CHAPTER - II

PROFILE OF SANKARI LORRY OWNERS ASSOCIATION, SANKARI-1
Sankari Lorry Owners Association was established on 7-3-1974 with the object of overcoming from loss of low carriage rate for heavy load on lorry given by the India Cement Ltd, Sankari for transporting Bags of cements and other raw materials of ICL through Lorry transport. So, the lorry owner’s in and around Sankari are joined together and SLOA was started in the year 1974 in which 32 lorry transport companies were members at that time.

Before the year 1974 Lorry transports carried maximum load level and got low rate of freight. So Government fixed the minimum level of load to be carried and fair rate of carriage for the transporting goods through lorry transport. So the association insists the member to follow the load level and charging correct rate of carriage strictly.

After the association was started all the owners are getting more benefit of minimum load. Government fixed the minimum level of load like for 6 Wheel Vehicles minimum load is 9 tons and for 10 Wheel Vehicles minimum load is 16 tons.
Objectives of Association:

The objectives of the association are:

1. To protect the association members from giving low carriage rate for heavy load given by the ICL, Sankari.
2. To purchase automobile spare parts, oil, petrol, diesel and other accessories of high quality in bulk at low prices.
3. To sell automobile spare parts, oil, petrol, diesel and other accessories of high quality to its members lorry transport and non-members at reasonable prices.
4. To provide the required materials for the functioning of lorry transport of its members without delay.
5. To provide credit facilities to its members for benefit of the members and thereby to increase the sales and profit.
6. To provide marketing skills to the workers and members of the association.
7. To protect interest of the lorry transport located in and around Sankari.
8. To render advice and other services which are necessary for the functioning of Lorry transport companies successfully.
9. To pave way for co-operative attitudes among the small lorry transport owners.

10. To minimize the risk of loss to lorry transport by providing accident insurance benefit.

11. To help the members to buy new lorries on hire purchase system through bank.

**Origin and Growth:**

Its office was opened at the Sankari Salem Main Road, Sankari. The first president of this association was Mr. K.R. Nallagounder and first Vice-president was Mr. P. Pachiannan, first Secretary was Mr. M.K. Mani and first Joint Secretary was Mr. Kandasamy.

**Membership Fees:**

Association collects Rs. 5 each lorry per month and Rs. 2 each member per month towards membership fees. In addition, each lorry should pay Re. 1 for every load of ICL Company to be carried to the association as additional fees.

**First Petrol Bunk:**

In the year 1979 association purchased new land for the purpose of constructing new Petrol and Diesel Bunk. In the year 1980 new Petrol Bunk
was started and it has got award the first place for diesel and petrol sales at
the all India level in the year 1980.

AUTOMOBILE SPARE PARTS SHOP:

The association has an automobile spare parts shop for which the
automobile components and other accessories are purchasing from the TVS
Ltd. Which has three sales divisions:

1. Madras Auto Service,
2. Sundaram Motors and
3. TVS automobile Sales Service and Spares Distribution.

The SLOA is supplying best quality of spare parts and other
accessories to the Ashok Leyland, Mahindra, Fiat, Ford, Honda and
Mercedes Benz vehicles at reasonable price to its members and non
members. The SLOA is earning more profit from the sale of spare parts.

Insurance facilities to the members;

The SLOA provides the following insurance facilities on behalf of the
members through the association insurance policies, namely Janata Personal
Accident Policy, Traffic Accident Policy, Workers Welfare Policy,
Mediclaim Policy, Personal Accident Policy, Fire Insurance Policy, Marine
Insurance Policy, Householders Policy, Shopkeepers Policy, Farmers
Package Policy.
Other developments:

1) New Telephone Booth and Xerox Stores are started by the association in the year 2002.

2) Second petrol bunk was started in the year 2002.

3) Additional Third Petrol Bunk was started on 25-06-2004 at the Padaiveedu, Pachampalayam by the association through obtaining Indian Oil Corporation dealership.

4) The association purchased new building landed on Salem Main Road, Sankari.

5) Automobile spare parts shop was opened in the new building located at at Salem Main Road, Sankari.

6) The association introduced accident insurance policy. The members are getting more benefit from this insurance policy. This policy is applicable only for below 70 years old members. The maximum amount of the policy is Rs.2 lakhs. Any one of the members is affected by the accident, the policy amount of Rs.1 lakh is used for medical expenses.

7) Motor Lorry Office was started on 10.-6-1984.

8) In the year 1994 Castrol Oil Sales commenced.

9) In the year 1995 Oil Stores commenced at the place of Bhavani Main Road.
10) In the year 1996 Diesel Bunk was computerized.

11) In the year 1997 another one Oil Stores was started, on the Sankari Main Road, Achamapettai.

12) In the year 2003 Association New Building was opened.

All the members should purchase Diesel, Oil, Petrol and Spare Parts only from the association only. So the association earns more profit and also members are getting more benefit by availing good quality of products at low prices.

**I.O.C.Company (Indian Oil Corporation):**

Association thanks to I.O.C.Company, Govai First General Manager Mr.C.Venkadeshkumar, Sales Manager Mr.Gangatharan, because they are supplying best quality of Diesel, Petrol and Oil and other accessories at low prices regularly.

