

INDIA'S ONLY DRIVER-FOCUSED MAGAZINE

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PRASANNA PAHADE & AJAY SRIVASTAVA

TABLE FOR TWO



Iccha Gupta, Director, Pan India Logistics

Let's be honest.

Moving containers isn't just moving metal boxes.

It's about moving trust.

When a client hands over their cargo
They hand over their trust

I want their shipment to reach on time,
safely, without a dozen follow-up calls.

That's where we come in for our clients.

Every update, every solution, every commitment adds up to one thing: peace of mind.

So, yes, along with containers, we ensure that their cargo and their trust are in safe hands.

This makes our partnership with our clients moving forward

2026 target: deliver not shipments, but peace of time



Iccha Gupta, Director, Pan India Logistics

2025 has been a good year. The kind that reminds you what really keeps a business moving forward. As someone working at Pan India logistics and balancing college, every day has been a classroom, just that the lessons come from client interactions, highways, ports, and transport yards instead of textbooks.

Whether it was moving EXIM containers, handling ODC loads, or managing LCL shipments, each move reflected our diverse operations and the constant learning that comes with them.

It's been a year of balancing business and learning, of managing client calls between lectures, and of realising that growth comes from consistency..

Looking back, I feel proud of how our team held the wheel steady through every bump, curve, and traffic jam that this industry brings.

We didn't just move cargo. We moved trust.

As every year, 2025 brought its share of challenges.

For us, the year began with one of the industry's most pressing concerns: the driver shortage during the festival season and summer months, when demand peaks.

Being an asset-light company, we work with chalak fleets and Network partners. They are our strength. We always engage closely with our partners, ensuring timely payments, listening to their on-the-ground challenges, and making

them feel genuinely valued. That sense of belonging made all the difference.

At the same time, the industry needs to make driving a more respected and rewarding profession. Drivers deserve recognition for their work.

This year, I had the privilege of serving on the Smart Driver Awards jury, and meeting so many skilled and dedicated drivers reinforced my belief that our industry's future depends on how well we value and support them.

Month-end pressure is another challenge that we face. It's intense, but our team always stays calm and focused. We plan early, scheduling cargo movement based on vessel cut-offs, starting with shipments that have earlier deadlines and then coordinating vessel-wise, one by one. This structured and systematic approach helps us manage the rush efficiently without compromising on delivery timelines.

And of course, there's port congestion, a familiar challenge for anyone in EXIM operations. The ports have been working tirelessly to handle the growing volume of cargo, and sometimes, delays

are simply part of the process.

We focused on clear communication. By sharing real-time updates and accurate timelines with clients, we reduced uncertainty and built stronger confidence. It reminded us that even in situations beyond our control, transparency can turn stress into trust. This challenge is solved only because of the trust our clients place in us.

Despite the challenges, 2025 turned out to be a fulfilling year.

Our biggest achievement was the continued trust from our clients.

Many of our clients have been with us for over a decade, and this year, we saw that bond grow even stronger.

In an industry where uncertainty is routine, reliability matters more than price. Whether it's ensuring timely updates, handling sensitive cargo, or managing unexpected delays, our clients know we'll stay connected till the work is done.

We were humbled to be recognised by renowned industry magazines and logistics partners, and grateful to receive awards that acknowledged our

efforts.

This is possible thanks to our team, clients, partners, and industry friends, who have been our biggest support system. Their trust keeps us motivated to keep improving.

This year, we also made an effort to contribute more actively in industry forums and discussions, sharing insights to build a stronger logistics community.

As we step into 2026, our vision remains clear: to grow sustainably through an asset-light model while staying true to what defines us- reliability and service.

We may not be able to offer the lowest rate, but we will definitely be the team that delivers with clarity, care, and consistency every time.

Our goal is to continue partnering with Chalak fleets, driver-owned vehicles, and Network fleets that operate five trucks or fewer. They form the backbone of Indian logistics, and we want to grow with them. We aim to create a win-win situation by providing them with consistent business while delivering dependable service to our clients, ensuring safety and timeliness. We're also focusing on

building a stronger brand presence, both online and offline, so that clients and partners can connect with us more easily.

Beyond business, we also

want to contribute to the community, particularly through driver welfare initiatives. We're also actively participating in forums and industry initiatives that focus on the

overall betterment of the logistics ecosystem.

At Pan India Logistics, our goal remains simple: to deliver not just shipments, but peace of mind..■

