland has also planted over 40,000 trees at Pant Nagar as part of its CSR drive. This offers a unique opportunity for the locals to learn and work at the same time through the 'blessing scheme' and also has a state-of-the-art learning centre near the plant. With 20 to 25 per cent of the employees there being female, the company has set up the country's first on-site girls' hostel, with three more modules of the same coming up in the plant.

With multi-axle vehicles accounting for half the

market-size in the country, Ashok Leyland, enjoying 65 per cent of the specific market in the South, was tested when the south market fell by 17 per cent. The 4x2 haulage segment in the South, in which it had 70 per cent share, dropped by 15 per cent. Finally the company's weakest segment, the ICV goods carrier where it has less than 10 per cent share, surprisingly grew by 25 per cent.

Commenting on the challenges on the domestic front, Mr. Dasari said that more could have been achieved. "We were hit from many sides. Our strongest market – South – was depressed. Also, segments like ICV in which we are not too strong grew substantially. However, we have rebounded. We gained market share in March '12 and continued the good showing in April and hope to keep up this momentum".

The U-Truck range has been a big success in the market with the 4923, 2523 and 3123 performing extremely well.

Although the company increased its market share in the central region for the first time and in the Tipper and ICV segments, growth in other segments was muted.

Avia Ashok Leyland in Prague, the company's Czech wing, doubled its sales in 2011 from the previous year and currently exports vehicles to the US with CIS and Middle East being potential targets. Ashok Leyland's Ras-al-Khaimah facility which was set up two years ago has reached its full capacity of four buses per day. The company had completed acquisition of Optare, after it had raised its stake to 75.1 per cent in the UK company. The acquisition gave Ashok Leyland access to Optare's plant at Leeds, capable of making 40 to 50 buses per month.

The U-Truck range has been a big success in the market with the 4923, 2523 and 3123 performing extremely well. The company's new Neptune series engine has been impressive in trials and is likely to be launched in a few months. The new cab will also be available in the market by the end of the current fiscal.

The company is confident of continuing its strong performance in the coming year, betting on its new products scheduled to hit the roads, of which the Jan Bus, the world's first front-engine, single-step entry, fully-flat bus, is definitely one to watch out for.

About the prospects for 2012-13, Mr. Dasari said: "We feel the full year volumes would grow as there are signs of robust growth in some segments. We also have a number of innovative products ready to roll out like the Jan Bus and the 10x2 and with a new thrust to our brand building efforts with our new Brand Ambassador, Mahendra Singh Dhoni, the coming year should be an interesting one for us."

An interesting decision which has proved remarkable for Ashok Leyland is the mounting of tipper bodies within the company's plant, ruling out the need for taking the chassis out of the plant – a move which would attract an excise duty of 14 per cent as compared to the excise duty of 12 per cent for a fully-built vehicle. It is learnt that as a result the company has saved huge working capital.

Another major step forward for Ashok Leyland is the use of trailers to deliver its trucks to customers. The company aims to hand over the new vehicles to its customers with practically brand new tyres and batteries and with zero km on the odometer.

With a focussed vision, strong product range, advancing technological expertise and a brand new marketing blitz to increase its market hold, it will be interesting to watch how Ashok Leyland battle it out with competitors in the coming year. As for the Indian commercial vehicle segment and the end customers, it would be a win-win situation, thanks to the stiff competition in the market, which would hasten infrastructure growth in the country and gradually raise the standard of the commercial vehicle industry to a higher level.

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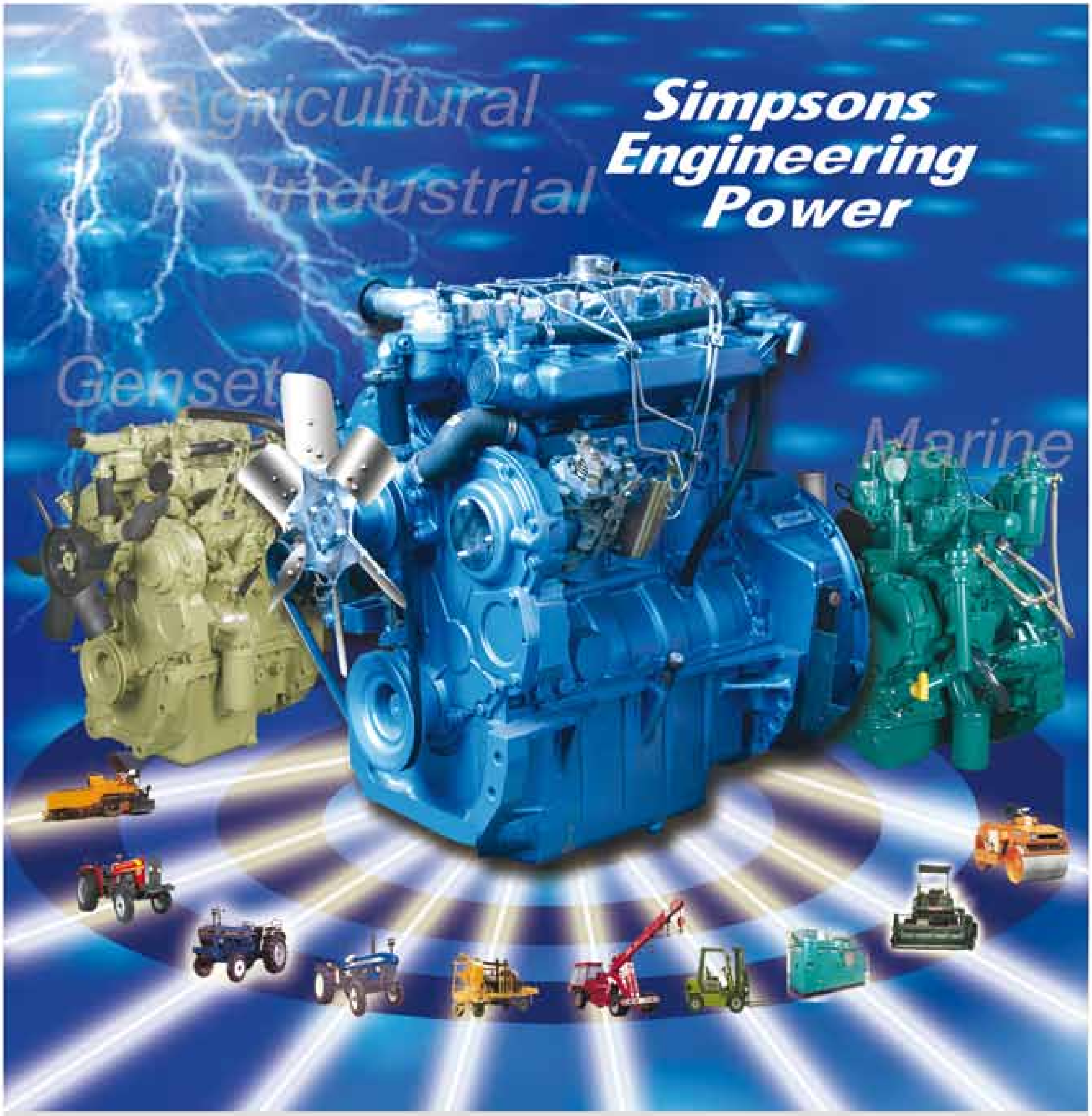
ZF focused on promising Indian bus market

An exclusive report from MOTORINDIA

Dr. Michael Störk, Director, Head of Sales & Application 2, Commercial Vehicle Technology Business Unit, Bus Driveline Technology, (right), and Mr. Sigurd Rieg, Sales and Application 2, Commercial Vehicle Technology Business Unit, Bus Driveline Technology

ZF Friedrichshafen AG, a leading worldwide automotive supplier for driveline and chassis technology, presented its range of products at the Busworld Turkey exhibition held recently in Istanbul. ZF's technology is highly popular in the Turkish bus market which is considered the most dynamic in Europe. Eleven bus manufacturers have production locations in the country and all of them are ZF customers.

For 2012, orders have already been placed for 900 buses by different manufacturers with the final destination Turkey. These are equipped with the fuel-saving EcoLife 6-speed automatic transmission, ZF axles and steering technology by ZF Steering Systems. The customers are the three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major transport operators of Turkey, namely, IETT in Istanbul, EGO in Ankara, and Eshot in Izmir. Thus, the most heavily populated cities of Turkey have decided in favour of ZF technology.

Dr. Michael Störk, Director, Head of Sales & Application 2, Commercial Vehicle Technology Business Unit, Bus Driveline Technology, said: "We have a lot of new tenders in Istanbul, Ankara and other Turkish cities for our new automatic transmission, the ZF Ecolife. The buses which run in Istanbul's BRT system are all equipped with ZF transmission."

Over the years, ZF has been doing well in India too. At present, ZF's 9-speed truck transmissions are assembled at its Pune facility and the company is looking out for localising more products for the promising Indian market.

Mr. Sigurd Rieg, Sales and Application 2, Commercial Vehicle Technology Business Unit, Bus Driveline Technology, said: "The Indian bus market is a big potential for us, with such a huge population to be transported. We have a lot of experience in product support and can provide very good professional service, especially for buses. Our activities in Pune have the potential to go step-by-step to localise our products, but we need higher volumes to localise. If the market booms, then we could even think of a second plant."

In India, the Volvo 8400 city-buses are fitted with ZF Ecomat, an automatic transmission, while the intercity coaches come with ZF manual transmissions which are imported from Brazil. There are more than 1,500 Volvo buses running with ZF Ecomat which are gradually being shifted to the more advanced ZF Ecolife.

ZF is also in talks with Tata Motors to get its 6-speed manual transmission approved on the company's new luxury coach Divo. The company is also waiting for the approval of an automated manual transmission (AMT) on one vehicle and is keen on replicating the success with automatic transmissions for city buses. The other major Indian bus-maker, Ashok Leyland, has a ZF licence.

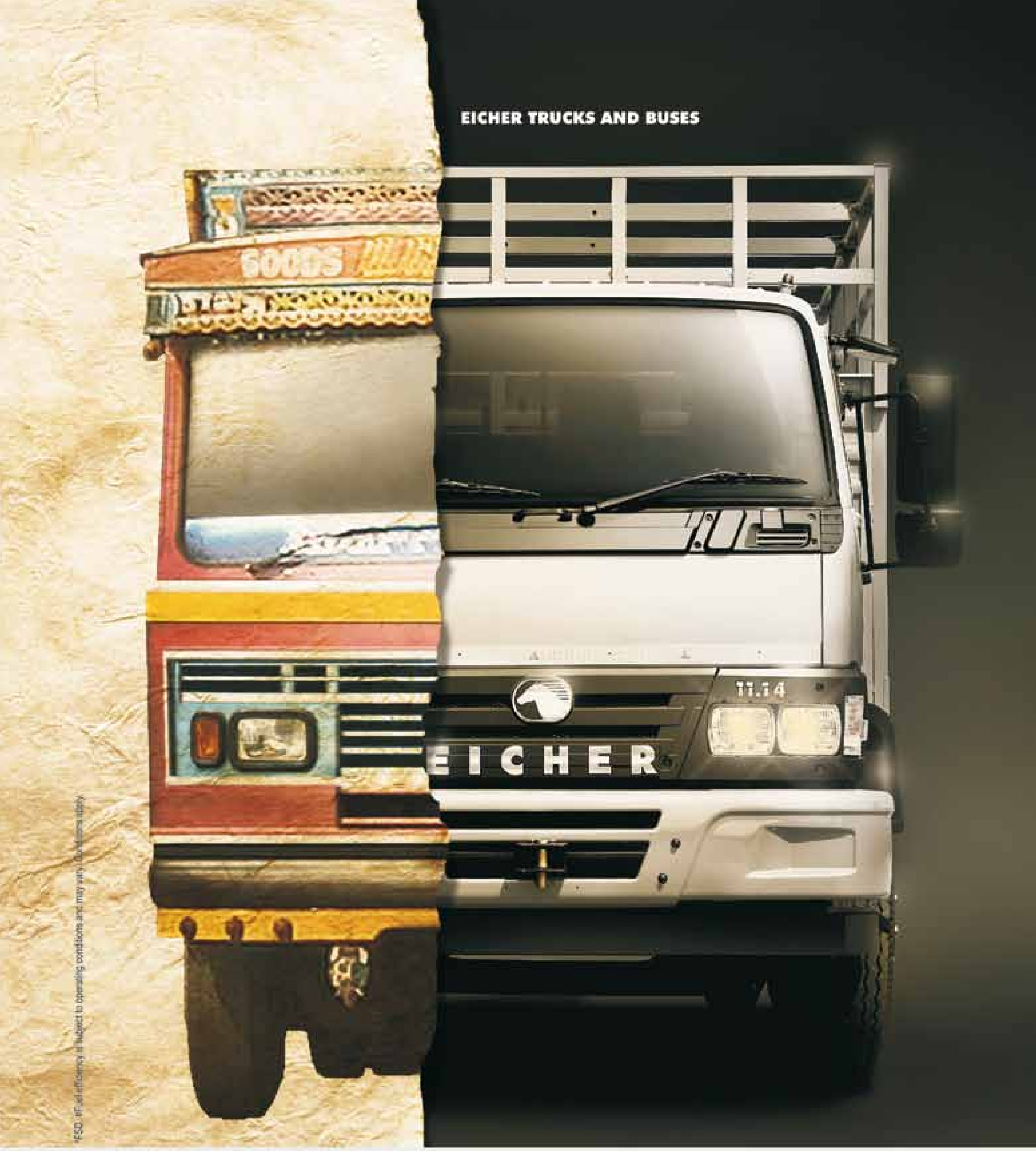
ZF is vigorously working with STUs in the country, including BEST, DTC, BMTC, KSRTC and APSRTC. "The STUs are looking for relief for drivers and comfort for passengers. Currently, the standard is manual transmission, but the next logical step would be AMTs. The ZF AS Tronic Lite is an AMT which is developed for lower powered vehicles with low horse-power, like those in India and other emerging markets. The Indian market will develop soon, especially using AMTs to move towards automatics. Though we are not the cheapest in terms of cost, we look to sell through our performance and focus on life-cycle cost."

One main advantage with ZF is that it has all the transmission technologies – automatics, AMTs and manual – in its portfolio, offering its customers the entire range to choose from. In addition, the company's technical expertise enables it to recommend the type of transmission which would be most suitable for a particular application.

According to Dr. Störk, multi-speed automatics with primary retarders would be the best choice for BRTs. For feeder buses, the company suggests AMTs such as the ZF AS Tronic Lite to be a good alternative to manual or heavy AMTs, which on the other hand, would be the right choice for coaches.

About two decades ago, in South America, automatic transmissions were almost unheard of, but now the situation has changed with ZF being able to penetrate the market mainly due to product benefits. The company is confident that the same would be the case with India. However, for the change to happen, the standard of infrastructure and the performance of buses should improve in the country.

ZF automatic transmissions come with a primary retarder which offers better performance in low-speed city-bus applications. The company is also a pioneer in producing power-shift transmissions for passenger cars, which is being reproduced for buses, since buses are also involved with transporting passengers. In automatic transmissions, ZF is indeed a leader with a 52 per cent market-share in buses worldwide. ◆



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Apollo Tyres annual revenue grows 37% to cross $2.5 billion

Mr. Onkar S. Kanwar, Chairman, Apollo Tyres Ltd.

Apollo Tyres Ltd.'s consolidated annual revenues across operations in Asia, Africa and Europe grew 37 per cent to reach Rs. 121.5 billion ($2.5 billion or Rs. 12,153 crores) in 2011-12. Indian Operations' revenue grew 49 per cent as compared to the previous year. Europe saw a growth of 27 per cent, while African operations also witnessed a 10 per cent growth despite challenging local circumstances.

Operating profit grew 18 per cent to reach Rs. 12 billion from Rs. 10.2 billion, and net profit stood at Rs. 4.1 billion (Rs. 4.4 billion). The Board of Directors has recommended a dividend payout of 50 per cent.

Commenting on the results, Mr. Onkar S. Kanwar, Chairman, Apollo Tyres Ltd., said: "Despite the challenging circumstances, we have crossed yet another milestone of $2.5 billion in 2011-12. The conditions in our largest market, India, have not been easy. The same applies for the South African economy. But the positives are many – primarily expansion of our passenger vehicle range and the launch of 3 ultra high performance tyres in Europe. In the critical truck and bus radial segment, we now enjoy a leadership position in India, and are poised for higher growth. The stability in the raw material prices, especially in the

2nd half of the fiscal, has eased some pressure on our margins."

Net sales for the fourth quarter (January-March) of 2011-12 rose by 18.4 per cent to Rs. 32.3 billion from Rs. 27.3 billion. Operating profit grew 10.4 per cent to Rs. 3.87 billion from Rs. 3.5 billion and net profit stood at Rs. 1.57 billion against Rs. 1.9 billion in the same quarter the previous year.

Added Mr. Kanwar: "We are in a growth and planning mode across our operations, where we are working towards faster market expansion outside India, and are therefore seeking ways to fulfill this higher demand with additional capacities."

Corporate highlights

Apart from the existing markets in Germany, the UK, Italy and the Netherlands, Apollo branded tyres are now also being sold in Switzerland, Austria, Denmark and Greece in Europe. Export revenue out of India grew 67 per cent contributed by off-highway tyres and over 30 per cent increase in passenger and commercial vehicle tyres exports. On an average, raw material prices went up 23 per cent from Rs. 131 per kg last fiscal to Rs. 161.

After making Dubai its Middle East hub, the company opened its first branded retail outlet outside the country in Dubai. This Apollo Super Zone sells both passenger vehicle and commercial vehicle tyres.

Further, the ultra high performance tyre, Apollo Aspire 4G was launched at the 82nd Geneva Motor Show. Apollo Vredestein launched two new ultra high performance tyres on the Hungaroring F1 circuit in Budapest.

Apollo Direct, a toll-free customer number for passenger vehicle tyres, was introduced in India. Similar to the full-service branded retail outlets for passenger vehicle customers, the company opened two Apollo CV Zones, one each in Delhi and Tamil Nadu.

Component preparation unit opened at South African plant

From left, Dr. Luis Ceneviz, Chief Executive Officer, Apollo Tyres South Africa (Pty) Ltd, Mr. Onkar Kanwar, Ms. Dudu Mazibuko, District Mayor, and Neeraj Kanwar, Vice Chairman and Managing Director, Apollo Tyres Ltd. at the opening of the new unit

Mr. Onkar S. Kanwar, Apollo Tyres Chairman, recently inaugurated a new state-of-the-art component preparation unit at the Ladysmith tyre manufacturing facility in South Africa. This 6,500 sq. metre unit, with a potential for further expansion to facilitate future growth, has been installed with an investment of R300 million ($35 million) and has a new calendering machine and triplex extrusion line.

Among those present on the occasion were Dudu Mazibuko, District Mayor, and M Madlala, Mayor of Ladysmith.

Addressing the inaugural function, Mr. Kanwar outlined the challenges facing South African tyre manufacturers of high manufacturing and wage costs and the threat of cheaper imports. "Despite the challenges of the overall economy, at Apollo we will continue to invest in our people, plants and processes to strengthen Apollo Tyres South Africa for expansion into the African continent. South Africa has enormous potential and all of us need to work together to realise it."

The new unit will remove capacity bottlenecks and improve quality and productivity, while enabling capacity expansion. It will feed both the Durban and Ladysmith manufacturing units of Apollo Tyres South Africa, thereby increasing the commercial vehicle tyre capacity of Durban by 20 per cent, and the Ladysmith passenger vehicle and light truck tyre capacity by 30 per cent.

Since acquisition of the former Dunlop Tyre facilities in South Africa, Apollo has invested around R700 million ($85 million) towards upgrading machinery and increasing manufacturing efficiencies in both the plants. Substantial investments have also been made in people development and skill building in local communities.

Said Dr. Luis Ceneviz, Chief Executive Officer, Apollo Tyres South Africa (Pty) Ltd.: "This is a continuation of our efforts to modernise and upgrade our plants to enable us to capitalise on upcoming growth across the African continent. In a similar manner, given the acute shortage of skilled artisans, we have a programme in place to train young talent with mechanical aptitude. This has already brought into the fold young talent from the community."

In view of the special needs of the Ladysmith community and the limited number of businesses in the area, investments have also been made at the Inkanyezi Special School for young adults with special needs in order to create self-employment opportunities, and at the Ladysmith High School for computer literacy and at the Sizanokuhle Creche to enable it to attain financial independence.

Apollo's restructured R&D to focus on product diversification

Mr. Neeraj Kanwar, Vice Chairman and Managing Director

Apollo Tyres Ltd. has restructured its R&D team across its three key geographies to create synergy and greater alignment to the company's growth plans. This comes soon after a clear decision taken at the management level to sharpen Apollo's focus on core research and a substantial increase in R&D spends over the next few years. The new structure links the entire organisation along two critical product lines of commercial and personal vehicle tyres, with respective leaders reporting to the Vice Chairman.

Mr. Neeraj Kanwar, Vice Chairman and Managing Director, Apollo Tyres Ltd., said: "We have merged our research and development resources of nearly 250 individuals from Africa, Europe and India under the

> **"Our clear focus is on bringing to the market leaner yet robust products for the commercial segment which deliver on the parameters of lower fuel consumption, increased tyre life and added safety features."**
>
> – Mr. P. K. Mohamed

leadership of 2 of our finest experts. While commercial and personal vehicle tyre development and testing will be located in India and The Netherlands respectively, smaller teams across key markets will work on customising each global product to market requirements and testing under local conditions. This structure allows for a sharper focus on basic research, increased usage of alternative raw materials and market-led product performance."

Mr. P.K. Mohamed, Chief Advisor, Apollo Tyres Ltd., will lead the commercial vehicle (CV) tyre division, which will be housed on the same campus as the Chennai manufacturing facility, while Mr. Peter Snel, Group Head, Apollo Tyres Ltd., will spearhead the passenger vehicle (PV) tyre unit from a new facility being set up in Enschede, Netherlands.

Mr. Mohamed is one of the founding members of Apollo's technology journey in both commercial and passenger tyres and is credited with some of the most successful tyres manufactured till date. He continues to play a critical role in guiding Apollo's strategic growth.

Mr. Peter Snel joined Apollo Vredestein over a decade ago and has been a key member of the team which established Vredestein as an ultra-high performance tyre brand.

Decision on the location of the two centres was taken on the basis of the current and potential CV and PV markets. The Middle East and Asia constitute nearly 59 per cent of the global commercial tyre market, while Europe and North America comprise 51 per cent of the world's passenger tyre sales. This would enable both the R&D units to have closer interaction with OEM and replacement customers, testing centres, raw material suppliers and research institutes.

◆

Demand for Eicher vehicles on the rise

Eicher branded trucks and buses recorded sales of 4,213 units in April 2012, which is 14.8 per cent higher than that of April 2011 at 3,669 units. The YTD 2012 sales were 18,408 units as compared to YTD 2011 sales of 16,174 units, representing a growth of 13.8 per cent.

In the domestic CV market (5T and above), Eicher branded trucks and buses recorded a higher growth of 18.2 per cent at 3,963 units in April 2012 as compared to 3,353 units in April 2011. The YTD 2012 sales were 17,486 units as compared to YTD 2011 sales of 15,095 units, representing a growth of 16 per cent.

In the bus segment, Eicher branded buses recorded a 33 per cent growth in sales at 802 units as compared to 602 units in April 2011. The YTD 2012 sales were 2,845 units as compared to YTD 2011 sales of 1,873 units, representing a 52 per cent growth.

The heavy duty Eicher trucks recorded sales of 782 units in the domestic market as against 513 units in April 2011, representing a growth of 52.4 per cent. YTD Eicher HD sales were 3,073 units against 2,437 units in 2011, representing a 26 per cent growth.

On the export front, Eicher Trucks and Buses recorded sales of 250 units in April 2012 as against 316 units in April 2011. However, the export pipeline continues to be very healthy. ◆

Eberspaecher sales picking up with steady growth in demand

The Eberspaecher Group concluded the 2011 financial year on an encouraging note. Its sales during the year rose by 34 per cent, for the first time above the level of 2008, the year proceding the worldwide recession. As an annual average, the total number of employees grew over 12 per cent. For 2012, management expects sales to stabilize, with stronger growth in the coming years.

In 2011, Eberspaecher posted sales totalling 2,590.5 million euros, representing an increase of 34 per cent compared with the previous year or a rise of nearly 27 per cent after deduction of transitory items. As an annual average, the company employed 6,331 workers and generated net income of 76.3 million euros. "Eberspaecher profited from the new exhaust-emission standards and from the good business situation in the commercial vehicle market, but in the passenger car sector too, domestic and foreign demand was exceptionally high", said the Managing Partner, Mr. Martin Peters, at the annual press conference.

In the largest division, Exhaust Technology, sales of 2,141.6 million euros were posted in 2011, and the turnover of this division, adjusted for transitory items, reached 1,016.1 million euros. Eberspaecher was able to expand in North America in line with the growing market for the technologically sophisticated exhaust-gas aftertreatment of commercial vehicles and is planning to extend appropriate capacity.

Moreover, the company has been preparing for the Euro 6 exhaust-emission standard for commercial vehicles coming into force in Europe from 2014. With this in mind, a new production site has been built in Wilsdruff near Dresden, and in Sweden a controlling interest has been acquired in Swenox AB.

Eberspaecher has thus been able

to extend further its market-leading position in the exhaust-gas after-treatment of future Euro 6 commercial vehicles. In addition, it has set up a new company in China to track the increasing need for higher-quality exhaust technology there too.

The Climate Control Systems Division also grew significantly in 2011, posting sales of 448.8 million euros. Sales of vehicle heaters were considerably above expectations. Contributions were made both by business with vehicle manufacturers and commercial business for the aftermarket. The German sales operations were consolidated in the Mecklenburg-West Pomeranian town of Torgelow, thereby strengthening customer service nationwide.

As far as electrical vehicle heaters manufactured and distributed by Eberspaecher catem are concerned, the previous year's sales level was substantially exceeded. In this, development work, especially involving innovative electronic solutions for battery-driven vehicles, also played its role.

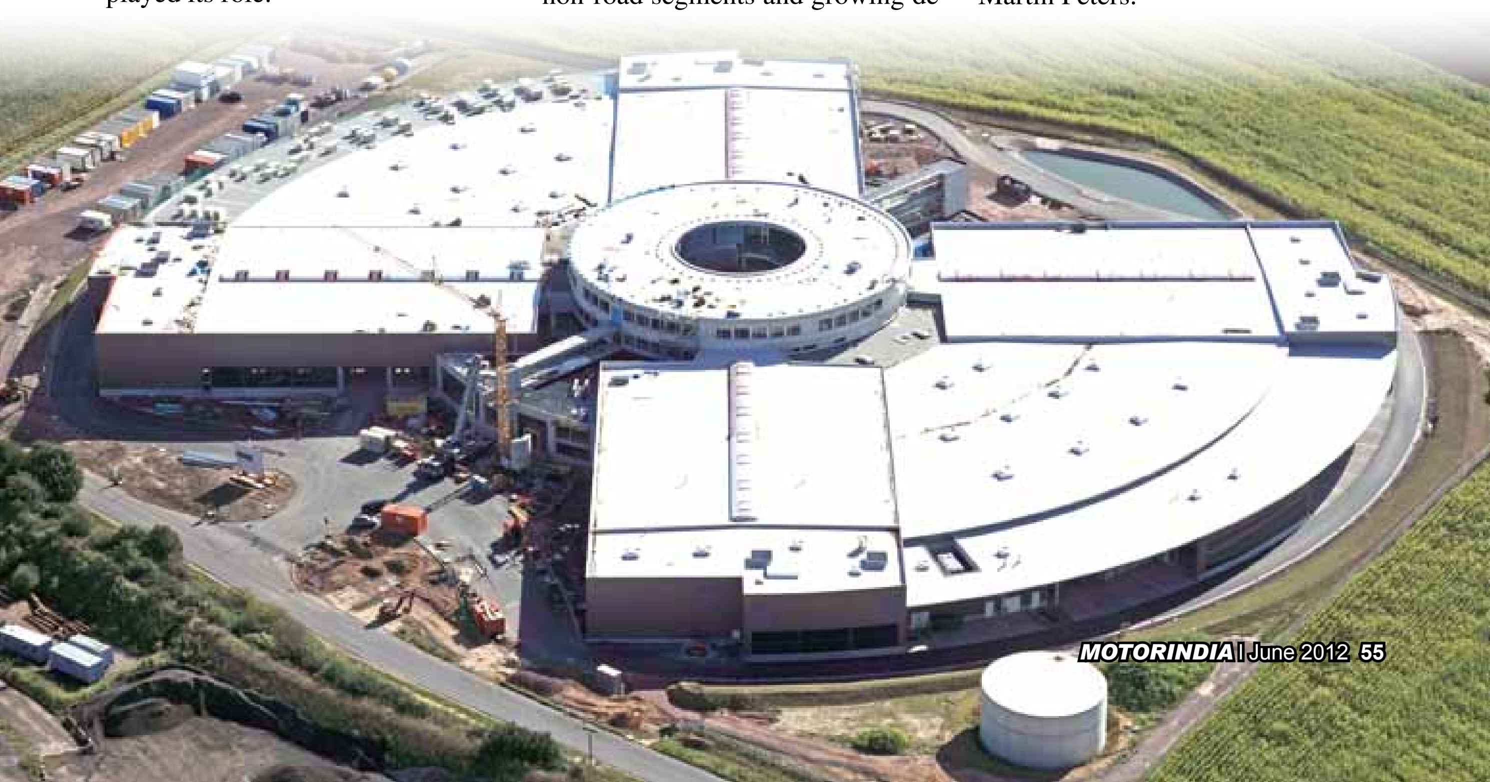
Significant sales growth was recorded at Eberspaecher Suetrak: international business in bus air-conditioning systems increased due, among other things, to new orders, and new sites were added in Singapore and southern India.

Eberspaecher Controls, specializing in vehicle electronics, can also look back on a successful financial year. The strong rise in sales can be attributed in particular to the series production of control units for on-board network stabilization.

The Eberspaecher Group expects continued positive growth. For 2012, it is assuming a slight rise in sales, with profit being affected by intensive advance expenditures, capital spending and increasing material and wage costs. For the coming years, the company expects stronger sales, mainly due to ever stricter exhaust emission standard in the car, commercial vehicle and non-road segments and growing de-

mand for efficient air-conditioning and energy management in systems.

