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# Infrastructure to propel growth

Out of the ₹2.21 lakh crore allocated for infrastructure development in budget 2016-17, the allocation for road and rail development is ₹2.18 lakh crore. Industry experts share how this investment will help the sector.



KALPANA LOHUMI

With a focus on infrastructure development, the Union Budget 2016-17 announced the allocation of ₹2.18 lakh crore for rail and road sector. Though neutral in the short run for the logistics sector, it is expected to have a positive effect in the long run. Further, the move to allocate ₹55,000 crore for road and highways shall address last mile connectivity issues and help in reducing logistics cost of export goods which move by roads.

The government also plans to improve 50,000 km of state highways to national highways and plans on building 10,000 km of new roads at a speed of 100 km per day. If this is achieved, it would help to bring trucking costs down. Hence, improved fuel efficiency and reduced maintenance cost for trucking companies would reduce prices for long-haul transportation.

Another announcement of deferred customs duty payment for large importers would make importers plan logistics efficiently,

potentially increasing number of shipments.

Most industry veterans opine that the investment will not only kickstart the economic

growth but have a multiplier effect on the country's economy. But there was no announcement for the air cargo segment except development of 160 non-functional airports across the country at a cost of

₹50-100 crore each. Moving cargo by air needs limited flying time but moving it inside is a challenge. However, pertinent questions are: Will this investment help to move the cargo smoothly

and speedily? Will the cost of transportation get reduced with new highways? Will this bring the country's logistics sector at par with international standards? Experts share their views:



Shantanu Bhadkamkar  
Managing Director  
ATC Clearing

“ Along with investment in infrastructure, other factors such as track and trace have to improve too ”



Rajesh Neelakanta  
ED & CEO  
BVC Logistics

“ Better road infrastructure coupled with GST will reduce the time for transit and cross-border hold-ups ”



Ajay Khosla  
DGM  
Jaipur Golden Transport

“ ₹19,000 crore has been allocated for Pradhan Mantri Gramin Sadak Yojana. Work on National Waterways is expedited ”



Prakash Tulsiani  
Executive Director & COO  
Allcargo Logistics

“ Better roads will bring down trucking costs, improve fuel efficiency and reduce maintenance costs ”

Contd. on page 6 ▶

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# Specialised terminals for specific products

Focused on growth and expansion at Dubai World Centre, Kevin Ennis, Vice President–Cargo Business Development, dnata says that dnata’s products and people are its strengths.



CT BUREAU

## What services does dnata provide?

dnata’s service offering encompasses the entire gamut of ground handling services, passenger/ramp and cargo. In cargo, we offer specialised terminals for specific products. For example, we have an Express Handling Terminal for the express products, perishable handling centre for the temperature sensitive product and import and export terminals to cater to the general cargo needs. We also offer de-consolidation or break bulk services to our land side customers.

## How has the Indian market evolved?

There is a long trade history between the UAE and India, and Indian products are in great demand as there is a large

and growing Indian expatriate community in the UAE. The main products by air continue to be perishables, bullion and pharma products, and these come through in ever increasing numbers.



Kevin Ennis  
Vice President, Cargo Business Development

## What makes dnata different?

I think what sets dnata apart



On an average day, dnata cargo handles around 2,000 tonnes per day at its terminals.

are our people, our product offering and our outstanding reputation for providing high quality and customer-oriented assistance.

## How helpful is technology in making business easy?

We rolled out our cargo web portal five years ago. Technology has helped us to communicate efficiently with customers, enhance our product offering and be aligned with the IATA initiative of moving towards a paperless environment.

Dock booking, single entry for various processes and messaging are some of the better features.



Dock booking, single entry for various processes and messaging are some of the features which have made our life much easier and allow us to manage our customers’ expectations better

## Your expansion plans...

Expansion is focussed at DWC (AI Maktoum International). Customers see attractive benefits from using DWC—lower pricing, increased efficiency, specialised

equipment for special cargo, and we are investing in further enhancing its structure, equipment, services to provide a one-stop cargo offering at DWC. ↴

# Qatar shows tonnage increase

Year-on-year figures reveal that Qatar Airways Cargo’s tonnage increased by more than 400,000 tonnes in 2015.



CT BUREAU

The airline revealed that import cargo into Doha increased by 29 per cent, exports out of Doha increased by 10 per cent and transit cargo at the hub increased by 39 per cent in 2015. “At a time when international air cargo traffic grew only 2.5 per cent in 2015, it makes us very proud that our year-on-year figures from 2014 to 2015 show that we have grown our tonnage by 37.5 per cent,” said Ulrich Ogiermann, Chief Officer Cargo, Qatar Airways. “We achieved this growth by creative interline agreements and by deploying capacity on expanding or untapped markets.”

joined the fleet. Three more Boeing 777 freighters are scheduled to arrive by the end of 2016. The airline splits its cargo capacity across freighters and passenger aircraft with 51 per cent of shipments carried on freighters compared to 49 per cent in the belly hold.

In March 2016, Qatar Airways Cargo launched three new freighter routes to



The airline splits its cargo capacity across its freighters and passenger aircraft with 51 per cent of shipments carried on freighters compared to 49 per cent in the belly hold

Further tonnage growth is expected for 2016 as more aircraft join the expanding fleet and destinations are added to the route network. An A330F and a new Boeing 747F nose loader were received by the airline in December 2015 and an eighth A330F recently

Budapest, Prague and Ho Chi Minh. This will increase the airline’s freighter destinations in Europe to 14 and in Asia/Pacific to six. It will provide belly hold cargo capacity on the passenger flights to Boston, Birmingham Adelaide and Atlanta. ↴

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Halit Mimaroglu  
Sales Manager

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### Long term solutions

**A**round 60 per cent of goods in India move by road. The country has the second-largest road network in the world, spanning over 4 million km. India loses significant value every year due to congestion, the slow speed of freight vehicles and the waiting time at toll plazas and checking points.

The Union Budget 2016-17 allocated ₹2.18 lakh crore for the rail and road infrastructure. This investment will definitely give a fillip to the logistics industry, be it cost, speed, efficiency or taking things to the international level.

Presently, it might be difficult to count the numbers in regard to reduced cost but there will be a huge reduction in logistics cost with the share of ₹55,000 crore for roads and highways. **CARGOTALK** spoke to some experts to know how this will benefit the industry.

However to increase EXIM trade in the country, more train services have started, providing congestion-free solutions. The three more dedicated freight corridors will also enhance speed and reduce cost.

On the air cargo front, Indian Customs has plans to implement a Single Window concept. In order to promote the perishables import into Delhi, Celebi Delhi Cargo Terminal Management India has set up a specialised cold storage facility at import warehouse.

On the maritime front, the relaxation in cabotage rule for container transshipment ports carrying less than 50 per cent of container cargo will give a boost to international cargo. Shipping lines are expanding their horizons with new services to other countries to facilitate trade. More logistics parks are in line to offer end-to-end logistics solutions.

# Air Cargo: Low achievement

A much higher growth rate can be achieved if a concerted effort is made to unlock the true potential of air cargo through improved infrastructure, higher operational efficiencies and simplified procedures and regulations.

**A**ir cargo, though just around 1-2 per cent of the global cargo movement, contributes to around 32-35 per cent by value of cargo shipped. It is critical for industries such as pharmaceuticals, electronics, marine exports, floriculture where shipments are time-sensitive. The Indian air cargo industry is a classic case of high potential but low achievement, despite the advantages of economic growth, demographics and geographical location.

Indian government adopted 'Open Sky' policy for the air cargo sector in early 1990s, under which Indian or foreign carriers were allowed to operate scheduled and non-scheduled cargo services to and from any airport



in India. Since the adoption of open skies policy, it has seen a growth in international air cargo traffic. But in FY 2014-15, India handled a total cargo throughput of 2.52 MMTPA. This pales in comparison with airports like Hong Kong, Memphis, Shanghai and Incheon which alone handle

more throughput than all Indian airports combined. The domestic air cargo sector grew 18 per cent on the back of the e-commerce boom. This year, the cargo traffic during Apr 15 - Jan 16 has grown by 6.1 per cent, with domestic cargo growth falling to just 5.4 per cent.

### Key challenges

- ◆ Policy apathy, procedural bottlenecks, poor infrastructure, costly finance and lack of skilled manpower.
- ◆ International cargo, which accounts for two-thirds of the total cargo handled, is

mainly concentrated at metro airports of Mumbai, Delhi, Chennai, Bangalore and Hyderabad.

- ◆ Air cargo has also not been able to grow at the same pace as some of the other transport modes.

- ◆ The transshipment cargo which constitutes as high as 60-70 per cent of total volumes handled by some of leading airports tends to be negligible for Indian airports.

### Key action steps

- Strengthen the Air Cargo Logistics Promotion Board (ACLPB): ACLPB can help in the organised growth of this sector by enabling policies and facilitating planned development of air cargo hubs in the country.
- Air cargo to be afforded infrastructure status as per the draft NCAP 2016.
- Introduce the concept of Cargo Village at all hub airports. This would help consolidate all agencies, regulators, service providers and functionalities within the airport's cargo facility and decongest the cargo terminals.
- Assist in formulating the Quality of Service (QoS) parameters for various stakeholders in the air-cargo supply chain including objectives such as reduction of cargo dwell time to below 24 hours by December 2016 and six hours by December 2017.
- Facilitate development of Air Freight Stations (AFS) - AFS was conceived as a means to reduce congestion in the airport premises, by permitting transfer of cargo to customs notified freight stations.

- Facilitate expansion of cargo fleet: Freighter aircrafts play a vital role in increasing the cargo throughput of the country. There is no consistent policy for allotment of dedicated facilities at any of the airports for dedicated cargo aircrafts. There is lack of dedicated terminal space and facilities for express airlines with limited scope for adequate expansion. Restriction on night operations and high lease rentals has made setting cargo aircraft operations a costly proposition. There is an urgent need for policy support and robust infrastructure to ensure efficient freighter operations in the country.
- Dedicated cargo airports can be developed to ensure that cargo gets priority. These airports would allow peak operation during night hours, have good connectivity with transport infrastructure and would be close to industrial areas to ensure a critical customer base for cargo.
- Extend Risk Management System (RMS) facility for exports: RMS

- has shown excellent results on the imports side. Customs authorities should consider introducing RMS for exports at the earliest possible, to minimise congestion on the apron and the resultant damage and/or pilferage.
- Simplify customs processes and documentation through full adoption of EDI (Electronic Data Interchange): Customs should go for full EDI adoption for import/export registration, clearance, drawback and e-payment of duty. This might release considerable manpower/man-hours in the existing pool, which can contribute in part for 24x7 operations.
- Customs and security policies and procedures for transshipment differ at various airports. There is an urgent need for standardisation of the same.
- A major thrust towards migrating to paperless environment can come from the proposed e-freight initiative of IATA being adopted in other countries.

