



August 7, 2006

To,

Mr. R. K. Patra  
Editor  
State Trade Times  
Mumbai

Dear Mr. Patra,

I am indeed delighted to know that STATE TRADE TIMES is organising Air Cargo event in the commercial capital of the country – Mumbai in the month of November 2006. I think it is the appropriate time to organise an event like this when Indian economy is growing leaps and bounds. The contribution of the Express Industry has been incredible in the over all growth of the economy despite inadequate support of infrastructure at all major metro and other important cities.

Express Industry has been witnessing 25% growth rate in last few years, which is rarely seen in other Industry and Express Industry have potential to penetrate further provided some of our pending issues get immediate attention from the various Ministries in India. Almost equal growth in both Export and Import substantiate that Express Industry is a very vital link in the whole process of supply chain management and increased investment from MNCs and other Business Giant makes this industry more attractive.

While everything looks very dazzling Express Industry is facing multiple challenges, right from Govt. policies on taxation like Fringe Benefit Tax, which has been hitting the bottom line as now our basic operations need has been subject to tax. An awfully available infrastructure creates major roadblock for smooth operations and amounts to intolerable delay in clearance and the latest burning issue has been the Postal Amendment Bill.

Globally the regulation is there to control Post and not the operators then why do we need this kind of anti consumer and anti growth act in India where every sector is opening up.

Considering the above, I am of the opinion that Air Cargo 2006 will provide appropriate platform to raise the above issues to draw the attention at the highest level of authorities in India.

I am thankful to you for having invited me as a speaker to address the eminent gathering. I am confident that I will be able to add some value to this prestigious event.



I on behalf on entire Express Industry wish all the very success to this event.

Thanking you,

With warm regards,  
For, Express Industry Council of India

A handwritten signature in black ink, appearing to read "R. K. Saboo", is written over a light blue rectangular background.

R. K. Saboo  
Chairman