"We have taken precautions in setting our course for growth – through secure financing, through the development of new, technologically leading products and through investment in new, highly efficient production plants", stressed Mr. Martin Peters. ◆



Tata Motors' modified strategy to retain market leadership

Greater focus on new vehicle variants to boost sales

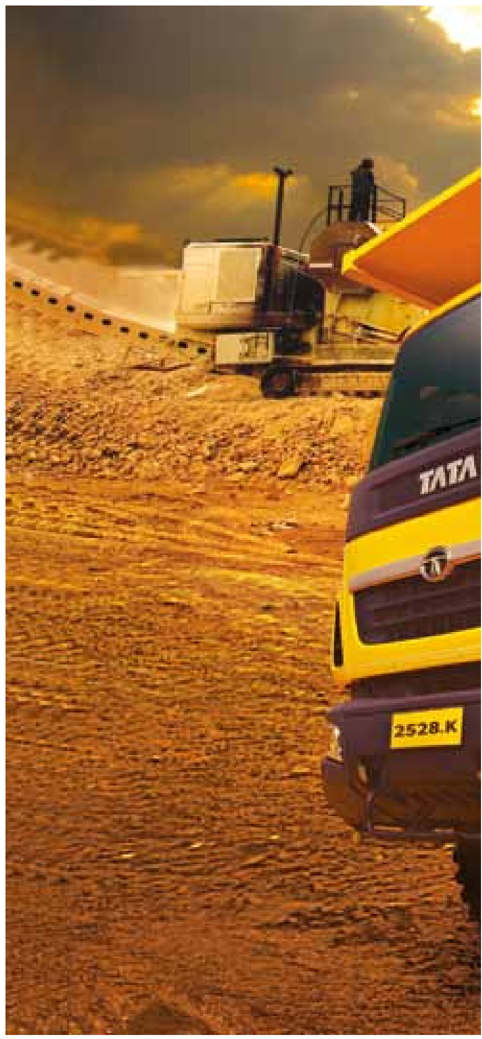
By R. Natarajan, Managing Editor & Publisher

Mr. Ravi Pisharody, President - Commercial Vehicles Business Unit

Tata Motors still retains its market leadership in the Indian commercial vehicle industry. Despite commanding nearly 60 per cent of the Indian commercial vehicle market, the company is gearing itself to meet the emerging competition with the entry of multinationals in the potentially strong Indian market. Mr. Ravi Pisharody, President - Commercial Vehicles Business Unit, Tata Motors, explained in detail the company strategy to maintain its market in the emerging scenario.

In 2011-12, the major new introductions by Tata Motors were the Zip and the Iris. Their numbers were ramped up well since their launch. In March 2012, the company turned out 5,000 units, which is close to 200 per day. Production is likely to hit 7,500 per month, which is 300 per day, and could be done at its Pant Nagar plant. The Dharwad plant of the company has also started production of the Zip in March.

With the Tata Ace performing outstandingly well since its launch, the company has recently come up with the Super Ace and the Ace EX. The Ace EX, which costs around Rs. 8,000 more than the regular Ace, comes with a start-stop battery and bigger tyres, and also offers seven per cent better fuel economy. The company has an



80 per cent market share in the Ace Cargo segment and 75 per cent in the passenger carrier segment. With more variants on offer, the company is sure that its market share would grow further.

The Ultra range of LCV and ICV vehicles were showcased at Auto Expo 2012. The range would comprise cargo and passenger versions. The company has already soft-launched the passenger version with 100 vehicles on road, and the cargo version is expected to be launched by the second quarter of 2012-13.

In the Prima range too, a number of variants, including the Prima tippers, were introduced. With Prima sales crossing 2,000 units last year, the company plans to bring out more models of the Prima range. It also feels the market is gradually maturing and is now ready to pay more for quality products.

According to Mr. Pisharody, Tata Motors' major strengths lie in its wide product range and plant capacities. For instance, the initial capacity of the company's Pant Nagar plant was 25,000 vehicles per month. Now it has touched 40,000 units, including smaller vehicles.

Vehicle supply pact signed with AGI, Myanmar

Tata Motors has entered into an agreement with Apex Greatest Industrial Company (AGI), Myanmar, for distribution of its commercial vehicles and passenger cars in that country.

The agreement was signed on May 26 at Myanmar's capital city, Nay Pyi Taw, by RT Wasan, head, international business, commercial vehicles, and Johnny Oommen, head, international business, passenger vehicles, on behalf of Tata Motors, and U Kyi Thein, Chairman, AGI Myanmar.

In March 2010, Tata Motors had signed a turnkey contract with Myanmar Automobile & Diesel Industries (MADI), an enterprise under the Myanmar Ministry of Industry, for setting up a heavy truck assembly plant at Magwe in central Myanmar.

Funded by a $20-million line of credit from the Government of India, the plant, inaugurated in December 2010, is now fully operational.

With a highly flexible chassis and frame assembly line, along with cab manufacturing, paint shop and trimming set-up, the plant has a capacity to produce 1,000 vehicles per annum initially with a provision to raise it to 5,000 units.

The company has been consistent in bringing out new variants across different segments to maintain its market share despite stiff competition.

Segment-wise growth

India being a vast market, the last fiscal reveals that the top segment has continued to grow while some other segments were hit. The LCV-ICV segment (4 to 11 tonne) grew by 10 to 15 per cent while the M&HCV segment expanded by five per cent, within which the tipper segment had grown well. The growth trend is expected to continue for six months, after which the M&HCV market growth is likely to be a little faster.

In FY 2011-12, the 16-tonne segment did not do very well while the 9 and 11-tonne segments grew by 30 per cent. This could be a case of the former segment migrating to the latter. The tipper segment witnessed a growth of 25 per cent, without which the overall M&HCV growth won't be even five to seven per cent. Another interesting, though expected, outcome was the strong growth of the SCV segment which, being less influenced by macro-economic factors, grew by over 20 per cent. The SCV segment is also a huge employment generator with many people who buy the Zip and the Iris making quick money.

As for vehicle financing, Tata Motors has had 15 to 20 new tie-ups with PSUs, NBFCs and public sector banks. In the truck segment as a whole, the company registered a growth of seven to eight per cent. The bus segment performance generally depends on STUs which drove last fiscal's growth to be flat, in contrast to the 20 per cent growth the year before. Since the bus segment is considered more stable than trucks, its growth for the current year is projected to be 10 per cent.

◆

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Frenzel range of quality products for coaches and trucks

An exclusive report from MOTORINDIA

Mr. Jürgen Thomas Kost, Senior Export Manager

Frenzel GmbH is a medium-scale company with 60 years of experience to its credit. The company manufactures standard products such as on-board kitchens, refrigerators, coffee machines, hot water boilers, TV and video systems for coaches and trucks at its facility in Obersulm-Sülzbach near Heilbronn in Germany. With more than 75 employees it also builds special buses for customised applications.

Frenzel's concepts for buses range from simple standard solutions and customised furnishings to new specifications for buses, coaches for football clubs, VIP buses for exclusive trips and for show business. The range of products is also supplemented through mobile and fixed refrigerators. The company has in its ranks qualified personnel and good technical know-how arising from years of experience, all of which would add more value to its customers.

Frenzel is part of the ever-growing list of German companies which are looking to introduce products in the growing Indian market. It sells its products through Vikas Refrigeration Agency in India.

Mr. Jürgen Thomas Kost, Senior Export Manager, said: "We visited Parveen Travels, Volvo, Corona Bus and Sutlej along with our partner in Ahmedabad, who are confi-

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CORPORATE OFFICE: **Madhus Garage Equipments Pvt. Ltd.**, No: 46/2, Doddakallasandra, Kananakunte Cross, Kanakapura Road, Bangalore 560062. Phone: 080-26666026/ 6516/ 6513/ 0656. ▪ Fax: 26666033 ▪ Email: madhus@madhusindia.com ▪ REGIONAL OFFICES: Ahmedabad / Bangalore / Chennai / Coimbatore / Hyderabad Jaipur / Kochi / Kolkata / Ludhiana / Lucknow / Mumbai / Nagpur / NewDelhi / Pune / Trivandrum ▪ **Call: 1800-102-8595** (Toll Free) dent of collaborating with them for pantry kitchens for the coaches. We checked some of the latest buses in the market and had discussions with Vikas for some special type of products. We have supplied two kitchens to Volvo in India till now, and it has been received quite well."

Frenzel has been studying the local market and feels that coach operators in general prefer lesser seats with more comfort and better service. The company is looking to take the usual CKD route to expand its presence in the Indian market, and it might eventually go for a local production facility if the orders grow in number.

Europe being its strongest market, Frenzel's biggest customer is MAN, followed by Evobus which is an amalgamation of Mercedes-Benz and Setra. The Mercedes-Benz city-bus Citaro is equipped with Frenzel cooling systems. It is eyeing Van Hool, VDL Group and Volvo also. Another company which Frenzel is keen on partnering with is Temsa, a leading Turkish manufacturer which is currently active in price-sensitive markets.

In 2011, Frenzel also got a big order from MAN for some of its non-European vehicles. Frenzel's order books remain full during November to March as it sells around 3,500 kitchens and 3,500 refrigeration units annually.

In 2011, the company made a turnover of 10 million Euros which is expected to go up to 12 million Euros in 2012. It is quite confident of becoming an established name in the Indian bus market soon. ◆

Frenzel makes 11 standard types of kitchens, each offering different types of amenities. Currently the company produces 35 to 40 kitchens per week in Germany. It supplies 20 to 25 kitchens to MAN Turkey while five to ten units are delivered to Neoplan in Germany every week.

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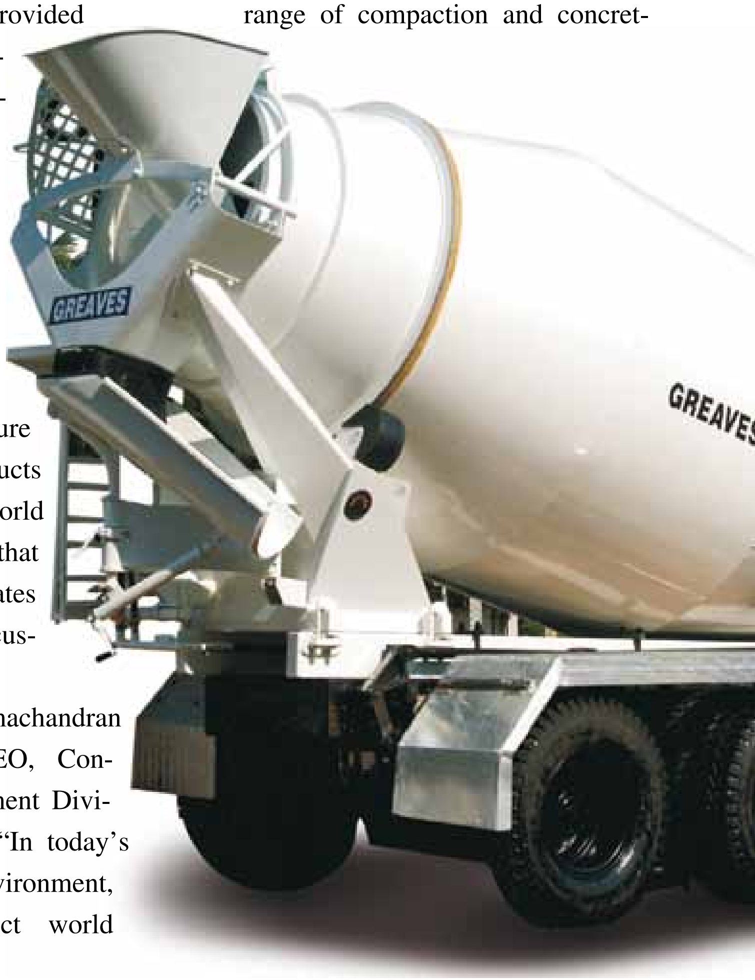
Greaves Construction Equipment Division embarks on major diversification

Mr. Sunil Pahilajani, M.D. & CEO

In its endeavour to strengthen its Construction Equipment Division, Greaves Cotton Ltd. is looking at growing from construction equipment business to that of becoming a comprehensive infrastructure player. With this objective, the Division is embarking on key business initiatives, including technology transfers and other streams of business like rentals to reconstruct its current business model. The Division has tied up with Samil Korea for technology transfer for turning out much superior products.

Commenting on these developments, Mr. Sunil Pahilajani, Managing Director & CEO, said: "Augmenting its growth strategy, the Construction Equipment Division is seeking to operate in the gamut of infrastructure, offering customers superior products and solutions. Being a solution provider we are constantly working on expanding our product portfolio so as to meet customer demands. The strong thrust provided by the Government to the construction and infrastructure sector has further catalysed our strategy. This tie-up is a positive step taken to ensure that our products are backed by world class technology that ultimately translates into increased customer benefit."



Mr. Ramachandran Nandagopal, CEO, Construction Equipment Division, observed: "In today's competitive environment, customers expect world class technology and service. We are seeking to revamp our existing product portfolio to offer a wide variety of products that deliver higher levels of customer satisfaction. By ushering in best-in-class technology, we endeavour to build a robust contemporary product basket and aim to be a one-stop solution for our customers."

Greaves Construction Equipment Division manufactures a wide range of compaction and concreting equipment. The complete range of concrete equipment like transit mixers, concrete pumps, batching plants, etc., are manufactured at the company's ISO 9001 certified plants at Gummidipoondi in Tamil Nadu. The Division also manufactures the complete range of compaction equipment like vibratory soil compactors, heavy tandem rollers and light tandem rollers.

Greaves construction equipment is mainly used for construction of roads, bridges and buildings, as also for ready mix concrete applications. Greaves caters to the service and spareparts requirement of customers through its large network of qualified and trained service engineers located at various branches and dealerships.

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Greaves relies on innovative approach

Greaves Cotton Ltd. reported a growth of 66 per cent in net profit at Rs. 78 crores for the quarter ended March 31, 2012, as against Rs. 47 crores in the same period last fiscal. Net sales for the period stood Rs. 445 crores (Rs. 454 crores). The company declared a final dividend of 10 per cent or Rs. 0.20 on a face value Rs. 2. With this, the total dividend for the fiscal, including interim dividend, stood at 110 per cent or Rs. 2.20. The EBIDTA margin for the quarter stood at 13.5 per cent as against 14.5 per cent reported in the same quarter last year.

For the full year, the company registered net sales of Rs. 1,753 crores (Rs. 1,600 crores). Net profit for the year was at Rs. 185 crores (Rs. 155 crores), an increase of 19.4 per cent. It reported EPS of Rs. 7.60 (Rs. 6.35).

The company had an advantage of exceptional income of Rs. 43 crores during Q4 of FY 2011-12. This comprised profit from sale of land and building at Rs. 77 crores and provisions for obsolescence of inventory and diminution in value of investment of Rs. 20 crores and Rs. 14 crores respectively. The normalized PAT (without exceptional item) for Q4 and FY 2011-12 stood at Rs. 37 crores and Rs. 144 crores respectively.

Greaves Cotton endevours to leverage its strengths in R&D and product development to widen the product range across businesses. Backed by strong manufacturing capabilities and well penetrated distribution network, the company is seeking a customer-centric approach by providing best-in-class quality and service levels to customers.

Commenting on the company's performance during the year, Mr. Sunil Pahilajani, Managing Director & CEO, said: "The business environment has been dynamic and has been constantly evolving. We as a company have invested significant efforts and resources to streamline systems and processes in order to help deliver efficient results. We believe that this will help translate into sustainable and profitable growth for the organization. We remain performance driven and are confident that our focus on continued improvements in products and speed of response to the market will lend itself to innovation and value creation."

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New global database on BRT systems to improve mobility, cut emissions

Three global organizations have teamed up to launch the most comprehensive, public database of bus rapid transit (BRT) systems around the world. The new site, http://BRTdata.org, was created by EMBARQ, the World Resources Institute's center for sustainable transport, and the Across Latitudes and Cultures - Bus Rapid Transit Centre of Excellence (ALC-BRT CoE), in collaboration with the International Energy Agency (IEA).

BRT is one of the fastest growing public transport systems. Approximately 134 cities worldwide, from Bogota to Beijing, have implemented BRT systems or priority bus corridors, serving more than 22 million passenger trips daily.

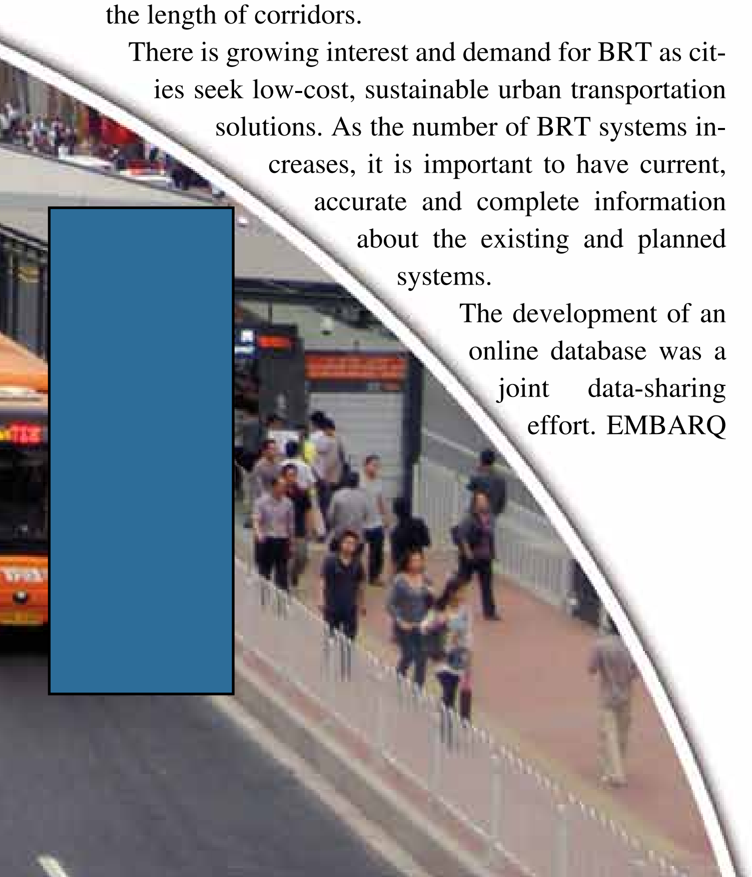
BRT is a mode of public transport that flexibly combines stations, vehicles, services, running ways and intelligent transportation system elements into an integrated system.

"The new website provides reliable and up-to-date data to help researchers, transit agencies, city officials and NGOs understand and make better decisions to improve BRT and bus corridors in their cities," said Dario Hidalgo, Director of Research and Practice, EMBARQ. "This is the first time that all of this publicly available data has been compiled in one place, but there is still more information available. We invite transit agencies and researchers to help us improve the knowledge base by sharing additional data to fill in the gaps."

The new website allows users to compare BRT systems and bus corridors in all 134 cities in 36 countries. The database includes 95 different indicators on system operations, design and cost, including metrics like the number of passengers per day, commercial speed, and the length of corridors.

There is growing interest and demand for BRT as cities seek low-cost, sustainable urban transportation solutions. As the number of BRT systems increases, it is important to have current, accurate and complete information about the existing and planned systems.

The development of an online database was a joint data-sharing effort. EMBARQ and ALC-BRT CoE collected data mostly from Latin America, and the IEA contributed data from other regions.



"Previously, there was no single point of publicly accessible information about the worldwide BRT industry, and it was especially difficult to get an assessment of the industry's size and how it was changing over time," ALC-BRT CoE Director Juan Carlos Munoz, said. "We finally have the right tools to set standards for this dynamic industry."

Using information from this dataset, IEA has estimated the energy and carbon dioxide (CO_2) benefits of BRT implementation, and outlined several CO_2-mitigation scenarios that rely in part on modal shift from light duty vehicles to public transit, including BRT. IEA plans to recognize the extensive potential of BRT in its upcoming biennial report, "Energy Technology Perspectives 2012," calling for the total network length of BRT systems to double by 2020.

"BRT is growing in importance as a transit alternative," said Tali Trigg, energy analyst at IEA. "This database will be helpful to planners, and is an essential component in calculating energy-efficient scenarios which inform decision makers of practical ways of transitioning to a more secure, sustainable and affordable energy future."

Worldwide, 129 new corridors have been implemented since 2000, and 37 since 2010. Latin American systems move more than 50 per cent of global BRT daily passenger trips. As many as 25 Brazilian cities have 87 bus corridors, totalling more than 560 km, more than any other country. Of Asia's 24 BRT systems, 18 began operations since 2006. Systems in 13 US cities together carry nearly 600,000 passenger trips each day. ◆

Voith voted the Best Retarder Brand

Localised product to drive growth in Indian market

An exclusive report from MOTORINDIA

Mr. Hans-Günter Böhm, Sr. General Manager Key Account, Product Group Driveline, (left), and Mr. Rainer Schopp, Head of Marketing Services, Communications Manager Road, Voith Turbo GmbH & Co., with the retarder.

The Voith Retarder was chosen as the 'Best Brand' in the 'Retarders' category this year at an award ceremony held at the Stuttgart State Gallery on May 24. The proven braking system was voted to the No.1 spot by the readers of the technical magazines 'Lastauto Omnibus', 'Trans Aktuell' and 'Fernfahrer'. Prizes were presented in a total of 22 categories based on criteria such as brand quality, brand awareness and brand empathy.

In the Retarders category, the hydrodynamic, wear-free continuous brake from Voith was chosen the winner. The Voith Retarder team was delighted over the trust shown by commercial vehicle operators and drivers. This is once again confirmed by the renowned award. Alongside economy and safety, the ongoing development of the Voith Retarder also focuses strongly on sustainability.

For truck and coach drivers who spend several hours on the road everyday, the retarder is a guarantor for safety. They can rely on cool, fully functional service brakes in the event of an emergency. For fleet operators, factors such as economy and sustainability are particularly important when they select a retarder. To them, it offers both ecological and commercial advantages. It increases the average speed of the vehicle and reduces fuel consumption, a fact that is impressively underlined by more than 600,000 Voith Retarders delivered so far.

With a mileage of 1.5 million km, vehicles without retarder would have to visit the workshop up to five times more often, depending on their application, in order to have their brake discs and linings replaced. This means that the investment in a retarder often pays off after just one to two years. The retarder also helps to reduce brake dust emissions by up to 80 per cent.

Apart from the classic Voith Retarder using oil as an operating medium, the Voith portfolio also features two Aquatarders for heavy commercial vehicles up to 40 tonne GVW. These retarders run with the cooling agent of the vehicle and are maintenance-free. For lighter commercial vehicles in the 7.5 to 16 tonne class, Voith offers the maintenance-free Magnetarder.

In the Indian market

Voith entered the Indian market through Volvo whose buses came fitted with its retarders. The general strategy adopted by Voith for any new market is to start with the coach segment with the truck market unfolding in the long term. In India, Voith is localising the R 123 Retarder. Two modified versions of the same, VR 119 and VR 123+, are also in the process of being localised in Hyderabad. The localised product will be available in India in a few months and supplies will begin to the local market shortly.

> **"India is a relatively new retarder market for us. The localisation of the product will give us a higher potential for success, which would also be driven by our technological know-how and the better pricing we will offer. We are really confident on our prospects after localisation."**
>
> – Mr. Hans-Günter Böhm

The company is confident of partnering leading manufacturers, including Tata Motors, Ashok Leyland, Volvo and Mercedes-Benz, who have all shown interest in its retarders. Voith retarders are performing successfully in many major markets across the globe, and the Indian market would require only a technology transfer and subsequent localisation of the product.

Retarders are very common in certain markets, for instance, in the coaches in Western Europe, and in major parts of South America, a retarder is a standard for safety reasons. In the truck segment, 90 per cent of the long distance truck-trailers and 80 per cent of the 4x2 trucks in Germany are equipped with a retarder, while 50 per cent of the short-distance delivery vehicles and construction vehicles come with this equipment. The total German heavy-duty truck segment is 50 per cent retarder-fitted. The same is the target in the Indian market in the coming years.

Voith has also been keenly focused on the Indian bus market which, over the last few years, has seen steady growth in high-end vehicles with retarders as a standard fitment. The trend in the Indian bus market is a clear indication of the huge potential available for retarder-makers such as Voith Turbo. ◆

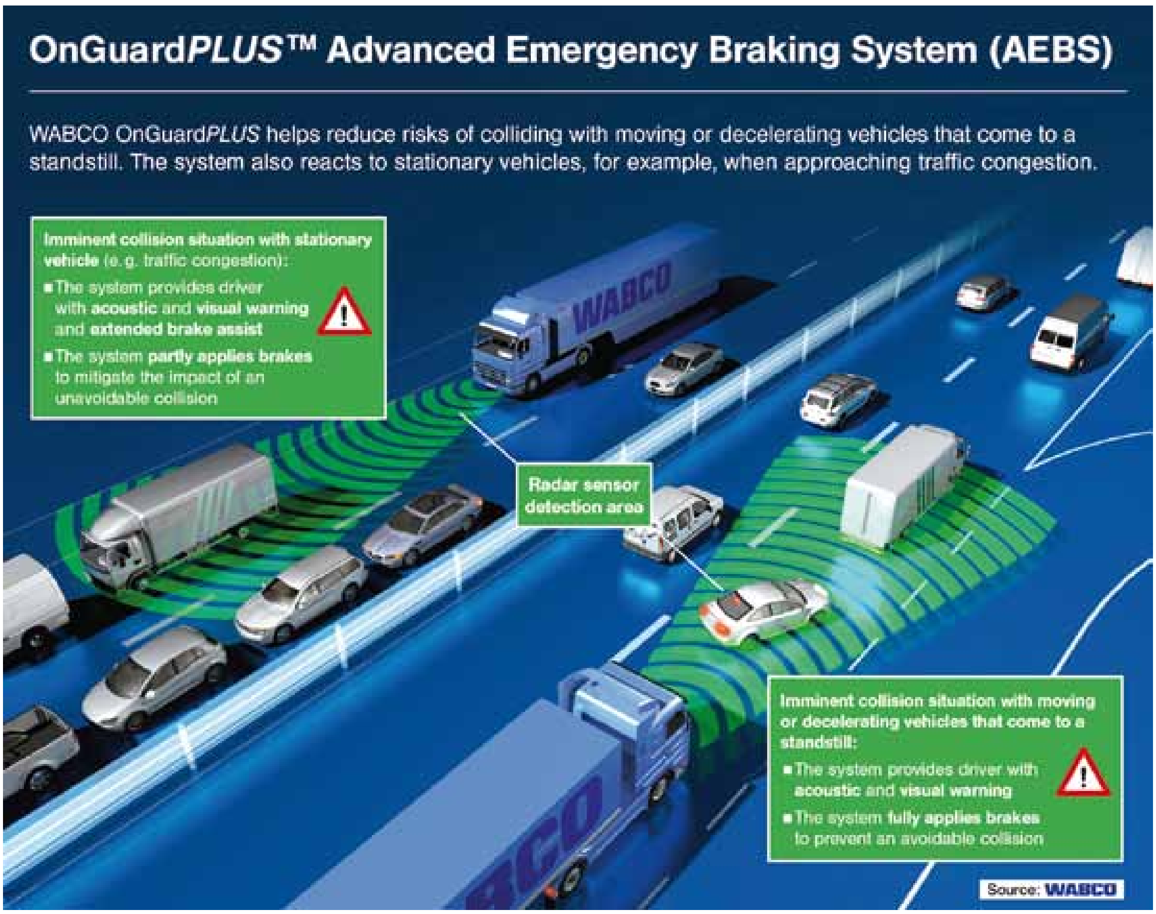
WABCO to supply ABS for IVECO trucks: Pact signed

WABCO Holdings Inc. has entered into a long-term agreement with IVECO to supply its anti-lock braking technology for IVECO's platforms of light and medium-duty trucks produced in Brazil from 2013. IVECO, a global manufacturer of commercial vehicles, is headquartered in Turin, Italy.

WABCO's agreement with IVECO is consistent with the Brazilian Government's mandate for compulsory anti-lock braking systems (ABS) on new trucks, buses and trailers to further increase vehicle and road safety. A Brazilian legislation stipulates that 40 per cent of total commercial vehicles produced in the country in 2013 must be equipped with ABS and 100 per cent in 2014.

Presently, a small percentage of new commercial vehicles registered in Brazil are equipped with ABS which prevents locking of a vehicle's wheels when road friction is not sufficient to transmit braking forces. WABCO pioneered ABS for commercial vehicles in 1981 and is by far the local market's leading technology supplier.

"This major new contract with IVECO further demonstrates WABCO's technology leadership in South America," said Reynaldo Contreira, WABCO South America Business Leader. "We are passionate about the continued growth potential for WABCO anti-lock braking systems in South America."



WABCO which has a well-established supply relationship with IVECO globally, furnishes anti-lock braking, electronic braking and electronically controlled air suspension systems, as well as air compressor technology, vehicle control modules and braking products, among other vehicle components.

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Emerges world's most profitable company – Forbes ranking

Worried about the global economy? It's easy to see why. Europe shovels stimulus and America grapples for growth. Asia, long a bright spot, is dimming. Apple alone accounts for much of the S&P's boom. Yet the world's largest companies still thrive, with double-digit growth in sales and earnings last year.

In total, the Global 2000 companies now account for $36 trillion in revenues (up 12 per cent), $2.64 trillion in profits (up 11 per cent), $149 trillion in assets (up 8 per cent) and $37 trillion in market value (down 0.5 per cent). These firms also employ 83 million people worldwide. All metrics, except for the firms' values, are up from a year ago due to slumping international markets dragging down their aggregate growth.

Forbes annual ranking of the world's biggest companies departs from lop-sided lists based on a single metric like sales. Instead the system of an equal weighting of sales, profits, assets and market value to rank companies according to their size has been adopted.

This year's list again reveals the dynamism of global business. The rankings span 66 countries, adding four countries this year. The US (524 members) and Japan (258 members) still dominate the list, but with a combined 14 fewer entries. Mainland China is closing the gap on the two leaders and sits as the third largest country in terms of membership with 15 more members this year. Other countries adding to their total this year are South Korea (68 firms), India (61) and the UK (93). Countries standing out in terms of growth across all four metrics are Thailand, the Philippines, Saudi Arabia and the UAE.

In Forbes ninth annual ranking, Exxon Mobil, the world's most profitable company this year, takes the No.1 spot as the biggest Global 2000 company for the first time. JPMorgan Chase, last year's biggest company, takes a back seat to Exxon this year, followed by GE, the Netherlands' Royal Dutch Shell and Chinese bank ICBC.

An analysis of the Global 2000 shows that despite the turmoil in the financial sector, banks and diversified financials still dominate the list, with a combined 478 companies in the 2000 line-up, thanks in large measure to their asset totals. The oil and gas industry, with 131 companies, scores high in sales and profits, yet these sectors were not the leaders in growth over the past year.

Materials, led by metals and mining companies, led all sectors in sales (up 41 per cent). Big profit growth for automakers propelled the consumer durables industry to lead all others in profit growth (up 95 per cent). Asset growth of Asia's heavy equipment firms account for the capital goods industry lead in asset growth (up 25 per cent). Investors rushed into restaurant stocks as the consumer recovery took shape in 2011 to lead all sectors in market value growth (up 24 per cent).

The list has been broken down into four regions this year: Asia-Pacific (733 total members), followed by Europe, Middle East and Africa-EMEA (605), the US (524) and the Americas (145). Only the US grew across all four metrics from a year ago.

Asia-Pacific, the biggest region in terms of members, led in sales growth (up 26 per cent), profit growth (up 29 per cent) and asset growth (up 19 per cent). The US was the only region to show a gain in market value from a year ago with 6 per cent growth to an aggregate value of $13 trillion, topping among all regions. ◆


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SML Isuzu planning new vehicle models to tackle competition

By R. Natarajan, Managing Editor & Publisher

Mr. K.B. Prasad, Sr. Vice President - Marketing

SML Isuzu Ltd., the Japanese giant with its clear focus on technology, is planning to expand its product portfolio with new truck and bus models to meet the growing competition.

The plan envisages introduction of a new bus model fitted with Isuzu engine in September as well as the company foray into the heavy commercial vehicle segment in which competition is hotting up. The company's 13T GVW truck, sales of which commenced recently, has evoked fairly good response.

Disclosing this to in an exclusive interview to MOTORINDIA, Mr. K.B. Prasad, Sr. Vice President - Marketing, said that the company is determined to tackle the ever-rising competition in the Indian commercial vehicle segment by expanding the product range.