Source: Background paper for the International Exhibition and Conference on Civil Aviation, 5th Edition of India Aviation 2016, organised by Ministry of Civil Aviation, Government of India, with Federation of Indian Chambers of Commerce and Industry. Knowledge partner: KPMG

# India and Europe the bright spots: WorldACD

Hard to imagine a more difficult take-off in 2016 but India's start may offer hope. Europe too was the exception, just as it was in the second half of last year, with volume growth of more than 5 per cent outbound.



According to the WorldACD Analysis, the first month of the year indeed gave little cause for cheer, year-on-year (YoY) January showed a volume increase worldwide of no more than 0.3 per cent. Europe was the exception, just as it was in the second half of last year, with volume growth of more than 5 per cent outbound and 1.5 per cent inbound. Although Asia Pacific as a region, hardly grew; its business to and from Europe thrived (+8.8 per cent resp. +10.6 per cent).

Whilst yields normally drop between December and January, this year's MoM decrease of 6.6 per cent (in USD) was slightly smaller than last year's. The January USD-yield drop was 16 per cent YoY, a figure not compensated for by lower jet fuel prices, even though these prices decreased by around 30 per cent YoY. Only Central and South America managed to generate the same yield YoY.

Since an advisor to the Indian government stated last week that the country expects its air cargo industry to grow by over 180 per cent in the next 15 years, this is a good moment to see where India stands. Its growth percentages for the year 2015 are more than double the worldwide average: +4.1 per cent outbound, +4.7 per cent inbound. And for January 2016 the YoY volume growth is even higher: 4.4 per cent and 7 per cent respectively. With yields (in USD) moving along with the worldwide changes, one could say that it's starting point is good.

The United Kingdom is still the most important outbound market, but its dominant position is dwindling. The top inbound markets of Hong Kong, Germany and China East strengthen their position with double digit growth figures: the latter two even managed over 20 per cent YoY growth in January. Importantly, there is a good overall balance between India outbound and inbound.

Outbound business through GSAs grew in line with the market in 2015, but increased spectacularly in the markets to the Middle East and South Asia. The top five GSAs increased their market share (among GSAs) from 60-70 per cent, the top-10 from 80-90 per cent, making life more difficult for the smaller GSAs operating in India.

The January USD-yield drop was 16% YoY, a figure not compensated for by lower jet fuel prices, even though these prices decreased by around 30% YoY

The same could not be said for India's top forwarders. Their market share was already smaller in India than worldwide and it decreased further in 2015. Whereas the top five forwarders only lost 0.1 per cent, their share going from 14.6-14.5 per cent, the five next biggest forwarders lost a larger part of the market, as their share went down from 10.5-9.9 per cent. Airlines could take some consolation from the fact that yields realised through the top-10 held up better.

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# Premature to arrive at quantified estimate

►Contd. from page 1

**Shantanu Bhadkamkar**, Managing Director, ATC Clearing Infrastructure development will help growth only to a limited extent. The real growth, however, will come due to the force multiplier effect. Good infrastructure will enable reliable and efficient logistics which in turn will improve manufacturing efficiency and catalyse economic growth.

**Rajesh Neelakanta**, ED & CEO, BVC Logistics

With improvement of road and rail infrastructure, the immediate benefit would be the lowering of operating costs for road transportation which will go a long way in reducing the high levels of overall logistics costs in India. Secondly, better road infrastructure coupled with the rollout of GST, will reduce the time for transit and cross-border hold-ups, thus becoming more environmentally supportive. A matter of slight disappointment though, for the rail sector, is the continued government monopoly on freight by rail. We believe we missed a chance to help the private freight train operators grow. They have actually invested heavily over the past few years. We're sure that the Government will, over time, will take

cargo. Any investment in these sectors is productive to enhance the logistics capabilities of the country before GST would get implemented to have world class logistics network in place. These investments will not only kick start the economic growth but would also result in having a multiplier effect on India's economy, ultimately improving demand for the logistics industry. It will not only enhance productivity but create better connectivity. The allocation of funds in infrastructure is thus likely to propel the transport, warehousing and logistics businesses rapidly over the medium term.

The cost will go down as we will be able to handle more cargo and that too much faster. Better roads would help bring down trucking costs significantly. Improved fuel efficiency and reduced maintenance cost for trucking companies would

standards. We are one of the fastest growing countries in the world. So we will need continuous investments in logistics infrastructure to be at par with international standards.

**Ajay Khosla**, DGM, Jaipur Golden Transport

Out of the allocation of ₹2.21 lakh crore for infrastructural

roads, ₹19,000 crore has been allocated for *Pradhan Mantri Gramin Sadak Yojana*. Work on the National Waterways also being expedited and ₹800 crore has been provided for completion of these tasks. ₹11,635 crore were announced to ripen the initial phase of harbour projects in Tuticorin and development of SEZs in JNPT

## Trivia

LPI is the weighted average of the country scores on the key dimensions:

- ◆ Efficiency of the clearance process by border control agencies, including customs
- ◆ Quality of trade and transport related infrastructure
- ◆ Ease of arranging competitively priced shipments
- ◆ Insurance coverage

This investment is a much awaited investment, as everyone



had great expectations after the then Planning Commission's announcement of \$ 1 trillion investment in infrastructure for the logistics sector during the 12<sup>th</sup> five year plan (2012-2017).

It is premature to arrive at quantified estimate of cost reduction. It will depend on where the money is invested and how the capital is employed. The only internationally recognised standard as a measure for logistics sector is the Logistics Performance Index (LPI) of the World Bank.

**Road and rail remain the two modes of logistics or transportation used by India to move domestic cargo. Any investment in these sectors is productive to enhance logistics**

cognizance of this and make it an inclusive engagement.

**Prakash Tulsiani**, Executive Director & COO, Allcargo Logistics

Road and rail remain the two modes of logistics or transportation used by India to move domestic

reduce prices for long distance transportation. Hence, it will be premature to put a number on overall reduction in costs.

The investment will improve the status of logistics sectors and help it bring closer to international

development, total capital expenditure on rail and road development is ₹2.18 lakh crore, 85 per cent of this will be spend on the 70 stalled road projects to put on track and necessitated to the tune of ₹1 lakh crore involving 8,300 km. There is plan to build a 10,000 km of building new roads at expected speed of 100 km per day.

Allocation for highways and roads development at ₹55,000 crore while NHAI can raise tax free bonds of ₹15,000 crore and the total allocation for road sector ₹97,000 crore including rural

impetus to the manufacturing sector in particular and economy in general.

- ◆ It will not only enhance productivity but create better connectivity.
- ◆ The allocation of funds in infrastructure is thus likely to propel the transport, warehousing and logistics businesses rapidly over the medium term.
- ◆ The investment will improve the status of logistics sectors and help it bring closer to international standards.
- ◆ The proposed investment into NHAI will make entire supply chain more proficient.

and Kandla to rise up shipping infrastructure. Also proposed investment of ₹5,000 crore for warehousing and in cold chain vertical, basic custom and excise duty on refrigerated containers is deduce in range of five and six per cent respectively.

Enhancement of regional air traffic, Finance Minister also announced development of 160 non-functional airports on pan India level. These airports and air strips revived at cost of ₹50-100 crore each location in cooperation with state governments.

Logistics industry welcomes these announcements—better and more road infrastructure will not reduce operational and maintenance cost but also enhance the fuel efficiency and speed of trucks. 🚛

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# Technology: The key driver for 3PL

Third Party Logistics (3PL) is rapidly gaining impetus as more companies are unable to manage their complex supply chains and are comfortable in outsourcing the logistics activities to the 3PL service providers. **Vinod Alex**, Regional Manager–South India, Freight Systems talks about the prospect of 3PL and technology in a candid interview with CARGOTALK.



## What drives 3PL growth in India?

Many of the leading Manufacturing, Retail and Consumer Packaged Goods (CPG) enterprises are facing increasing pressure to improve operational performance, increase productivity and drive innovation in supply chain management by streamlining processes, eliminating errors and reducing costs. The industry is additionally challenged by the power of a demanding customer and multi-channel fulfillment business model.

To bring efficiency and reduce operation cost, these organisations are moving their logistics to 3PL. Here there is a need of solution which is based on the latest supply chain trends that enables an enterprise with best of breed supply chain solutions to adapt the fluid business environment.

By adapting latest supply chain solutions, the companies are benefitted manifold:

- Helps companies to focus on their business
- Increases financial flexibility
- Process simplification leads to overall reduction in distribution cost. It reduces handling cost, inventory and efficient distribution system

## What are the challenges that promote the adoption of 3PL?

- Cost to purchase and deploy 3PL infrastructure.
- Speed of change in supply chain design requirements and network.
- Rising customer collaboration requirements.
- IT backlog and time to implement new solutions.
- Globalisation of sourcing, manufacturing and distribution leading to an increase in the complexity of material movement.
- Competition that has forced companies towards more responsiveness and a reduction in inventories. There is an increased need for small but frequent shipments with 100 per cent reliability, requiring core competence in logistics management.
- Resource constraints that require companies to concentrate only on their core manufacturing



Vinod Alex  
Regional Manager–South India  
Freight Systems

**A combination of IT, RFID and BI on the manufacturer's side leads to efficiency. The results indicate that it has powerful business potential**

or new product development activities.

- Regulatory hurdles: Companies which have traditionally been operating with 30-35 depots may start operating with four distribution centers (DC) and companies which have been operating with four DCs may start operating with one centralised DC. Warehousing will no more get driven by taxation, but by business needs.
- Lack of skilled manpower is an industry wide challenge. There is a huge shortage of skilled manpower in the logistics sector.

## What are the major infrastructure challenges?

Infrastructure problems like bad road conditions, poor connectivity, inadequate air and sea port capacities and lack of development of modes of transports like railways and alternatives like inland water transport and domestic aviation have been constant irritants. Due to the infrastructural bottlenecks costs per transaction in logistics sector is high as compared to those in the developed markets.

Rail is a highly reliable, environment friendly, safe and secure mode of transport. Indian Railways boast of the second

largest rail network in the world, yet its share in goods transportation is much less compared to the share of roadways. In comparison with countries like USA, Russia and China, the cost of transport per ton per kilometer in India is high, almost three times that of China. The railway has the potential to bring down the freight cost to greater extent with favourable commercial characteristics, dense and long-distance freight lines and strong flows of bulk products.

## How does technology make the supply chain efficient?

IT is considered a prerequisite for the effective control of complex supply chains. Today companies are often not considered independent entities, but parts of multi-company, multi-echelon networks, that is supply chains, delivering goods and services to the final customer.

