

BAL TRANSPORT CONTRACTOR

Shop No. 27, Parmar Complex, Near Income Tax Office, Bafna "T" Point, Nanded-431604.

Ref. No.

Date : 12/4/2018

To,

Mahindra and Mahindra Ltd.

Truck and Bus Division, Pune

Subject- Performance feedback of Mahindra Blazo Trucks

We are M/s. Bal Transport Contractor, Nanded. Having total 90 trucks in our fleet, mainly Mahindra 30 units of Truxo 37 BSIII, 2 units of Blazo 37 BSIII, 25 units Blazo 37 BSIV, and 3 units Ashok Layland 3118 BSIII, 30 units of TATA 3118 BSIII. We are operating our vehicles in Cement transportation application from last 20 years. The main operating route is Nanded to Chandrapur with one side load condition.

We purchased total 57 units of Mahindra trucks till date. FE of Mahindra Blazo 37 on Nanded to Chandrapur route is 4.0-4.15 kmpl & Ad-Blue consumption average is 3% on our operating route as and Ashok Leyland 3718 and TATA 3718 BSIV giving near about 3.8-3.95 kmpl on same route which are available in market.

Getting more payload advantage near about 500 kg per vehicle per trip than other competition TATA & ALL vehicles, which reflects benefits in our profit.

Our driver experiencing fatigue free vehicle cabin and more comfort than TATA vehicle cabin.

Our driver's experiencing better pick-up of Blazo at minimum gear shifting and air brake system operating at 10 bars is more powerful as a compared TATA vehicle operating at 8 bars system.

Turing radius is minimum of Blazo 37 with wheelbase 6100 MM as compared to TATA 3718 having wheelbase 6255 MM.

In Mahindra trucks, not facing uneven wear pattern at front and second axle tyres, this issue observed in other competition vehicles.

Overall, we are satisfied and happy with Mahindra vehicles, and would like to inform you that since 2014 we started changing our fleet from TATA trucks to Mahindra trucks by experiencing performance is up to mark.

Thank You,

RSB

Amrik Singh Bal Transport Contractor

Amrik Singh