With a view to enlarging its market share as well as production, the company is gearing up to utilise the full capacity of 18,000 units by 2013, and more and more vehicles will roll out with Isuzu technology. During 2011-12, the company sold 13,646 vehicles compared to 12,870 units in 2010-11. Short supply of some vital components hindered the original plan of selling more vehicles last year.

Further, he said Isuzu is expanding its Indian operations, as well reflected in the rise in its equity participation from 4.2 per cent to 16 per cent.

Having been closely associated with SML since inception, Mr. Prasad has proved a pillar of strength and steered its growth all through.

◆

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Revenue savings per year for 49 ton GVW side body Trailers

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High strength body	49000	35400	7080000
Additional Annual Savings	₹400000		

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Bosch continues to power ahead

Bosch Ltd. has registered a net sales growth of 10 per cent in the first quarter of 2012 compared with the same period last year despite a sluggish economy, a noticeable slowdown in the automotive industry and continuing challenges in the export market, mainly in Europe.

Net sales and income from operations stood at Rs. 2,267.5 crores in this quarter, resulting in subdued growth mainly on account of lower sales in commercial vehicle and tractor segments.

The Diesel Systems business witnessed a relatively lower growth of 3.8 per cent compared to the same period last year due to decline in the tractor market and de-growth in the export market. The starter and generator business posted an impressive growth of 75 per cent.

Mr. V.K. Viswanathan, Managing Director, Bosch Ltd.

The Automotive Aftermarket and Power Tools Division continued with healthy double-digit growth of 13 per cent and 15 per cent respectively compared with the same period last year.

The introduction of new base line alternators in the second half of 2011 for inland and export customers enabled the division to post higher growth.

The Packaging Division has grown by 61 per cent due to higher export projects executed in this quarter, while the Security Technology Division posted a growth of 20 per cent.

Export sales registered a slow growth of 3.3 per cent during the period as compared to the same period of 2011, due to weak demand in the European region.

Announcing the financial results, Mr. V.K. Viswanathan, Managing Director, Bosch Ltd., said: "The business conditions are quite challenging, particularly for the auto industry, due to varying levels of performance in different segments. The prediction of normal monsoon combined with expectation of falling inflation and declining interest rates, gives us reasonable optimism for satisfactory performance of the company in 2012".

Despite the negative impact of sharp rupee depreciation, profit before tax grew by 19 per cent compared to the same period last year, primarily due to better cost management and higher treasury income. Profit after tax at Rs. 336 crores registered a strong increase of 22.4 per cent, reflecting another quarter of solid performance. ◆

ACMA HR survey aims at tackling major industry challenges

The Automotive Component Manufacturers Association of India (ACMA) has just unveiled the findings of its survey on Human Resource Practices and Remuneration Benchmarking for its member-organizations. The survey, which was the first of its kind, was conducted by Deloitte India and aimed at gaining strategic insights into the critical human capital challenges, HR practices and remuneration trends in the auto component industry. Over 90 ACMA members across the country participated in this exercise.

Commenting on the initiative, Mr. Arvind Kapur, ACMA President, said: "As the auto component manufacturing industry in India is steadily becoming global, the business strategies adopted by individual companies will be shaped to a great extent by workforce challenges. To be competitive, the industry will not only need a perspective on the best HR practices but will also need to benchmark its own HR systems & policies against the global best".

Mr. Arvind Kapur, ACMA President

Some of the focus areas of the survey are:

- Talent attraction and retention
- Workforce capability development
- Managerial bandwidth
- Labour and industrial relations

SAP special solutions for ACMA members

The Automotive Component Manufacturers Association (ACMA), in a special engagement with SAP India, brought forward a unique proposition for its members across India. As a part of this proposal, SAP provided customized packaged offering of ERP and Business Analytics applications to ACMA members.

On-Premise or On-Cloud model solutions were offered to ACMA members for the standardized SAP solutions for rapid deployment, while a special price for purchase for additional software licences was also offered to those members who are already using SAP solutions.

This association-wide initiative conceptualized and driven by the IT Committee of ACMA and SAP is the first of its kind for the industry.

Mr. Arvind Kapur, ACMA President, observed: "Enterprise-wide solutions are imperative to integrate the supply chain and efficiently manage and respond to dynamic business needs. A solution which is tailored to cater to the needs of the automotive sector will enable quick access to reliable business information, thereby servicing our customers better. Our members have already shown keen interest for this offering, and we are expecting more in the coming months." ◆

Exide's charged-up performance

Exide Industries Ltd. has reported a net profit of Rs. 461 crores on a net turnover of Rs. 5,107 crores for 2011-12. For the fourth quarter of the financial year, the company's net turnover and net profit were Rs. 1,446 crores and Rs. 142.51 crores respectively. Compared to the previous quarter the sequential growth in turnover is 16 per cent and the net profit sequential growth is 37 per cent.


Mr. T.V. Ramanathan, Managing Director & CEO

The Board of Directors has announced a final dividend of Re 0.60 per share (par value of Re 1). Added to the interim dividend of Re 0.90 per share declared earlier during the year, this takes the total dividend payment for 2011-12 to Rs. 1.50 per share (par value Re 1), the same as the previous year.

Commenting on the quarter's performance, the Managing Director and CEO, Mr. T.V. Ramanathan, said, "the financial results for the fourth quarter 2011-12 which shows a marked sequential improvement in the company's performance as compared to the third quarter of the year is encouraging and augurs well for the current financial year".

While sales improved 16 per cent, operating margin improved by 170 basis points as compared to the third quarter of the financial year under review. The company continues to remain debt-free.

The industrial batteries division in the fourth quarter had a volume growth of 15 per cent mostly contributed by inverters and VRLA UPS battery segments and 390 basis points improvement in the operating margins.

However, despite a volume growth of 6.6 per cent in SLI and 26 per cent in two-wheeler battery segments, due to lower realization from OEM customers, the overall operating margin of the automotive battery division was 150 basis points lower as compared to the previous quarter.

During the year under review lead prices continued to remain volatile, with prices softening towards the end of the year. However, a counter movement in the rupee-dollar exchange rate negated most of what was gained due to lead price softening.

During the quarter under review the company acquired inverter (Home UPS) manufacturing facilities to secure synergistic benefits with its inverter batteries so as to offer a complete solution to the problem of power cuts. The products have been well received by the market, and currently the production volume is being enhanced to meet the market demand. In addition, the company also signed technical assistance-cum-technical collaboration agreements with East Penn Manufacturing Company, Pennsylvania, to enhance the product quality at the battery manufacturing facilities and the two captive lead smelting plants.

The total capital expenditure during the financial year under review was Rs. 200 crores.

◆


Systems expertise

Transport & logistics M&A market remains buoyant

Mergers & acquisitions (M&A) activity in transport and logistics hit a four-quarter high in the first three months of 2012, with the underlying drivers of transactions aligning to fuel $27.9 billion of completed and announced transactions.

The emerging trends suggest that 2012 is poised to be a year for accelerating global M&A activity in the transport and logistics sector. This activity will be driven by four factors:

- Significant war chests built up during the economic crisis are now ready for deployment.
- Strategic and financial investors looking to capitalise on emerging trends in high growth niche markets, including e-commerce, time and temperature sensitive delivery, and secure courier requirements.
- A need for scale and consolidation in traditional T&L segments including post, passenger transport and shipping.
- Growing demand from infrastructure investors for quality airport, port and road assets.

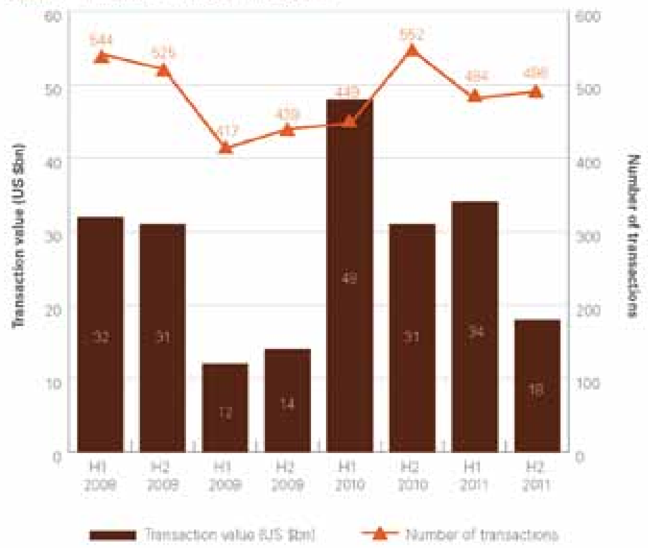
M&A activity has traditionally been a barometer of confidence, and on this basis the prognosis is good. The 2011 and 2010 transaction levels (measured by value and number) exhibited a return to normality over the crisis-hit 2009.

Although M&A levels in the second half of 2011 were impacted by sovereign risk-related financing uncertainty, the new year has hit a higher gear. Although short-term factors such as further fuel price shocks and debt market jitters may influence the timing of activity, it is felt that the imperatives for change are aligned to drive activity in the medium term.

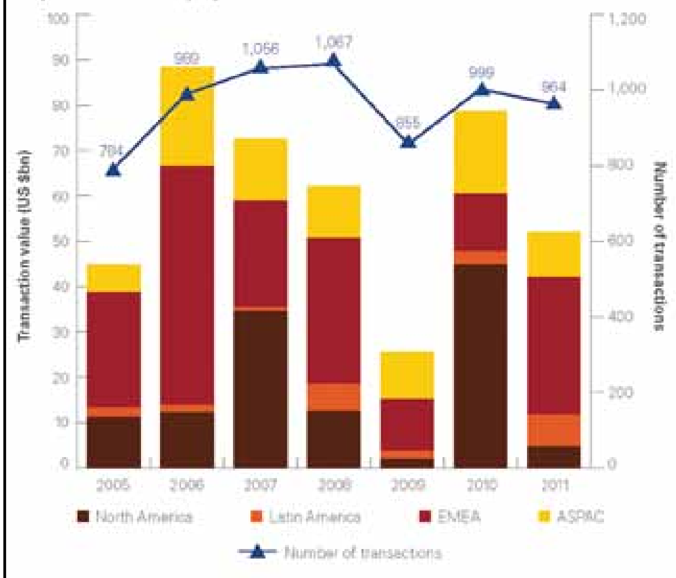
This report looks at the transactions landscape in transport and logistics in 2011. It examines the driving forces behind these trends, which can be characterised as follows:

- Average transaction values lower than 2010 (partic-

Graph 1 – Transactions in transport and logistics



Source: Thomson Financial Database



Graph 2 – Transactions by region

Source: Thomson Financial Database

ularly in North America) reflecting the distorting impact of the $36.7 billion Burlington Northern Santa Fe deal in the prior year, and the impact of "distressed M&A" particularly in H211.

• Strong growth in EMEA fuelled by a number of landmark transactions, including the divestment of TNT Express for $7.2 billion.

• EBITDA and sales multiples increasing for the third consecutive year, as EMEA multiples converge.

Reduced speed in second half

As graph 1 shows, the number of transactions in 2011 remained at a similar level to the previous year. This demonstrates that 2010 was not an exception and that the recovery from the 2009 post-recession low point appears stable.

Indeed, the first half of 2011 recorded an increase in the total value of transactions on the second half of 2010. The second half decrease reflects the increased uncertainty and reluctance of investors in the wake of the debt crisis in the European Union.

In value terms, the 2011 average transaction size was lower than 2010. Although there were large strategic transactions in the first half of 2011, more small transactions and bail-outs ("distressed M&A") were observed in the second half of the year, depressing average values for the year.

Despite the drop in total transaction values compared to 2010, the mergers and acquisitions market for transport and logistics remains buoyant. In 2011 M&A transactions totalled $52.1 billion, twice the equivalent figure in 2009.

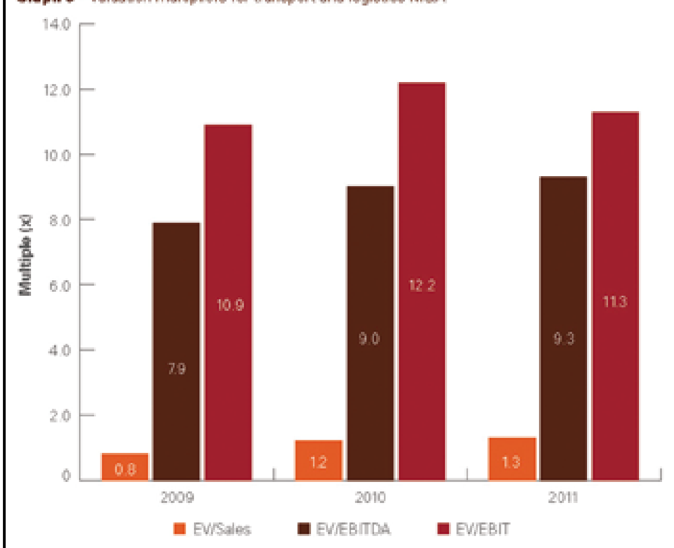
The emerging trends suggest that 2012 is poised to be a year for accelerating global M&A activity in the transport and logistics sector.

Europe leads the way

The drop in total transaction value in the transport and logistics sector in 2011 was most pronounced in the regions of Asia-Pacific (ASPAC) and North America, as shown in graph 2.

In North America the number of transactions was stable. However the total transaction value declined to $4.7 billion from $45 billion in 2010. This was exceptional in North America, due to the purchase of Burlington Northern Santa Fe by Berkshire Hathaway with a transaction value of $36.7 billion. In ASPAC there was also a (less dramatic) decrease in transaction value. In Latin America the transaction value grew significantly, albeit from a low base.

However, the major story is the increase in transaction value in the Europe, Middle East and Africa (EMEA) market. Transaction values in 2011 were $30.1 billion in comparison to $12.7 billion in 2010. The number of transactions in EMEA was very similar to 2010, indicating a number of landmark transactions in 2011. These



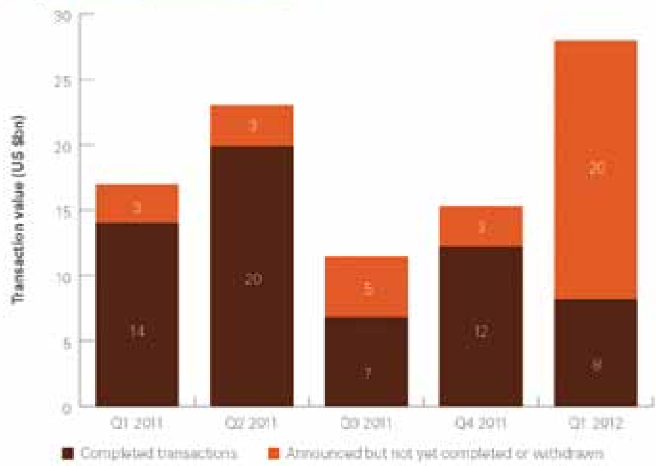
Graph 3 – Valuation multipliers for transport and logistics M&A

Source: Thomson Financial Database

include the divestment of the TNT Express branch for $7.2 billion; the investment of the French sovereign wealth fund, Caisse des Depots & Consignations, of 26.3 per cent in La Poste SA, with a value of $2.1 billion; and the sale of 38 per cent in equity of the Brussels airport to Ontario Teachers Pension Plan for $1.7 billion.

Valuation multiples of transactions (the ratio of enterprise value to sales, and EBITDA) during the last three years have increased. Valuation levels are now almost at the levels prior to the outbreak of the financial crisis in 2008. This demonstrates the increased confidence of investors in the transport and logistics sector, and the renewed appetite for mergers and acquisitions. Graph three demonstrates this.

Graph 5 – Quarterly deal values in transport



Source: Thomson Financial Database

On closer observation, however, there are large differences between the individual regions. In EMEA, for example, the valuation levels are particularly high. A trend toward increasing valuation levels can also be seen in North America and ASPAC, albeit somewhat less dramatic than Europe. Despite an increase in total deal value in Latin America, the valuation levels are decreasing.

In North America and EMEA it can be seen that in 2011, the EBITDA and EBIT multipliers have converged so that they are now almost identical to each other. This shows that in 2011, a number of key transactions in these regions related to asset-light companies.

Outlook for 2012

The first quarter of 2012 showed growing M&A activities in the transport sector compared to the second half of 2011. This can be clearly demonstrated in graph 5.

Overall, 177 transactions with a total value of $8.2 billion have been completed. A further 147 mergers and acquisitions with a total value of almost $20 billion have been announced in the first quarter of 2012 representing a significant increase on 2011.

Again, Europe has been the centre of M&A activity, with the largest number of transactions completed in quarter 1.

To make this strong start to FY12 sustainable, three key factors must be taken into consideration:

Confidence in sustainable economic recovery: This depends mainly on continued market trust in the solutions to the European debt crisis. Should the economic outlook remain stable, business activity could improve as early as the second half of 2012.

Investment pressure on investors: The pressure on financial investors to deliver strong returns is high following a disappointing year in 2011. However, many private equity firms are finding it difficult to attract financing, and the ability to attract new financing will be a key factor in the outlook for 2012.

M&A appetite of strategic investors: The M&A appetite of transport and logistics firms is often correlated with their debt capacities. This is higher than in previous years. In particular, companies in the logistics and express segments currently have deep pockets and stand ready for more strategic acquisitions. This has been recently evidenced by UPS' acquisition of TNT Express.

The key sectors to watch are shipping and logistics. In the global shipping market, the outlook for the year is bleak, with overcapacity expected to remain. As a result, there is likely to be further need for consolidation through distressed M&A, though the transaction sizes will be reasonably small.

The logistics market, particularly in Europe, remains fragmented. Private equity investors looking to invest in niche markets, and the ongoing need for consolidation are likely to drive M&A activity in this sector. Should the trend established in quarter 1 continue, 2012 could be an exciting year for transport and logistics. ◆

Hispacold working out special strategy for Indian market

An exclusive report from MOTORINDIA

Mr. Javier Rodriguez, Asia & Oceania Market Manager

Set up in 1977, Hispacold, a well-known Spanish manufacturer of air-conditioning systems for buses and coaches from the Irizar Group, has constantly tried to reinvent air-conditioning technology and has contributed much for the segment's technological achievements.

It all began a few decades ago when Hispacold used to install air-conditioning parts in buses and coaches. The customers would bring non-AC buses which were fitted with an air-conditioning system with assemblies sourced from suppliers. On realizing the huge potential of the business, the company started developing its own compressors in the 1980s which were gradually up-graded to newer and more advanced ones.

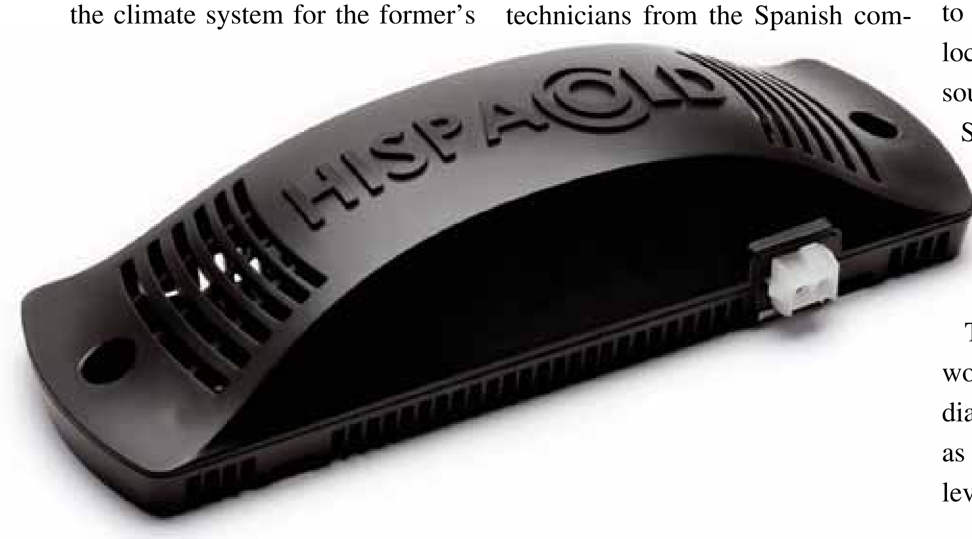
Hispacold's product portfolio at present includes compressors, roof top-units, split systems, brushless motors, central heating, convectors, driver comfort units, control panels and eCO3 air purifier for buses.

Initially, Hispacold catered only to the local demand in Spain and later covered Portugal, France and other parts of Europe. Currently, with a 60 per cent market share in Spain, it has reached out to 130 countries across the globe. The company sells its products either directly to customers or to body-builders who in turn sell them to other countries.

The company has a worldwide service network. Through technical training courses, specific manuals and a precise understanding of each client's needs, it guarantees total efficiency at all its technical assistance service points.

With its manufacturing facilities in Spain and China and commercial offices in France and Mexico, all the air-conditioning units installed by Irizar are supplied by Hispacold which sold its products to the Indian market through the Irizar-TVS partnership a decade ago. It has supplied its units to Ashok Leyland for its Delhi Transport Corporation (DTC) buses and Foton's low-floor buses. The collaboration between Ashok Leyland and Hispacold began around nine years ago when the latter supplied the climate system for the former's luxury vehicle Luxura. The partnership has been consolidated over the years with the impressive performance of Hispacold's products.

The vehicle had been designed jointly by Ashok Leyland and Hispacold to obtain the highest performance, incorporating an air-conditioning unit for the driver and passengers and an electronic control called Ecomaster Clima. A group of technicians from the Spanish company were sent to India to supervise installation and ensure proper working of the systems.



In 2009-10, Hispacold sold close to 450 units to DTC and around 50 units to Jaipur, all of them imported from Spain. While the supplied units are currently under test, the company is formulating a strategy for the Indian market.

"We are working on new units and products for the Indian market. We have to make a marketing plan to reduce the cost and also produce locally in India. This could involve sourcing components from China, Spain and also local Indian suppliers, but the ultimate aim is to find the right final product", said Mr. Javier Rodriguez, Asia & Oceania Market Manager.

The company is also keen on working with Tata Motors in the Indian market and heavy-weights such as Volvo and MAN at the global level. ◆

Trelleborg engineering operations being expanded in India

Mr. Peter Nilsson, President and CEO, Trelleborg

Trelleborg, a leading global engineering group, continues to show a strong commitment to the Indian market, increasing its physical presence and customer support in this key region with the opening of multiple new facilities in 2011 and more planned for this year.

Establishing a platform for local presence and expansion across a wide variety of industries, Trelleborg now has several facilities in the region, with its Trelleborg Engineered Systems, Trelleborg Automotive and Trelleborg Sealing Solutions business areas all having either a manufacturing facility or head office in the country.

The President and CEO at Trelleborg, Mr. Peter Nilsson, commented: "India has a vast and growing economy with an average growth of 6-7% expected in the next three years in industrial production alone. Therefore the decision to increase our investment into this key area couldn't have been an easier one, and we are pleased to announce that all of our facilities are reporting excellent sales."

"These investments, including the relocation and centralization of our Trelleborg Engineered Systems operation that works with marine systems, will enable us to get closer to the action in our chosen market sectors in India and around the world. Through the 'Engineering and Design Centre of Excellence' in Ahmedabad, we can provide a complete cradle-to-grave service that maintains quality right through the supply chain to our existing customer base. In the marine industry, for instance, we strongly believe that Trelleborg can contribute to the upcoming renewal and expansion of ports in India and globally."

In a bid to capitalize even more effectively on the future growth in the country, Trelleborg Engineered Systems has also recently established another new operation in Bangalore. This will be officially inaugurated in September this year and will comprise development, manufacturing and sales within industrial antivibration and molded components, mainly amongst customers in the telecom infrastructure sector and industrial vibration.

These new facilities add to Trelleborg's already strong presence in the region. Trelleborg Sealing Solutions, which is recognized for its

"We have seen an 18% increase in sales from M 418 SEK (INR 3.2 billion) in 2010 to M 493 SEK (INR 3.7 billion) in 2011"
– Mr. Peter Nilsson

high quality products and technical expertise in industries like aerospace, automotive, transport equipment, agriculture and offshore oil & gas, has been active in the Indian market since 1978.

For the last ten years it has supplied the market with seven million of its Turcon and Zurcon seals per year. As such, Trelleborg Sealing Solutions has taken a strategic decision to make further investment into the country by establishing a Center of Excellence for a select number of production processes and industrial niche segments in Bangalore. The new facility was officially inaugurated on April 27.

In 1996, Trelleborg Automotive established its business in Noida to offer innovative solutions and products such as anti-vibration rubber, rubber-to-metal bonded and polyurethane parts for passenger cars and truck applications. Trelleborg has since become a market leader in India. With its global customer base and significant growth potential in the automotive sector in India, it foresees a prosperous future. In addition, this Trelleborg facility is planned to establish a joint venture with another company during the current year.

"We have long been present in India and are now approaching a total of about 1,000 employees there. Having the engineering, design and marketing aspects of each of the Trelleborg business areas centralised in this way enables us to drive cost efficiencies and improves collaboration to enable cross fertilisation of ideas across our global offices. Looking ahead, India's structural changes in terms of continuing population growth, industrial development and demand for infrastructure such as railways, roads, tunnels, airports and ports, in combination with a great concern for sustainability, make India a perfect match for Trelleborg", Mr. Nilsson added.

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MANN+HUMMEL's new plant for cabin air filters in Himmelkron

MANN+HUMMEL opens new plant for cabin air filters

MANN+HUMMEL has opened a new plant for cabin air filters in Himmelkron. "This will expand our production capacity and improve logistics", explained Managing Directors, Dr. Michael Durst and Alexander Stein of the company.

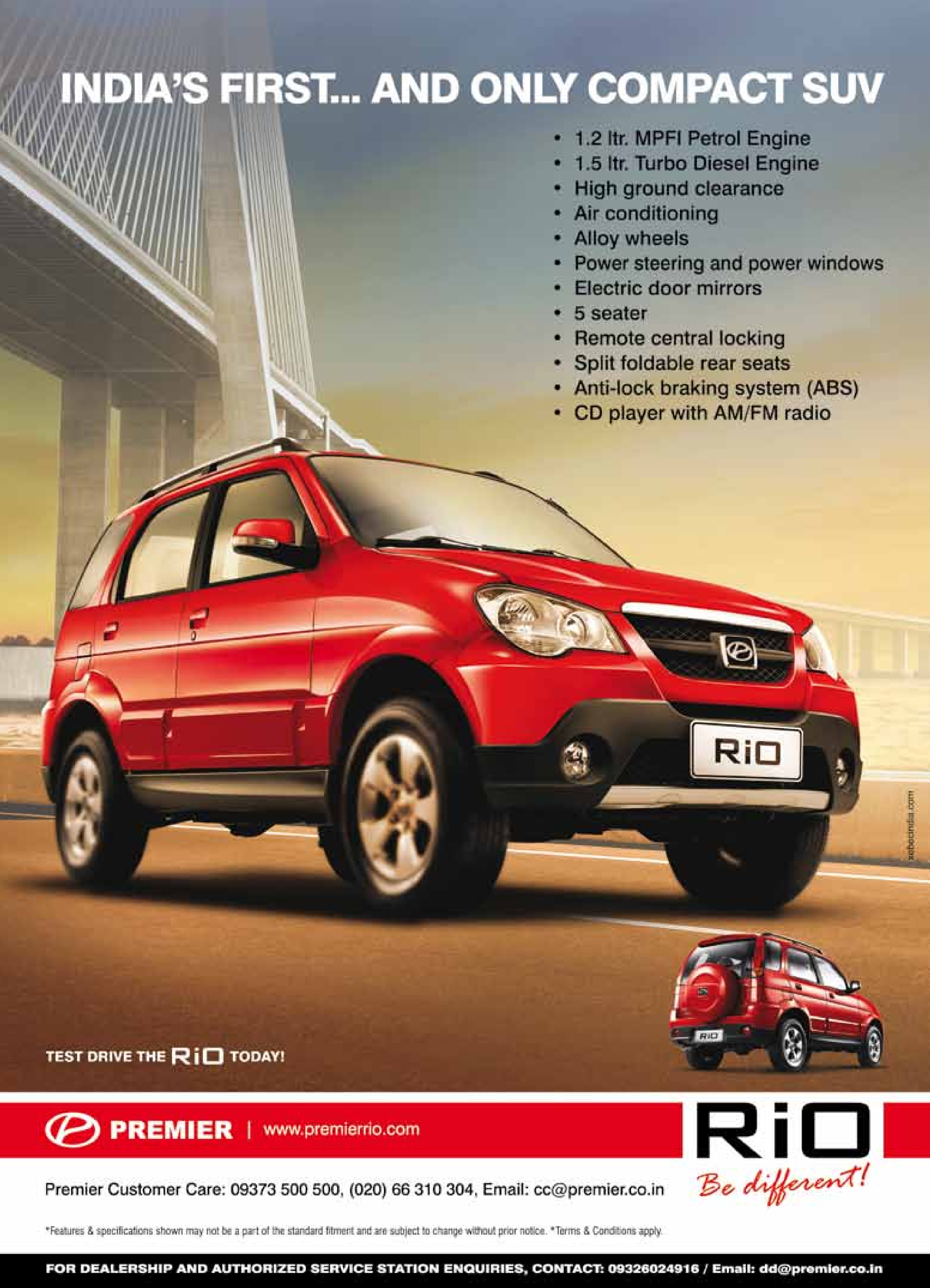
About 300 employees who up to now worked at the Himmelkron and Gefrees locations of the filtration specialist will be employed in the new plant.

Cabin air filters are of strategic importance to the MANN+HUMMEL Group. Regardless of whether vehicles have a combustion engine or an alternative drive system, they are increasingly fitted with a cabin air filter. The worldwide production last year of about 75 million vehicles is set to increase to more than 100 million vehicles in 2017. Therefore there is a large potential for the development and production of cabin air filters.

Since the end of 2007 production in Gefrees has been part of the MANN+HUMMEL Group with its headquarters in Ludwigsburg. The team produces high quality cabin air filter elements for the automotive industry and automotive-related applications. Filters produced in Gefrees and Himmelkron are earmarked for OE production and the aftermarket of car and commercial vehicle manufacturers, as well as for being sold under the MANN-FILTER brand in the independent aftermarket.

The MANN+HUMMEL Group has on average since the mid-1990s enjoyed annual growth of around nine per cent and plans to increase turnover by 2018 to at least 3.4 billion euros. The newly opened cabin air filter center at Himmelkron will support this growth strategy. The group is accordingly investing in new technology, buildings and production lines to promote the planned growth. Investments in German locations alone amount to more than 25 million euros. Investment volume for the new cabin filter plant at Himmelkron is 17 million euros.

On May 11, MANN+HUMMEL inaugurated a new extension to its Sonneberg plant in Thuringia. Expansion of the plant at Marklkofen in Bavaria is underway. ◆



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Revolutionary coating technology for better bearing performance

By Gary L. Doll, Ph.D., Chief Technologist, The Timken Company

Since the late 1990s, coatings on bearing rollers provide wear resistance, debris resistance and friction reduction for demanding customer applications. However, more than a decade of intensive research and development resulted in a new coating technology that expands the performance of rolling element bearings well beyond the previous limits.