Companies are under pressure to better manage the supply chain and to improve efficiency

- Order tracking and delivery coordination

Transaction processing stands for the use of IT for increasing the efficiency of repetitive information exchanges between supply chain partners. In this type of IT use the exchanged information is typically related to such tasks as order processing, billing, delivery verification, generating and sending dispatch advices, and producing order quotes.

Supply chain planning and collaboration represents the use of IT for sharing planning-related information such as demand forecasts and other demand information, inventory information, and production capacity information, with the intention of increasing the effectiveness of the supply chain.

Order tracking and delivery coordination refers to the monitoring of individual orders or shipments, which may consist of components or final products, with the aim

makes it possible to implement a finely grained and immediate collection of data, which in turn enables more detailed and precise analyses on the 'Business Intelligence' (BI) side.

A connection of RFID, IT & BI has powerful business potential that goes well beyond incremental operational improvements. The combination for tracking and tracing, and sensor technologies additionally enables the identification and localisation of root causes for quality issues.

Sensor data such as abrasion, temperature, humidity, or brightness can be measured automatically for each transport unit and stored on the RFID chip. Later this data is made readily available by IT for aligning the flow of goods with the actual demand.

The pursued objectives are reducing storage space at the 'Global Distribution Centres' (GDC) while curbing the risk of



**The strategic and technological innovations in supply chain will have an impact on how organisations buy and sell in the future**

and logistics operations while remaining responsive to changing market conditions. So, organisations need to adopt IT to support their supply chains and increase their efficiency.

The use of IT for optimising SCM can be divided into:

- Transaction processing
- Supply chain planning and collaboration

of coordinating their delivery or conveying timely information of their location.

## What technology is used in SCM?

When "Radio Frequency Identification" (RFID) is used with IT, the combination promises to enable an automatic collection of supply chain data for optimisation purposes. The above combination

out-of-stock situations. In an optimal scenario, goods arriving at the GDC can be directly forwarded to the retailers without stocking (Cross-Docking).

## Conclusion

The world is shrinking day by day with advancement of technology. Customers' expectations are also increasing and companies are prone to an uncertain environment.

Companies will find that their conventional supply chain integration will have to be expanded. The strategic and technological innovations in supply chain will impact on how organisations buy and sell in the future.





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# Multi-modal aggregation

An integrated logistics platform, Vamaship was developed with the aim of integrating the largely unorganised logistics industry, says **Bhavik Chinai**, CEO, Vamaship. He talks about the features, shipping by air, ocean (full container and LCL) and surface (full truckload and part truckload) and more.



CT BUREAU

## Give us an overview of your business model.

The model is a managed marketplace. Vamaship is a logistics platform which facilitates shipping via air, ocean and surface for e-commerce companies, SMEs and individual shippers. The company fulfils the shipments through its exclusive tie-ups with the world's best courier, freight forwarders and transporters.

## What is the idea behind coming up with such a different concept, especially for the logistics industry?

Logistics is an unorganised sector and has major gaps. It's not viable for logistics players to invest in sales resources for thousands of SMEs needing transportation and SMEs don't gain from a price advantage due to their volume. Vamaship bridges this large gap and creates a new sales channel for logistics players and gives an incredible price to shippers. Vamaship's technology automates logistics processes of documentation and ensures seamless tracking.



Bhavik Chinai  
CEO  
Vamaship

## Which segment of Vamaship India is on the fastest mode in terms of growth and why?

Ocean is the fastest growing



The company has offices in Mumbai, Bangalore and Delhi and will be having office in 25 cities by June.

## What is your USP?

The USP of Vamaship is its technology which automates shipping processes and ensures cheapest shipping costs.

## Any expansion plans?

We're servicing 8,000 pin codes and export to 200 countries

**Vamaship's technology automates logistics processes of documentation and ensures seamless tracking. Shippers are appreciating the automation**

as the number of shippers using ocean is the largest. Shippers are appreciating the technology and its automation.

and import into India. We'll be expanding our network within India to service 100,000 pin codes. ↴

# Lobb: Organising the trucking industry

Lobb is a networking portal for the transport sector offering complete business solutions, says **Jayaram Raju**, Director, Lobb.



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## What is the idea behind setting up Lobb?

The idea for Lobb germinated when its founders realised that the fragmented nature of the trucking industry and the inefficiencies inherent in freight negotiations and pricing transactions, made this space ripe for digital disruption. The Lobb platform builds a true marketplace that supports a faster, fairer transaction process and generates higher profits for all stakeholders involved. The Lobb platform enables connectivity with smart devices, available in each registered truck, to facilitate onboard navigation, real-time communication and instant proof-of-delivery. Moreover, proactive notifications are pushed through email and SMS alerts.

## What makes Lobb different from its competitors?

With its centralised sourcing and bidding, the platform streamlines the entire process of cargo booking by sharing only relevant and required information with truckers and transporters



Jayaram Raju  
Director  
Lobb

to facilitate each business transaction. Presently the company is completing the registration for a fleet of 500 trucks. With a business model that revolves around offering an online marketplace where suppliers and buyers can choose from various options, Lobb operates as a subscription-based services platform.

## Your expansion plans...

Our plan is to expand the service delivery network to 40 cities across India by the end of 2016. The company is will also enter other service areas for the trucking industry in the future. ↴

# Cargolux, Oman Air add service to Mumbai

Some of the freight carried by the airline will include project cargo, livestock, aircraft-only freight, odd-sized cargo, vehicles and aircraft engines.



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Oman Air and all-cargo carrier Cargolux expanded their partnership with twice-weekly service to Mumbai, started from March 8. Under the new agreement, the first weekly 747

service, operated by Cargolux, will use a Luxembourg-Bahrain-Mumbai-Muscat-Luxembourg route on Tuesdays. For the second weekly service, the route will be Luxembourg-Kuwait-Mumbai-Muscat-Luxembourg and will fly on Fridays.

## Oman Air signs up with SmartKargo for cloud-based air cargo management

SmartKargo, a cloud-based air cargo software provider, has signed a deal with Oman Air to provide IT for its cargo sales and operations. The contract, starting in June, will help Oman Air leverage its joint-venture agreement with Cargolux to develop Muscat as a logistics hub. "The carrier needed a rapid deployment of an industry standard solution, without having to spend on infrastructure," said **Mahfood Ali Saleem Al Harthy**, Chief Officer-Sales, Oman Air.

The provider offers tools for managing warehouse and ramp operations, accessible from any internet-enabled device and, through its 'born on the cloud' system, every partner in the Oman Air cargo chain will have instant access to shipment information. "It is very secure and allows customers to connect with each other. It was born in the cloud we don't have to reintegrate, and the total cost of ownership is way cheaper than a custom-developed system. The infrastructure the cloud provides today is more robust than any airlines' in-house data centre," said **Milind Tavshikar**, CEO, SmartKargo.

"The customer pays per use and for the implementation and any changes they require, but not for the original design. That was our investment," he added.

While Oman Air will be able to receive a consolidated cargo feed from Cargolux's extensive long-haul network, Cargolux will

be able to use Oman's well-positioned hub in the Middle East and have greater access to the belly capacity of

Oman Air's passenger fleet which currently serves 11 destinations in India and more in East Africa. ↴



# Cathay Pacific & Dragonair: Low yields

Lower demand from Mainland China and higher from India and Southeast Asia in February 2016 because freight demand dropped sharply as factories in Mainland China closed down for the Chinese New Year holiday.



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Cathay Pacific and Dragonair carried 117,299 tonnes of cargo and mail in February 2016, a 10.1 per cent decrease compared to the same month last year. The cargo and mail load factor fell by 7.5 percentage points to 58.0 per cent. Capacity, measured in available

2016, tonnage carried fell by 4.6 per cent against a 1.8 per cent increase in capacity and a 5.2 per cent drop in RTKs.

**Mark Sutch**, General Manager Cargo Sales & Marketing, Cathay Pacific said, "Air freight demand dropped away sharply in the early part of the month as factories in

CATHAY PACIFIC / DRAGONAIR COMBINED CAPACITY	FEB 2016	% Change VS FEB 15	Cumulative FEB 2016	% Change YTD
ASK (000)				
Mainland China	913,404	3.8%	1,886,695	3.5%
North East Asia	1,610,572	2.1%	3,257,340	3.7%
South East Asia	1,738,734	8.5%	3,515,871	6.2%
India, Middle East, Pakistan & Sri Lanka	747,326	0.0%	1,639,921	3.6%
South West Pacific & South Africa	1,724,459	9.1%	3,565,771	8.3%
North America	3,065,926	10.7%	6,436,547	7.6%
Europe	1,927,707	17.3%	4,000,446	12.9%
ASK Total (000)	11,728,128	8.6%	24,302,591	7.2%
Passenger load factor	82.4%	-2.5pt	84.2%	0.5pt
Available cargo/mail tonne km (000)	1,174,771	1.1%	2,561,061	1.8%
Cargo and mail load factor	58.0%	-7.5pt	60.0%	-4.4pt
ATK (000)	2,289,880	4.6%	4,872,143	4.3%



cargo/mail tonne kilometres, was up by 1.1 per cent while cargo and mail revenue tonne kilometres (RTKs) flown decreased by 10.4 per cent. In the first two months of

Mainland China closed down for the Chinese New Year holiday. In comparison to the holiday period last year, demand was slower in picking up after factories reopened,

which led to a higher concentration of lower-yield cargo from Southeast Asia and India being uplifted onto

our transpacific freighter flights. The sustained drop in fuel prices has led to older aircraft becoming economically

viable. The resulting overcapacity continues to put downward pressure on cargo yields."

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# Transshipment hubs:

The Indian aviation industry is plagued with problems. But the National Civil Aviation Policy (NCAP) has given some hopes to the cargo industry with the announcement of development of transshipment hubs. CARGOTALK finds out what the industry thinks about these hubs. What are the core sectors within the air cargo industry which are going to benefit? Which are the appropriate locations?



KALPANA LOHUMI



## VP Agrawal

*Chairman, PanIIT Alumni India and Former Chairman & MD, AAI*

Main emphasis in the draft NCAP of Government of India expected to be released soon is to provide regional connectivity of various airports in India and to boost aircraft MRO business. So far India was open to the world through gateway airports which were supplemented by green field airports. Now the government is providing regional connectivity by reviving non operational air strips. It is going to help to provide services at the doorstep for many. These initiatives by the government will help to develop transshipment hubs in India as belly cargo helps in better utilisation of aircraft. In addition to these initiatives, it is required by the airport operators to take some more initiatives like reduction in landing and parking charges for volumes to attract more flights to India.

