

BEFORE THE ADDITIONAL MASTER-III
HIGH COURT, MADRAS.
C.S. No. 581 OF 2015

Date: 10.06.2025
Time: 02.30 P.M.

Name : Mr. V.Ramachandran (DW1)

Continuation of cross examination by Ms.S.Subbiah, learned Senior counsel for the Plaintiff.

Solemnly affirmed:

Q53: The 1st defendant company will set a target for the sale of the vehicles for each and every dealer. Is it right?

A: Yes.

Q54: Can you say who will be the in charge of fixing the targets?

A: Regional Office.

Q55: The Regional Manager will take the assistance and the consultation with every Zone Manager. Is it right?

A: Regional manager will consult with the concerned Area Manager.

Q56: Is it right that so far as Vellore is concerned within Southern Zone?

A: Yes.

Q57: Can you tell me what is the basic principles and guidelines relating to the fixation of targets?

A: Actually targets are given based on many factors like market situation, share, area, dealers stock, situation status and so on.

Q58: What do you mean by many other factors?

A: We also look into other factors like dealers manpower, working capital of the dealer etc.

Q59: The target fixed is for annually or forever?

A: Targets are not fixed forever. It is given on a monthly basis.

Q60: According to you, every month the target will fluctuate?

A: Yes.

Q61: The targets for every months may fluctuate either going up or down. Is it right?

A: Yes.

Q62: If the targets achieved by a dealer is not meant for entire target, what would be the revised target?

A: The revised target is purely based on various factors as I stated earlier.

Q63: Does the 1st defendant company communicate the target to the dealer?

A: Yes.

Q64: Who will be the in charge of every Zone?

A: Zone Manager is in charge of every zone.

Q65: Zone Manager will prepare a target for each and every dealer under their supervision and they sent the report to the Regional Office. Is it right?

A: No. The regional office report to the zone. Hence, the regional manager will make the target and report to the zone manager. Zone is the upper level and the Regional officer report to the zonal office.

Q66: Can you say who was the zone manager for south during the year 2012?

A : As far as my memory goes, Y.S.Lee.

Q67: Where is he now?

A: He is not in India.

Q68: During the year 2012 what was your posting?

A: I was placed in Hyderabad in 2012.

Q69: So, you don't know anything personally in the year 2012 in respect to the matters between the plaintiff company and the 1st defendant company?

A: Yes.

Q70: Do you know when Mr.Lee was there as a Zonal Manager, South he terminated the dealership of several companies?

A: I won't say several companies. It was based on performance and procedures some dealerships were terminated when Mr.Lee was the Zonal Manager in 2012. Witness adds: Few dealerships were also added.

Q71: Do you know only because of indiscriminate termination of the dealerships Mr.Lee had been transferred? (D1 side objecting this question. It is beyond the scope of the suit)

A: The transfer of Mr.Lee has nothing to do with the termination of the dealerships.

Q72: I put it to you that Mr.Lee was transferred because of indiscriminatory termination of some of the dealerships?

A: I deny. Witness adds: The transfer of Mr.Lee has nothing to do with the termination of the dealerships.

Q73: Do you know what is the procedure for appointment of fresh or new dealers in an area?

A: The company has some procedures. It is very detailed. I cannot explain now.

Q74: You are a witness on behalf of 1st defendant company. Is it right?

A: Yes.

Q75: I put it to you that you are a witness on behalf of the 1st defendant company and now you are deliberately suppressing some matters and facts before this Court.

A: I deny.

Q76: Do you name the authority to speak about the procedures for appointment of new and fresh dealers in D1 company?

A: As I said earlier there is an internal process through which new areas of dealership are identified. The company has a separate dealers development team.

Q77: Do you know who was appointed in the place of the plaintiff company in Vellore?

A: I know the current dealer. I do not know whether the said dealer was substituting the plaintiff company.

Q78: Is that Jain cars substituted company in the place of 1st plaintiff by D1?

A: As I said I know the current dealer. I think he must be substituted company.

Q79: Do you know whether Jain cars was the dealer of HONDA?

A: I do not know.

Q80: Normally for appointment of a fresh dealer applications will be called for by intending dealers. Am I right?

A: Yes.

Q81: Do you know any applications were invited by the 1st defendant company to substitute the 1st plaintiff company?

A: I do not know.

Q82: Can you deny or affirm that no such applications were called for by the 1st defendant company to substitute the 1st plaintiff company?

A: It must have happened.

Q83: You do not have any specific information relating to the method of Jain cars in substitution of the 1st plaintiff company. Is it right?

A: This happened so many years ago. Specifically I am not able to correlate.

Q84: Do you know from what date or the month did Jain Cars start the dealership?

A: I do not know the exact dates.

Q85: Can you deny my suggestion the Jain cars started the dealership even prior to the termination of 1st plaintiff company?

A: I already told that I do not know about the starting date of the Jain cars dealership.

Q86: Do you have a public relations office?

A: Yes.

Q87: What is the function of the public relations office of the 1st defendant company?

A: In my opinion, they are the interface between the external agencies like the Government and the media.

Q88: What is the designation of the head of the public relations department of D1 company?

A: Currently it is called Corporate Affairs and headed by a group head.

Q89: How many members are there in that group?

A: I do not know.

Q90: Do you know who would be the person furnishing information regarding the affairs of the 1st defendant company to the press?

A: There is a spokesperson in the company.

Q91: (Ex.P6 is shown to the witness) Ex.P6 is the publication made by the defendants 2 and 3 relating to the termination of the dealership of the 1st plaintiff company?

A: It mentions the termination of the 1st plaintiff company.

Q92: Can you say who gave this information about Ex.P6 publication from 1st defendant company to the 2nd and 3rd defendants?

A: Witness reads Ex.P6 article. Our company's spokesperson gave this information.

Time : 03.50 P.M.

Taken down in open Court, read over and explained to the witness and the same is admitted by the witness to be correct and signed before me.

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