

**Dated: 27<sup>th</sup> March 2018**

**To**

**Area Business Manager - Chandigarh AO.**

**Mahindra & Mahindra Ltd (Trucks & Bus Division),**

**Sub-: Performance appreciation of Mahindra Blazo vehicle in my fleet.**

We, M/S AUJLA TRANSPORT CO. (ATC, Moonak), are happy to share our experience with you, about the performance of Mahindra Blazo vehicles in our fleet. We have total 58 no's of fleet size including TATA, AL, EICHER & MAHINDRA.

We had purchased 20 no's Mahindra BLAZO 37 BS IV. We purchased 10 no's in first lot. After the satisfactory observation of first 10 no's, we added 10 more in our fleet (Both Blazo 37 & Blazo 49).

We are operating our fleet on MLO (Vegetable and Grocery Transport) segment since 2005. As per our experience with Mahindra BLAZO, following observation are noted:

**Fuel average:-**

Parameters	Blazo 37 BS IV	BLAZO 49 BS IV
Fuel Average	3.45 -3.55 kmpl	2.6 - 2.75 kmpl
Load In (Tons)	38 tons GVW	51 tons GVW

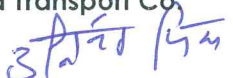
**Vehicle Performance BLAZO BS IV**

- The Comfort of the cabin is fatigue free compared to other competitor. Drivers are very happy and are driving more kms compared to other vehicles.
- The add-blue consumption is also less. It is consuming 2-3% add blue whereas the others consume more. By this we are saving around 8-10% cost per trip.
- Engine power is excellent helping the drivers to complete trips is lesser time period and also better drivability using smart switches. Now it's possible for us to have more trips per month with Blazo.
- BLAZO vehicle is fitted with fuel smart switches having 3 different modes - Light, heavy & Turbo mode. This technology helps Vegetable Transport segment for better Fluid economy & turnaround time.
- The team is really supportive, may it be sales or after sales, they are prompt in helping us with solution. Now 24X7 call centre is helpful regarding any break down.

I am here by satisfied with the Mahindra Sales & Service support. After purchase of Mahindra vehicle in our fleet, we have not purchased any other competitor. I would recommend BLAZO range to all transporters and fleet operators.

**Regards**

For, Aujla Transport Co.

  
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