Air cargo demand in India is expected to get a boost which may benefit the foreign airlines. Since air cargo is being considered for infrastructure status in the new civil aviation policy, it will be eligible for Sec 801 benefits. Efforts are being made to reduce the cost and improvement in efficiency by system improvement, reduction in dwell time and e-clearance in cargo operation. All this will attract the foreign airlines to bring more flights to India and result in better cargo growth. Boosting MRO facilities will attract the foreign airlines to bring flights to India resulting in tremendous cargo growth. It will further require simplified customs procedure. The demand of pharma and perishable products export is going to be met by creating transshipment hubs expediting the upliftment of time sensitive cargo.

Initially Nagpur airport was considered for creating a transshipment hub due to its geographical location. It is connected to all the gateways with two hours flying time, better road and rail connectivity. Similarly Delhi, Mumbai, Kolkata and Bangalore qualify as transshipment hubs.

## SGK Kishore

*CEO, GMR Hyderabad International Airport Ltd. (GHIAL)*

India's geographic location is ideal for making it a transshipment hub. If we have a strong central airport in the country we will be able to connect the entire country with a domestic distribution network. This will boost transshipment volumes on the East-West corridor. It will result in reduction of costs, boost economies of scale, bring in foreign exchange to the country, create jobs and grow economy. Transshipment cargo has resulted in making Memphis as one of the busiest cargo airports in the world, with FedEx as its anchor carrier and supports thousands of jobs.

Setting up of transshipment hubs will benefit all sectors of air cargo, specifically time sensitive and requires temperature control such as pharmaceutical, perishables, high-tech, aerospace and defence, high-end fashion goods, AOG parts, express, gems and jewellery. There are certain critical features that are required for a location to be identified as a logistics hub such as strategic geo-centric location, excellent infrastructure, world class service offering, presence of an airport based FTZ/SEZ, air/road network connectivity and presence of industrial belt in the region. RGIA has all the core competencies to become the logistics hub of India and South-Asia.



## HIGHLIGHTS:

- India has a geographical advantage to operate as a successful hub.
- Initially Nagpur airport was considered for creating as a transshipment hub due to its geographical location.
- The Nagpur airport is connected to all the gateways with two hours flying time, better road and rail connectivity.
- Major transshipment hubs in the world such as Dubai and Singapore have less than 10 per cent of the cargo traffic as origin and destination.
- This is a good move since a lot of Indian traffic is diverted to these regional hubs causing loss of revenue to Indian airport operators and Indian carriers.
- Airports like Delhi, Hyderabad, Bengaluru, Chennai, Ahmedabad are apt for becoming world class transshipments hubs in India.
- Transshipment cargo has resulted in making Memphis as one of the busiest cargo airports in the world, with FedEx as its anchor carrier and supports thousands of jobs.
- Development of air cargo hubs in India needs to address few necessities; for instance transparency in pricing and performance.
- With transshipment hubs in place, India would be able to position itself as cargo hub for various routes to supplement the capacity constraint in the neighboring countries.
- Transshipment hubs would also help Indian exporters and importers in shape of consolidation at one location of custom cleared cargo originating from different locations.



# Taking cargo to the next level

**Sahil Mehta**

*CEO, Sovika Aviation Services*

Major airports globally have been successful purely due to their out-of-the-box thinking with regards to innovative ways of maximising their returns on investment. Creating hubs (pax and cargo) is one such area. Dubai, Singapore, Hong Kong, Incheon to name a few have succeeded in acquiring cargo volumes by becoming major regional hubs for transshipment. The NCAP emphasises on creation of such hubs in India and this is a good move since a lot of Indian traffic is diverted to these regional hubs causing loss of revenue to Indian airport operators and Indian carriers.



If the desired infrastructure is in place (cold chain, perishables handling capabilities) at major Indian airports, then there certainly is a huge potential. Airports like Delhi, Hyderabad, Bengaluru, Chennai, Ahmedabad are apt for becoming world class transshipments hubs in India.

It is expected that the government will not announce any further fuel hikes in its upcoming budget and port congestion surcharge to be removed. Also timelines for formation of rail tariff regulator should be announced.

**Bharat J Thakkar**

*Past President and Permanent Member-Board of Adviser, ACAA and Joint Managing Director, Zeus Air Services*



According to the Para 17 (h) of revised draft of NCAP, MoCA plans to leverage the untapped transshipment opportunity. The Air Cargo Promotion Logistics Board (ACPLB) will propose specific action steps to promote transshipment and same will be monitored by MoCA on bi-monthly basis.

The major cargo hubs globally are located in Frankfurt, Amsterdam, London and Paris in Europe, Dubai, Middle East, Singapore and Hong Kong in Asia. However, Kuala Lumpur and Bangkok are also getting their cargo hubs. There is no air cargo hub in America (North/Central/South), Australia and Africa. Those at Memphis amongst others are of integrators (courier companies).

The policy consists of two parts: international and domestic. Domestic Road Feeder Services (RFS) are subject to unreasonable royalties by airport operators. This needs to be abolished. The bank guarantee currently in place must be replaced by a robust insurance for loss/damage (if any) during transit. This will bring down user charges and encourage more players.

Strong national carrier backed by our government and favourable bilateral aviation agreements is required. Today 74 per cent FDI is allowed in cargo carriers but that cannot fly overseas. There should be transparency in pricing and performance. Lastly, committed and skilled workforce at the hubs with specialisation in perishables, live animals, dangerous goods, valuable cargo handling, to name a few is the need of an hour. Development of air cargo hubs in India needs to address these necessities.

**Prediman K. Koul**

*Country Head - Airfreight & Marketing, Jeena & Co.*

In order to take more share of international air cargo, India must develop hubs which ensure seamless transshipment handling. Carriers operating into and from India do have excess capacity which is a favourable scenario as far as success of transshipment hubs is concerned. International trade from South Asia is growing and there is a capacity imbalance in some of the growing countries for example Bangladesh. With transshipment hubs in place India would be able to position itself as cargo hub for various routes to supplement the capacity constraint in neighbouring countries like Bangladesh, Sri Lanka, Pakistan which will mean handling of more air cargo through this country.



**Sanjiv Edward**

*Head - Cargo Delhi International Airport*



The New Civil Aviation Policy has rightly captured the challenges being faced by the air cargo industry. Several long term and short term initiatives are planned to make India a transshipment hub, which will have significant positive implications for the entire cargo community by way of improved efficiency and process simplification. However, it is essential that MoCA, customs, BCAS may work together

with industry stakeholders to facilitate faster transshipment of air cargo at Indian airports to realise the policy objectives. Transshipment has been a significant source of business for global international airports such as Incheon, Hong Kong and Singapore. This is not the case with Indian airports. The transshipment cargo tends to be negligible in case of Indian airports whereas it constitutes as high as 60-70 per cent of total volumes handled by some of the leading airports. Given the geographic location and improving relations with SAARC countries, there is significant potential for the Indian airports to become transshipment hub and capitalise on this opportunity. Aspects such as high dwell times, inefficient use of belly cargo capacity, complex customs clearance are not at par with the international best practices.



# “Passion and commitment for my work”

With a belief that skill sets are not cast in stone and need to change as the situation changes, **Radharamnan Panicker**, Managing Director, DGM India (winner of Game Changer at India Cargo Awards–West & South 2015) shares what keeps him motivated.



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**You left Cargo Service Center (CSC) almost two years back to form DGM India. Please share your milestones.**

After leaving Cargo Service Center in 2014, I have sort of taken a break from doing anything big, except managing the affairs of DGM India. This boutique logistics company is involved in providing compliance related service for transportation of dangerous goods and training in regulation. I recently completed two consulting assignments on behalf of RITES for Ministry of Civil Aviation and Airports Authority of India. I am now involved in two new projects.

**What beliefs and values do you live and work by?**

Honesty and sincerity have been my guiding

principles. Passion and commitment for my work and righteous living are my value system. Together they form the core of who I am. All achievement is through teamwork. In business, I have worked for the benefit of my customers. Have been always transparent with them and had the humility to accept my mistakes. This allowed me to build strong bonds.

**How did you decide to enter the niche segment of ‘dangerous goods’?**

When I started working with CSC in 1995, as fully owned subsidiary of KLM, we were responsible for the complete cargo handling activities of KLM Cargo. It was then I realised that Dangerous Goods (DG) regulation was being violated for small gains. I established strong systems for acceptance check of DG cargo.



“I have lived and worked for the benefit of my customers. Have been always transparent with them and had the humility to accept the mistakes when I made them. This has allowed me to always build strong bonds with my customers. This has always benefitted the companies I have worked in”

Radharamnan Panicker  
Managing Director  
DGM India

During one of my journeys abroad to attend an IATA DG conference, I came across an ex-KLM employee Frank Pettilon, Founder, DGM Netherlands and DGM Network. We hit off and during my next visit to Netherlands, he asked me explore the idea of setting up

DGM India. In 2006, along with an old friend, I decided to start DGM India. But my job with CSC didn't allow me time to pay much attention to DGM India so it remained focussed largely in DG training.

**What are the things to keep in mind while transporting dangerous cargo?**

Dangerous goods are dangerous only when spilled. Then it can create a hazardous situation such as toxicity or flammability.

As a UN committee defined it, the key to managing the risk of transporting dangerous goods is to correctly classify and properly identify the dangerous goods, pack them appropriately and finally mark, label and document them correctly.

**What is your success mantra?**

The mantra for success is good leadership, courage to accept your mistakes, trust and belief in the ability of your people to deliver, being jack of all trades and master of some, knowing your finances well, having the ability to select good people and be a risk taker but don't be rash.

There should be a vision for a big picture, creative and innovative ideas, ability to understand technology and willingness to change the way the game is played.

**Your inspirations are...**

My inspiration comes from my father who provided an open environment, without giving me the opportunity to become a spoiled brat. Other people who inspired me were my ex and current employees.

## FACTS:

- ◆ **Birthday:** September 2, 1960
- ◆ **Education:** Executive MBA from XLRI Jamshedpur. Informally education comes from my school teacher, a nun for my moral upbringing, friend and ex-colleague Anagh Desai, Satish Kateria.
- ◆ **Bollywood movie:** *Piku* and *Cheeni Kum*
- ◆ **Favourite hangout place:** Badminton hall



DDP Game Changer award was given to Radharamnan Panicker, Managing Director, DGM India

# Concern for lithium-ion battery shipments

At the 10<sup>th</sup> annual World Cargo Symposium (WCS) in Berlin, the International Air Transport Association (IATA) called for continued transformation in the air cargo industry with a focus on raising the quality of its offering.



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The global air cargo sector continues to face a difficult business environment. The anemic growth experienced since 2010 continued in 2015 with a 1.9 per cent expansion of volumes. And yields have contracted each year since 2012.

IATA estimates that volume growth will increase to 3.0 per cent in 2016. Under pressure from integrators, competing modes of transport (land and sea) and increased cargo capacity in the

passenger fleet, yields are expected to fall a further 5.5 per cent in 2016.