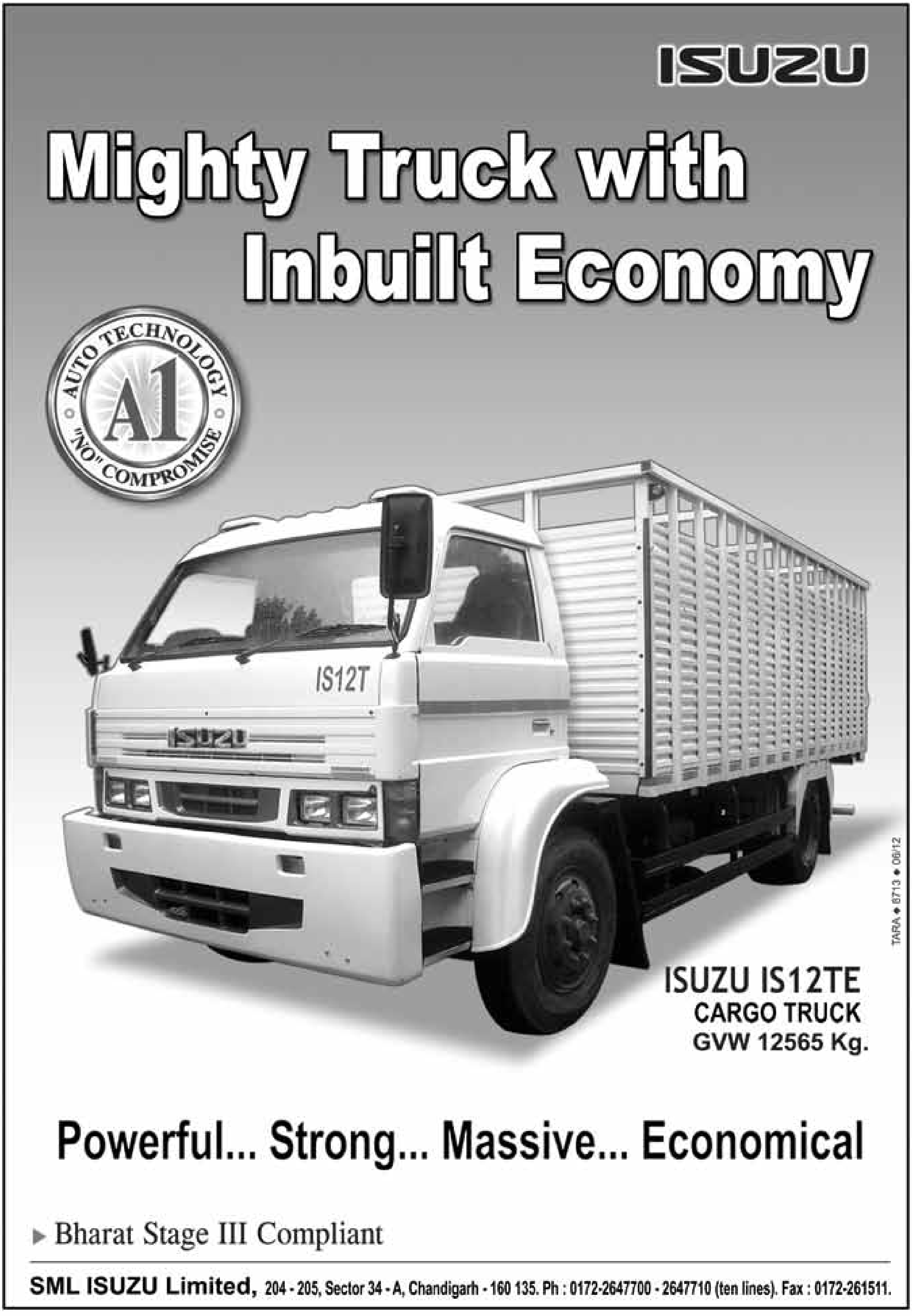
A number of years ago, Timken and other bearing companies started using coatings on rollers for niche bearing applications. The most widely used coating for bearing rollers was a tungsten carbide containing amorphous hydrocarbon coating commonly called tungsten diamondlike carbon. In late 2008, Timken performed extensive application testing of bearings with this coating, which was commercially available from a number of different sources. Researchers concluded that this coating was not durable enough to provide performance improvements for the majority of bearing applications.

Wanting to understand why this was the case, the team performed an in-depth analysis of the coating and identified a defect that might be responsible for the limited durability of the coating. A second study focused specifically on eliminating that defect during the coating deposition process, and a new coating without this defect was created. When Timken tested bearings with this new coating on the rollers, the bearings performed far better than any bearings the company had ever tested.

For example, Timken research saw a 3.5 to four times improvement in the fatigue life of roller bearings. After reviewing over 100 years of data, it was concluded that this coating may be the most significant improvement that has been seen in roller bearing performance to date.

Timken's experience with debris-resistant bearings for mining applications dates back to 2003. The prior coating technology targeted increased performance in high debris environments operating with marginal lubrication conditions. This enhanced product offering with Timken's new coating applied to rollers has increased equipment uptime at mines throughout the world.

In addition to improved debris resistance and unparalleled low lambda fatigue life, this new coating technology further expands the



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capabilities of Timken's debris resistance offering by addressing life-limiting wear such as scoring, smearing, micropitting, and fretting. Conditions that promote these life-limiting wear modes are commonplace in underground mining applications, including continuous miners, long wall shears, and shuttle cars as well as in above ground haulage and excavation equipment applications such as mine truck wheels, dragline fairlead sheaves, boom point sheaves and hoist and drag drum gearboxes.

In addition to bearings, this new coating can also be applied to shafts, gears, seal riding surfaces and more. Just as adverse conditions and environments impact bearings, they also impact other key components operating in mining applications. These components can also benefit from this new coating technology to improve performance in the overall system.

Technology impact

Since roller bearings seldom operate in well-lubricated application environments, they do not often experience the number of cycles for which they were designed. In low lambda situations, asperities on the rollers and raceways come into contact and bearing life is reduced. Lambda is the ratio between the lubricant film thickness and the composite surface roughness of the rollers and raceways.

Based on The Timken Company's experience and understanding of mining applications and operating environments, the validation of these enhanced debris resistant bearings is just another step toward providing customers increased performance and improved machine uptime even in the world's most extreme operating conditions.

ADVANTAGES OF DEBRIS-RESISTANT BEARINGS

Enhanced low Λ fatigue life	Coating on the rollers polishes bearing raceways, reducing Ra and increasing Λ.
Scoring resistance from loss of lubrication	Coating on the rollers provides a barrier to adhesive wear during periods of lubricant starvation.
Debris tolerance	Coated rollers remove shoulders around debris-generated craters and reduce surface roughness of ring raceways.
Resistant to smearing, micropitting and fretting	Coated rollers defeat the root causes of smearing, micropitting and fretting.
Increased efficiency	Coated rollers polish ring raceways, reducing surface roughness, increasing Λ, reducing rolling torque and increasing efficiency.

Timken observed that during operation, the new coating on the rollers of debris resistant bearings creates very smooth ring raceways that significantly reduce asperity interactions. This polishing has been found to continue until the roller and raceway surfaces are fully separated by the lubricant film and the bearing is no longer operating in a low lambda situation.

Interruption of the supply of lubricant to bearings can result in severe adhesive wear between the rollers and contacting surfaces on the rings. Depending upon the loads and speeds, the adhesive wear rates increase until scuffing, scoring or galling occurs. The roller coating will not participate in adhesive wear with steel, but if the loads and speeds in the contacting areas are large enough and the lubricant interruption is long enough, the coating on the rollers can wear. Once the coating is worn away, adhesive wear can ensue, but while the coating is wearing, it allows the bearing to remain operational.

Debris particles, which pass through worn seals, that were not removed after manufacture, or generated by wear of other components like gears can damage bearing surfaces if the particles are larger than the thickness of the lubricant film. Depending upon the hardness and brittleness of the particle, the particles can generate dents on the raceway and/or roller surface. During the denting process, displaced material creates shoulders around debris craters. These shoulders can create very high subsurface stresses and fatigue cracks can initiate at relatively low stress cycles.

Because the new roller coating is almost twice as hard as the steel raceways, it removes these shoulders through the same kind of polishing action that was described above. As a result, the stress risers that can cause early fatigue crack initiation are greatly reduced, allowing the bearing to operate much longer than it would otherwise.

If high loads are applied to skidding rollers in low lambda situations, the frictional heat from roller/raceway sliding can increase the surface temperature to the point that the steel melts. This melting and subsequent resolidification process weakens the steel and creates a smeared appearance when it occurs on bearing raceways. In laboratory tests designed to produce smearing wear on cylindrical and spherical roller bearings, Timken has not been able to produce smearing in the bearings where the new coating has been applied to the rollers. This result is attributed to the extremely high durability of the roller coating and its low friction coefficient against steel.

Cyclic shear stresses from skidding rollers in low lambda conditions can create bearing damage known as low cycle micropitting. Rollers with the new coating can greatly reduce the shear stresses from skidding rollers that cause low cycle micropitting to occur in bearings.

As described above, the coated rollers create very smooth raceways during bearing operation through a dynamic micropolishing action. The effect of this polishing creates raceways with roughness values much lower than those obtained with traditional finishing processes. As a result, bearings with ultra-smooth raceways operate at higher lambda ratios with the same amount of lubrication compared to conventional bearings.

A common engineering practice to increase bearing life in low lambda conditions is to use lubricants with high viscosities to create thicker lubricant films. But high viscosity lubricants can substantially decrease the efficiency of a mechanical system. On the other hand, bearings with this new coating on the rollers can achieve much higher lambda ratios with lower viscosity lubricants, thereby realizing efficiency improvements that have been measured as high as 15 per cent.

These advanced bearings are useful in almost every market space that Timken currently serves. For example, the durability of this coating and its ability to provide protection during periods of interrupted lubrication has enabled the development of a new, high-efficiency turbine engine for commercial jets.

Timken also sees this technology being used systemically. For another example, if gears were to use this coating, it may be possible to eliminate EP additives from lubricants. That could enable the use of low torque polymer-type cages in gearbox bearings, increase the life of elastomer seals and provide a cost saving by using less expensive and "greener" lubricants. This technology offers a host of reasons and benefits for using it, and opens up new areas for exploration and development.

Timken debris-resistant bearings are the result of breakthroughs in the materials and process improvements associated with the development of this new coating. The functionality of the coating in these bearings may establish a new paradigm for understanding tribological coatings. Coatings are typically thought of as a "defensive" measure, and this coating certainly functions that way. However, this new coating also produces significant benefits by working offensively improving or repairing the surfaces that it runs against. This is how the large boost in low lambda fatigue life, the lower rolling torque or friction and the "debris tolerance" attributes of debris-resistant bearings are achieved. ◆

Knorr-Bremse is once again Best Brake Brand in CV sector

Knorr-Bremse has once again claimed the title of "Best Brand in the Commercial Vehicle Sector" in 2012 in the brakes category. On the heels of the announcement of this year's winners, an awards ceremony with numerous representatives from the industry was held on May 24 in the Staatsgalerie Stuttgart.

Answering a call from the ETM Verlag and DEKRA, some 8,000 readers of the industry journals trans aktuell, lastauto omnibus and FERNFAHRER selected their favourites for 2012 in 22 different categories. For the seventh year running Knorr-Bremse was voted the clear leader in the "Brakes" category.

"We're very pleased that readers were once again convinced of the quality of our products and services this year", said Klaus Deller, Board member at Knorr-Bremse AG and responsible for the Systems for Commercial Vehicles division. "The award is a strong sign of their faith in us and means all the more because it reflects the opinion of practising experts. I can't think of any greater praise for our work! Receiving this award repeatedly also shows that we aren't resting on our laurels after our success in previous years, but rather are working to improve on our products and services all the time. That's the only effective way to remain our customers' preferred system partner, leading the way with innovative products with cutting-edge technology inside".

The Knorr-Bremse Group is the world's leading manufacturer of braking systems for rail and commercial vehicles. For more than 100 years now the company has pioneered the development, production, marketing and servicing of state-of-the-art braking systems.

In the rail vehicle systems sector, the product portfolio also includes intelligent door systems, control components, air-conditioning systems, wind-screen wiper systems and platform doors systems. Knorr-Bremse also offers virtual driving simulators and e-learning systems for optimal training of rail personnel.

In the commercial vehicle systems sector, the portfolio ranges from complete braking systems with driver assistance systems, torsional vibration dampers and power train-related solutions to transmission control systems for greater efficiency and lower fuel consumption. ◆

Federal-Mogul's new piston design ensures big reduction in emissions

The development of a novel two-dimensional (2D) ultrasonic analysis system allows Federal-Mogul Corporation to create a new generation of high performance pistons that enable a substantial further step in diesel engine downsizing. In its first application, the greatly improved cooling capability of the company's "raised gallery" piston allowed a Federal-Mogul customer to achieve a CO_2 reduction of up to 30 per cent compared with the previous generation engine without raised gallery pistons.

"Diesel downsizing increases specific power output in order to improve fuel economy and CO_2 emissions and also increases the thermal and mechanical loads that diesel pistons must withstand," said Gian Maria Olivetti, Federal-Mogul's Vice President for Technology and Innovation, Powertrain Energy. "With the development of new highly-loaded engines, the risk of piston failure has increased substantially as past improvements in materials, design and cooling concepts have reached their physical limits. Federal-Mogul's innovation in advanced testing techniques, materials science and manufacturing processes greatly reduces the limitations placed on diesel downsizing strategies."

Modern diesel pistons have a cooling gallery, through which oil flows continuously. The position and design of the gallery have a significant impact on the component's operating temperature and durability. The closer the gallery is to the piston bowl, the more heat that can be removed, allowing engine manufacturers to increase combustion temperatures and pressures to improve fuel economy and CO_2 emissions.

The first production application of Federal-Mogul's raised gallery piston also delivers a specific power increase of 25 per cent, keeping the piston at temperatures much lower than the acceptable limit of 400°C. In the same conditions, a standard piston's bowl rim stresses are 43 per cent higher and its temperature reaches 440°C.

Standard, one-dimensional ultrasonic testing can identify defects but cannot quantify their size and position. Federal-Mogul's 2D ultrasonic process, however, provides 125,000 data points in 30 seconds. The technique enables Federal-Mogul engineers to accurately determine the size and position of defects, providing valuable data for casting process development. The detailed information provided also ensures consistent quality in the finished high-precision components.

"In the past, it has been very difficult to cast a piston with optimal size and location of the cooling gallery," said Dr. Frank T.H. Doernenburg, Federal-Mogul director of technology, pistons and pins. Federal-Mogul's new 2D ultrasonic test has removed that barrier.

Federal-Mogul validated its 2D ultrasonic technology by dissecting and sampling hundreds of pistons, correlating the ultrasonic images against destructive testing methods. The research resulted in the development of software tools as well as a number of key physical parameters such as probe geometry, wavelength, beam geometry and focus.

Piston performance can be increased significantly through Federal-Mogul's 2D ultrasonic testing and analysis process, which is quickly becoming an enabling technology for more efficient powertrains.

◆

Cummins India's excellent show

Mr. Anant J. Talaulicar
Chairman & Managing Director, Cummins India Ltd.

Cummins India Ltd.'s net sales for the quarter ended March 31, 2012, were Rs. 1,021 crores, an increase of 1.1 per cent over the same period last year and 8.4 per cent over the preceding quarter. Net profit before tax at Rs. 205 crores represented a 4.3 per cent increase over the same period last year and 5.3 per cent over the preceding quarter.

For the year ended March 31, 2012, net sales of the company were Rs. 4,052 crores, an increase of 2.6 per cent over last year. Net profit before tax was Rs. 825 crores (including extraordinary income of Rs. 51 crores), representing a 2.8 per cent increase over last year.

Mr. Anant J. Talaulicar, Chairman & Managing Director, Cummins India Ltd., observed: "The company has reported solid performance for the year ended March 31, 2012, despite adverse market conditions, on the back of strong customer relationships, technology leadership and service support. The drop in percent margins for the year is largely due to an adverse mix with a faster growth in smaller product as compared to larger product, aside from increasing inflation. Our continued focus on driving efficiencies and reducing cost has helped mitigate these adverse impacts to a great extent. While the demand environment has slowed down, we remain confident about our profitable growth prospects. The company is well positioned to sustain its market competitiveness and long-term profitable growth with investments in new technologies, customer service capabilities and capacity expansions, particularly at our Megasite at Phaltan".

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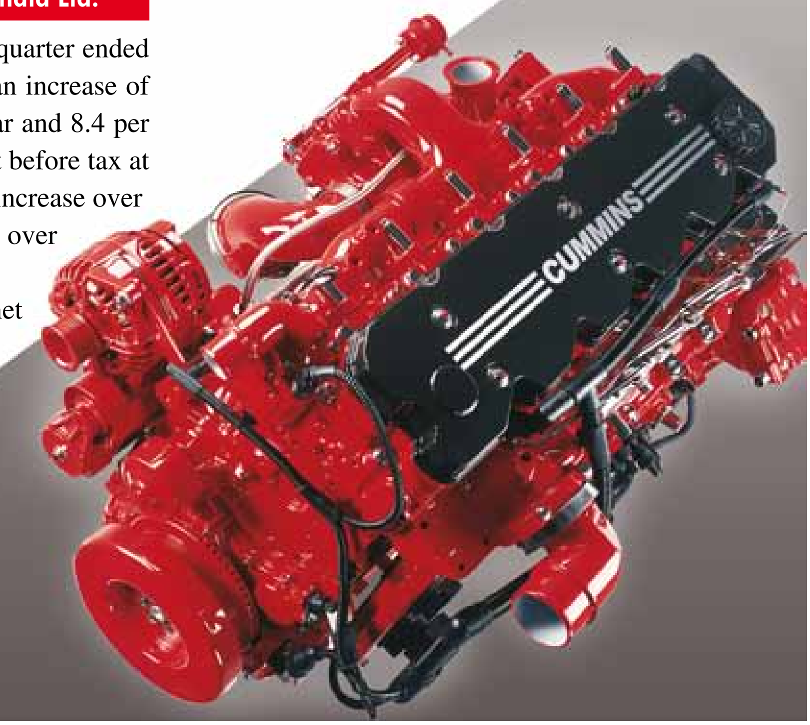


Dow Corning design solutions to improve CV life-cycle cost

Dow Corning Corporation, a global leader in silicones, silicon-based technology and innovation, offers a range of advanced design solutions that can help to improve the reliability and life-cycle cost of commercial vehicles. These specialty materials can contribute to increased fuel efficiency, reduced emissions, added durability, comfort and safety for medium and heavy duty trucks, buses and special-purpose vehicles.

"Up-front design decisions can help extend the life cycle of commercial vehicles while also reducing service-related costs," said Marjorie Dwane, Dow Corning Automotive, Aviation and Aerospace Global Market Manager. "Various Dow Corning technologies, proven effective for years and ready to meet the emerging requirements and challenges, offer vehicle OEMs and their system and component suppliers an exciting portfolio of 'smart' design solutions."

Advanced materials from Dow Corning can deliver design improvements in commercial vehicle powertrain, body and chassis, braking, and cabin systems. Molykote brand Smart Lubrication solutions can enhance fuel efficiency and lower emissions, provide brake friction control, reduce noise, vibration and harshness (NVH), and improve reliability and service life.

Silastic brand engineered elastomers can provide effective solutions for inflatable-restraint systems, fluid and air delivery, engine sealing and gasketing, electrical protection and vibration control. Dow Corning brand performance adhesives and sealants offer potential high-strength bonding and sealing solutions for lighting-system and interior-component assembly.

High-performance smart design solutions are also available for all weight classes of commercial vehicles, including trucks, buses and a full range of specialty vehicles.

Some of the potential applications for these advanced specialty materials include:

- **Engine and transmission:** Lubricating pistons, clutches, bearings and universal joints; fabricating heat- and fuel-resistant turbocharger hoses, vacuum tubing, diaphragms and vibration isolators; sealing radiators, intercoolers, crankcases and gearboxes
- **Body and chassis**: Lubricating steering gears and suspension grease points; protecting locks and electrical connections; bonding and sealing seams and lighting assemblies

- **Brakes:** Adding precise friction control to brake pads and linings; lubricating caliper pins and pedal and cable systems; and sealing actuators, boosters and adjusters
- **Cabin systems:** Lubricating window, door and seat-belt systems; fabric coating and seam sealing for air-bags; bonding and sealing mirrors, instrumentation and interior components

According to Dwane, Dow Corning has a long history of providing innovative materials, application expertise and technical support for commercial vehicle design, manufacturing and service. And now the current trend toward keeping trucks in service for longer periods is being joined by newer regulations for less noise, shorter stopping distances and increased driver safety protection. ◆

RBL sales grow 17%

Mr. L. Ganesh, Chairman, Rane Group

Rane Brake Lining Ltd. (RBL), a leading manufacturer of brake linings, clutch facings and disk pads, registered sales & operating income of Rs. 359.17 crores for the year as against Rs. 305.84 crores for the previous year ended March 31, 2011. This represents a growth of 17 per cent on year-on-year basis. The total dividend for the year is 70 per cent (including 40 per cent interim dividend) as against 50 per cent for the previous year.

Timely capacity enhancements enabled the company to service the increased demand and, compared to the previous year, sales in the domestic OEM market grew by 18 per cent, domestic aftermarket by 24 per cent and export market by 24 per cent.

The company pursued its efforts to achieve process efficiencies in manufacturing and productivity improvements and save costs through innovative shopfloor practices. It managed the highly volatile foreign currency exchange rate movements by timely hedging its exposure and mitigated the adverse impact.

REVL fares well

Rane Engine Valve Ltd. (REVL) registered sales & operating income of Rs. 307.02 crores for the year ended March 31, 2012, as against Rs. 288.32 crores for the previous year. This represents a growth of six per cent on year-on-year basis. The total dividend for the year is 105 per cent, including 75 per cent interim dividend, against 50 per cent for the previous year.

Sales in domestic OEM market grew by five per cent, domestic aftermarket grew by five per cent and export market by seven per cent. Due to some slowdown in offtake of European customers, there was a drop in export sales in the quarter that affected overall export sales growth for the year.

The company pursued its efforts to achieve operational efficiencies and improve productivity, and cost savings through innovative shopfloor practices. It managed the highly volatile foreign currency exchange rate movements by timely hedging its exposure and thus mitigated the adverse impact.

RML income markedly up

Rane (Madras) Ltd. (RML) of the Rane Group registered sales & operating income of Rs. 670.50 crores for the year ended March 31, 2012, against Rs. 583.98 crores for the previous year. This represents a growth of 15 per cent on year-on-year basis. The total dividend for the year is 95 per cent, including 55 per cent interim dividend, against 70 per cent for the previous year.

Growth across all segments in the domestic market and timely capacity additions enabled the company to service the demand. Sales of RML in the domestic OEM market grew by 14 per cent, and domestic aftermarket by 40 per cent. Due to reduction in the volumes of some of the customer programs, exports during the year declined by 12 per cent.

Persistent focus on improving manufacturing efficiencies, innovative shopfloor management practices, continuous emphasis on cost control and improved interest cost management have contributed to the increase in profit before tax at Rs. 37.17 crores. Profit after tax is Rs. 27.40 crores. ◆

First RFID technology-based toll plaza opened in Haryana

Dr. C.P. Joshi, Union Minister for Road Transport and Highways, unveiling the plaque to open the first RFID Technology based electronic Toll Collection Plaza. Seen applauding are Ms. Selja, Union Minister for Housing and Urban Poverty Alleviation and Culture, Mr. Bhupinder Singh Hooda, Chief Minister of Haryana, and Mr. Prakash Singh Badal, Chief Minister of Punjab

Dr. CP Joshi, Union Minister for Road Transport and Highways, recently dedicated to the nation the country's first RFID technology-based electronic toll collection plaza at Chandimandir, Punchkula (Haryana) and four-laned Zirakpur-Parwanoo section of NH-5 in Punjab, Haryana and Himachal Pradesh.

Speaking on the occasion, Dr. Joshi observed that it was time to make co-ordinated efforts by the Central and State Governments to fulfill the dream of making India a really developed nation, for which a qualitative infrastructure development is a must. The Centre has laid adequate stress on infrastructure development in the 11th and the forthcoming 12th Five Year Plan with a view to increasing the national GDP.

Referring to the new RFID toll plaza, he said that all the highways in the country would be provided the RFID technique which helps users to make payment without stopping at toll plazas and reduces traffic congestion and commuting time. Toll statements can also be made available online to road users, and they need not have to halt for receipt. Besides satisfying functional requirements, this is the cheapest mode for collection.

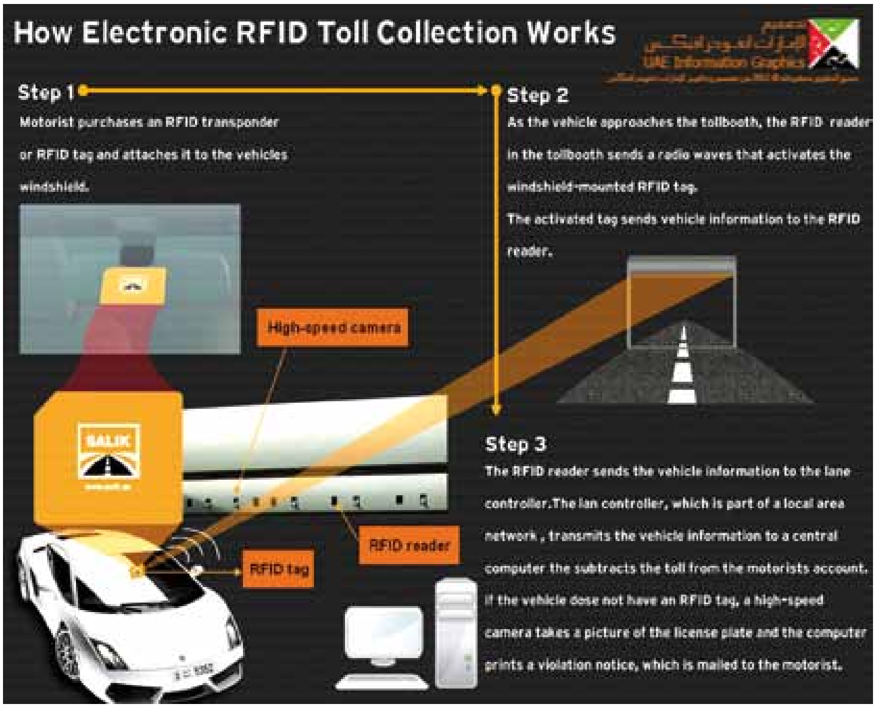
He disclosed that the National Highway Authority of India (NHAI) has completed projects of 491 km roads costing Rs. 1,913 crores in Haryana, 357 km roads worth Rs. 1,419 crores in Punjab and 5 km worth Rs. 50 crores in Himachal Pradesh. The projects under implementation are 969 km of Rs. 5,962 crores in Haryana, 645 km of Rs. 4,791 crores in Punjab and 124 km of Rs. 1,994 crores in Himachal Pradesh. The projects of 508 km worth Rs. 3,574 crores in Haryana, 454 km worth Rs. 3,301 crores in Punjab and 204 km worth Rs. 3,664 crores have also been awarded to NHAI.

Dr. Joshi assured compliance of the balance projects of Rohtak-Hisar, Ambala-Kaithal, Kaithal-Rajasthan border, and Hisar-Dabwali in Haryana, Jalandhar-Amritsar, Ludhiana-Chandigarh, Sri Ganganagar-Amritsar, and Jalandhar-Haryana border in Punjab, and Parwanoo-Solan, Solan-Shimla, and Ner Chowk-Manali in Himachal Pradesh soon after the scrutiny of technical aspects of these projects.

On the occasion, the Union Minister for Culture and HUPA, Ms. Selja, said that highway development is a flagship programme and the Government is committed to provide uninterrupted road connectivity in all parts of the country. She also urged Dr. Joshi to exempt the daily commuters of peripheral area from toll tax at the newly set-up toll plaza.

Mr. Prakash Singh Badal, Punjab Chief Minister, and Mr. Bhupinder Singh Hooda, Haryana Chief Minister, conveyed their gratitude to the Union Minister for connecting Punjab, Haryana and Himachal Pradesh with the new Himalayan Expressway from Zirakpur to Parwanoo section.

Mr. Randeep Singh Surjewala, Haryana PWD Minister, highlighted the issues related to construction of new flyovers and underpasses in the State. ◆



Sona Koyo Steering's growing market share

Sona Koyo Steering Systems Ltd., the flagship company of the Sona Group still remain supplier of choice to major auto manufacturers with over 45 per cent domestic marketshare, supplying steering gears, columns and RPS assemblies.

The company's net sales for the year ended March 31, 2012, grew by 17.6 per cent to Rs. 1,414 crores from Rs. 1,203 crores during the same period last year. Profit after tax and minority interest was at Rs. 48.7 crores (Rs. 44.6 crores).

On standalone basis, net sales for the year ended March 31, 2012, grew by 10 per cent to Rs. 1,135.3 crores from Rs. 1,031.7 crores during the same period last year. Profit after tax was at Rs. 38.8 crores (Rs. 37.4 crores). The EPS improved from Rs. 1.88 per share in FY11 to Rs. 1.95 per share in FY12.

For the quarter ended March 31, 2012, net sales grew by 18.5 per cent to Rs. 345.6 crores from Rs. 291.7 crores during the same quarter last year, and profit after tax is Rs. 15.8 crores (Rs. 11.8 crores).

Keeping with the growth trends in the quarters, Q4 FY12 sales of Rs. 345.6 crores were 38.1 per cent higher than Q3 sales of Rs. 250.2 crores. Profit after tax for Q4 FY12 was at Rs. 15.8 crores (Rs. 7 crores).

For the current year, the Board of Directors has recommended a final dividend of Rs. 0.65 per equity share of Re 1 each, which is at par with the dividend declared in FY11. ◆

Shriram Pistons and Rings' channel partners' meet

Shriram Pistons and Rings Ltd. (SPR) organised a conference-cum-excursion at Goa for its top channel partners in the tractor segment with the objectives of rewarding the good performers, analysing the progress of business during the financial year and finalising the plan for the next financial year, including introduction of new kits/assemblies.

A presentation on the prospects of business in the tractor industry was made by Mr. U.K. Jhamb, Sr. General Manager, to highlight the opportunities available.

The company's plans as outlined during the conference were highly appreciated by the channel partners who assured their full support to SPR's initiatives and future business plans.

Mr. Rajiv Sethi, Executive Director - Marketing, felicitated and rewarded the top performers.

SPR plans to conduct such activities more frequently on a segment-wise basis.

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The top performers being rewarded at the partners' meet

ACDelco enhancing range and quality of batteries

Having seen its aftermarket operation grow by 40 per cent last year, ACDelco India is set to register further growth by significantly enhancing its battery product offering. Taking in both conventional and hybrid batteries, ACDelco is in the process of bringing on stream 22 new references that will see the range grow to a total of 61 part numbers.

Covering a range of automotive applications for cars, vans and light and heavy commercial vehicles, new references are also being added to ACDelco's range of low maintenance inverter batteries, a product group that was first introduced into India in July last year. Of particular importance, the new products take in the long-awaited sealed maintenance free (SMF) references for both the popular Chevrolet U-Va and Beat models.

Commenting on the launch programme, Mr. Rajesh Nangia, ACDelco's IAM Director, said: "Having enjoyed a very successful 2011, we have a number of initiatives in the pipeline that are aimed at maintaining our growth impetus throughout this year, batteries being one of them. With ACDelco standing as one of the few brands capable of offering SMF batteries in India, not only are we optimistic that the new references in this particular area will become widely adopted, the same is equally applicable when it comes to the popular references we are adding to our automotive MF and low maintenance hybrid batteries.