**Ashok Leyland:**

Association thanks to Ashok Leyland South General Manager Mr.V.Muthurajan, Sales General Manager Mr.M.V.Ravichandran and Mathurai Assistant Manager Mr.V.Shritharan, because they help to purchase new lorries at very lower rate and at more discount and under hire purchase system.
T.V.S.(T.V.Sundaram Iyengar and Sons Ltd):

Association thanks to T.V.S.Company Assistant Manager Mr.Nachimuthu, Sales Manager Mr.Sakthi and Assistant Sales Manager Mr.Vasu, because they help to supply regularly automobile spare parts of best quality at low prices in bulk quantities.

I.C.L. (Indian Cements Ltd)

Association thanks to I.C.L. General Manager Mr.Subramanian, P.R.O. Marketing Manager Mr.Patel, because they help to provide loading facilities for carriage to different places of India to our members regularly.

Other Company's:

Association thanks to Indian Oil Company, Servo Oil Suppliers, T.A.P. C.M.S.Company, Castrol Oil Suppliers, R.T.Agency Company, Carf Oil Suppliers, Salem T.V.S.Company, Veedol, ELF, Automobile Spring Parts Suppliers, because they help to supply oil and other products regularly to the association.

Assets of Association:

1) Association Office, Oil Sales, Automobile Sales Branch Building.
2) Petrol Bunks - 3.
3) Aavaranpalayam New Land.
4) Tanker Lorry – 2
5) Toyota Qualis – 1
6) Pickup Van – 2
7) Motor Cycle – 2
8) T.V.S.50 – 1

MANAGEMENT OF ASSOCIATION:

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total No.of Members</td>
<td>20</td>
<td>18</td>
<td>18</td>
<td>20</td>
<td>20</td>
</tr>
</tbody>
</table>

The day-to-day affairs of the association are entrusted to the hands of management committee consisting of 20 members at present which includes president, vice-president, secretary, joint secretary, treasurer and others.

MEMBERSHIP:

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total No.of Members</td>
<td>1050</td>
<td>1200</td>
<td>1350</td>
<td>1550</td>
<td>1620</td>
</tr>
</tbody>
</table>

The number of members of the association is increasing from 1050 in the year 2001 to 1620 in the year 2005.
EMPLOYEES OF THE ASSOCIATION

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total No. of Workers</td>
<td>50</td>
<td>56</td>
<td>61</td>
<td>75</td>
<td>81</td>
</tr>
</tbody>
</table>

The number of workers working in the association are 50 in the year 2001 and increased to 81 in the year 2005. So association provides more employment opportunities to the public.

NUMBER OF LORRIES OWNED BY THE MEMBERS:

<table>
<thead>
<tr>
<th>Year</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total No. of Lorries</td>
<td>6000</td>
<td>6000</td>
<td>7500</td>
<td>8500</td>
<td>9000</td>
</tr>
</tbody>
</table>

The number of lorries owned by the members of the association are increasing from 6000 in the year 2001 to 9000 in the year 2005.
# Profile of Sankari Lorry Owner’s Association (SLOA), Sankari

<table>
<thead>
<tr>
<th>Address Type</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residence Address (Head Office)</td>
<td>Sankari Lorry Owner’s Association Salem Main Road, Sankari – 637 301, Salem District.</td>
</tr>
<tr>
<td>Registered Office Address</td>
<td>Registered in 1974 at Namakkal – 637 501</td>
</tr>
<tr>
<td>Petrol/Diesel Bunk Address</td>
<td>Akkampettai, Salem Main Road, Sankari – 637 301, Salem District.</td>
</tr>
<tr>
<td>Automobile Stores Address</td>
<td>Eyevale, Salem Main Road, Sankari – 637 301, Salem District.</td>
</tr>
<tr>
<td>Branch Petrol Address</td>
<td>Padaiveedu, Pachampalayam, Sankari Main Road, Salem District.</td>
</tr>
<tr>
<td>Oil Stores Address</td>
<td>Eyevale, Salem Main Road, Sankari – 637 301, Salem District.</td>
</tr>
</tbody>
</table>
SHARE CAPITAL:

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000-01</td>
<td>12134444.23</td>
</tr>
<tr>
<td>2001-02</td>
<td>18362392.01</td>
</tr>
<tr>
<td>2002-03</td>
<td>20832405.54</td>
</tr>
<tr>
<td>2003-04</td>
<td>23698524.82</td>
</tr>
<tr>
<td>2004-05</td>
<td>29778114.00</td>
</tr>
</tbody>
</table>

From the above table it is clear that the amount of share capital of SLOA was stood at Rs.1.2134 crores in the year 2000-01 which was increased to Rs. 1.84 crores in the year 2001-02 and to Rs.2.08 crores in the year 2002-03 to Rs.2.37 crores in the year 2003-04 and again increased to Rs.2.978 crores in the year 2004-05. This shows greater improvement and progress in the affairs of the SLOA, Sankari.