“Compared to other modes of shipping, air cargo is a premium service. Yet shippers give the industry a satisfaction rating of only 7 out of 10 on average. That is not good enough. The industry must raise the service quality of air cargo and provide a more personalised customer service,” said **Tony Tyler**, Director General and CEO, IATA.

Tyler also noted that teamwork will be critical in resolving issues

around the shipping of lithium-ion batteries. In February 2016 the International Civil Aviation Organisation (ICAO) temporarily

**Under pressure from integrators, competing modes of transport (land and sea) and increased cargo capacity in the passenger fleet, yields are expected to fall a further 5.5 per cent in 2016**

banned shipments of lithium-ion batteries as cargo on passenger flights, pending the development of

a fire-resistant packaging standard. Some 400 million lithium-ion batteries are produced each week. Safety concerns arise from several

areas: irregular manufacturing, mislabeling and improper packing, including non-compliance with

dangerous goods regulations and the IATA Lithium Battery Shipping Guidelines.

“Safety is the top priority. Banning lithium-ion batteries from air freight does not solve the issue of counterfeit or non-declared goods. The issue lies with the lack of enforcement of the regulations by governments.

“So it is essential that authorities redouble their efforts to enforce the regulations and close the loopholes that prevent prosecutions of serial offenders,” said Tyler.

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# Matching the consumer durables pace

Fuelled by rising incomes and growing affordability, the consumer durables market has seen a remarkable growth in the past few years. Consistent increase in demand has put pressure on Logistics Service Providers (LSPs) to offer best of services by maintaining efficient supply chains at reduced costs.



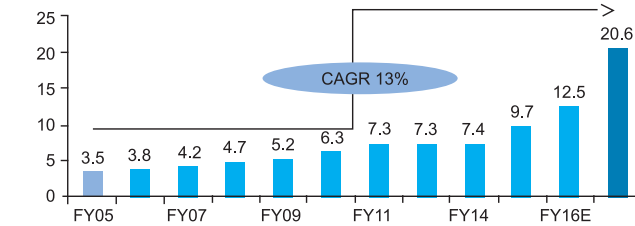
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Consumer Durable industry is hitting the highest point. As per Indian consumer durable industry analysis by IBEF, the consumer durables sector revenues reached US\$ 9.7 billion in FY15 and is expected to reach US\$ 12.5 billion in FY16. The market is expected to grow at CAGR of 13 per cent from FY05 to FY20. With the continuous flow of disposable income, buyers are spending good amounts on

to gain scale and make Indian operations viable."

"The consumer durable industry in India comprises two parts namely—consumer electronics and consumer appliances. A recent study by Ernst & Young projects that by 2020 the electronics market will grow at 17 per cent CAGR to reach `2,012 billion while the consumer appliance market will grow at 16 per cent CAGR grossing `1,885 billion in the same time frame," informs

## Size of the consumer durables market (US\$ billion)



Source: Electronic Industries Association of India  
CAGR – Compound Annual Growth Rate, E: Estimated F: Forecasted

retail opening of the rural market, urbanisation and greater brand awareness, product innovations and variants, easier availability for finance coupled with the 'Make in India' initiative are expected to lead the demand surge in the years to come. Manufacturers are also coming up with low cost 'Make for India' products keeping in view this vast unexploited market," he added.

limited scale and quality from domestic suppliers, increasing competition from Chinese and SE-based manufacturers, capital intensive nature of the business, challenges in setting up and running of business and infrastructure bottlenecks both upstream and downstream."

According to Gupta the biggest impediment to growth has been high prices. "This could be due to a variety of factors including high and cascading taxation structure, high cost of logistics in India and higher inputs costs. With more of local manufacturing and GST being introduced, we expect better growth for the consumer durable industry in the coming years," he believes.

### Poor infrastructure

Sachdeva says, "The basic infrastructure for any industry comprises good roads, power,

## Drivers of growth

- ◆ Increasing levels of income and urbanisation
- ◆ Improved affordability of products with India-centric product introductions
- ◆ Product innovation and availability of new variants of products
- ◆ Rise in the share of organised retail

water, telecommunications, finance, raw materials, components and logistics. In India, these facilities are not up to the mark even in developed industrial estates."

"The consumer demand is seasonal and high during the festive season. This makes transportation planning difficult. The demand is dependent on good monsoons. Due to poor infrastructure, there is a constant fear of damaging the goods before reaching its destination. Also, since the goods are high priced, the losses are large in case of damages. Underdeveloped distribution networks in both urban and rural areas poses problems and at times increases costs," notes Rathi.

The industry has been doing well in India. Gupta jotted down the key challenges in transporting consumer durables:

**Handling of the material:** The units are generally heavy or large in size. Every stage of the supply chain may not have right set of MHE to handle them. Lot of times these units are handled manually which leads to damage and dents.

**Volumetric Weight:** Gadgets like refrigerator, washing machine and ovens are volumetric in nature, where the volumetric weight exceeds the dead weight. This leads for higher cost of transportation.

**Loss of space:** Due to large dimensions of the products many a time the vehicle capacity is not being fully utilised both in terms of space or allowable weight.

**Damage during transit:** During primary transpiration there is always some space available inside the vehicle. If the space is not plugged with air bags or packaging material it leads to damage during the transit with units hitting each other due to road conditions.



high-tech and updated products, be it television, mobile phones, washing machine or refrigeration. And as the industry is rising, the role of logistics is becoming crucial with the continuously mounting demands. Consumer durables are bulky products and need care during transportation. Here, lies the role of LSPs to ensure the on-time delivery of products in right condition. However service providers and end-users both have certain requirements from each other, till the goods reach their final destination.

According to Sarini Sachdeva, CEO, Aardour Worldwide Logistics, "This sector plays an important part in the economy of the country and provides employment to millions of people. The Indian TV and consumer durables market has been growing big, primarily driven by imports. However, with the given macroeconomic factors and government impetus with 'Make in India', the country is well positioned to increase its manufacturing base in the consumer durables. Even the manufacturers on their part are willing to invest in India and increase their manufacturing base in the country to serve domestic markets and also to export in order

Sushil Rathi, COO, Mahindra Logistics.

"The rising disposable income levels, rise of organised

Agreeing with Rathi, Aditya Gupta, Head Business Development-3PL, DIESTL, says, "With higher disposable income, improving lifestyles, more working woman and other demographic contributors the demand for consumer durables is growing every year."

But what are the impediments to this growth? Commenting on the same, Rathi points, "The key impediments the industry is facing are complex tax and duty structure,



Sarini Sachdeva  
CEO  
Aardour Worldwide Logistics

The consumer durables sector plays an important part in the economy of the country and provides employment to millions of people



Sushil Rathi  
COO  
Mahindra Logistics

The key impediments the industry is facing are complex tax and duty structure, limited scale and quality from domestic suppliers



Aditya Gupta  
Head Business Development-3PL  
DIESTL

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# Goods require protection all the time

► Contd. from page 16

"Inverted duty structure due to FTAs makes Indian manufacturing uncompetitive for white goods such as washing machines, refrigerators and air conditioners. Excise duty on consumer durables was rolled back to 12 per cent from 10 per cent," informs Sachdeva.

## Packaging is important

"As a LSP, we expect an advance delivery plan, right packaging of goods and least possible detention at the delivery points. Also, as an LSP, we can add value by suggesting the right packaging material," explains Rathi.

Gupta suggests that the designed packaging should withstand the entire chain from factory to consumer. "The units should be properly strapped and enough packaging material



**Jitender Panjwani**  
Head - Supply Chain India  
Micromax Informatics

## Key demands from service providers.

I would suggest having two major points of views: first of all, in the reach of customer there are lot vendors. However, there is very limited access to appropriate vendors who understand your requirement and work exactly towards it. To gain contact for business is essential. Secondly, every company has DNA to operate which works on certain parameters. These customers are spread to mitigate the requirements, fund, support/ credit terms. It's imperative to say that like customers, vendors also have their defined arena to operate in. Customers have to understand and work towards making exact use of their services.

I think the mindset of handling customers must change. LSPs are still working with old ways to serve the customers. However, the customers have come a long way. Therefore, it is important to understand the exact needs of the customer even if the vendor is working with the same sort of customers in the same field. Apparently, as all consumer durables aren't same, they are different from others on scale of price, durability, solutions and features. Same way, vendors have to be open minded to handle the customers and their respective requirements.

## Any improvements you are experiencing in service delivery over the years?

There are huge changes and constant developments in the last few years, especially in infrastructure, roads, connectivity and support. At the same pace, there are lots of visionary ideas being evolved. However, the milestone is yet to be achieved. Scalable models would surely perform better if transportation and warehousing infrastructure is improved.

I strongly believe in curbing the hub and spoke model and designing the model of direct hit. This would surely bring lot of improvement in the current transportation model and similarly, would appreciate if we have logistics parks in a big way in the coming years.

should be used inside the primary packaging. The instructions should be printed on the packaging with symbols regarding the handling of the product. And last but not the least the manufacturer should impart constant training to their warehousing and

transportation partners regarding handling of their product," he adds. According to Sachdeva proper packaging is required because packaging essentially involves protecting the contents from the environment and vice versa. The packaging is thus intended to protect the goods from loss, damage and theft. In addition, packaging must also reliably

be able to withstand the many different static and dynamic forces to which it is subjected during transport, handling and storage operations. The goods frequently also require protection from climatic conditions such as temperature, humidity, precipitation and solar radiation, which may require 'inward packaging measures' in addition to any 'outward packaging measures'.

Promotional material placed on the packaging is intended to attract the potential purchaser's attention and to have a positive impact upon the purchasing decision.

Promotional material on packaging plays a particularly important role on sales packaging as it is directly addressed to the consumer. ↩



## Jaipur Golden: New relocation service

Relocating the home or office is not just packing and shifting from one place to another but involves tasks such as packing, loading, moving, safety, insurance, unloading, unpacking and re-arranging.

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In the entire relocation process, packing and safety of goods are the most crucial activities. Household items could be electronics, fragile, furniture, crockery and others, and accordingly require different type of packing and handlings.

### Services offered

- ◆ Home and office shifting (full and partial)
- ◆ Car and bike shifting
- ◆ Packing, loading, unloading, re-arranging
- ◆ Storage and warehousing solution
- ◆ Insurance coverage

"For a stress free relocation or shifting, we have launched these services which assist in packing,



**Ajay Khosla**  
DGM  
Jaipur Golden Transport

transport, storage, insurance coverage in a professional manner and at an affordable cost," says **Ajay Khosla**, DGM, Jaipur Golden Transport. ↩

## Allcargo: New logistics hub

In line with the company's expansion plans, the new integrated facility at Jhajjar is expected to be operational by 2018.