In order to provide truly nationwide parts distribution, the expanded ACDelco battery product range will be available through a 200-strong network of dedicated partners who are specialists within this product sector.

As well as covering an increasingly popular number of applications, all of the new batteries are manufactured and tested to rigorous quality control parameters as part of the company commitment to providing products of the highest quality and which exhibit excellent performance reliability. Not surprisingly, all of the new-to-range part numbers not only offer greater cranking power, but they are low maintenance products that offer very good life expectancy, irrespective of their end-use application. Further, all ACDelco batteries are being supplied in a new coloured casing and fresh packaging. What's more, a new brand label is being created for the ACDelco low maintenance hybrid type.

"It isn't purely about numbers. We have invested a great deal of time and energy recruiting and appointing specialist dealers who not only have strong product knowledge but a proven track record in customer relations. We are confident that the quality of the product offering, when matched to optimum channels of distribution and excellent parts availability, will ensure that ACDelco battery sales continue to go from strength to strength in India."

Established in India in 1997, ACDelco today supplies a diverse range of vehicle parts that takes in batteries, lubricants, half-shafts, bulbs, spark plugs, oil, fuel and air filters, brake pads, and HVAC and car care products. It supplies the aftermarket in India with a product range covering over 2,500 part numbers. Manufactured to the highest quality, all ACDelco components are competitively priced. ◆

Reduction in repo rate may lower cost of auto loans

Interest rate sensitive banking, auto and realty stocks cheered the RBI's move and surged when a 'more than expected' 0.50 per cent cut in repo rate was announced on April 17, a move which is likely to lower the cost of home, auto and corporate loans.

"The RBI's move to cut the repo rate by 50 bps comes as a welcome surprise. The overall headroom for interest rates to come down is likely to be a moderate 75-100 bps over the course of the year, which itself is a major positive for the overall corporate earnings growth outlook, especially for rate sensitives such as banks and infrastructure, Mr. Dinesh Thakkar, CMD, Angel Broking, said.

From the auto space, Apollo Tyres soared 5.54 per cent, Hero MotoCorp went up by 2.71 per cent, Bajaj Auto gained 1.32 per cent and Tata Motors was up 0.35 per cent. Following the surge in these stocks, the BSE auto index settled 0.80 per cent higher at 10,371.53.

In its annual monetary policy for 2012-13, RBI cut repo rate, at which it lends to banks, by 0.50 per cent at 8 per cent to spur economic growth.

The 50 bps reduction in repo rate is expected to translate into similar lending rate cuts by banks in the coming months. The reduction in deposit rates could lag the reduction in lending rates, which could create some pressures on the margins of banks in the next few months, it said.

However, on the back of expected pick-up in deposit accretion and improving liquidity, the cost of funds for banks is expected to also head lower with a slight lag, leading to an overall stable outlook for FY'13 margins.

Mr. Dipen Shah, Head of Fundamental Research, Kotak Securities, said: "The RBI has cut rates by 50 bps in a surprise move. For the markets, they now have only the fiscal action to look forward to. The future direction of the market hinges on how fast the Government is able to re-start the reforms process. We believe that the Government will start taking important decisions on reforms in due course, which will provide further impetus to the overall economy in the long term. Till these initiatives are taken, markets may remain range-bound and may be dictated more by the quarterly numbers and global markets."

The RBI's decision to cut repo rate by 50 basis points has been termed by market analysts as an "unexpected" positive move, but this could fuel inflationary pressures further.

Though the core inflation has witnessed some abatement, further rise in food prices has the potential to feed through into core inflation going ahead. As the upside risk to the headline inflation looms large,

it leaves little scope for the central bank to further ease the policy rates at least in the near term.

Mr. Tarun Kataria, CEO India, Religare Capital Markets Ltd., said: "The RBI announcement was a pleasant surprise and reflects the concern about a rapid deceleration in GDP growth. If this can be supported by fiscal consolidation, a move to ease infrastructure bottlenecks and other progressive reforms, the India growth story can be revived quickly."

- PTI Economic Service

Continental partners UEFA EURO 2012 for safe transport of teams and fans

Continental, the official sponsor and exclusive tyre partner for UEFA EURO 2012, will be equipping the team buses with its HSR 2 premium bus tyre for safe and comfortable transport of players during the Euros. The safety reserves of the bus tyres are an important factor since the squads travel mostly on their team buses during tournaments.

As the tyres form the sole connection between the vehicle and the road, Continental is making a major contribution to the safety of the footballers. This is indeed impressive considering the fact that the contact patch is no bigger than a tablet computer.

In addition, 40 ContiBuses will be operating in the four Polish host cities of Warsaw, Poznan, Gdansk and Wroclaw for the duration of the European Championships.

At UEFA EURO 2012, eight nations will play their group matches in Poland. Gdansk and Warsaw will stage two quarter final matches and one of the semi-finals. Thousands of football fans from different countries will cheer on their teams at the stadiums and in the fan zones. The buses will be used to transfer visitors from the fan zones to the stadia on match days. On days when there are no fixtures, the vehicles will operate in the cities as free buses to boost public transport services.

The city buses are fitted with the EURO 2012 edition of Continental's HSU 1 tyre. This version has its own special sidewall design featuring footballs and the Continental logo in yellow. The buses will stop at special bus stops (resembling substitute benches) where hostesses will be available on all match days to assist football fans.

The HSR 2 was specially conceived for demanding assignments on buses in combined regional and charter operation. It is fitted on the steering and drive axles of the team buses. This tyre features excellent handling and ride comfort.

On the city buses, the load capability of the tyres also counts, in addition to safety aspects. Bus tyres for city traffic need to be particularly durable as they often come into contact with curb stones. Also frequent starting and braking and constantly changing loads place a burden on the tyres.

Service technicians from the Conti360° network will check the tyres every day on site to safeguard passengers and ensure the availability of the vehicles at all times. Furthermore, two service vehicles will be on standby at each venue to provide technical assistance whenever necessary. ◆

CEAT registers robust growth

Mr. Anant Goenka, M.D., CEAT

CEAT of the RPG Group has for the year ended March 31, 2012, reported a 28 per cent increase in net sales to Rs. 4,440 crores as compared to the previous year. For the fourth quarter of the year, net sales soared by 24.2 per cent to Rs. 1,215 crores and net profit by 5.7 per cent to Rs. 60 crores.

Announcing the results, Mr. Anant Goenka, Managing Director, CEAT, said: "Despite a difficult start to the year we finished well with robust growth in sales and net profit. CEAT is focusing on improving its product mix and operation efficiencies. In FY 13 we plan to continue to improve our product mix towards more profitable non-truck tyres, ramp up our radial plant at Halol to full capacity and invest in the brand."

ZF Lenksysteme's Phulgaon plant for steering systems opened

ZF Lenksysteme extended its commitment to the Indian market by opening its first fully-owned manufacturing facility for steering systems at Phulgaon near Pune. Spread over an area of 10,000 sqm, the plant has an initial production capacity of 70,000 commercial vehicle steering systems and approximately 400,000 passenger car steerings which can be further ramped up, based on market requirements. The future workforce is about 100 employees at full capacity.

Mr. Michael Hankel, Chief Executive Officer, ZF Lenksysteme

Mr. Michael Hankel, Chief Executive Officer, ZF Lenksysteme, said: "This is an important step for ZF Lenksysteme to expand its operations in India. We chose Pune as it gives us an opportunity to be present right at the centre of India's auto hub. It is home to world's second largest two-wheeler manufacturer, the world's largest forging company and many other leading auto manufacturers such as Tata Motors, Daimler Chrysler, General Motors, Force Motors, etc. Pune is also home to two very prominent automotive research labs, namely, the Automotive Research Association of India (ARAI) and the Central Institute of Road Transport (CIRT).

ZF Lenksysteme is a pioneer in steering systems globally and a trend-setter in the field of steering systems for passenger cars as well as commercial vehicles. It is widely regarded as an innovation leader.

The company already lists some of the biggest auto manufacturers in the country like Tata Motors, Volvo-Eicher Commercial vehicles, Ashok Leyland, Volvo India, Daimler India Commercial Vehicles Ltd. and Force Motors, among others. The plant will help it increase its footprint in India.

Mr. Ronaldo Alves, Chief Executive Officer, ZF Lenksysteme India Pvt. Ltd., said: "We have already established our presence in the Indian automobile industry through our world-class products and constant endeavour for innovation. This facility will help us strengthen our product portfolio in India. Our primary target is to achieve 80% localization in the next few years".

The company plans to produce its widely acclaimed products like hydraulic steering systems for commercial vehicles as well as electrical power steering systems for passenger cars at its Phulgaon plant. ◆

Marcopolo's Gran Viale BRT bus launched in Colombia

Superpolo, the joint venture between Marcopolo and the Fanalca Group in Colombia, has launched its latest modern urban bus in the country, the Gran Viale BRT. Developed in Brazil for application in advanced urban transportation systems in major cities, the model is now also produced at the Colombian plant to be provided to the Transmilenio BRT system.

The Gran Viale BRT bus family was conceived with novel design, ergonomics, safety and efficiency concepts. The vehicles concentrate all the experience and knowledge acquired by Superpolo in providing buses for urban public transportation systems in Colombia as well as in other countries such as Panama.

Superpolo is one of Latin America's most modern bus manufacturers, and has over 1,500 collaborators in a total area of 77,000 sq. metres. In 2011, the operation traded approximately 2,100 units, especially urban models, provided to operators in many countries in the Americas.

◆

Amara Raja clocks highest-ever revenue of Rs. 2,000 million

Amara Raja Batteries Ltd. (ARBL) has announced a top line growth of 34 per cent for the financial year 2011-12, recording a net revenue of Rs. 23,674 million (excluding other income) as compared to Rs. 17,611 million in 2010-11. Profit after tax stood at Rs. 2,151 million, recording a growth of 45 per cent as against Rs. 1,481 million of the previous year.

Mr. Jayadev Galla, Managing Director

The company's automotive battery business reported 39 per cent increase in sales revenue enabled by good volume growth of 19 per cent and 26 per cent in 4-wheeler and 2-wheeler batteries respectively over the previous financial year. The period under review also witnessed double-digit volume growth in automotive OEM business, despite muted automobile production in the country due to adverse macro-economic conditions.

The aftermarket business saw substantial volume growth in both 4-wheeler and 2-wheeler segments, due to strong demand for Amaron and PowerZone batteries from consumers.

The export business continues to grow in the Middle East Asia with enrolment of more distributors. The Amaron brand is well accepted in various countries across the Indian Ocean Rim, built through focused effort over the years.

Commenting on the full year performance, Mr. Jayadev Galla, Managing Director, Amara Raja Batteries, said: "We are pleased to report the highest-ever sales and profitability numbers of the company for 2011-12, despite uncertainty in the telecom sector and slowdown in the automobile industry. Both our industrial and automotive battery units have reported double-digit growth and gained market shares. The continuing Eurozone crisis, the volatile rupee and high inflation are causes for concern as we step into the next financial year. However, the softening lead prices and our capability to perform with differentiated strategy will help us to sustain the growth momentum." ◆

Sri Guruvayurappan Automobile wins Amaron award

Sri Guruvayurappan Automobile of Coimbatore was adjudged the winner of the Best Service Franchisee catagory in the southern region (Tamil Nadu, Kerala, Karnataka and Andhra Pradesh) for 2011-12 at the F1 Meet of Amaron held in Hong Kong during March 19-23.

During 2010-2011 also, the company won the Service Excellence Award on all-India basis for Amaron.

Picture shows, Mr. C. Ashokhan, Managing Partner, Sri Guruvayurappan Automobile, (left), receiving the award. ◆

IndianOil turnover at record high

Mr. RS Butola, Chairman, IndianOil

The Indian Oil Corporation's turnover for the financial year 2011-12 rose by 24.7 per cent to Rs. 4,09,957 crores from Rs. 3,28,652 crores during 2010-11. The profit for the year is Rs. 3,955 crores as compared to Rs. 7,445 crores in the previous financial year. Reduction in profit is mainly due to higher interest cost of Rs. 2,918 crores on account of delay in receipt of compensation from the Government and higher interest rates and to provisioning of entry tax of Rs. 8,157 crores.

For the quarter January-March 2012, IndianOil's turnover went up by 19.7 per cent to Rs. 1,12,267 crores as compared to the corresponding quarter of 2010-11. Profit for the quarter is Rs. 12,670 crores (Rs. 3,905 crores) mainly on account of Government compensation received in the quarter for earlier quarters of 2011-12.

For 2011-12, IndianOil has accounted for Government assistance of Rs. 45,486 crores. In addition, the company has been granted discount of Rs. 29,961 crores from upstream oil companies/refiners as per the under-recovery sharing mechanism.

The Board of Directors has recommended a dividend of 50 per cent (Rs. 5 per share).

Mr. RS Butola, Chairman, said: "IndianOil sold 75.661 million tonnes of products, including exports, during 2011-12. Our refining throughput for FY 2011-12 was 55.621 million tonnes and the throughput of the Corporation's countrywide pipelines network was 75.549 million tonnes for the same period. The gross refining margins during the year were $3.63 per bbl as compared to last year's $5.72 per bbl."

BPCL quarterly net at Rs. 3,963 crores

Mr. R.K. Singh, CMD, BPCL

BPCL's net profit for the quarter ended March 31, 2012, rose 323.83 per cent to Rs. 3,962.83 crores from Rs. 935 crores in the year-ago period. The results were largely in line with estimates.

Analysts on an average expected the company to post a net profit of Rs. 4,053 crores during the quarter. BPCL's net profit was seen increasing 333 per cent YoY to Rs. 4,053 crores.

Total sales increased nearly 43 per cent to Rs. 64,642.18 crores in the fourth quarter from Rs. 45,251.51 crores for the March 2011 quarter. The average gross refining margins for the current year ended March 31, 2012, at $3.16 a barrel compared with $4.47 per barrel in the previous year.

The Board has announced a bonus issue in the ratio of 1:1 and a dividend of Rs. 11 per share.

Issues & challenges facing road transport

Roads are our national property. The Government keeps selling roads to private builders and contractors who continue to collect toll charges even after their investment on building is fully recovered. They also start charging toll even before work on the highway begins. The amount charged is exorbitantly high without giving any extra facilities to road users.

The All India Motor Transport Congress (AIMTC) has often highlighted the anomalies in the present toll policies that mostly favour the concessionaires at the cost of road users. The Government has entered into MCAs with private builders and offered them 20 or 30 years timeframe to collect the toll. They also talk of taking old roads for toll collection. This is sheer commercial business where income is realized just after signing the agreement. The toll charged by the concessionaire is different from what is fixed by the Government. MCAs have been implemented by the Government for projects under the PPP scheme. These agreements are unfair as undue concessions are given to the concessionaires. This has proved a great burden for road users.

The Government is making frequent unilateral changes in the toll policy with the main objective of making it a revenue generating scheme without providing additional benefits to road users. The excessive tolls are making transport operation economically unviable. The current toll policy is flawed and is excessively biased in favour of private road builders. Toll has indeed become a bane for the road transport industry.

Further, the road transport industry is upset over the unilateral hike of TPP. An expert committee constituted by AIMTC analyzed the draft circulated by IRDA and expressed its views at its meeting with the IRDA Chairman on March 8, 2011.

Another proposal to abolish third party pool was circulated, albeit at the instance of private insurers lobby. Without consultation with major stakeholders, a decision was taken, resulting in the current hike.

Motor insurance rates were hiked from April 1, 2012, with IRDA notifying new rates for motor third-party premium ranging from 18 per cent to 23 per cent, apart from the cascading effect of two per cent hike in the service tax.

The commercial vehicle segment will be the worst affected by the hike. The hike in TP premium is beyond the capacity of poor commercial vehicle owners. AIMTC resents the current trend of unilateral decision making at all levels without consultations with the stakeholders.

The Ministry of Finance has initiated a Bill to separate motor insurance from the Motor Act, 1988. It has been proposed to amend the Act of 1988 by deleting Section(s) 140 to 173 of the Act and enacting a special new Act titled the Motor Vehicles Insurance and Compensation Act, 2011.

In essence, the draft of the Bill proposes a cap of Rs. 10 lakhs on third-party compensation or on the liability arising out of death or body injury caused to a third party by any vehicle on road. Notwithstanding the same, the draft Bill proposes impounding of the vehicle involved in the accident by the police till the disposal of the claim petition.

If the amendment as proposed is introduced, its repercussions on the owner of vehicles would be far-fetched in as much as the balance amount of compensation would be recoverable by the victim from the owner of the vehicle, who may not always be in a sound financial position. In case the proposed amendments are carried out by the Government, the cost of insurance for operators will go up.

Imminent hike in diesel price

The Goa Government has done a yeoman service for the common man by reducing VAT on petrol. A similar bold initiative is also required with regard to the imminent hike in diesel prices. Diesel is the highest input cost in running of vehicles, and most of the work in this trade is contractual in nature. A correction in freight is highly unlikely due to the sudden fluctuation in the diesel price under contractual obligation.

Diesel price hike is a very sensitive issue not only to the road transport industry but also to the common man who continues to bear the brunt of the current inflationary pressure. The State Governments would do well to emulate the bold step taken by the Goa Government for saving the transportation industry.

The road transport industry won't be able to absorb any imminent hike in diesel prices, and it suggests that the Government should reduce the excise, customs duty and VAT on diesel as the Central and State taxes make up nearly half of the diesel price.

Transporters are the worst affected by the differential pricing in different States as the vehicles travel throughout the country. Besides a uniform rate of diesel across the country, diesel and petrol should be brought under GST.

Unfair tyre pricing

Tyre companies keep raising prices at regular intervals. The fallout of such deliberate increase in tyre prices is quite adverse and always remains a contentious issue among tyre manufacturers and the transport community. It would have been better if tyre companies call a meeting of AIMTC and the related bodies and explain the reason for increase in prices.

There is a huge gap between demand and supply of tyres in the market. Imposition of anti-dumping duty will create scarcity of tyres,

and the domestic players will definitely increase the price bar to reap profits. Currently tyres are being imported at a cheaper rate even after including the logistics cost, while domestic players are pricing tyres at a premium. The Government should dismantle the cartel of tyre manufacturers by revoking the anti-dumping duty on import of tyres from China.

Overloading

The problem of overloading of vehicles has proliferated all over the country. It is time that a strategy was devised to tackle it effectively. Perhaps the stand taken by the Bihar, Uttar Pradesh, Andhra Pradesh and Haryana to invoke the Prevention of Damage to Public Property Act 1984 to curb overloading could be a model step in this direction.

There is also rampant overloading on the National and State Highways, because many States have legalized overloading by issue of special tokens on payment of fees. This practice is in clear violation of the M.V. Act.

The Ministry of Road Transport and Highways should take a serious view of this. Checking of overloading falls under the purview of the respective States/UTs. There is

also an urgent need to check this menace in the interest of road safety and preventing damage to roads and bridges.

Further, it must be ensured that the authority to check overloading be vested with Government organizations. Electronic weighbridges may be introduced at all toll plazas to be monitored and strictly enforced by the local transport association in conjunction with local RTOs.

Transporters and truckers are facing a lot of problems at the RTO level too. The RTOs, in collusion with anti-social elements, charge vehicles heavily on the pretext of checking vehicle documents. Further, they are charging money for no valid reason even if everything is fine with the vehicle documents.

Transporters are suffering also from arbitrary sales tax and checkpost norms. There are cases when vehicles are held up just for minor issues. In such cases huge penalties are levied without giving any notice when transporters are really struggling to make ends meet.

Transporters are just carrying consignments/goods from one place to another and are nowhere involved in their purchase or sale. The bills and documents are provided by the consignor / consignee and the transporter has no authority / mechanism to check their authenticity or correctness. Yet the transporter is detained for a minimum of seven to 15 days in case an error is detected in the documents.

The vehicle impounded by the sales tax staff should be released within 48 hours. The inventory report should be furnished alongwith the receipt of the tax and penalty with full details, so that the transporter could recover the amount from the parties concerned.

In the current scenario there is absolute scarcity of trained drivers for commercial vehicles. At least 15 per cent of the vehicles are remaining idle due lack of trained drivers. Moreover, there is total lack of trained manpower in the sector. Strangely enough, there is as yet no Government move to set up driver training schools with adequate infrastructure.

Need for truck terminal

A lot of emphasis is being laid on development of infrastructure. SEZs are being planned in almost every State. This would lead to a remarkable increase in movements of trucks in and out of these States. This renders it essential to have truck terminals / logistics parks at strategic locations in every State.

At present there is no parking space available, and the trucks coming from across the country have to park on the highways, leading to traffic problems and even accidents. The AIMTC proposal envisages the setting up of a truck terminal where trucks may be stationed. This would reduce road congestion and the related problems.

Basic highways amenities

The country is developing highways and expressways in a big way. As a result, the number of road accidents is on the increase. The highways should be access-controlled, especially near villages/towns. They must have service roads and subways wherever required. This is particularly necessary for expressways built under the BOT scheme.

Cranes and ambulances may be provided at a distance of 50 km on each of the completed stretches of National Highways. In this task, the State and district transport associations as well as NGOs may be roped in under the National Highway Accident Relief Service Scheme.

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Gulf Oil-Dhoni partnership strengthened further

Gulf Oil and Mahendra Singh Dhoni (MSD) have announced a slew of new marketing initiatives as the company celebrates its achievement of being India's fastest growing brand in the lubricants sector for 2011-12 and also for the last two years before that on a CAGR basis.

The Gulf brand has grown consistently at a multiple of industry growth due to a consistent strategy, clear focus and aggressive ATL and BTL programmes fuelled by the association with teams in the Indian Premier League (IPL), Chennai Super Kings (CSK) and MSD.

Mr. Sanjay Hinduja, Chairman, Gulf Oil International, who was visiting India, and Mr. Ravi Chawla, President & CEO, Gulf Oil India, along with MS Dhoni, announced on May 1 the launch of a range of limited edition 'Signature MSD packs' and two new advertising campaigns featuring MSD. These campaigns would be supported by new retail signages as well as new packaging featuring MSD.

Mr. Sanjay Hinduja, Chairman, Gulf Oil International, along with MS Dhoni

Gulf would be partnering the MSD Charitable Foundation to promote young talent who don't get adequate opportunities, training and infrastructure and pursue their passion to become successful sportspersons. Gulf Oil will sponsor talent in this grassroot initiative by providing scholarships through the MSD Charitable Foundation for a select number of such sportspersons every year. Gulf will also play an integral part in organizing grassroot level cricket tournaments that the Foundation conducts across 15-18 cities in India.

Mr. Hinduja observed: "Gulf & MS Dhoni coming together will strengthen the Gulf leadership position in India further. Gulf Oil International – across geographies – is guided in its endeavors by the five defining values – 'Endurance, Inspiration, Courage, Youth and Care'. These form the cornerstone of our communication and business practices worldwide. The Gulf-MSD Scholarships are a reflection of these values, and we hope they will play a part in the growth of the sport at the grassroot level as well as discovery of promising sporting talent in hitherto unexplored geographies / social classes"

Dhoni said: "The Gulf brand's values and the promise of 'lubricants that last longer' make them very unique and relevant in today's times. I am sure that these new marketing programmes will fuel their growth momentum further. I am especially excited about the Gulf-MSD Scholarships which will help to bridge the gap between potential and performance which exists in our vast country. The talent will be identified by Rhiti Sports through their wide network of on-ground presence. This talent will then be provided with financial support for a period of one year, so that they can focus on the sport to the exclusion of all else".

Dhoni has been associated with Gulf Oil as its Brand Ambassador for a little less than an year. Gulf has already run an intensive multimedia campaign featuring MSD in January-March 2012 to good effect and unveiled plans to ramp up the association to the next level.

Added Mr. Ravi Chawla, President & CEO - Lubricants Business, Gulf Oil: "With its USP of "long drain" products across product segments, Gulf stands for "Endurance" and so does "MSD". The Gulf brand has benefitted from MSD's credibility across various demographics and geographies. He is a youth icon – confident, result-oriented and in tune with the times. Among other things, this association has helped us to communicate and connect with our customers, trade & team. MSD's partnership has enabled us to grow faster than the industry, making us today the fastest growing lubes brand in the country. The new marketing initiatives planned with MSD will help us in maintaining this growth momentum. We would also be exploring a lot of other initiatives with the MSD Charitable Foundation to promote sports at the grassroot level. The Gulf-MSD Scholarship is the first of many such initiatives". ◆

HPCL Ennore project completed

Mr. S. Roy Choudhury, Chairman & Managing Director

Hindustan Petroleum Corporation Ltd. (HPCL) has registered gross sales of Rs. 1,88,131 crores for 2011-12 against Rs. 1,42,396 crores in the previous year, representing an increase of over 32 per cent. Sales of petroleum products in the domestic market were at an all-time high of 27.75 million tonnes during the year, registering an increase of 7.9 per cent over the previous year, which was the highest growth among the oil marketing companies.

The pipeline thruput increased to 13.62 million tonnes as compared to 12.98 million tonnes in the previous year, a growth of 4.9 per cent. The refineries at Mumbai and Visakh processed 16.19 million tonnes of crude during 2011-12 as compared to 14.75 million tonnes in the previous financial year. The combined GRM during the year was $2.89 /bbl.

HPCL profit after tax for January-March 2012 increased by 312 per cent to Rs. 4,631 crores, up from Rs. 1,123 crores in the corresponding quarter of the previous year. This was primarily because of higher compensation for under-recoveries. Profit after tax for the full year was Rs. 911 crores (Rs. 1,539 crores). The lower PAT was mainly due to increase in interest costs to Rs. 2,139 crores, up from Rs. 892 crores, which was mainly due to increase in gross under-recoveries and delay in receipt of compensation for the same. For 2011-12, HPCL has proposed a dividend of Rs. 8.50 per share. The dividend would result in a total payout of Rs. 335 crores, including dividend distribution tax.

HPCL-Mittal Energy Ltd. (HMEL), a joint venture between HPCL & Mittal Energy Ltd., has successfully completed and commissioned the 9 MMTPA grass root refinery at Bathinda in Punjab. This refinery, along with its crude receipt, storage facility at Mundra and 1017 km crude pipeline, represents one of the biggest FDIs in the refinery sector in India. The project was completed in March last.

Construction of a new terminal at Ennore was completed to facilitate modernization of operations through automation and enhanced product tankages and also bring in greater flexibility in logistics for receipt and dispatch of various petroleum products. The terminal will be a southern hub, enabling the company to meet the requirements of various locations in the south zone. ◆

Work on TCV's Indian JV to begin soon

Company premieres city-bus Centravel at Busworld

An exclusive report from MOTORINDIA

Mr. Timuçin Bayraktar, General Manager, TCV

A year and a half ago, a group of people in Turkey, with rich experience in the bus industry and strong technical know-how, came together to set up a vehicle manufacturing company. In October 2010, Turkish Commercial Vehicle (TCV) was established as a company involved in design and production activities in the commercial vehicle sector. Recently, TCV made the world premiere of its first city-bus, the Centravel, at Busworld Turkey.

Originally the team wanted to develop city-buses for the Turkish market. After an initial thought of developing electrical buses, it realised that the market demand for city-buses was far beyond expectations. The municipality in Istanbul and Ankara are the key initial targets for the Centravel, a low-floor city-bus. The Istanbul Municipality would be replacing 2,000 city-buses and 200 private buses in the coming months, a factor which was decisive in TCV changing its initial production plans from electrical to diesel buses.

The first prototype of the Centravel, which was ready in July 2011, was sent for a one million km durability test. The company was then ready with the chassis and body-structure and completed the pre-serial buses and is currently ready for serial production.

The Centravel is a 10.7 m low-floor city-bus with three doors that combines the agility and manoeuvrability of a 9.5-metre midi-bus and the capacity of a 12-metre city-bus. The bus meets Euro 5 emission norms and, with its modern design, light weight and, low fuel-consumption is priced very competitively in order to become the preferred choice in the public transportation segment.

Three 10.7 m version of the Centravel have been built so far. The 12 m version will be available for sale in June, while the CNG version will be ready by August this year. Though not the preferred option, CNG buses account for close to 15 to 20 per cent of the total Turkish bus market. TCV also expects to enter the electrical bus market before the end of the current year.

The Turkish bus market has gone far ahead in terms of technology and product development. Apart from the powertrain, all major vehicle components are manufactured in Turkey, driven by the recent increase in the number of European JV's in the country. Major bus manufacturers, including Temsa, Otokar and Isuzu, produce around 1,000 buses each annually in a market dominated by the 7.5 m segment.

The Indian connection

Though TCV was established less

than two years ago, the company has already identified a suitable partner for collaboration in the Indian market. Mr. Timuçin Bayraktar, General Manager, TCV, said, "India is a booming market. We want to localise our buses for which we have the technical know-how and design capabilities while our partner knows to build bodies. We will form a JV and achieve at least 70 to 80 per cent localisation. We haven't contacted our Indian partner for two months,

The collaborative venture, to begin operations in 2013, will initially focus on the city-bus segment. In the coach segment, TCV is looking at shorter tourism buses which are typically 9.5 to 10.5 m long.

but now that our world premiere is over, we will get back to the JV."

The bus-body building company with which TCV is looking to partner works with leading Indian bus manufacturers like Tata Motors and Ashok Leyland and is also interested in building buses.

"India is a huge market where even the body-builders build nearly 5,000 buses per year. If we get into production in India, the number will be much higher. Our Indian investment would depend on many factors and all the products will be branded as TCV. The buses should start rolling out by the second half of 2013", added Mr. Bayraktar. ◆

RIL-SIBUR joint venture for butyl rubber

Mr. Mukesh D. Ambani, Chairman & Managing Director, RIL

Reliance Industries Ltd. (RIL) and SIBUR, the largest petrochemical company in Russian and Eastern Europe, have formed a joint venture called Reliance Sibur Elastomers Private Ltd. The JV will be the first manufacturer of butyl rubber in India and, with its targeted production of 100,000 tonnes of butyl rubber per annum, it will be the fourth largest producer at the global level.

The JV will cater to the demand for synthetic rubber from the Indian automotive industry, which currently exceeds 75,000 tonnes per year and is being met through imports.

Investment in the JV is in line with RIL's vision of emerging as a significant player in the global synthetic rubber market. RIL's share in the venture is 74.9 per cent while SIBUR accounts for the balance. The JV will invest $450 million in setting up its facility, which is expected to be commissioned in 2014. ◆

Elofic's new logo reflects big expansion underway

Elofic launched its new logo, on the occasion of its 61st anniversary on May 11, which signifies the changes under way in the company by way of aggressive expansion and upgradation plans, with emphasis on environment preservation. The company aims to further accelerate its pace of growth, based on the increasing acceptability of its products.

From being a popular automobile filter manufacturer, Elofic has diversified into lubricating oils, greases, coolants and sealants under the Elofic 4X brand. Backward integration of its manufacturing facilities has enabled it to further control the quality and performance of its products. It now meets almost all its sheet metal, plastic moulding, painting and paper impregnation requirements in-house. All the machinery added are high performing and state-of-the-art.

The occasion also saw the commencement of in-house production of Elofic lubricating oils and greases.

