

## HGR Logistics: Adopting Smart Approach to Cut down The Costs & Time

**P**oor logistics planning and decision making can result in high costs, delayed delivery, and damaged goods. Given today's fluctuating global business climate, companies are in search of smart logistics providers that can offer optimal operational efficiency and reduce costs. Addressing this issue, HGR Logistics, also known as Haryana Gujarat Roadlines and Haryana Gujarat Roadways that need no introduction on their FTL (Full Truck Load) service being offered since 1982, embarked on a novel mission in 2011. Moral Agarwal (Director) assumed the mantle in 2011, established his own entity called HGR Logistics to facilitate clients in switching from conventional shipping method to PTL (Part Truck Load) – the Twilight Zone of freight for all those seeking faster transit times, less handling and cost-effective services. This service enables HGR to ship customer's order from Delhi to PAN Gujarat in just three days in part load and small consignments.

With a strong fleet strength (cargo loads & torus vehicles) and a very sound infrastructure base, the company provides world-class services with all required facilities to industries of all types that include industrial conglomerates and big infrastructure companies. It also offers them a range of value-added services like transit insurance, every available means of technology, trailored arrangement for project transportation, and much more.

Many companies like R R Electricals, Minda Distribution & Services, Meghmani LLP, and Cadila Pharmaceuticals have enormously benefited from HGR Logistics' large containerized vehicles that have the capacity to transport goods up to 14 tons. As an extra measure effort in transporting bulk



Moral Agarwal,  
Director

orders, the company provides trailer arrangement for ODC consignments. "We specialize in offering adapted solutions for the safe transportation of over-dimensional, heavy and bulky cargo," says Moral. He recalls an instance where a customer challenged HGR Logistics that even the big players can't deliver all the materials from Delhi to Haryana within 24 hours. But, it surprised the customer by accomplishing it successfully. Thanks to its flawless service, HGR Logistics earned the Appreciation Certificate of Best Transport Service from Ramdev Food Products and was nominated for India Cargo Awards 2018-2019 as A Best Logistic Surface Service Provider.

### Superlative Safety

Ensuring safety of goods, the company uses dock and pallets for loading and unloading the material. The whole process, starting from loading to coordinating with the transport authority, is carried out with its manpower under proper monitoring, thus alleviating the pain of material handling from clients' shoulders. As an extra safety measure,

HGR Logistics carries route surveys before any transit, analyzing problem areas, traffic management, and various other things to select a feasible route. This ensures a cost-efficient and safe journey. Moreover, to streamline the interstate communication, all its trucks have the national permit and only the best vehicles are used with experienced drivers behind them.



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### Meeting Market Demands

Progressing in parallel with the market dynamics, HGR has more than 40 centers spread across Ahmedabad, Jaipur, Jodhpur, Vapi, Baroda, Ambala, Delhi, Pune, Baddi, Chandigarh, Roorkee, Dehradun, Bangalore, Chennai and Coimbatore, and serves to Delhi, Rajasthan, Haryana and Punjab. With annual revenue of Rs.30 crore, the company is expecting to reach around Rs.70 crore by 2020. Additionally, the company is now trying to deliver materials from Delhi to Punjab in 24-36 hours, and is also in plans to offer delivery from West to North region within five days. Maximizing the advantages of GST, HGR Logistics is now planning to launch 3PL services and aiming to initiate online product delivery PAN India that will further help its customers in getting time-efficient and economical service. 