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Allcargo Logistics has approved setting up of Logistics Park in the Jhajjar district of Haryana. With a view to enhance the future growth of Indian business sentiment, the company chose to set up a logistics park in Haryana as it is a preferred industrial and manufacturing destination. The company plans to offer end to end logistics solutions to its customers in the northern belt through this facility.

The Jhajjar project is one of its kind integrated logistics infrastructure set up which will comprise of rail-linked private freight terminal catering to railway cargo movement, free trade warehousing zone, domestic tariff area and other related activities. It will also have the facility to handle both inbound and outbound contract logistics services.

The company has identified approximately 200 acres of freehold agricultural land for developing



**Adarsh Hegde**  
Executive Director  
Allcargo Logistics

the said project, which is in close proximity to Dedicated Freight Corridor (DFC).

**Adarsh Hegde**, Executive Director, Allcargo Logistics said, "As a part of our business expansion plan and growth strategy, the setting up of a logistics park in Haryana will help us to target the growing container traffic in the northern parts of the country, which would be boosted by DFC connectivity."

Talking more about the plans and the facility, Hegde said "The Jhajjar project will highlight our expertise to handle break bulk cargo along with containerised cargo and operations related to contract logistics."

The facility will also provide domestic tariff area (DTA) warehousing facility for consolidation of cargo as well as distribution solutions. This activity will complement the company's CFS business. ↩

**The Jhajjar project will highlight our expertise to handle break bulk cargo along with containerised cargo and operations related to contract logistics**

## New facilities by Celebi

Celebi Delhi Cargo Terminal recently inaugurated its new gems and jewellery facility along with a new cold storage facility to promote perishables import into Delhi.



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Celebi Delhi Cargo Terminal now has new dedicated import cold storage and gems and jewellery facilities for the user/trade. Present on the inauguration were Ananya Ray, Member, Central Board of Excise & Customs; Kamal Jyoti, Chief Commissioner Customs and SR Baruah, Commissioner of Customs along with other customs officials, trade partners and airlines.

**Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal highlighted the achievements of Celebi and the facilities that Celebi has created to serve Celebi's customers, their focus and how Celebi has become a favoured service provider in the market. He also extended his gratitude towards the support provided by customs, DIAL and trade members to make the various projects successful.

**Pradeep Panicker**, CCO, Delhi International Airport also appreciated this and highlighted the importance of single window clearance for smooth facilitation to the trade. Ray congratulated Celebi and the customs officials for creating a facility for EDI assessment of export shipments of precious cargo (gems and jewellery) at the Cargo Terminal and for constructing a new cold storage facility to promote perishables import into Delhi.

The facility has been set up at an area of approximately 50 sqm with a capacity to process more than 100 shipments per day. It has a 24x7 strong room facility, security under CCTV monitoring and dedicated helpdesk.

### Import Cold Storage Expansion

As an extension to its commitment towards developing world class cold chain infrastructure, Celebi Delhi Cargo Terminal Management India has set up a specialised cold storage facility at import warehouse to cater to customers to process import perishable cargo in a temperature sensitive environment.

### The Import Cold Storage Facility has:

- Capacity to handle 200 MT of cargo on a daily basis
- Freezer Room of approximately 81 sqm area with temperature range = -2 to -20oC.

The facility has been set up at an area of approximately 50 sqm with a capacity to process more than 100 shipments per day. It has a 24x7 strong room facility, security under CCTV monitoring

- Cold Room of approximately 80 sqm area with temperature range = +2 to +8oC

The above is in addition to the existing cold rooms of 140 sqm available in the import area.



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# SHM Shipcare: Boosting 'Make in India'

Aliasgar Hajee, Managing Partner, SHM Group talks about the trends and needs of the logistics industry and how the ship building industry will benefit with the 'Make in India' campaign.



CT BUREAU

**Please throw some light on your infrastructure that helps with delivery on time.**

SHM Shipcare is predominantly a service provider and into the business of maritime safety, security and logistics. Describing our infrastructure, we are situated on the banks of Thane creek and have a jetty which is 100 meters in length, a molch which is over 60,000 sqft and an outfitting yard which is again 20,000-25,000 sqft in area.

We have integrated our skilled manpower with technologies from various countries and incorporated in our boat building yard in order to run many jobs in reduced amount of time,



Aliasgar Hajee  
Managing Partner, SHM Group

hence reducing the human effort to a great extent. To make delivery on time, infrastructure is only a part of it, proper project management and fiscal management are the other two pillars which need to work parallel for timely delivery. The blend of all three pillars in the perfect ratio helping us deliver the projects on time is our USP.

**Would you like to comment on the need of skilled manpower in the logistics industry?**

The marine and offshore logistics industry is a highly niche industry wherein the people operating in the concerned departments definitely need to possess certain amount of skills in order to not only do their job in less amount of time but also give the desired output. Skilled manpower not only increases the productivity but also prevents from many major

atrocities which can arise due to human negligence. Manpower being used in the logistics industry should undergo proper training for safety consciousness, for acquiring skills in the relevant department which he is going to work in, for example an electrical department, computers, software management, or if he's working in the port where a lot of traffic has to be managed.

**What is your commitment towards the 'Make in India' initiative?**

We are committed towards making in India because a road to a strong economy is when a country can be self-sufficient and a country can only be self-sufficient if the resources required for its survival is available in India and can be made in India. Having said that we belong to the ship building sector and our vision along with the campaign is for India to become a ship building hub wherein all the ships required by the country are made in India with the latest technology.

Having a solid ship building sector in India would mean not only more employment for people but also a new industry which India would be proud of showcasing its might in terms of its engineering skills and product. These products can then be exported and foreign revenue can be generated which can help in reducing the current account deficit and the dollar reserves.

**How does technology help in making business easy?**

We have recently incorporated the Google office system where we are operating completely on 'gmail' and it's supporting applications which come along with it. To name some, the Google drive, calendar, documents allow us to access and edit documents anywhere in the world. Such tools are helpful when you want to go for any kind of discussion or when making presentations with clients, the data base of the company is available in one location which helps you project your company in a better way.

“  
Our vision is for India to become a ship building hub wherein all the ships required by the country are made in India with the latest technology  
”



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# KMP EXPRESSWAY- A BOOST TO LOGISTICS AND WAREHOUSING IN THE REGION

## The Update:

Having missed several deadlines, the 52-km-long Manesar-Palwal stretch of the Kundli-Manesar-Palwal (KMP) Expressway has eventually been thrown open to traffic. The stretch is expected to be formally inaugurated by Union Minister of Road Transport, Highways and Shipping, Nitin Gadkari, in the first week of April this year. As per the state government, the ambitious Kundli-Manesar-Palwal (KMP) Expressway would be fully complete by February 2017.

## A brief:

Initially proposed in 2003 the KMP was envisioned as Build Operate Transfer (BOT) project with commercial operations supposed to begin in June 2009. With various delays and revised deadlines and finally with intervention of Supreme Court of India in January 2015, the construction was commenced.

Delhi Western Peripheral Expressway or Kundli-Manesar-Palwal Expressway (KMP), is a 135.6 km (84.3 mi) long Expressway in the Indian state of Haryana. The Expressway has been divided into three sections of 45 km each. Five Flyovers are being constructed at places where the expressway crosses national highways, namely, NH 1 at Kundli (Sonapat) where it starts just north of Delhi, NH 10 just northwest of Bahadurgarh (Jhajjar), NH 8 south of Manesar, NH 71B (now re-numbered as NH 919) south-west of Sohna and NH 2 south of Palwal.

The KMP is just not a normal expressway. This 135 Km expressway will be the country's longest, having 5 Flyovers, crossing 4 national highways with 62 Pedestrian crossings and 31 cattle crossings along with 27 Additional underpasses.



## Impact of KMP on Warehousing and Logistics:

The development of this Global Urban Corridor along Kundli – Manesar – Palwal (KMP) Western Peripheral Expressways will not only give impetus to Real Estate, Special Economic Zones (SEZ), Independent townships/cities, Industrial Model Townships (IMT), Food Processing Units, Medicity, Financial Hubs, Tourist Resorts, Education City, Satellite Dwelling Units (SDU), etc., but also expected to give a major boost for logistics and warehousing industry in these regions. The Expressway will prove to be the backbone for the entire Industrial and Residential hubs coming up in the range of approx 150 square kilometers. These cities are expected to generate huge employment opportunities and will be developed in public-private partnership model.

An Integrated multimodal Logistics Hub is expected to come up along with the KMP expressway in around 1000 acres of land with expected investments of Rs. 2000 Crores for which the pre feasibility study has been completed. With the opening of KMP the demand for warehousing along with the expressway will grow due to the easy transportation, better infrastructure, good road connectivity and easy accessibility from Delhi etc.

Land rates alongside the expressway are also expected to grow north. With the ongoing plans of implementing GST, the companies will look for a bigger and modern warehousing hubs which will help the KMP expressway to come up in a totally different way. Positive impact on the Warehousing sector of Kundli and other NCR regions like Sonapat, Manesar, Bahadurgarh, Palwal etc. will be visible because of the better facilities and connectivity.

Eventually Modern warehousing will get the boost since many good developers and venture capitalist will invest in large sized warehouses. Large size Logistics Parks will come up to cater to the mother warehousing hubs demand on these regions.

Considering the above, it could be a good time for investors/developers to invest in lands and for big retailer/e-commerce giants to establish their warehousing zone here.

## Major Warehousing Zones along with KMP Expressway:

Manesar – Palwal Stretch			Kundli – Manesar Stretch		
	Locations	Land Rates (in INR Crore per Acre)		Locations	Land Rates (in INR Crore per Acre)
1	Manesar	4 – 6	11	Kundli	2.5 – 8
2	Pataudi Road	2 – 3	12	Bahalgarh	3.5 – 3.75
3	Panchgaon	1.5 – 3	13	Akbarpur Barota	1.4 – 1.75
4	Binola	2.5 – 8	14	Kharkauda	0.85 – 1.5
5	Tauru Road	2.5 – 3.5	15	Hassangarh	1 – 1.5
6	Mewat	0.75 – 1.5	16	Jhajjar	1 – 1.5
7	Sohna	1 – 1.5	17	Badli	1 – 1.5
8	Hassanpur	0.75 – 1.25	18	Habibpur	1 – 1.5
9	Raipur	1 – 1.5	19	Sultanpur	1.5 – 2.5
10	Palwal	1.5 – 2.5	20	Farrukhnagar	1.5 – 3

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# Connecting freight forwarders

India has thousands of independent freight forwarders who struggle with various logistical and technology issues. But companies like WCA and Win are helping them overcome these issues.