Elofic has an envious quality record, including contemporary quality certifications since 1995. It gave due importance to R&D activities and obtained in March 2009 recognition from the Department of Scientific and Industrial Research for its in-house R&D laboratory. The company is undertaking extensive expansion and modernisation of these facilities in order to add more value to its products and ensure enhanced customer satisfaction. ◆

Automatica 2012 sets fresh record by attracting 31,000 trade visitors

By R. Natarajan, Managing Editor & Publisher

Mr. Norbert Bargmann, Dy. CEO, Messe Munchen, giving a thumbs-up to Automatica 2012

Automatica 2012, the world's largest show on the automation industry organised by Messe München GmbH at New Munich Trade Fair Centre during May 22-25, set a fresh record by attracting 31,000 trade visitors from more than 100 countries and by proving the world's meeting point for global leaders of robotics and automation-related industries.

The event this time covered five trade fair halls compared to four halls at the previous show held in 2010. Almost all the prominent players in the automation sector, including FANUC, KUKA, Yaskawa Motoman, ABB, Adept, Festo, ISRA Vision, Reis Robotics, SCHUNK, Baumuller, Epson, Comau, Denso and Stäubli, made a fine display of their new technologies and innovations.

On May 23, at the IFR CEO Roundtable, the industry captains deliberated on the problems and prospects of the robotics industry. Almost every speaker agreed that the automotive sector is one of the major beneficiaries and the key driver of robotics growth. Why, the world's first robot was installed in General Motors of the US in 1961.

In an exclusive interview to the MOTORINDIA Managing Editor, Mr. R. Natarajan, who specially invited to cover the show, Mr. Norbert Bargmann, Deputy CEO, Messe München, said the exhibitors at Automatica 2012 were quite happy with the quality of visitors and the enquiries received during the event. This year, apart from the white-collared decision-making business executives, many blue-collared technically qualified representatives from different companies also visited the show, creating a new profile of visitors.

Mr. Bargmann spoke on the growing importance of the automation platform for Europe and announced the proposal to hold the new India Automation Technology Fair (IATF) at the Bombay Exhibition Centre (BEC) in Mumbai from February 1 to 3, 2013, the main goal being to make it a leading trade fair for the automation industry in India.

It is learnt that for the first time Messe München International (MMI) is jointly organising an automation fair outside Germany. This clearly confirms the role and importance of India's growing manufacturing activities.

One-third of the visitors at Automatica 2012 came from foreign countries, the highest number of them from Germany, Austria, Italy, the Czech Republic, Switzerland, Turkey, France, Poland and the Russian Federation. That the global reach of the fair was beyond all expectations has very well been confirmed by the strong participation from the Russian Federation, Turkey, Poland, Brazil, the

IFR CEO Roundtable deliberations in progress at Automatica 2012

Republic of Korea and Japan.

The current figures of VDMA Robotics and Automation prove beyond doubt that the automation technology is in for further transformation. Following the growth of 35 per cent in 2011, the association expects further growth of four per cent in the current year. This market situation was obvious at Automatica, and the fair scored in all survey results with a good business mood and satisfied participants.

The independent market research institute TNS Infratest declared that 96 per cent of the visitors were more than satisfied with the offers made, and 95 per cent confirmed the leading trade fair character of the show. A total of 84 per cent commended the topic sustainable technologies and hailed the VDMA initiative Blue Competence.

Top grades from exhibitors

The exhibitors felt happy that the presence of a great number of visitors at the fair proved ideal for their sales activities. More than 720 exhibitors from 40 countries displayed their solutions for the manufacturing industry, 30 per cent of them from foreign countries. The five top exhibitor countries, in addition to Germany, were Italy, Switzerland, Austria, the US and France, in that order. A total of 91 per cent cited the quality of visitors and confirmed their high degree of decision-making competence. Almost 94 per cent indicated that they would participate in the trade fair again.

Exhibitors highly impressed

Thomas Visti, Vice President at Universal Robots ApS from Denmark, said: “Automatica is extremely important for us as robot manufacturers. To put it succinctly, it is the right trade fair in every aspect! The general level of visitors is very high, and we are really very satisfied with the number of visitors too.”

Thilo Brodtmann, Managing Director of VDMA Robotics + Automation, said: “Automatica did complete justice to its role as the leading international trade fair for robotics and automation. It ignited innovation fireworks with pioneering solutions for production optimization, energy and resource efficiency, future mobility and lightweight construction. Visitors do not get such a comprehensive overview anywhere else of how they can increase their competitiveness and consequently business success in the long term.”

All praise from the political sphere

Robert Madelin, Director General for the Information Society of the European Commission, opened the trade fair, visibly impressed as the EU representative: “Automatica has quickly established itself as one of the leading international trade fairs in robotics and automation. This is my first time here, and I am hugely impressed by what I am seeing from the hundreds of exhibitors, the majority of whom are from Europe.”

Dr. Bernhard Heitzer, Under-Secretary in the German Federal Ministry of Economics and Technology (BMWi), observed: “Robotics and automation have become indispensable in our modern industrial society. Automatica has become the showcase for modern robotics and automation technologies in the meantime. It has become the largest of its kind in the world. Exhibitors prove their innovative force impressively here.” ◆

India offers vast scope for automation development

– Rajesh Nath, VDMA

Mr. Rajesh Nath, Managing Director, VDMA Liaison Office India, delivering his special address at the 'Taste of India' event at Automatica 2012

With its growing manufacturing activities, India offers enormous scope for accelerated growth of automation. This has prompted Messe München International (MMI, Munich Trade Fairs International Group), to organise India Automation Technology Fair (IATF) in Mumbai during February 1-3, 2013, jointly with the Automation Industry Association (AIA). This is the first-ever such event to be organised in India with international experience.

This was revealed by Mr. Rajesh Nath, Managing Director, VDMA Liaison Office India, in his thought-provoking presentation on "India – Market Opportunities for German Robotics + Automation", at the India Day organised during Automatica 2012 in Munich.

Commenting on the Robotics + Automation scenario in Germany and in India, he said there is a clear indication of ever-growing automation activities in India with sales of robots sold in the country having gone up from 450 units in 2005 to 1,545 units in 2011.

Referring to VDMA's role, he said the Association acted as a bridge between the German and Indian companies.

Mr. Shubashis Goldar, Acting Consul General, Consulate General of India, who was the chief guest on the occasion, said in his special address that automation is a very important area of development for India as well as other emerging markets. With the steady growth in India's GDP, manufacturing activities are at an all-time high with huge investments being made in automation too.

Mr. Anup Wadhwa, AIA Director, gave an overview of the level of automation attained by Indian manufacturing industries, particularly the automotive sector where investment will be doubled soon. The Government move to add 15 km a day under its highway development scheme would give a further fillip to automation in the country. As a result of all this, the Indian automation output of $2 billion is expected to grow four times by 2020.

Safety and product quality are among the various benefits derived from automation. The Association has already set up an Industrial Au-

Dr. Martin Lechner, Executive Director of Business Unit New Technologies, Messe Munchen International, addressing the gathering at the 'Taste of India' event. The others (from left) are Mr. Anup Wadhwa, Director, Automation Industry Association, Mr. Shubashis Goldar, Acting Consul General, Consulate General of India in Germany, Mr. Rajesh Nath, and Mr. Tarun Marwah, Project Director, AIA.

tomation Centre for learning in Baroda. This would soon be followed by a Centre of Excellence for Automation to be jointly set up with the Indian Institute of Technology (IIT), Madras, he added.

Mr. Tarun Marwah, Project Director, AIA, outlined the proposed plan for IATF 2013 to be organised with the support of over 100 user industry associations.

Earlier, Dr. Martin Lechner, Executive Director of Business Unit New Technologies, Messe München International, in his welcome address, said that it is in view of the growing interest of many exhibitors to enter the Indian market that MMI has decided to organise IATF 2013 in Mumbai jointly with AIA.

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EVENTS

ACMA Automechanika to host major event

ACMA will partner with Messe Frankfurt to organise ACMA Automechanika New Delhi during February 7-10 next. It is a global trade fair for automotive aftermarket products.

Further, internationally ACMA and Messe Frankfurt will promote participation of Indian automotive component manufacturers and other related companies at Automechanika's global fairs, specifically at the Frankfurt Fair with a dedicated pavilion for ACMA members.

Commenting on the initiative, Mr. Arvind Kapur, ACMA President, said: "We will work closely with Messe Frankfurt to ensure significant presence of ACMA members at our pavilion at the various Automechanika shows. To begin with, this year the ACMA pavilion at the Automechanika Frankfurt, spread over 650 sq. mtrs. of prime location, will showcase over 30 leading Indian auto component manufacturers. ACMA will also mobilise business delegations to Automechanika's 12 worldwide fairs held in Asia, Europe, North America, South America and Africa."

Mr. Raj Manek, Managing Director, Messe Frankfurt India, observed: "ACMA and Automechanika will leverage each other to evolve ACMA Automechanika New Delhi into a leading international aftermarket show. Both parties will be responsible for promotion, organisation and management of the fair. ACMA will recruit its members, as well as canvass for trade visitors in India, while MFI will be responsible for international exhibitor and visitor recruitment."

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T.S. Santhanam, an outstanding visionary industrialist

Mr. G. Srinivasan, Chairman & Managing Director, United India Insurance Co. Ltd., Chennai, delivering the T.S. Santhanam Memorial Lecture. The others (from left) are Mr. Sharath Vijayaragavan, Executive Director, Sundaram Motors, Mr. K.N. Krishnamurthy, Chairman, and Mr. K. Srinivasan, Secretary, IRTDA (SR)

Delivering the T.S. Santhanam Memorial Lecture organised by the Indian Roads & Transport Development Association (IRTDA), Southern Region, Mr. G. Srinivasan, Chairman & Managing Director of United India Insuance Co. Ltd., said: the late T.S. Santhanam was a true visionary industrialist whose ideas and approach were far ahead of his times. Considered an authority on automotive and road transport industries, he is also remembered for his pioneering efforts in the areas of hire purchase and insurance. He gained rich experience in road transport, marketing of automobiles, manufacture of automobile components, general insurance and finance, and played a crucial role in the establishment of several auto component units in the TVS Group.

United India Insurance Company, as a PSU, was born in 1971 out of the amalgamation of many private insurance companies, of which Madras Motor General Insurance Company promoted by Santhanam was a major one. Today, it is widely accepted that upstream activities like financing provides a major push to vehicle sales, which Santhanam visualized in the 1940s and 1950s by establishing his credit and finance companies. Similarly the insurance business was thought of many decades ago by this visionary.

Transport is an industry was close to Santhanam's heart. It is often said that the transport system of a country reflects the efficiency of its economic activity. He thus pitched for more investment in the road sector. This contributed in no mean measure to the beneficial evolution of the roads and transport regulations in India over the past few decades.

With the emergence of the Indian Road Transport Development Association (IRTDA) as the nodal organization spearheading the evolution of the country's surface transport sector, Santhanam who envisioned Chennai to become the automobile manufacturing hub of India became the first Indian to be elected its Chairman.

Earlier Mr. K.N. Krishnamurthy, Chairman, IRTDA (SR), delivered the welcome address and Mr. Sharath Vijayaraghavan, Executive Director, Sundaram Motors, Chennai, spoke about the contribution made by T.S.Santhanam to the Indian economy in general and the road transport sector in particular. ◆

Santhanam's financial acumen was always regarded highly, not just in the TVS Group but outside as well. He had the distinction of serving on the Government's Direct Taxes Advisory Committee and the Study Group on Road Transport Financing, among others. For him, quality was paramount. This ensured that his auto component distribution companies provided transport operators genuine and quality products at fair prices.

FADA honours Keshub Mahindra and Rahul Bajaj

It is in recognition of their invaluable contribution to the growth, development and success of the Indian auto industry that the Federation of Automobile Dealers Associations (FADA) has honoured Mr. Keshub Mahindra, Chairman, Mahindra Group, and Mr. Rahul Bajaj, Chairman, Bajaj Auto, with the Life Time Contribution Award.

There is no gainsaying that the Indian auto industry has come of age and has carved out a niche for itself in the global automotive space. Major OEMs such as Bajaj Auto, Mahindra & Mahindra and Tata Motors are conquering new frontiers across the world with each passing day. Indian vehicle manufacturers, backed by a fast developing domestic auto component industry, have risen to the challenge and stood up to the technological and financial might of global auto majors.

The fact that Indian automobile companies are giving the global auto giants a run for their money speaks volumes of the engineering and R&D capabilities as well as the managerial acumen and entrepreneurial skills of Indian industry.

The Awards were presented by a team of FADA members led by Mr. Nikunj Sanghi, its President, in the offices of Mr. Keshub Mahindra and Mr. Rahul Bajaj in Mumbai and Pune on May 22 and 23 respectively.

Speaking on the occasion, Mr. Sanghi said: “Thanks to their vision, determination and pioneering efforts, the Indian growth story is making waves all over the world. The Indian auto retail market owes a lot to Mr. Keshub Mahindra and Mr. Rahul Bajaj for the leadership and direction provided by them over the years.”

Mr. Mohan Himatsingka, Vice President, added: “The iconic status of Mr. Keshub Mahindra and Mr. Rahul Bajaj in the Indian industry as a result of their business acumen, ethical business practices and excellent corporate governance track record, have earned them laurels and accolades not only in India but across the globe. Therefore, we, in the automobile dealer fraternity, could not have thought of any better names than Mr. Mahindra and Mr. Bajaj for the honour”.

The other FADA team members present on the occasion included Mr. Bharat M. Sanghvi, Mr. Rakesh Jain, Mr. Vinay Nevatia, Mr. Jayendra Kachalia, Mr. Kailash Gupta, past Presidents, and Mr. Prakash Rao and Mr. Mukesh Jain, FADA officials. ◆

Anand Mahindra among new Trustees of Sundance Institute

Sundance Institute has announced three new members of its Board of Trustees: Mr. Sean Bailey, Mr. Anand Mahindra and Ms. Jacki Zehner.

Mr. Anand Mahindra is the Vice Chairman and Managing Director of the Mahindra Group, one of India's largest, diversified corporations. Named one of the top 25 most powerful business people in Asia by Fortune magazine, he serves on the Board of Dean's Advisors at the Harvard Business School, the India Council for Sustainable Development, the Asia Business Council, and the Global Board of Advisors of the Council on Foreign Relations. He has also served as the President of the Confederation of Indian Industry (CII) and on the Board of the National Stock Exchange of India.

As an Undergraduate at Harvard, he majored in Filmmaking, and his continued commitment to the Arts was in evidence last year when he made the largest-ever gift to the Humanities at Harvard University. The Mahindra Group's media company, Mumbai Mantra, collaborated with Sundance Institute to organize the first-ever Screenwriters Lab in India. ◆

Sunit Kapur is new MD of Federal-Mogul India

Federal-Mogul Goetze (India) Ltd. has announced the appointment of Mr. Sunit Kapur as the new Managing Director and country head for Federal-Mogul India, succeeding Jean de Montlaur.

In addition to his new roles, Mr. Kapur retains his responsibilities as Director (Operations), Federal-Mogul Powertrain Energy (PTE), India. In his new capacity, he has oversight responsibility for all Federal-Mogul operations in India. He is based out of the company's corporate office in New Delhi.

Mr. Kapur has been with Federal-Mogul since 2006. Prior to joining Federal-Mogul, he served for five years as the Manager of Escorts Mahle Ltd. He then joined Goetze India in 1999 as the Senior Manager for piston manufacturing, and then served as the Chief Manager of piston manufacturing.

Mr. Kapur has served since January 2011 as the Director (Operations), Federal-Mogul PTE, India, providing direction and managerial support for two large campuses in Patiala and Bangalore as well as additional manufacturing sites in

Bhiwadi.

"We are very happy to have Sunit as the new Managing Director for our India operations," said Federal-Mogul CEO Rainer Jueckstock. "Sunit's expertise and his knowledge of Federal-Mogul are invaluable as we continue to grow in a key market such as India. We are confident that Sunit's strong management skills will be a major asset as we continue to grow our operations and customer base in India."

Mr. Sunit Kapur said: "I'm proud to be associated with Federal-Mogul and delighted to take on this new role. India is a strategic market for Federal-Mogul, and through the best of products and world-class customer service, together with strong manufacturing and supply chain management, we aim to sustain and grow our leadership position in India."

Mr. Kapur is a mechanical engineering graduate of Punjab Engineering College, Deemed University, Chandigarh. He recently completed the general management program from INSEAD University, Paris.

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Meritor appoints Thimmaiah N.P. as MD, India, Industrial

Meritor, Inc. has appointed Mr. Thimmaiah N.P. as Managing Director, India, Industrial. He replaces Mr. Chris Villavarayan, who is now Vice President, Global Manufacturing and Supply Chain Management, Commercial Truck.

In this position, Mr. Thimmaiah will lead all of Meritor's OE activities in India. He will also have overall responsibility for the company's technical center in Bangalore, in addition to the joint ventures, Meritor Heavy Vehicle Systems India Ltd. (MHVSIL) and Automotive Axles Ltd. (AAL). He will report to Mr. Pedro Ferro, President, Industrial, Meritor.

Mr. Ferro said: "We're very pleased to have Thimmaiah join Meritor. He is knowledgeable about every aspect of manufacturing, from operations management to sourcing to supply chain management. That experience will be invaluable in continuing the company's growth in India."

Prior to joining Meritor, Mr. Thimmaiah was Managing Director of Honeywell Turbo Technologies India. He has more than 20 years of experience in engineering and operations and is a Six Sigma black belt. He has also held various leadership positions at Bharat Earth Movers Ltd., Tata Cummins Ltd., Cummins India Ltd., and Honeywell. ◆

VOLVO GROUP's impressive show with growing marketshare worldwide

For the full year 2011, the Volvo Group generated the highest-ever net sales, operating income and operating margin to date. Mr. Olof Persson, President and CEO, Volvo Group, says: "We put the best year ever under our belt, and I can proudly state that all the hard work of the Volvo Group's employees to deliver the best products, services and after-sales service generated results."

Net sales rose to SEK 310 billion (265), operating income improved to SEK 26.9 billion (18.0) and the operating margin was 8.7 per cent (6.8). At the same time, return on operating capital in the Industrial Operations rose to 28.8 per cent and on shareholders' equity in the Group to 23.1 per cent. "We have now taken the first steps on a journey which will be full of challenges, but I am convinced that there is potential to increase sales and improve profitability over time", he adds.

The Volvo brand reaped great success and in the heavy-duty segment in

Mr. Olof Persson, President and CEO, Volvo Group

Europe increased its market share to a record 16 per cent. The European market weakened somewhat towards the end of the year, but after that stabilized at the new, slightly lower level.

Market shares in North America also picked up equally well. In the US, Volvo and Mack had a combined 19.8 per cent of the market for heavy-duty trucks. In Brazil, Volvo's market share rose to 17.1 per cent for heavy-duty trucks and, for the first time, it is the leader in the heavy-duty truck segment.

Volvo Construction Equipment (Volvo CE) also strengthened its position in several growth markets worldwide. In China its brands, Volvo and SDLG, advanced as market leader within wheel loaders and excavators. SDLG which recently launched new models of excavators hopes that the success in the giant market will continue. Volvo hybrid buses are also attracting demand all over the world.

Increased profitability

Good market conditions in the main regions and increasing market shares driven by competitive products translated into Volvo delivering close to 238,000 trucks during 2011 – an increase of 32 per cent compared to the preceding year. Net sales in truck operations surpassed SEK 200 billion and profitability improved to an operating margin of 9.1 per cent.

From a historic perspective, Volvo Buses had a good year, both in terms of volumes and profitability. This was achieved by successful efforts to grow in emerging markets, which offset the continued weak markets in Europe and the US. Operating income increased to SEK 1 billion and operating margin improved to 4.6 per cent, which is below the group average but good when compared to competitors.

"During my predecessor Leif Johansson's 14 years as CEO, the Volvo Group established itself as one of the world's largest manufacturers of commercial vehicles with strong positions in mature markets and with an increasingly important presence in growth markets. As a step in further streamlining the Volvo Group towards commercial vehicles, during the year we initiated a process aimed at divesting Volvo Aero", says Mr. Persson.

Growing Indian market

The Indian market is in an exciting growth phase with increasing investments in infrastructure. The Volvo Group's joint venture company VE Commercial Vehicles (VECV), formed in 2008, comprises the entire Eicher Motors truck and bus operations and the Volvo Group's Indian sales operations in the truck segment as well as the service operations for trucks and buses. The Indian market for heavy-duty trucks grew by 12 per cent to 237,000 trucks in 2011 compared to 212,000 vehicles

in 2010. The market for light and medium-duty trucks grew by 19 per cent to 103,000 vehicles (87,000). With 11 per cent of the total Indian market for commercial vehicles, i.e., heavy-duty, medium-duty and light-duty trucks as well as buses, Eicher is India's third largest manufacturer of commercial vehicles.

The position is especially strong in the light and medium-duty segment in which Eicher during 2011 had a market share of 30.5 per cent (30.5). In heavy-duty trucks the market share is developing in the right direction, although from low levels, since Eicher during 2011 launched its, new heavy-duty truck program based on the cooperation in VECV. During 2011, Eicher had 3.1 per cent of the market in the heavy-duty segment compared to 2.0 per cent the year before, and the overall idea is to grow within heavy-duty trucks in the coming years.

VECV's facility at Pithampur is in for rapid expansion. Part of the new construction taking place is the SEK 480 M investment in the production of the Volvo Group's new global medium-duty engine. The investment gives the group a complete facility in India for processing and assembling the new medium-duty engine, which will be introduced in the group's trucks and buses worldwide in the next few years.

Through this investment, it will be possible for the Volvo Group to locate most of its production of medium-duty engines to VECV's plant at Pithampur. VECV has an established supplier base in India and efficient purchasing channels, and already today VECV produces about 40,000 engines per year at the existing plant. The group will now have an engine platform that combines the latest in Japanese technology with India's highly competitive production cost. The investment in Pithampur will result in an annual production capacity of an additional 85,000 new medium duty base engines.

In addition to production of the base engine itself, the Pithampur facility will also conduct final assembly of engines for India and all of Volvo Group's global markets with Euro III and Euro IV emission requirements. By gathering base engine production in India, it will be possible for the company to meet the group's need for cost-efficient medium-duty engines in Asia, while also contributing to an increase in its competitiveness in the medium-duty segment in other markets. Pro-

duction of medium-duty engines in Pithampur is likely to start this year.

Bright days ahead for Volvo Buses

In its 10th year in India, Volvo Buses announced a SEK 500 M investment plans for the next five years. In the first phase the company will expand its current industrial establishment and introduce a range of new products. Over the last decade the company has emerged as a leader in its class with a dominant market presence and in the process redefined how people see buses.

The Indian market has witnessed a paradigm shift in the bus business. While earlier coaches built on truck chassis were the norm of the day, the entry of Volvo Buses introduced the concept of a true-bus chassis with rear engines. Volvo Buses also brought in the idea of BRT, efficient, bus-based public transport systems.

Mr. Akash Passey, formerly head of Volvo Buses in India, and currently Senior VP Business Region International and Chairman of the Board of Volvo Buses in India, said: "The need for buses as sustainable transport solutions is high in India, and we aim to grow multifold in the years to come - from 1,000 buses to 5,000 buses, from 1,000 people to 5,000 people and be a billion dollar company by 2015."

By 2015, Volvo aims to export 20-25 per cent of its volumes not only in South Asia but also to markets beyond. Volvo Buses today has over 70 per cent market share in the luxury inter-city coach segment and over 50 per cent market share in the low-floor air-conditioned city bus segment respectively. Towards the end of 2011, Volvo Buses launched three new city buses and coaches in India, and thus increased the product range to encompass 10 buses.

Global outlook

Continued earnings improvement in 2011 was characterized by a continued recovery in demand in the group's mature markets and a continued strong development in the emerging markets. Towards the end of the year the first signs of a moderate slowdown were visible in Europe.

Demand in Europe and North America increased during the year, but towards the end of the year it weakened in Europe. The Japanese market was adversely affected by the earthquake and tsunami that hit the country in March, but recovered towards the end of the year. In Brazil demand was strong during the year.

In 2011 the heavy-duty truck market in Europe 29 (the EU, Norway and Switzerland) expanded by 35 per cent to 242,400 trucks compared to 2010. The situation still varied significantly within Europe. While parts of southern Europe were struggling, the other regions in northern and eastern Europe had recovered from the low levels of 2010. In 2012, the total market for heavy-duty trucks in Europe 29 is expected to experience a moderate decline to a level of about 220,000 trucks. The start of the year is expected to be slow with a gradual pick-up in demand as customers start to renew their fleets ahead of the new emission regulation in 2014.

In 2011, the total market for heavy-duty trucks in North America increased by 52 per cent to 216,100 units compared to 142,100 units in the previous year. In 2012, the total market for heavy-duty trucks in there is expected to grow to a level of 250,000 trucks.

In 2011, the total market in Brazil expanded two per cent to 111,500 heavy-duty trucks (109,800). The increase was lower than anticipated because of less prebuying than expected ahead of the new, stricter emission regulation that came into effect on January 1, 2012. The total Brazilian market for heavy-duty trucks is expected to record a slight decline and reach a level of 105,000 trucks in 2012. The beginning of the year is expected to be slow followed by a gradual pick-up in demand driven by a general increase in economic activity and increased acceptance of the new, more expensive Euro V trucks. ◆

Comparative Production, Domestic Sales and Exports Date for : April 2012

(Number of Vehicles)

Category	Production			Domestic Sales			Exports		
Segment/Subsegment	April			April			April		
Segment/Subsegment	2011	2012	%change	2011	2012	%change	2011	2012	%change
I Passenger Vehicles (PVs)									
Passenger Cars	228906	233836	2.15	162813	168351	3.40	42073	37676	-10.45
Utility Vehicles(UVs)	27006	42022	55.60	26478	39008	47.32	297	350	17.85
Vans	19574	21490	9.79	18433	19675	6.74	273	152	-44.32
Total Passenger Vehicles (PVs)	275486	297348	7.94	207724	227034	9.30	42643	38178	-10.47
II Commercial Vehicles (CVs)									
M&HCVs									
Passenger Carriers	3606	4554	26.29	2804	3724	32.81	430	535	24.42
Goods Carriers	25923	19979	-22.93	19724	16190	-17.92	1072	921	-14.09
Total M&HCVs	29529	24533	-16.92	22528	19914	-11.60	1502	1456	-3.06
LCVs,									
Passenger Carriers	4275	5325	24.56	3184	3644	14.45	320	371	15.94
Goods Carriers	35985	36587	1.67	28191	32699	15.99	3486	2758	-20.88
Total LCVs	40260	41912	4.10	31375	36343	15.83	3806	3129	-17.79
Total Commercial Vehicles	69789	66445	-4.79	53903	56257	4.37	5308	4585	-13.62
III Three Wheelers									
Passenger Carrier	61400	49029	-20.15	25430	25293	-0.54	37131	29465	-20.65
Goods Carrier	9542	8006	-16.10	8363	6693	-19.97	263	263	0.00
Total Three Wheelers	70942	57035	-19.60	33793	31986	-5.35	37394	29728	-20.50
IV Two wheelers									
Scooter/Scooterettee	193031	234743	21.61	174931	227924	30.29	6230	9600	54.09
Motor cycles/Step-Through	958391	997067	4.04	808728	861602	6.54	170412	183292	7.56
Mopeds	59400	68989	16.14	59351	67582	13.87	185	170	-8.11
Total Two wheelers	1210822	1300799	7.43	1043010	1157108	10.94	176827	193062	9.18
Grand Total of All Categories	1627039	1721627	5.81	1338430	1472385	10.01	262172	265553	1.29

Segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
I Passenger Vehicles (PVs)												
A: Passenger Cars												
BMW India Pvt Ltd	468	NA	468	NA	534	NA	534	NA	0	NA	0	NA
Fiat India Automobiles Pvt Ltd	2181	1056	2181	1056	2049	1000	2049	1000	166	8	166	8
Ford India Pvt Ltd	9908	10139	9908	10139	7105	7019	7105	7019	1165	2368	1165	2368
General Motors India Pvt Ltd	9456	7266	9456	7266	7941	5955	7941	5955	29	75	29	75
Hindustan Motors Ltd	463	68	463	68	415	78	415	78	0	0	0	0
Honda Siel Cars India Ltd	3530	10471	3530	10471	1990	7058	1990	7058	0	44	0	44
Hyundai Motor India Ltd	54558	54562	54558	54562	31604	35000	31604	35000	20422	19536	20422	19536
Mahindra & Mahindra Ltd	992	1630	992	1630	1006	1501	1006	1501	0	0	0	0
Maruti Suzuki India Ltd	99155	96824	99155	96824	73905	72939	73905	72939	9819	10027	9819	10027
Mercedes-Benz India Pvt Ltd	509	NA	509	NA	467	NA	467	NA	0	NA	0	NA
Nissan Motor India Pvt Ltd	9460	9674	9460	9674	1195	3460	1195	3460	9431	1310	9431	1310
Renault India Pvt Ltd	0	536	0	536	0	589	0	589	0	0	0	0
SkodaAuto India Pvt Ltd	3019	3280	3019	3280	2314	3031	2314	3031	0	0	0	0
Tata Motors Ltd	21723	22206	21723	22206	19544	18610	19544	18610	1041	475	1041	475
Toyota Kirloskar Motor Pvt Ltd	5036	10047	5036	10047	5458	6505	5458	6505	0	3639	0	3639
Volkswagen - Audi	0	NA	0	NA	292	NA	292	NA	0	NA	0	NA
Volkswagen India Pvt Ltd	8448	6077	8448	6077	6994	5606	6994	5606	0	194	0	194
Total A: Passenger Cars	228906	233836	228906	233836	162813	168351	162813	168351	42073	37676	42073	37676

Segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
B: Utility Vehicles(UVs)												
BMW India Pvt Ltd	278	NA	278	NA	246	NA	246	NA	0	NA	0	NA
Force Motors Ltd	312	563	312	563	258	380	258	380	0	0	0	0
Ford India Pvt Ltd	255	202	255	202	214	182	214	182	0	0	0	0
General Motors India Pvt Ltd	1923	2050	1923	2050	2080	1966	2080	1966	0	9	0	9
Hindustan Motors Ltd	141	183	141	183	128	187	128	187	0	0	0	0
Honda Siel Cars India Ltd	0	0	0	0	22	17	22	17	0	0	0	0
Hyundai Motor India Ltd	0	95	0	95	32	70	32	70	0	0	0	0
International Cars & Motors Ltd	22	60	22	60	24	52	24	52	0	12	0	12
Mahindra & Mahindra Ltd	15586	20353	15586	20353	14453	19057	14453	19057	267	225	267	225
Maruti Suzuki India Ltd	988	5089	988	5089	217	5593	217	5593	3	11	3	11
Mercedes-Benz India Pvt Ltd*	0	NA	0	NA	69	NA	69	NA	0	NA	0	NA
Nissan Motor India Pvt Ltd	0	0	0	0	2	7	2	7	0	0	0	0
Renault India Pvt Ltd	0	74	0	74	0	26	0	26	0	0	0	0
SkodaAuto India Pvt Ltd	300	66	300	66	132	75	132	75	0	0	0	0
Tata Motors Ltd	3050	5546	3050	5546	4186	3523	4186	3523	27	93	27	93
Toyota Kirloskar Motor Pvt Ltd	4151	7741	4151	7741	4223	7873	4223	7873	0	0	0	0
Volkswagen - Audi	0		0		188		188		0		0	
Volkswagen India Pvt Ltd	0	0	0	0	4	0	4	0	0	0	0	0
Total B: Utility Vehicles(UVs)	27006	42022	27006	42022	26478	39008	26478	39008	297	350	297	350
C: Vans												
Force Motors Ltd	5	0	5	0	33	0	33	0	0	0	0	0
Mahindra & Mahindra Ltd	997	2800	997	2800	999	2472	999	2472	0	0	0	0
Maruti Suzuki India Ltd	13222	12151	13222	12151	13022	11723	13022	11723	189	122	189	122
Tata Motors Ltd	5350	6539	5350	6539	4379	5480	4379	5480	84	30	84	30
Total C: Vans	19574	21490	19574	21490	18433	19675	18433	19675	273	152	273	152
Total Passenger Vehicles (PVs)	275486	297348	275486	297348	207724	227034	207724	227034	42643	38178	42643	38178
II Commercial Vehicles (CVs)												
M&HCVs												
A: Passenger Carriers												
Ashok Leyland Ltd	1681	2095	1681	2095	1105	1659	1105	1659	255	355	255	355
Mahindra Navistar Automotives	4	62	4	62	8	127	8	127	0	0	0	0
SML Isuzu Ltd	269	359	269	359	132	204	132	204	0	0	0	0
Tata Motors Ltd	1350	1597	1350	1597	1246	1369	1246	1369	153	120	153	120
VE CVs - Eicher	252	383	252	383	263	308	263	308	22	60	22	60
Volvo Buses India Pvt. Ltd.	50	58	50	58	50	57	50	57	0	0	0	0
Total A: Passenger Carriers	3606	4554	3606	4554	2804	3724	2804	3724	430	535	430	535
B: Goods Carriers												
Ashok Leyland Ltd	6190	5700	6190	5700	3701	3812	3701	3812	404	494	404	494
Asia Motor Works Ltd	712	562	712	562	718	602	718	602	0	0	0	0
Daimler India Commercial Vehicles	31	NA	31	NA	11	NA	11	NA	0	NA	0	NA
Mahindra Navistar Automotives	201	330	201	330	203	302	203	302	0	0	0	0
SML Isuzu Ltd	336	461	336	461	108	216	108	216	2	0	2	0
Tata Motors Ltd	15696	9961	15696	9961	12689	8460	12689	8460	543	389	543	389
VE CVs - Eicher	2686	2930	2686	2930	2266	2738	2266	2738	123	38	123	38
VE CVs - Volvo	71	35	71	35	28	60	28	60	0	0	0	0
Total B: Goods Carriers	25923	19979	25923	19979	19724	16190	19724	16190	1072	921	1072	921
Total M&HCVs	29529	24533	29529	24533	22528	19914	22528	19914	1502	1456	1502	1456
LCVs												
A: Passenger Carriers												
Ashok Leyland Ltd	150	114	150	114	26	23	26	23	52	125	52	125
Force Motors Ltd	1234	1445	1234	1445	1130	1225	1130	1225	5	0	5	0
Mahindra Navistar Automotives	380	539	380	539	345	278	345	278	0	0	0	0
SML Isuzu Ltd	275	305	275	305	85	126	85	126	3	0	3	0
Tata Motors Ltd	1880	2179	1880	2179	1259	1498	1259	1498	235	141	235	141

Segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
VE CVs - Eicher	356	743	356	743	339	494	339	494	25	105	25	105
Total A: Passenger Carriers	4275	5325	4275	5325	3184	3644	3184	3644	320	371	320	371
B: Goods Carriers												
Ashok Leyland Ltd	0	2144	0	2144	0	2218	0	2218	0	0	0	0
Force Motors Ltd	777	487	777	487	301	312	301	312	0	1	0	1
Hindustan Motors Ltd	40	16	40	16	30	15	30	15	0	0	0	0
Mahindra & Mahindra Ltd	10826	13169	10826	13169	8539	10582	8539	10582	1136	1173	1136	1173
Mahindra Navistar Automotives	345	431	345	431	385	321	385	321	0	0	0	0
Piaggio Vehicles Pvt Ltd	830	484	830	484	777	400	777	400	0	4	0	4
SML Isuzu Ltd	66	79	66	79	17	63	17	63	20	0	20	0
Tata Motors Ltd	22478	19302	22478	19302	17657	18365	17657	18365	2184	1533	2184	1533
VE CVs - Eicher	623	475	623	475	485	423	485	423	146	47	146	47
Total B: Goods Carriers	35985	36587	35985	36587	28191	32699	28191	32699	3486	2758	3486	2758
Total LCVs	40260	41912	40260	41912	31375	36343	31375	36343	3806	3129	3806	3129
Total Commercial Vehicles	69789	66445	69789	66445	53903	56257	53903	56257	5308	4585	5308	4585
III Three Wheelers												
A: Passenger Carrier												
Atul Auto Limited	809	1299	809	1299	740	935	740	935	20	40	20	40
Bajaj Auto Ltd	41704	33240	41704	33240	12391	11997	12391	11997	32158	26914	32158	26914
Force Motors Ltd	29	56	29	56	0	0	0	0	42	42	42	42
Mahindra & Mahindra Ltd	4012	3395	4012	3395	2917	3326	2917	3326	202	18	202	18
Piaggio Vehicles Pvt Ltd	10318	8292	10318	8292	8049	7704	8049	7704	1998	549	1998	549
Scooters India Ltd	623	237	623	237	483	329	483	329	0	0	0	0
TVS Motor Company Ltd	3905	2510	3905	2510	850	1002	850	1002	2711	1902	2711	1902
Total A: Passenger Carrier	61400	49029	61400	49029	25430	25293	25430	25293	37131	29465	37131	29465
B: Goods Carrier												
Atul Auto Limited	1036	1301	1036	1301	982	1247	982	1247	0	10	0	10
Bajaj Auto Ltd	666	1015	666	1015	525	355	525	355	0	0	0	0
Mahindra & Mahindra Ltd	2040	1695	2040	1695	1494	1333	1494	1333	136	4	136	4
Piaggio Vehicles Pvt Ltd	5038	3732	5038	3732	4819	3396	4819	3396	127	249	127	249
Scooters India Ltd	762	263	762	263	543	362	543	362	0	0	0	0
Total B: Goods Carrier	9542	8006	9542	8006	8363	6693	8363	6693	263	263	263	263
Total Three Wheelers	70942	57035	70942	57035	33793	31986	33793	31986	37394	29728	37394	29728
IV Two wheelers												
A: Scooter/Scooterettee												
Hero MotoCorp Ltd	37705	43165	37705	43165	34956	40354	34956	40354	2811	4388	2811	4388
Honda Motorcycle & Scooter India	76892	116925	76892	116925	74432	115846	74432	115846	677	1790	677	1790
Mahindra Two Wheelers Ltd	13544	10461	13544	10461	9539	10191	9539	10191	88	325	88	325
Piaggio Vehicles Pvt. Ltd.	0	991	0	991	0	802	0	802	0	0	0	0
Suzuki Motorcycle India Pvt Ltd	23674	28163	23674	28163	23540	27995	23540	27995	44	0	44	0
TVS Motor Company Ltd	41216	35038	41216	35038	32464	32736	32464	32736	2610	3097	2610	3097
Total A: Scooter/Scooterettee	193031	234743	193031	234743	174931	227924	174931	227924	6230	9600	6230	9600
B: Motor cycles/Step- Through												
Bajaj Auto Ltd	297075	307754	297075	307754	195971	200228	195971	200228	126264	142096	126264	142096
H-D Motor Company India Pvt Ltd	0	104	0	104	0	100	0	100	0	0	0	0
Hero MotoCorp Ltd	479778	485325	479778	485325	468565	494473	468565	494473	10767	10340	10767	10340
Honda Motorcycle & Scooter India	65368	82987	65368	82987	57237	77665	57237	77665	4295	3801	4295	3801
India Yamaha Motor Pvt Ltd	39021	41683	39021	41683	25813	26944	25813	26944	8663	9637	8663	9637
Royal Enfield (Unit of Eicher Ltd)	6304	9013	6304	9013	5889	8692	5889	8692	334	315	334	315
Suzuki Motorcycle India Pvt Ltd	5937	4030	5937	4030	5449	2637	5449	2637	320	0	320	0
TVS Motor Company Ltd	64908	66171	64908	66171	49804	50863	49804	50863	19769	17103	19769	17103
Total B: Motor cycles/Step-Through	958391	997067	958391	997067	808728	861602	808728	861602	170412	183292	170412	183292
C: Mopeds												
TVS Motor Company Ltd	59400	68989	59400	68989	59351	67582	59351	67582	185	170	185	170
Total C: Mopeds	59400	68989	59400	68989	59351	67582	59351	67582	185	170	185	170
Total Two wheelers	1210822	1300799	1210822	1300799	1043010	1157108	1043010	1157108	176827	193062	176827	193062
Grand Total of All Categories	1627039	1721627	1627039	1721627	1338430	1472385	1338430	1472385	262172	265553	262172	265553

Category & Company wise summary report for the month of April 2012 and YoY Growth

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2012	YoY Growth	2012-13	YoY Growth	2012	YoY Growth	2012-13	YoY Growth	2012	YoY Growth	2012-13	YoY Growth
I Passenger Vehicles (PVs)												
BMW India Pvt Ltd	NA	-	NA	-	NA	-	NA	-	NA	-	NA	-
Fiat India Automobiles Pvt Ltd	1,056	-51.58	1,056	-51.58	1,000	-51.20	1,000	-51.20	8	-95-18	8	-95.18
Force Motors Ltd	563	77.60	563	77.60	380	30.58	380	30.58	0	-	0	-
Ford India Pvt Ltd	10,341	1.75	10,341	1.75	7,201	-1.61	7,201	-1.61	2,368	103.26	2,368	103.26
General Motors India Pvt Ltd	9,316	-18.13	9,316	-18.13	7,921	-20.96	7,921	-20.96	84	189.66	84	189.66
Hindustan Motors Ltd	251	-58.44	251	-58.44	265	-51.20	265	-51.20	0	-	0	-
Honda Siel Cars India Ltd	10,471	196.63	10,471	196.63	7,075	251.64	7,075	251.64	44	-	44	-
Hyundai Motor India Ltd	54,657	0.18	54,657	0.18	35,070	10.85	35,070	10.85	19,536	-4.34	19,536	-4.34
International Cars & Motors Ltd	60	172.73	60	172.73	52	116.67	52	116.67	12	-	12	-
Mahindra & Mahindra Ltd	24,783	41.01	24,783	41.01	23,030	39.93	23,030	39.93	225	-15.73	225	-15.73
Maruti Suzuki India Ltd	114,064	0.62	114,064	0.62	90,255	3.57	90,255	3.57	10,160	1.49	10,160	1.49
Mercedes-Benz India Pvt Ltd*	NA	-	NA	-	NA	-	NA	-	NA	-	NA	-
Nissan Motor India Pvt Ltd	9,674	2.26	9,674	2.26	3,467	189.64	3,467	189.64	1,310	-86.11	1,310	-86.11
Renault India Pvt Ltd	610	-	610	-	615	-	615	-	0	-	0	-
SkodaAuto India Pvt Ltd	3,346	0.81	3,346	0.81	3,106	26.98	3,106	26.98	0	-	0	-
Tata Motors Ltd	34,291	13.84	34,291	13.84	27,613	-1.76	27,613	-1.76	598	-48.09	598	-48.09
Toyota Kirloskar Motor Pvt Ltd	17,788	93.62	17,788	93.62	14,378	48.52	14,378	48.52	3,639	-	3,639	-
Volkswagen - Audi	NA	-	NA	-	NA	-	NA	-	NA	-	NA	-
Volkswagen India Pvt Ltd	6,077	-28.07	6,077	-28.07	5,606	-19.89	5,606	-19.89	194	-	194	-
Total Passenger Vehicles (PVs)	297,348	7.94	297,348	7.94	227,034	9.30	227,034	9.30	38,178	-10.47	38,178	-10.47
II Commercial Vehicles (CVs)												
Ashok Leyland Ltd	10,053	25.33	10,053	25.33	7,712	59.60	7,712	59.60	974	36.99	974	36.99
Asia Motor Works Ltd	562	-21.07	562	-21.07	602	-16.16	602	-16.16	0	-	0	-
Daimler India Commercial Vehicles	NA	-	NA	-	NA	-	NA	-	NA	-	NA	-
Force Motors Ltd	1,932	-3.93	1,932	-3.93	1,537	7.41	1,537	7.41	1	-80.00	1	-80.00
Hindustan Motors Ltd	16	-60.00	16	-60.00	15	-50.00	15	-50.00	0	-	0	-
Mahindra & Mahindra Ltd	13,169	21.64	13,169	21.64	10,582	23.93	10,582	23.93	1,173	3.26	1,173	3.26
Mahindra Navistar Automotives	1,362	46.45	1,362	46.45	1,028	9.25	1,028	9.25	0	-	0	-
Piaggio Vehicles Pvt Ltd	484	-41.69	484	-41.69	400	-48.52	400	-48.52	4	-	4	-
SML Isuzu Ltd	1,204	27.27	1,204	27.27	609	78.07	609	78.07	0	-	0	-
Tata Motors Ltd	33,039	-20.20	33,039	-20.20	29,692	-9.62	29,692	-9.62	2,183	-29.92	2,183	-29.92
VE CVs - Eicher	4,531	15.68	4,531	15.68	3,963	18.19	3,963	18.19	250	-20.89	250	-20.89
VE CVs - Volvo	35	-50.70	35	-50.70	60	114.29	60	114.29	0	-	0	-
Volvo Buses India Pvt. Ltd.	58	16.00	58	16.00	57	14.00	57	14.00	0	-	0	-
Total Commercial Vehicles	66,445	-4.79	66,445	-4.79	56,257	4.37	56,257	4.37	4,585	-13.62	4.585	-13.62
III Three Wheelers												
Atul Auto Limited	2,600	40.92	2,600	40.92	2,182	26.71	2,182	26.71	50	150.00	50	150.00
Bajaj Auto Ltd	34,255	-19.15	34,255	-19.15	12,352	-4.37	12,352	-4.37	26,914	-16.31	26,914	-16.31
Force Motors Ltd	56	93.10	56	93.10	0	-	0	-	42	-	42	-
Mahindra & Mahindra Ltd	5,090	-15.90	5,090	-15.90	4,659	5.62	4,659	5.62	22	-93.49	22	-93.49
Piaggio Vehicles Pvt Ltd	12,024	-21.70	12,024	-21.70	11,100	-13.74	11,100	-13.74	798	-62.45	798	-62.45
Scooters India Ltd	500	-63.90	500	-63.90	691	-32.65	691	-32.65	0	-	0	-
TVS Motor Company Ltd	2,510	-35.72	2,510	-35.72	1,002	17.88	1,002	17.88	1,902	-29.84	1,902	-29.84
Total Three Wheelers	57,035	-19.60	57,035	-19.60	31,986	-5.35	31,986	-5.35	29,728	-20.50	29,728	-20.50
IV Two wheelers												
Bajaj Auto Ltd	307,754	3.59	307,754	3.59	200,228	2.17	200,228	2.17	142,096	12.54	142,096	12.54
H-D Motor Company India Pvt ***	104	-	104	-	100	-	100	-	0	-	0	-
Hero MotoCorp Ltd	528,490	2.13	528,490	2.13	534,827	6.22	534,827	6.22	14,728	8.47	14,728	8.47
Honda Motorcycle & Scooter India	199,912	40.53	199,912	40.53	193,511	46.97	193,511	46.97	5,591	12.45	5,591	12.45
India Yamaha Motor Pvt Ltd	41,683	6.82	41,683	6.82	26,944	4.38	26,944	4.38	9,637	11.24	9,637	11.24
Mahindra Two Wheelers Ltd	10,461	-22.76	10,461	-22.76	10,191	6.84	10,191	6.84	325	269.32	325	269.32
Piaggio Vehicles Pvt Ltd	991	-	991	-	802	-	802	-	0	-	0	-
Royal Enfield (Unit of Eicher Ltd)	9,013	42.97	9,013	42.97	8,692	47.60	8,692	47.60	315	-5.69	315	-5.69
Suzuki Motorcycle India Pvt Ltd	32,193	8.72	32,193	8.72	30,632	5.67	30,632	5.67	0	-	0	-
TVS Motor Company Ltd	170,198	2.82	170,198	2.82	151,181	6.75	151,181	6.75	20,370	-9.72	20,370	-9.72
Total Two wheelers	1,300,799	7.43	1,300,799	7.43	1,157,108	10.94	1,157,108	10.94	193,062	9.18	193,062	9.18
Grand Total of All Categories	1,721,627	5.81	1,721,627	5.81	1,472,385	10.01	1,472,385	10.01	265,553	1.29	265,553	1.29

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
I Passenger Vehicles (PVs) A: Passenger Cars - Upto 5 Seats												
Micro:Seats upto-4, Length Normally <3200 mm, Body Style-Hatchback, Engine Displacement Normally upto 0.8 Litre Regular:												
Tata Motors Ltd (Nano)	9,635	10,015	9,635	10,015	10,012	8,028	10,012	8,028	498	0	498	0
Total	9,635	10,015	9,635	10,015	10,012	8,028	10,012	8,028	498	0	498	0
Mini:Seats upto-5, Length Normally <3600 mm, Body Style-Hatchback, Engine Displacement Normally upto 1.0 Litre Regular:												
General Motors India Pvt Ltd (Spark)	4,006	1,324	4,006	1,324	3,887	811	3,887	811	2	11	2	11
Hyundai Motor India Ltd (Santro, Eon)	11,775	13,742	11,775	13,742	8,133	12,850	8,133	12,850	3,529	909	3,529	909
Maruti Suzuki India (M800, A-Star, Alto, Wagon R)	63,186	50,245	63,186	50,245	41,744	30,720	41,744	30,720	8,426	8,180	8,426	8,180
Total	78,967	65,311	78,967	65,311	53,764	44,381	53,764	44,381	11,957	9,100	11,957	9,100
Compact:Seats upto-5, Length Normally between 3600 - 4000 mm, Body Style-Sedan/Estate/Hatch/Notchback, Engine Displacement Normally upto 1.4 Litre Regular:												
Fiat India Automobiles (Palio, Grande, Punto)	1,339	737	1,339	737	1,239	700	1,239	700	151	2	151	2
Ford India Pvt Ltd (Figo)	8,422	8,264	8,422	8,264	6,013	5,812	6,013	5,812	1,089	2,194	1,089	2,194
General Motors India (Beat, UVA)	4,057	5,020	4,057	5,020	2,592	4,621	2,592	4,621	12	32	12	32
Honda Siel Cars India (Jazz, Brio)	30	6,957	30	6,957	112	4,890	112	4,890	0	37	0	37
Hyundai Motor India (i10, Getz, i20)	37,091	31,191	37,091	31,191	20,483	15,434	20,483	15,434	14,634	15,698	14,634	15,698
Maruti Suzuki India (Ritz, Swift, Estilo)	21,939	28,215	21,939	28,215	18,227	26,072	18,227	26,072	1,373	1,486	1,373	1,486
Nissan Motor India Pvt Ltd (Micra)	9,460	5,878	9,460	5,878	1,188	1,435	1,188	1,435	9,431	141	9,431	141
Renault India Pvt. Ltd. (Pulse)	0	329	0	329	0	412	0	412	0	0	0	0
SkodaAuto India Pvt Ltd (Fabia)	1,938	365	1,938	365	1,561	538	1,561	538	0	0	0	0
Tata Motors Ltd (Indica, Indigo CS)	10,525	11,063	10,525	11,063	7,905	9,832	7,905	9,832	486	391	486	391
Toyota Kirloskar Motor Pvt Ltd (Liva)	35	4,779	35	4,779	0	2,157	0	2,157	0	2,655	0	2,655
Volkswagen India Pvt Ltd (Polo)	4,202	3,636	4,202	3,636	3,755	3,397	3,755	3,397	0	0	0	0
Total	99,038	106,434	99,038	106,434	63,075	75,300	63,075	75,300	27,176	22,636	27,176	22,636
Super Compact:Seats upto-5, Length Normally between 4000 - 4250 mm, Body Style-Sedan/Estate/Hatch/Notchback, Engine Displacement Normally upto 1.6 Litre Regular:												
Hyundai Motor India Ltd (Accent)	3,862	3,252	3,862	3,252	1,114	399	1,114	399	2,259	2,292	2,259	2,292
Mahindra & Mahindra Ltd (Verito)	992	1,630	992	1,630	1,006	1,501	1,006	1,501	0	0	0	0
Maruti Suzuki India Ltd (Dzire)	11,698	16,930	11,698	16,930	11,797	15,510	11,797	15,510	20	361	20	361
Toyota Kirloskar Motor (Etios Sedan)	4,254	4,384	4,254	4,384	4,657	3,467	4,657	3,467	0	984	0	984
Specialty:												
Volkswagen India Pvt (Beetle)	0	0	0	0	16	1	16	1	0	0	0	0
Total	20,806	26,196	20,806	26,196	18,590	20,878	18,590	20,878	2,279	4,274	2,279	4,274
Mid-Size:Seats upto-5, Length Normally between 4250 - 4500 mm, Body Style-Sedan/Estate/Hatch/Notchback, Engine Displacement Normally upto 1.6 Litre Regular:												
Ford India Pvt Ltd (Fiesta, Classic)	1,486	1,875	1,486	1,875	1,092	1,207	1,092	1,207	76	174	76	174
General Motors India Pvt Ltd (Aveo)	21	18	21	18	155	48	155	48	7	24	7	24
Hindustan Motors Ltd (Lancer)	12	0	12	0	12	0	12	0	0	0	0	0
Honda Siel Cars India Ltd (City)	2,812	3,514	2,812	3,514	1,542	2,092	1,542	2,092	0	7	0	7
Hyundai Motor India Ltd (Verna)	1,810	6,295	1,810	6,295	1,854	6,251	1,854	6,251	0	0	0	0
Maruti Suzuki India Ltd (SX4)	2,332	1,434	2,332	1,434	2,102	634	2,102	634	0	0	0	0
Nissan Motor India Pvt Ltd (Sunny)	0	3,796	0	3,796	0	2,012	0	2,012	0	1,169	0	1,169
SkodaAuto India Pvt Ltd (Rapid)	6	1,981	6	1,981	0	2,060	0	2,060	0	0	0	0
Tata Motors Ltd (Indigo, Manza)	1,563	1,128	1,563	1,128	1,627	750	1,627	750	57	84	57	84
Volkswagen India Pvt Ltd (Vento)	4,014	1,901	4,014	1,901	2,866	1,949	2,866	1,949	0	194	0	194
Specialty:												
Hindustan Motors Ltd (Ambassador)	443	68	443	68	395	68	395	68	0	0	0	0
Total	14,499	22,010	14,499	22,010	11,645	17,071	11,645	17,071	140	1,652	140	1,652
Executive:Seats upto-5, Length Normally between 4500 - 4700 mm, Body Style-Sedan/Estate/Notchback, Engine Displacement Normally upto 2 Litre Regular:												
Fiat India Automobiles Pvt Ltd (Linea)	842	319	842	319	810	300	810	300	15	6	15	6
General Motors India Pvt Ltd (Optra, Cruze)	1,372	904	1,372	904	1,307	475	1,307	475	8	8	8	8
Hindustan Motors Ltd (Cedia)	8	0	8	0	8	10	8	10	0	0	0	0
Honda Siel Cars India Ltd (Civic)	480	0	480	0	253	51	253	51	0	0	0	0
Maruti Suzuki India Ltd (Kizashi)	0	0	0	0	35	3	35	3	0	0	0	0
Renault India Pvt Ltd (Renault FLUENCE)	0	207	0	207	0	177	0	177	0	0	0	0
SkodaAuto India Pvt Ltd (Laura)	680	538	680	538	421	227	421	227	0	0	0	0
Toyota Kirloskar Motor Pvt Ltd (Corolla)	747	884	747	884	776	881	776	881	0	0	0	0
Volkswagen India Pvt Ltd (Jetta)	52	210	52	210	162	184	162	184	0	0	0	0
Specialty:												
BMW India Pvt Ltd (3 Series)	84	NA	84	NA	240	NA	240	NA	0	NA	0	NA

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Mercedes-Benz India Pvt Ltd (C-Class)*	297	NA	297	NA	253	NA	253	NA	0	NA	0	NA
Volkswagen - Audi (A4)	0	NA	0	NA	199	NA	199	NA	0	NA	0	NA
Total	4,562	3,062	4,562	3,062	4,464	2,308	4,464	2,308	23	14	23	14
Premium:Seats upto-5, Length Normally between 4700 - 5000 mm, Body Style-Sedan/Estates, Engine Displacement Normally upto 3 Litre Regular:												
Honda Siel Cars India Ltd (Accord)	208	0	208	0	83	25	83	25	0	0	0	0
Hyundai Motor India Ltd (Sonata)	20	82	20	82	20	66	20	66	0	0	0	0
Nissan Motor India Pvt Ltd (Teana)	0	0	0	0	7	13	7	13	0	0	0	0
SkodaAuto India Pvt Ltd (Superb)	395	396	395	396	332	206	332	206	0	0	0	0
Toyota Kirloskar Motor Pvt Ltd (Camry)	0	0	0	0	25	0	25	0	0	0	0	0
Volkswagen India Pvt Ltd (Passat)	180	330	180	330	194	75	194	75	0	0	0	0
Specialty:												
BMW India Pvt Ltd (Gran Turismo, 5 Series)	384	NA	384	NA	260	NA	260	NA	0	NA	0	NA
Mercedes-Benz India Pvt Ltd (E-Class)*	164	NA	164	NA	178	NA	178	NA	0	NA	0	NA
Toyota Kirloskar Motor Pvt Ltd (Prius)	0	0	0	0	0	0	0	0	0	0	0	0
Volkswagen - Audi (A6, A7)	0	NA	0	NA	54	NA	54	NA	0	NA	0	NA
Total	1,351	808	1,351	808	1,153	385	1,153	385	0	0	0	0
Luxury:Seats upto-5, Length Normally Over 5000 mm, Body Style-Sedan/Estates, Engine Displacement Normally upto 5 Litre Regular:												
BMW India Pvt Ltd (7 Series)	0	NA	0	NA	32	NA	32	NA	0	NA	0	NA
Mercedes-Benz India Pvt Ltd (S-Class)*	48	NA	48	NA	28	NA	28	NA	0	NA	0	NA
Volkswagen - Audi (A8)	0	NA	0	NA	39	NA	39	NA	0	NA	0	NA
Volkswagen India Pvt Ltd (Phaeton)	0	0	0	0	1	0	1	0	0	0	0	0
Total	48	0	48	0	100	0	100	0	0	0	0	0
Coupe:Roadster- 2 Doors; 2/4 Seater, retractable/firm roof (Regular:)												
BMW India Pvt Ltd (6 Series, Z4)	0	NA	0	NA	2	NA	2	NA	0	NA	0	NA
Mercedes-Benz India (E-Coupe, E-Cabrio, CLS, CLK, SL Roadster, SLK Roadster)*	0	NA	0	NA	6	NA	6	NA	0	NA	0	NA
Nissan Motor India Pvt Ltd (370Z)	0	0	0	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	8	0	8	0	0	0	0	0
Exotics:Upto 5 Seats, Price >Rs. 1 Crore												
Mercedes-Benz India (SLS AMG)	0	NA	0	NA	2	NA	2	NA	0	NA	0	NA
Total	0	0	0	0	2	0	2	0	0	0	0	0
Total Passenger Cars	228,906	233,836	228,906	233,836	162,813	168,351	162,813	168,351	42,073	37,676	42,073	37,676
B: Utility Vehicles(UVs) B: Utility Vehicles/ Sports Utility Vehicles; 2x4 or 4x4 offroad capability ; Generally ladder on frame ; 2 box ; 5 Seats or more but upto 10 Seats												
UV1:Length <4400 mm, Price upto Rs.15 Lakh												
Force Motors Ltd (Trax-Gama)	41	29	41	29	32	28	32	28	0	0	0	0
Mahindra & Mahindra Ltd (Bolero, ST)	7,149	8,503	7,149	8,503	6,720	7,648	6,720	7,648	13	4	13	4
Maruti Suzuki India Ltd (Gypsy, Ertiga)	988	5,089	988	5,089	210	5,592	210	5,592	3	11	3	11
Tata Motors Ltd (Sumo)	1,462	3,421	1,462	3,421	1,704	2,451	1,704	2,451	12	13	12	13
Total	9,640	17,042	9,640	17,042	8,666	15,719	8,666	15,719	28	28	28	28
UV2:Length 4400 - 4700 mm, Price Upto Rs. 15 Lakh												
General Motors India Pvt Ltd (Tavera)	1,923	2,050	1,923	2,050	1,908	1,944	1,908	1,944	0	9	0	9
International Cars & Motors Ltd (Rhino)	22	60	22	60	24	52	24	52	0	12	0	12
Mahindra & Mahindra (Scorpio, Xylo, HT, Bolero, Xuv500)	8,437	11,850	8,437	11,850	7,733	11,409	7,733	11,409	254	221	254	221
Tata Motors Ltd (Safari, Sumo Grande)	1,343	1,763	1,343	1,763	2,184	1,003	2,184	1,003	15	6	15	6
Toyota Kirloskar Motor Pvt Ltd (Innova)	3,429	6,467	3,429	6,467	3,464	6,582	3,464	6,582	0	0	0	0
Total	15,154	22,190	15,154	22,190	15,313	20,990	15,313	20,990	269	248	269	248
UV3:Length >4700 mm, Price Upto Rs. 15 Lakh												
Force Motors Ltd (Trax, Force One)	271	534	271	534	226	352	226	352	0	0	0	0
Tata Motors Ltd (Aria, Xenon)	245	362	245	362	298	69	298	69	0	74	0	74
Total	516	896	516	896	524	421	524	421	0	74	0	74
UV4:Price Between Rs. 15 to 25 Lakh												
BMW India Pvt Ltd (X1)	278	NA	278	NA	215	NA	215	NA	0	NA	0	NA
Ford India Pvt Ltd (Endeavour)	255	202	255	202	214	182	214	182	0	0	0	0
General Motors India Pvt Ltd (Captiva)	0	0	0	0	172	22	172	22	0	0	0	0
Hindustan Motors (Pajero Sports, Outlander,Pajero)	131	180	131	180	118	184	118	184	0	0	0	0
Honda Siel Cars India Ltd (CRV)	0	0	0	0	22	17	22	17	0	0	0	0