HAZEL JAIN

Talking about logistics, **Dan March**, CEO, WCA, finds India an exciting market. Many multinational companies and investors in manufacturing, hi-tech industries and pharmaceuticals are looking to the Indian market to bring in the next great economic transformation, as China did. But March lists some major hurdles that India will have to cross to get to where China is.

He says, "The potential for medium-term growth is incredible as China begins to slow down. However, the growth in India is a little slow this year. But I think this is temporary and will resume to a healthy level from 2017-18. India's growth could easily be in double digits if the infrastructure could be improved. But it's not going to happen overnight."

He adds that there are also some technical issues and some tax issues that are slowly being addressed such



Dan March  
CEO  
WCA

as the GST. "Our members are optimistic that India's current political leader is heading in the right direction and is progressive on some of these issues and releasing some of the barriers

to trade in terms of taxation and customs and charges," March says.

WCA has a network of 6,000 freight forwarder member offices around the world, of which about 600 are in India alone. The company tries to bring these members together to discuss issues, network with each other, expand their business, bring new business to India and abroad. It has an office in Mumbai with a staff of 25.

"We have a relationship with the Freight Forwarders Association of India that has direct inroads into the government. We also give our inputs to the airports that are partially and sometimes fully government owned. Unfortunately, we don't have any direct contact with any ministry," March adds.

**WCA has a network of 6,000 freight forwarder member offices around the world, of which about 600 are in India alone. The company tries to bring these members together to discuss issues**

## Technology is the key

Helping the plethora of independent freight forwarders in India is Win—a set of tools for independent freight forwarders to share information electronically. **John Debenedette**, Managing director, Win, says, "Independent forwarders struggle to get efficiency in information sharing from origin to destination. This platform allows different companies using different IT systems to share data that allows communication between a forwarder in India using a software he bought locally and a forwarder partner in any other country using software he bought locally there."

Speaking about this new idea that is emerging in India, he says that innovation is the key to remaining in business these days. "There are so many disruptive things happening and air cargo is right for disruption. Ground handlers still use technology from the 1980s. We find that independent high quality forwarders, and they are so many in India, are very open to adapting new technology platforms and that gives them an edge and allows them to sell higher value service," Debenedette explains.

Services like Win are helping the cargo agents to become technologically advanced. This particular system, Debenedette says, is very easy to use. "We train them if we have to but it's like using Facebook," he adds.



## ME to outperform global growth

**James Hogan**, President and CEO, Etihad talks about the Middle East air cargo trends and boom of Etihad Cargo.



CT BUREAU

While addressing the global cargo conference in Abu Dhabi, **James Hogan**, President and Chief Executive Officer, Etihad Airways' spoke about how the Middle East region continues to outperform global growth rates for



James Hogan  
President and Chief Executive Officer  
Etihad



cargo and plays an increasingly important role in the flow of world trade and goods. Its geographical importance has enhanced as traffic shifts from traditional and established markets to emerging commercial centres in the Middle East, Asia, South America and Africa.

"Abu Dhabi is at the crossroads of the world and Etihad Airways is perfectly positioned to capitalise on the growing passenger traffic."

## AA Cargo expanding

American Airlines (AA) Cargo expands its temperature-controlled network in San Juan, Puerto Rico, Dallas/Fort Worth. This new drive-through perishable facility is in almost 4,000 sqft.



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American Airlines Cargo continues to invest in its global network in support of the increasing demand for both pharmaceutical and perishable goods across the world. Most recent facility improvements include those in both San Juan (SJU) and Dallas/Fort Worth (DFW) which see some of the highest demand for time and temperature-sensitive goods. From fresh fruit and meat to potentially life-saving medications, the safe and timely transport of pharmaceutical and perishable cargo remains a top priority for American's cargo operation.

This year, American's DFW operation will focus on increasing the amount of perishables transiting into and through the hub. An important gateway for cargo transiting from Latin America to European and Asian destinations, DFW moves a variety of perishable



**From fresh fruit and meat to potentially life-saving medications, the safe and timely transport of pharmaceutical and perishable cargo remains a top priority for American's cargo operation**

commodities, including produce—most frequently, asparagus and berries—Chilean salmon and fresh cut flowers. "Investing in refrigeration targeted to perishable foodstuffs that transit through DFW is great to see. It's a major step in the right direction for American

Airlines Cargo," said customer Chris Connell, President, Commodity Forwarders (CFI). "Being able to provide an expanded cooler network during those warm Texas months gives us peace of mind when we route via their Dallas hub."

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# 'Competition keeps us on our toes'

With 183 weekly wide-body aircraft services connecting customers to 150 cities in 80 countries on six continents, Emirates SkyCargo is moving on the right track. **Jassim Saif**, Vice President, Cargo Commercial–West Asia & South East Asia, Emirates Airline talks about the trends and opportunities existing in the Indian market.



CT BUREAU

## What has been the trend in terms of export and import of cargo to and from India for Emirates SkyCargo in FY 2015-16?

In 2015-16, we saw a healthy growth trend for cargo to and from India with an increase of over 11 per cent in total tonnage uplifted both ways. In 2015, we transported over 1, 68,000 tonnes of cargo from India. Key exports from this market include pharmaceuticals, chemicals, automotive parts, engineering

spares, perishables and electronic items. Emirates SkyCargo is one of the key facilitators of cargo from India. We operate stations in nine locations, including Mumbai, Delhi, Chennai, Hyderabad, Bangalore, Cochin, Ahmedabad, Kolkata and Thiruvananthapuram.

## What are your expectations for FY 2016-17?

We expect to see healthy growth in all of our key markets in the coming year, especially in regions like Africa, the Middle East and North America. Besides growing our network, we will continue to grow our capacity as the airline receives new aircraft. For India specifically, we are optimistic about the air cargo industry. Air cargo demand out of India is growing in terms of tonnage.

At the same time, we have noticed an increase in the amount of capacity offered in the market.

This is mainly due to operators enhancing their passenger aircraft fleet to wide-bodied aircrafts, which has led to increase in belly capacity. Hence, customers have a wide range of choices for sending their freight anywhere in the world.

## What is the current state of air cargo operations in the country?

There are currently over 60 carriers operating from Indian

airports including integrators, charters, LCCs and full service airlines like Emirates SkyCargo. The good news is that competition keeps us on our toes and customers get more choice. The challenge is that excess cargo market capacity at most airports puts great pressure on yields and despite the overall growth in air exports, the demand has been erratic month-on-month and is extremely sensitive to factors such as currency exchange rates and oil prices.

These current challenges and the industry changes of the past few years, including market volatility, financial crisis, security and environmental restrictions, could turn out to be the catalyst for more in the industry to innovate and embrace technology.

For Emirates SkyCargo, we believe that the key to success for the air cargo industry lies in innovation, particularly in IT, as a means to excel across the entire air freight value chain, and not just within the context of an airline, a forwarder, or a ground handler. This is an area that we continue to invest in.

## Which are the top markets to which cargo is transported?

Emirates SkyCargo is the largest airline cargo operator in



**Air cargo demand out of India is growing in terms of tonnage. At the same time, we have noticed an increase in the amount of capacity offered in the market**

the world, ranked #3 in RTKMs, after the big consolidators FEDEX and UPS. The top market regions for cargo from India include the Middle East, Europe, Africa and the US. We operate in many of the world's fastest developing markets, including 27 gateways in Africa, 16 in the Middle East and 18 in the Far East. For our customers, this means quick access to new markets, and also access to primary

as well as secondary cities in major markets like the UK, Germany and China.

We continue to expand our global network, with Yinchuan and Zhengzhou coming online in China, Cebu and Clark in the Philippines, Yangon in Myanmar and Hanoi in Vietnam in the next few months.

In India, where we have operated for over 30 years and have the expertise and products to cater to all of India's key verticals for airfreight.

## What are the vital trends in the Indian air cargo industry?

According to IATA's airline industry forecast (2014-2018), India will be amongst the top 10 largest international freight markets by 2018. It is also projected to be the second fastest growing market, after Iran, with a CAGR of 6.8 per cent and adding over 600,000 of total freight tonnes. ↴



Jassim Saif  
Vice President, Cargo Commercial–West Asia & South East Asia  
Emirates Airline

## Trivia

- ◆ Emirates SkyCargo operates a special Pharmaceutical Handling Zone at both the cargo hubs in Dubai International Airport and Dubai World Central.
- ◆ These hubs are designed with state-of-the-art equipment, facilities and ground handling professionals to cater to time and temperature sensitive shipments under end-to-end Cool-Chain solutions.

# Acing Africa with Allcargo Logistics

Allcargo Logistics hosted 'Acing Africa with Allcargo,' a customer connect event which saw participation from over 100 eminent personalities from the industry. The event was held in Waterstones Andheri, Mumbai. The objective of the event was to showcase the opportunities of doing business in Africa and Allcargo's strength in the continent to deliver total logistics solution. Vijay Srirangan, Director General, Bombay Chamber of Commerce and **Deepak Shetty**, Director General of Shipping,



Deepak Shetty  
Director General of Shipping  
Ministry of Shipping

Ministry of Shipping graced the event.

Addressing the gathering, **Shantha Martin**, CEO (NVOCC-ISC, Middle East, Africa and East Mediterranean), Allcargo Logistics said, "Africa is touted to be the continent that will witness maximum growth and economic development in the years to come. The strength of our services in the African continent will not only help our clients grow their businesses but will also help boost trade relations between India and Africa."



Shantha Martin  
CEO (NVOCC-ISC, Middle East, Africa and East Mediterranean), Allcargo Logistics

Sachin Vijan, Senior General Manager, Allcargo Logistics elaborated upon the various services between India and Africa, highlighting the reach of Allcargo through the strength of its network. Prakash Tulsiani, CEO, Projects division, Allcargo Logistics showcased some of the current projects being undertaken by the group in terms of moving Project Cargo between India and Africa.

Moreover, top clients were felicitated for their exceptional support through being a part of Indo-African trade routes. ↴



# Amazon leased 20 cargo planes

The deal is signed with Air Transport Services Group (ATSG), an aircraft leasing company based in Wilmington, Ohio to build its in-house delivery network.



Amazon signed a deal to lease 20 Boeing 767 wide body freighter aircraft to ensure capacity to fulfill its promise of one and two-day deliveries in the United States. It will help Amazon build out its in-house delivery network, allowing it to take care of its own deliveries and rely less on third-party shippers. "We offer Earth's largest selection, great prices and ultra-fast delivery promises to a growing group of prime members and we're excited to supplement our existing



costs. Amazon currently relies on third-party shippers to deliver most of its packages, but analysts said the long-rumoured plan to build its own air fleet posed little threat to the logistics giants.

"What we found in order to properly serve our customers at peak, we've needed to add more of our own logistics to supplement our existing partners. That's not meant to replace them," said, **Brian Olsavsky**, CFO, Amazon.