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Hyundai Motor India Ltd (Santa Fe)	0	95	0	95	32	70	32	70	0	0	0	0
Maruti Suzuki India Ltd (Vitara)	0	0	0	0	7	1	7	1	0	0	0	0
Nissan Motor India Pvt Ltd (X-Trail)	0	0	0	0	2	7	2	7	0	0	0	0
Renault India Pvt Ltd (Koleos)	0	74	0	74	0	26	0	26	0	0	0	0
SkodaAuto India Pvt Ltd (Yeti)	300	66	300	66	132	75	132	75	0	0	0	0
Toyota Kirloskar Motor Pvt Ltd (Fortuner)	722	1,274	722	1,274	739	1,270	739	1,270	0	0	0	0
Total	1,686	1,891	1,686	1,891	1,653	1,854	1,653	1,854	0	0	0	0
UV5:Price > Rs.25 Lakh												
BMW India Pvt Ltd (X3, X5, X6)	0	NA	0	NA	31	NA	31	NA	0	NA	0	NA
Hindustan Motors Ltd (Montero)	10	3	10	3	10	3	10	3	0	0	0	0
Mercedes-Benz India												
(ML-Class, GL-Class, RClass, G-Class)*	0	NA	0	NA	69	NA	69	NA	0	NA	0	NA
Toyota Kirloskar Motor Pvt Ltd (LC, Prado)	0	0	0	0	20	21	20	21	0	0	0	0
Volkswagen - Audi (Q5, Q7)	0	NA	0	NA	188	NA	188	NA	0	NA	0	NA
Volkswagen India Pvt Ltd (Touareg)	0	0	0	0	4	0	4	0	0	0	0	0
Total	10	3	10	3	322	24	322	24	0	0	0	0
Total Utility Vehicles(Uvs)	27,006	42,022	27,006	42,022	26,478	39,008	26,478	39,008	297	350	297	350
C: Vans ; Generally 1 or 1.5 box; seats upto 5 to 10 V1:Hard tops mainly used for personal transport, Price Upto Rs. 10 Lakh												
Maruti Suzuki India Ltd (Omni, Eeco)	13,222	12,151	13,222	12,151	13,022	11,723	13,022	11,723	189	122	189	122
Tata Motors Ltd (Venture)	842	507	842	507	492	525	492	525	0	0	0	0
Total	14,064	12,658	14,064	12,658	13,514	12,248	13,514	12,248	189	122	189	122
V2:Soft tops mainly used as Maxi Cabs, Price Upto Rs. 10 Lakh												
Force Motors Ltd (Trip)	5	0	5	0	33	0	33	0	0	0	0	0
Mahindra & Mahindra Ltd (Gio, Maxximo Van)	997	2,800	997	2,800	999	2,472	999	2,472	0	0	0	0
Tata Motors Ltd (Magic, Iris)	4,508	6,032	4,508	6,032	3,887	4,955	3,887	4,955	84	30	84	30
Total	5,510	8,832	5,510	8,832	4,919	7,427	4,919	7,427	84	30	84	30
Total Vans	19,574	21,490	19,574	21,490	18,433	19,675	18,433	19,675	273	152	273	152
Total Passenger Vehicles (PVs)	275,486	297,348	275,486	297,348	207,724	227,034	207,724	227,034	42,643	38,178	42,643	38,178
II Commercial Vehicles (CVs) M&HCVs A: Passenger Carriers												
A1: Max. Mass exceeding 7.5 tonnes but not exceeding 12 tonnes (M3 (B1))												
(b) : No. of seats including driver exceeding 13 (M3 (B2))												
Ashok Leyland Ltd (Lynx)	331	381	331	381	127	242	127	242	9	1	9	1
Mahindra Navistar Automotives Ltd												
(Tourister 32, Tourister 40)	4	62	4	62	8	127	8	127	0	0	0	0
SML Isuzu Ltd(41 Seater, 32 Seater NQR Bus)	261	343	261	343	130	198	130	198	0	0	0	0
Tata Motors (LP1112, LP912,Starbus,												
Starbus Ultra)	405	819	405	819	317	507	317	507	25	48	25	48
VE CVs – Eicher (10.90, 11.10, 11.12)	231	294	231	294	251	241	251	241	22	40	22	40
Total A1	1,232	1,899	1,232	1,899	833	1,315	833	1,315	56	89	56	89
A2: Max. Mass exceeding 12 but not exceeding 16.2 tonnes (M3 (C))												
(b) : No. of seats including driver exceeding 13(M3 (C2))												
Ashok Leyland Ltd(Viking,Cheetah,12M)	1,350	1,714	1,350	1,714	978	1,417	978	1,417	246	354	246	354
SML Isuzu Ltd (LT Bus)	8	16	8	16	2	6	2	6	0	0	0	0
Tata Motors Ltd(LPO1512,LPO1612,Starbus,Divo)	945	778	945	778	929	862	929	862	128	72	128	72
VE CVs - Eicher(20.15)	21	89	21	89	12	67	12	67	0	20	0	20
Volvo Buses India Pvt. Ltd.(8400&9400 4x2)	12	20	12	20	12	19	12	19	0	0	0	0
Total A2	2,336	2,617	2,336	2,617	1,933	2,371	1,933	2,371	374	446	374	446
A3 : No. of seats including driver exceeding 13 and max. mass exceeding 16.2 tonnes (M3 (D))												
Passenger Carrier (D)												
Volvo Buses India Pvt. Ltd.(9400 XL)	38	38	38	38	38	38	38	38	0	0	0	0
Total A3	38	38	38	38	38	38	38	38	0	0	0	0
Total M&HCVs(Passenger Carriers)	3,606	4,554	3,606	4,554	2,804	3,724	2,804	3,724	430	535	430	535
B: Goods Carriers												
(c) Max Mass Exceeding 7.5 tonnes but not exceeding 10 tonnes												
Ashok Leyland Ltd(eComet)	48	78	48	78	37	59	37	59	8	56	8	56
SML Isuzu Ltd(Super Supereme)	229	255	229	255	57	111	57	111	0	0	0	0
Tata Motors Ltd(LPT9109)	560	618	560	618	673	400	673	400	45	135	45	135
VE CVs – Eicher(10.80, 10.90, 10.95)	758	838	758	838	734	765	734	765	8	22	8	22

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Total	1,595	1,789	1,595	1,789	1,501	1,335	1,501	1,335	61	213	61	213
(d) Max Mass Exceeding 10 tonnes but not exceeding 12 tonnes												
Ashok Leyland Ltd(eComet)	230	536	230	536	162	335	162	335	5	25	5	25
SML Isuzu Ltd(Samrat Super12)	107	204	107	204	51	104	51	104	2	0	2	0
Tata Motors Ltd(LPt1109)	1,101	1,244	1,101	1,244	1,322	1,468	1,322	1,468	88	21	88	21
VE CVs – Eicher(11.10, 11.12)	1,204	1,278	1,204	1,278	1,019	1,191	1,019	1.191	18	6	18	6
Total	2,642	3,262	2,642	3,262	2,554	3,098	2,554	3,098	113	52	113	52
Total	4,237	5,051	4,237	5,051	4,055	4,433	4,055	4,433	174	265	174	265
B2: Max. Mass not exceeding 16.2 tonnes (N3 (A))												
(a) : Max. mass exceeding 12 tonnes but not exceeding 16.2 tonnes (N3 (A1))												
Ashok Leyland Ltd(4x2 Tipper, 4x2 Haulage)	2,326	1,974	2,326	1,974	1,081	1,078	1,081	1,078	320	321	320	321
Asia Motor Works Ltd(1618 TP)	0	20	0	20	0	15	0	15	0	0	0	0
SML Isuzu Ltd(IS12T)	0	2	0	2	0	1	0	1	0	0	0	0
Tata Motors Ltd(LPT1613, LPK1616,SK1613)	4,586	2,064	4,586	2,064	2,264	1,623	2,264	1,623	310	130	310	130
VE CVs – Eicher(20.16,Terra 16)	500	301	500	301	337	275	337	275	97	10	97	10
Total B2	7,412	4,361	7,412	4,361	3,682	2,992	3,682	2,992	727	461	727	461
B3: Max Mass exceeding 16.2 tonnes - Rigid Vehicles (N3 (B1))												
(a) Max. mass exceeding 16.2 tonnes but not exceeding 25 tonnes												
Ashok Leyland Ltd (6x2 Mav, 6x4 Mav, 6x4 Tipper)	1,172	1,145	1,172	1,145	965	1,122	965	1,122	58	87	58	87
Asia Motor Works Ltd(2518 HL,2516 HL, 2518TP,2523TP,2518TM)	583	465	583	465	603	503	603	503	0	0	0	0
Mahindra Navistar Automotives Ltd(MN25)	101	106	101	106	63	87	63	87	0	0	0	0
Tata Motors Ltd(LPt2518,LPK2518)	4,622	2,759	4,622	2,759	3,896	2,419	3,896	2,419	91	101	91	101
VE CVs – Eicher(30.25, Terra 25)	100	165	100	165	81	193	81	193	0	0	0	0
Total	6,578	4,640	6,578	4,640	5,608	4,324	5,608	4,324	149	188	149	188
(b) Max. mass exceeding 25 tonnes												
Ashok Leyland Ltd(8x2 Haulage,8x4 Tipper)	1,655	1,335	1,655	1,335	936	770	936	770	0	0	0	0
Asia Motor Works Ltd(3118HL,3118TP)	26	7	26	7	29	25	29	25	0	0	0	0
Daimler India Commercial Vehicles	31	NA	31	NA	11	NA	11	NA	0	NA	0	NA
Mahindra Navistar Automotives Ltd(mn31)	96	83	96	83	121	146	121	146	0	0	0	0
Tata Motors Ltd(LPT3118)	4,808	1,766	4,808	1,766	3,073	1,539	3,073	1,539	9	2	9	2
VE CVs – Eicher(35.31)	92	321	92	321	77	277	77	277	0	0	0	0
VE CVs – Volvo(FM400)	60	30	60	30	20	55	20	55	0	0	0	0
Total	6,768	3,542	6,768	3,542	4,267	2,812	4,267	2,812	9	2	9	2
Total B3	13,346	8,182	13,346	8,182	9,875	7,136	9,875	7,136	158	190	158	190
B4: Max. Mass exceeding 16.2 tonnes- Haulage Tractor (Tractor-Semi Trailer/Trailer) (N3 (B2))												
(b) Max. mass exceeding 26.4 tonnes but not exceeding 35.2 tonnes												
Ashok Leyland Ltd(4X2 Tractor,6x4 Tipper)	284	352	284	352	203	254	203	254	13	5	13	5
Asia Motor Works Ltd(3518TR)	0	0	0	0	0	11	0	11	0	0	0	0
Mahindra Navistar Automotives Ltd(MN35)	0	26	0	26	0	9	0	9	0	0	0	0
Tata Motors Ltd(LPS3518)	0	631	0	631	708	359	708	359	0	0	0	0
Total	284	1,009	284	1,009	911	633	911	633	13	5	13	5
(c) Mass mass exceeding 35.2 tonnes												
Ashok Leyland Ltd	0	1	0	1	0	0	0	0	0	0	0	0
Mahindra Navistar Automotives Ltd (MN40)	4	115	4	115	19	60	19	60	0	0	0	0
Total	4	116	4	116	19	60	19	60	0	0	0	0
(d) Max. Mass exceeding 40 tonnes but not exceeding 49 tonnes												
Ashok Leyland Ltd(4x2 Tractor)	139	185	139	185	158	118	158	118	0	0	0	0
Asia Motor Works Ltd (4018TR,4923TR)	103	70	103	70	86	48	86	48	0	0	0	0
Tata Motors Ltd(LPS4018,LPS4023,LPS4928	19	879	19	879	753	652	753	652	0	0	0	0
VE CVs – Eicher(40.40)	32	27	32	27	18	37	18	37	0	0	0	0
Total	293	1,161	293	1,161	1,015	855	1,015	855	0	0	0	0
(e) Max. Mass exceeding 49 tonnes and above												
Ashok Leyland Ltd(6x4 Tractor)	336	94	336	94	159	76	159	76	0	0	0	0
VE CVs – Volvo(FM400 HD,FH520)	11	5	11	5	8	5	8	5	0	0	0	0
Total	347	99	347	99	167	81	167	81	0	0	0	0
Total B4	928	2,385	928	2,385	2,112	1,629	2,112	1,629	13	5	13	5

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Total M&HCVs(Goods Carriers)	25,923	19,979	25,923	19,979	19,724	16,190	19,724	16,190	1,072	921	1,072	921
Total M&HCVs	29,529	24,533	29,529	24,533	22,528	19,914	22,528	19,914	1,502	1,456	1,502	1,456
LCVs A: Passenger Carriers A1: Max. Mass upto 5 tonnes (a) : No. of seats including driver exceeding 13 (M2 (A2))												
Force Motors Ltd	752	1,034	752	1,034	701	902	701	902	5	0	0	0
Mahindra Navistar Automotives Ltd(Tourister 15)	195	59	195	59	171	124	171	124	0	0	0	0
Tata Motors Ltd(SFC407, CityRide)	456	400	456	400	290	346	290	346	9	1	9	1
Total A1	1,403	1,493	1,403	1,493	1,162	1,372	1,162	1,372	14	1	14	1
A2: Max. Mass exceeding 5 tonnes but not exceeding 7.5 tonnes (M3 (A)) (b) : No. of seats including driver exceeding 13 (M3 (A2))												
Ashok Leyland Ltd (Stag)	150	114	150	114	26	23	26	23	52	125	52	125
Force Motors Ltd	12	0	12	0	8	0	8	0	0	0	0	0
Mahindra Navistar (Tourister 25)	185	480	185	480	174	154	174	154	0	0	0	0
SML Isuzu Ltd (20,32,26,24 Seater Bus)	275	305	275	305	85	126	85	126	3	0	3	0
Tata Motors Ltd (LP709,SFC410,LP410)	1,359	1,576	1,359	1,576	856	993	856	993	226	130	226	130
VE CVs – Eicher (10.50, 10.60, 10.75)	356	743	356	743	339	494	339	494	25	105	25	105
Total A2	2,337	3,218	2,337	3,218	1,488	1,790	1,488	1,790	306	306	306	360
B2: Max. Mass upto 5 tonnes (a) : No. of seats including driver not exceeding 13 (M2 (A1))												
Force Motors Ltd	470	411	470	411	421	323	421	323	0	0	0	0
Tata Motors (singer Platinum,Winger 10 Seats)	65	203	65	203	113	159	113	159	0	10	0	10
Total B2	535	614	535	614	534	482	534	482	0	10	0	10
Total LCVs(Passenger Carriers)	4,275	5,325	4,275	5,325	3,184	3,644	3,184	3,644	320	371	320	371
B: Goods Carriers: (a) Max Mass not exceeding 2 tons-Mini Truck Segment												
Force Motors Ltd	97	0	97	0	19	10	19	10	0	0	0	0
Mahindra & Mahindra Ltd(Gio, Maxximo)	5,620	4,098	5,620	4,098	4,459	4,095	4,459	4,095	150	0	150	0
Piaggio Vehicles (Ape Truck,Ape Truck Plus, Appe Mini Truck)	830	484	830	484	777	400	777	400	0	4	0	4
Tata Motors Ltd (ACE,ACE Ex,ACE Zip)	17,235	14,443	17,235	14,443	13,936	14,591	13,936	14,591	1,538	854	1,538	854
Total	23,782	19,025	23,782	19,025	19,191	19,096	19,191	19,096	1,688	858	1,688	858
(b) Max Mass exceeding 2 but not exceeding 3.5 tons - Pick Ups												
Ashok Leyland Ltd (Dost)	0	2,144	0	2,144	0	2,218	0	2,218	0	0	0	0
Force Motors Ltd	610	394	610	394	206	210	206	210	0	1	0	1
Hindustan Motors Ltd	40	16	40	16	30	15	30	15	0	0	0	0
Mahindra & Mahindra Ltd(Genio SC/DC,Bolero Maxi Truck, Bolero Single Cab, Bolero Campe)	5,206	9,071	5,206	9,071	4,080	6,487	4,080	6,487	956	1,161	956	1,161
Tata Motors Ltd(Super ACE, Tata 207, Xenon, Winger DV)	1,871	2,128	1,871	2,128	1,513	1,776	1,513	1,776	167	536	167	536
Total	7,727	13,753	7,727	13,753	5,829	10,706	5,829	10,706	1,123	1,698	1,123	1,698
(a) Max Mass Exceeding 3.5 tonnes but not exceeding 6 tons												
Force Motors Ltd	70	93	70	93	76	92	76	92	0	0	0	0
Mahindra & Mahindra (DI320 CRX,Load King CRX)	0	0	0	0	0	0	0	0	30	12	30	12
Mahindra Navistar Automotives (DI 3200 CRX,Load King CRX)	331	383	331	383	371	272	371	272	0	0	0	0
SML Isuzu Ltd (Cosmo)	3	1	3	1	0	2	0	2	0	0	0	0
Tata Motors Ltd (SFC407, LPT407)	2,451	1,609	2,451	1,609	1,796	1,636	1,796	1,636	367	39	367	39
VE CVs – Eicher (10.50, 10.55)	400	58	400	58	419	53	419	53	10	0	10	0
Total	3,255	2,144	3,255	2,144	2,662	2,055	2,662	2,055	407	51	407	51
(b) Max Mass Exceeding 6 tonnes but not exceeding 7.5 tonnes												
Mahindra Navistar (Load King CRX Sherpa)	14	48	14	48	14	49	14	49	0	0	0	0
SML Isuzu Ltd(Sartaj, Prestige Premium)	63	78	63	78	17	61	17	61	20	0	20	0
Tata Motors Ltd (SFC709, LPT709)	921	1,122	921	1,122	412	362	412	362	112	104	112	104
VE CVs – Eicher(10.59,10.60,10.75)	223	417	223	417	66	370	66	370	136	47	136	47
Total	1,221	1,665	1,221	1,665	509	842	509	842	268	151	268	151
Total LCVs(Goods Carriers)	35,985	36,587	35,985	36,587	28,191	32,699	28,191	32,699	3,486	2,758	3,486	2,758
Total LCVs	40,260	41,912	40,260	41,912	31,375	36,343	31,375	36,343	3,806	3,129	3,806	3,129
Total Commercial Vehicles	69,789	66,445	69,789	66,445	53,903	56,257	53,903	56,257	5,308	4,585	5,308	4,585
III Three Wheelers A: Passenger Carrier A1:No. of seats Including driver not exceeding 4 & Max.Mass not exceeding 1 tonne												
Atul Auto Limited	809	1,299	809	1,299	740	935	740	935	20	40	20	40

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Bajaj Auto Ltd	41,704	33,240	41,704	33,240	12,391	11,997	12,391	11,997	32,158	26,914	32,158	26,914
Mahindra & Mahindra Ltd	4,012	3,395	4,012	3,395	2,917	3,326	2,917	3,326	202	18	202	18
Piaggio Vehicles Pvt Ltd	10,318	8,292	10,318	8,292	8,049	7,704	8,049	7,704	1,998	549	1,998	549
Scooters India Ltd	389	139	389	139	265	221	265	221	0	0	0	0
TVS Motor Company Ltd	3,905	2,510	3,905	2,510	850	1,002	850	1,002	2,711	1,902	2,711	1,902
Total	61,137	48,875	61,137	48,875	25,212	25,185	25,212	25,185	37,089	29,423	37,089	29,423
A2:No. of seats Including driver exceeding 4 but not exceeding 7 & Max.Mass not exceeding 1.5 tonnes												
Force Motors Ltd	29	56	29	56	0	0	0	0	42	42	42	42
Mahindra & Mahindra Ltd	0	0	0	0	0	0	0	0	0	0	0	0
Scooters India Ltd	234	98	234	98	218	108	218	108	0	0	0	0
Total	263	154	263	154	218	108	218	108	42	42	42	42
Total Passenger Carrier	61,400	49,029	61,400	49,029	25,430	25,293	25,430	25,293	37,131	29,465	37,131	29,465
B: Goods Carrier B1: Max. mass not exceeding 1 tonne												
Atul Auto Limited	1,036	1,301	1,036	1,301	982	1,247	982	1,247	0	10	0	10
Bajaj Auto Ltd	666	1,015	666	1,015	525	355	525	355	0	0	0	0
Mahindra & Mahindra Ltd	1,505	1,527	1,505	1,527	975	1,126	975	1,126	136	4	136	4
Piaggio Vehicles Pvt Ltd	5,038	3,727	5,038	3,727	4,819	3,396	4,819	3,396	127	237	127	237
Scooters India Ltd	499	148	499	148	331	265	331	265	0	0	0	0
Total	8,744	7,718	8,744	7,718	7,632	6,389	7,632	6,389	263	251	263	251
B2: Others												
Mahindra & Mahindra Ltd	535	168	535	168	519	207	519	207	0	0	0	0
Piaggio Vehicles Pvt Ltd	0	5	0	5	0	0	0	0	0	12	0	12
Scooters India Ltd	263	115	263	115	212	97	212	97	0	0	0	0
Total	798	288	798	288	731	304	731	304	0	12	0	12
Total Goods Carrier	9,542	8,006	9,542	8,006	8,363	6,693	8,363	6,693	263	263	263	263
Total Three Wheelers	70,942	57,035	70,942	57,035	33,793	31,986	33,793	31,986	37,394	29,728	37,394	29,728
IV Two wheelers A: Scooter/Scooterettee : Wheel size less than or equal to 12" A1: Engine Capacity less than 75 cc												
Mahindra Two Wheelers Ltd (Kine)	131	279	131	279	311	252	311	252	0	0	0	0
TVS Motor Company Ltd (Teenz,Pep)	1,506	46	1,506	46	1,454	71	1,454	71	0	0	0	0
Total	1,637	325	1,637	325	1,765	323	1,765	323	0	0	0	0
A2: Engine Capacity >75 cc and less than equal to 90 cc												
TVS Motor Company Ltd (Pep+, Streak)	24,709	20,843	24,709	20,843	17,744	20,002	17,744	20,002	2,042	2,179	2,042	2,179
Total	24,709	20,843	24,709	20,843	17,744	20,002	17,744	20,002	2,042	2,179	2,042	2,179
A3: Engine capacity >90 cc and less than equal to 125 cc												
Hero MotoCorp (Hero Pleasure, Hero Maestro)	37,705	43,165	37,705	43,165	34,956	40,354	34,956	40,354	2,811	4,388	2,811	4,388
Honda Motorcycle & Scooter India (Activa, Dio, Aviator)	76,892	116,925	76,892	116,925	74,432	115,846	74,432	115,846	677	1,790	677	1,790
Mahindra Two Wheelers (Duro/Duro DZ, Rodeo, Flyte)	13,413	10,182	13,413	10,182	9,228	9,939	9,228	9,939	88	325	88	325
Piaggio Vehicles Pvt Ltd (Vespa LX125)	0	991	0	991	0	802	0	802	0	0	0	0
Suzuki Motorcycle India Pvt Ltd (Access, Swish)	23,674	28,163	23,674	28,163	23,540	27,995	23,540	27,995	44	0	44	0
TVS Motor Company Ltd (Wego)	15,001	14,149	15,001	14,149	13,266	12,663	13,266	12,663	568	918	568	918
Total	166,685	213,575	166,685	213,575	155,422	207,599	155,422	207,599	4,188	7,421	4,188	7,421
Total Scooter/Scooterettee	193,031	234,743	193,031	234,743	174,931	227,924	174,931	227,924	6,230	9,600	6,230	9,600
B: Motor cycles/Step- Throughs : Big Wheel size more than 12" B2: Engine Capacity 75 cc and less than equal to 110 cc												
Bajaj Auto (Boxer, Ct, Platina, Discover)	173,706	160,909	173,706	160,909	99,897	89,563	99,897	89,563	93,770	92,644	93,770	92,644
Hero MotoCorp (Hero Cd Dawn,Hero Cd Deluxe, Hero Splendor,Hero Pa)	418,352	410,655	418,352	410,655	410,995	419,199	410,995	419,199	9,139	8,730	9,139	8,730
Honda Motorcycle & Scooter India (Cb Twister,Dream Yuga)	18,407	9,643	18,407	9,643	14,291	7,290	14,291	7,290	2,100	1,781	2,100	1,781
India Yamaha Motor (Crux, YBR 110)	5,397	6,863	5,397	6,863	4,225	5,639	4,225	5,639	832	2,238	832	2,238
TVS Motor Company (Max,Victor Gx,Jive, Max 4R,Star City,Sport)	47,248	48,508	47,248	48,508	38,864	26,774	38,864	26,774	12,362	10,731	12,362	10,731
Total	663,110	636,578	663,110	636,578	568,272	548,465	568,272	548,465	118,203	116,124	118,203	116,124
B3: Engine Capacity 110 cc and ess than equal to 125 cc												
Bajaj Auto (Boxer, Platina,Discover,KTM)	28,013	56,546	28,013	56,546	24,129	46,060	24,126	46,060	5,538	11,373	5,538	11,373
Hero MotoCorp (Super Splendor, Glamour)	35,765	49,222	35,765	49,222	34,933	49,980	34,933	49,980	1,008	1,020	1,008	1,020

Sub-segment & Company wise production, domestic sales & exports report for the month of April 2012

(Number of Vehicles)

Category	Production				Domestic Sales				Exports			
	For the month of		Cumulative		For the month of		Cumulative		For the month of		Cumulative	
Segment/Subsegment	April		April-April		April		April-April		April		April-April	
Manufacturer	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13	2011	2012	2011-12	2012-13
Honda Motorcycle & Scooter India (CB Shine, CBF Stunner/Fi)	33,668	53,804	33,668	53804	31,689	52,600	31,689	52,600	826	774	826	774
India Yamaha(SS 125, Enticer,YD125)	6,276	4,302	6,276	4,302	2,852	2,188	2,852	2,188	1,904	896	1,904	896
Suzuki Motorcycle India (Hayate, Slingshot)	4,927	3,152	4,927	3,152	4,878	1,748	4,878	1,748	0	0	0	0
TVS Motor Company (Victor GLX, Flame, Star City 125)	2,066	3,693	2,066	3,693	175	13,108	175	13,108	1,708	2,369	1,708	2,369
Total	110,715	170,719	110,715	170,719	98,656	165,684	98,656	165,684	10,984	16,432	10,984	16,432
B4: Engine Capacity 125 cc and less than equat to 150 cc												
Bajaj Auto Ltd (Boxer, Discover, Pulsar)	78,780	72,264	78,780	72,264	60,392	50,592	60,392	50,592	19,292	30,580	19,292	30,580
Hero MotoCorp(Hero Acheiver,Hero Hunk, Hero Cbz X-Treme, Hero Impuls)	21,870	21,538	21,870	21,538	18,925	21,129	18,925	21,129	620	564	620	564
Honda Motorcycle & Scooter India (Cb Unicorn, Cb Unicorn Dazzler,CBR 150R)	12,393	18,738	12,393	18,738	10,306	17,068	10,306	17,068	1,369	1,240	1,369	1,240
India Yamaha Motor(FZ, Fazer, SZ, R15)	27,348	30,518	27,348	30,518	18,729	19,110	18,729	19,110	5,927	6,503	5,927	6,503
Suzuki Motorcycle India(GS 150R)	1,010	878	1,010	878	571	880	571	880	320	0	320	0
Total	141,401	143,936	141,401	143,936	108,923	108,779	108,923	108,779	27,528	38,887	27,528	38,887
B5: Engine Capacity 150 cc and less than equal to 20 cc												
Bajaj Auto Ltd (KTM, Pulsar)	9,126	10,229	9,126	10,229	6,342	8,199	6,342	8,199	5,762	4,386	5,762	4,386
TVS Motor Company Ltd (Apache)	15,594	13,970	15,594	13,970	10,765	10,981	10,765	10,981	5,699	4,003	5,699	4,003
Total	24,720	24,199	24,720	24,199	17,107	19,180	17,107	19,180	11,461	8,389	11,461	8,389
B6: Engine Capacity 200 cc and less than equal to 250 cc												
Bajaj Auto Ltd(Pulsar,Avenger, Ninja)	7,450	7,801	7,450	7,801	5,211	5,814	5,211	5,814	1,902	3,113	1,902	3,113
Hero MotorCorp Ltd (Hero Karizma)	3,791	3,910	3,791	3,910	3,712	4,165	3,712	4,165	0	26	0	26
Honda Motorcycle & Scooter (CBR 250R)	900	802	900	802	945	703	945	703	0	6	0	6
Total	12,141	12,513	12,141	12,513	9,868	10,682	9,868	10,682	1,902	3,145	1,902	3,145
B7: Engine Capacity 250 cc and less than equal to 350 cc												
Royal Enfiled (Unit of Eicher Ltd) (Bullet 350 Twinspark, Bullet Electra Twinspark, Thunderbird)	5,689	7,978	5,689	7,978	5,607	7,991	5,607	7,991	7	54	7	54
Total	5,689	7,978	5,689	7,978	5,607	7,991	5,607	7,991	7	54	7	54
B8: Engine Capacity 350 cc and less than equal to 500 cc												
Royal Enfield (Unit of Eicher Ltd) (Classic 500, Bullet 500 EFI, Bullet Electra 500 EF)	615	1,035	615	1,035	282	701	282	701	327	261	327	261
Total	615	1,035	615	1,035	282	701	282	701	327	261	327	261
B9: Engine Capacity 500 cc and less than equal to 800 cc												
Bajaj Auto Ltd (Ninja)	0	5	0	5	0	0	0	0	0	0	0	0
Total	0	5	0	5	0	0	0	0	0	0	0	0
B10: Engine Capacity 800 cc and less than equal to 1000 cc												
H-D Motor Company India Pvt Ltd	0	81	0	81	0	85	0	85	0	0	0	0
Honda Motorcycle & Scooter India (CBR 1000RR, CB 1000R)	0	0	0	0	6	3	6	3	0	0	0	0
India Yamaha Motor Pvt Ltd (R1, FZ1)	0	0	0	0	7	7	7	7	0	0	0	0
Total	0	81	0	81	13	95	13	95	0	0	0	0
B11: Engine Capacity 1000 cc and less than equal to 1600 cc												
H-D Motor Company India Pvt Ltd	0	23	0	23	0	15	0	15	0	0	0	0
Honda Motorcycle & Scooter India (VT1300,VFR1200F)	0	0	0	0	0	1	0	1	NA	0	NA	0
Suzuki Motorcycle India Pvt Ltd (Hayabusa)	0	0	0	0	0	8	0	8	0	0	0	0
Total	0	23	0	23	0	24	0	24	0	0	0	0
B12: Engine Capacity 1600 cc (TW)												
Suzuki Motorcycle India Pvt Ltd (Intruder)	0	0	0	0	0	1	0	1	0	0	0	0
Total	0	0	0	0	0	1	0	1	0	0	0	0
Total Motor cycles/Step-Throughs	958,391	997,067	958,391	997,067	808,728	861,602	808,728	861,602	170,412	183,292	170,412	183,292
C: Mopeds: Engine capacity less than 75 cc & with fixed transmission, big wheelsize> 12"												
Engine Capacity less than equal to 75 cc												
TVS Motor Company Ltd (Moped)	59,400	68,989	59,400	68,989	59,351	67,582	59,351	67,582	185	170	185	170
Total Mopeds	59,400	68,989	59,400	68,989	59,351	67,582	59,351	67,582	185	170	185	170
Total Two wheelers	1,210,822	1,300,799	1,210,822	1,300,799	1,043,010	1,157,108	1,043,010	1,157,108	176,827	193,062	176,827	193,062
Grand Total of All Categories	1,627,039	1,721,627	1,627,039	1,721,627	1,338,430	1,472,385	1,338,430	1,472,385	262,172	265,553	262,172	265,553

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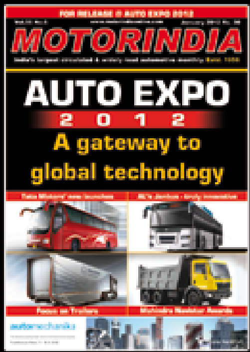

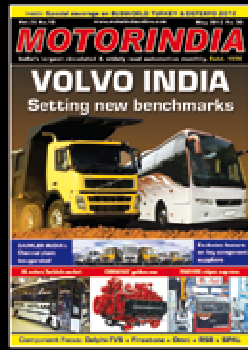

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