**Trivia**

- ◆ The leased planes go into operation on April 1
- ◆ The duration of the leases will be five to seven years

delivery network with a great new provider, ATSG, by adding 20 planes to ensure air cargo capacity to support one and two-day delivery for customers," said Dave Clark, SVP-Worldwide Operations and Customer Service, Amazon.

The deal comes at a time when the world's biggest online retailer is offering ever faster and increasingly free deliveries for millions of online orders as well as trying to assume more control over its supply chain and reduce

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**Saudia Cargo launches second freighter to US**

Saudia Cargo has launched its second freighter service from Jeddah in Saudi Arabia to New York in the United States. The airline will operate a 747-400F non-stop offering huge advantage to its customers. "The introduction of our second freighter to the US allows our customers to reduce transit time on direct services from the US," said **Rainer Muller**, Vice President-Commercial, Saudia Cargo. "Instead of having a transit time of three to four days, we are able to reduce it into an average of one to two days. This adds value for our customers."

The freighter service, on the return from the US, will operate from New York to Dammam with a stopover at Jeddah.

**Sindhu's Service Spectrum**

- Customs Clearing
- Freight Forwarding (Air/Sea)
- Transportation
- Warehousing
- Consultation

**Sindhu's Wide Network**

- |           |               |
|-----------|---------------|
| LUDHIANA  | VIZAG         |
| DELHI     | VIJAYAWADA    |
| GURGAON   | HYDERABAD     |
| AHMEDABAD | BANGALORE     |
| RAIPUR    | HOSUR         |
| KOLKATA   | KRISHNAPATNAM |
| NAGPUR    | CHENNAI       |
| NASHIK    | COIMBATORE    |
| MUMBAI    | COCHIN        |
| PUNE      | TUTICORIN     |

**Sindhu Cargo Services Pvt. Ltd.**

Survey #34, Nellukunte, Bettadahalur, Near MVIT College,  
Off NH7 / Bellary Road, Bangalore- 562157  
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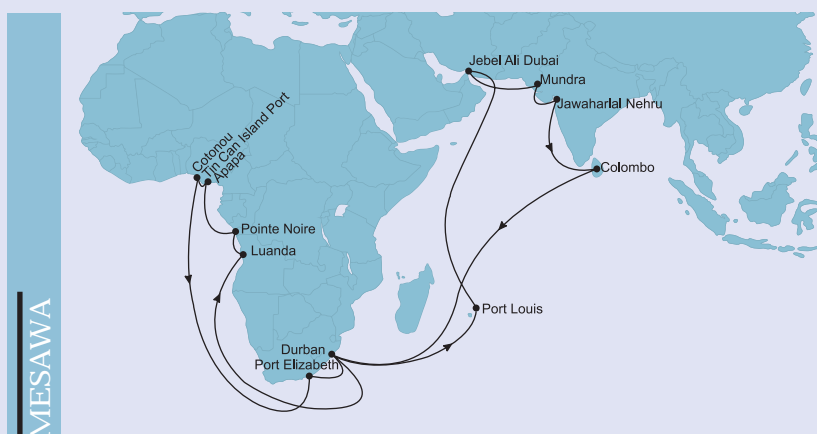
## Delhi International Airport Cargo Department, IGI Airport, New Delhi (Airline-wise Import/Export Cargo Performance for the month of FEBRUARY 2016)

S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage	S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage
1	Air India	1709	1574	3283	8%	25	Finnair	286	140	426	1%
2	Emirates	2250	986	3235	8%	26	Atlas Air	0	351	351	1%
3	Cathay Pacific	1219	1809	3028	8%	27	United Airlines	213	98	311	1%
4	DHL Express	1619	1201	2820	7%	28	Lufthansa Cargo Ag	165	138	303	1%
5	Jet Airways	1337	1402	2739	7%	29	Aerotech FMS P.Ltd	0	303	303	1%
6	Qatar Airways	1733	803	2536	6%	30	Aeroflot Cargo Airlines	215	23	238	1%
7	Etihad Airways	1234	983	2217	6%	31	Air Asiaux	128	107	235	1%
8	Singapore	988	958	1946	5%	32	Air Shagoon Pvt. Ltd.	186	39	225	1%
9	Lufthansa Cargo Airline	802	423	1225	3%	33	China Eastern Airlines	82	141	223	1%
10	British Airways	756	335	1092	3%	34	Aerologic	0	179	179	0%
11	Air France	538	448	986	3%	35	Air Arabia	139	33	172	0%
12	Thai Airways	180	746	926	2%	36	China Air	112	60	171	0%
13	Hercules Aviation	732	133	865	2%	37	Air China	96	73	169	0%
14	Turkish Airlines	508	352	859	2%	38	Gulf Air	138	23	161	0%
15	Fedex Express Corparation	407	415	821	2%	39	Indigo Cargo	147	12	159	0%
16	Swiss Intl Airline Ltd	471	304	776	2%	40	Kuwait Airlines	103	46	149	0%
17	Virgin Atlantic	456	256	712	2%	41	Oman Air	115	33	148	0%
18	Uzbekistan	459	190	649	2%	42	China Southern Airlines	30	110	140	0%
19	Japan Airlines	248	354	603	2%	43	Air Canada	106	33	139	0%
20	Ethopean Airlines	220	334	553	1%	44	Sri Lankan Airlines Ltd	63	74	137	0%
21	KLM	290	207	497	1%	45	Spice Jet	113	24	137	0%
22	M/S All Nippon Airways	402	90	492	1%	46	Ariana Afghan Airlines	97	34	131	0%
23	Saudia	405	76	482	1%		Others	450	189	639	2%
24	Malaysian Airline System	247	195	443	1%		<b>Total</b>	<b>22194</b>	<b>16837</b>	<b>39031</b>	<b>100%</b>

Note: International Tonnage @ IGIA

## Maersk Line enhances Mesawa service to offer a reliable and efficient link between India and Africa

Maersk Line has announced its improved Mesawa service with direct calls into Pointe Noire in Africa. With this service, Maersk Line intends to reduce the transit time on the trade route. This service is aimed at improving transit time into Pointe Noire, Matadi and Libreville. The enhanced Mesawa service was called at Mundra Port on March 8, 2016, JNPT on March 11 and Colombo on March 13. The enhanced network will be on the port rotation – Jebel Ali, Mundra, Nhava Sheva, Colombo, Durban, Luanda, Pointe Noire, Apapa, Tincan Island, Cotonou.



PORT	ARRIVES	DEPARTS	TRANSIT (DAYS)
Jebel Ali Dubai, UAE	-	1	-
Mundra, India	4	5	4
Jawaharlal Nehru, India	7	7	7
Colombo, Sri Lanka	10	10	10
Durban, South Africa	19	21	19
Luanda, Angola	28	28	28
Pointe Noire, Congo	30	30	30
Apapa, Nigeria	34	36	34
Tin Can Island Port, Nigeria	36	37	36
Cotonou, Benin	38	39	38
Port Elizabeth, South Africa	51	53	51
Durban, South Africa	55	57	55
Port Louis, Mauritius	61	62	61

## Airports Authority of India, Traffic Statistics

### Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-December		
		December 2015	December 2014	%Change	2015-16	2014-15	%Change
<b>(A) 17 INTERNATIONAL AIRPORTS</b>							
1	Chennai	6015	7196	-16.4	62762	61081	2.8
2	Kolkata	7237	6892	5.0	67767	68565	-1.2
3	Ahmedabad	3472	3561	-2.5	33840	31734	6.6
4	Goa	221	337	-34.4	2628	2397	9.6
5	Trivandrum	107	58	84.5	675	879	-23.2
6	Calicut	15	21	-28.6	303	273	11.0
7	Lucknow	123	310	-60.3	1977	2571	-23.1
8	Guwahati	1066	1033	3.2	11699	7358	59.0
9	Jaipur	1177	354	232.5	4922	1418	247.1
10	Srinagar	586	397	47.6	3999	4855	-17.6
11	Bhubaneswar	621	486	27.8	5078	4206	20.7
12	Coimbatore	572	686	-16.6	5140	5802	-11.4
13	Mangalore	39	33	18.2	292	275	6.2
14	Amritsar	17	12	41.7	149	285	-47.7
15	Varanasi	73	51	43.1	687	480	43.1
16	Port Blair	339	362	-6.4	2792	2278	22.6
17	Imphal	338	386	-12.4	3415	3399	0.5
<b>Total</b>		<b>22018</b>	<b>22175</b>	<b>-0.7</b>	<b>208125</b>	<b>197856</b>	<b>5.2</b>
<b>(B) 6 JV INTERNATIONAL AIRPORTS</b>							
18	Delhi (DIAL)	25278	23117	9.3	222329	203878	9.1
19	Mumbai (MIAL)	17768	17379	2.2	157696	158922	-0.8
20	Bangalore (BIAL)	10049	9728	3.3	87953	85944	2.3
21	Hyderabad (GHIAL)	4325	3888	11.2	38310	32589	17.6
22	Cochin (CIAL)	1031	919	12.2	9043	8458	6.9
23	Nagpur (MIPL)	511	476	7.4	4566	4242	7.6
<b>Total</b>		<b>58962</b>	<b>55507</b>	<b>6.2</b>	<b>519897</b>	<b>494033</b>	<b>5.2</b>
<b>(C) 7 CUSTOM AIRPORTS</b>							
24	Pune	2483	2471	0.5	22995	20814	10.5
25	Chandigarh	365	275	32.7	3484	4262	-18.3
26	Patna	349	421	-17.1	3349	3933	-14.8

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-December		
		December 2015	December 2014	%Change	2015-16	2014-15	%Change
27	Visakhapatnam	253	70	261.4	1334	1003	33.0
28	Bagdogra	393	264	48.9	3405	2219	53.4
29	Madurai	52	73	-28.8	730	859	-15.0
30	Aurangabad	125	94	33.0	1062	962	10.4
<b>Total</b>		<b>4020</b>	<b>3668</b>	<b>9.6</b>	<b>36359</b>	<b>34052</b>	<b>6.8</b>
<b>(D) 24 DOMESTIC AIRPORTS</b>							
31	Indore	621	514	20.8	5158	4846	6.4
32	Jammu	118	90	31.1	1224	1255	-2.5
33	Raipur	353	351	0.6	3329	3030	9.9
34	Agartala	278	401	-30.7	3904	4609	-15.3
35	Vadodara	234	213	9.9	1580	1499	5.4
36	Ranchi	322	316	1.9	3022	2481	21.8
37	Udaipur	6	4	50.0	39	18	116.7
38	Bhopal	89	73	21.9	892	695	28.3
39	Leh	96	124	-22.6	958	986	-2.8
40	Dehradun	6	5	20.0	75	28	167.9
41	Rajkot	12	14	-14.3	116	98	18.4
42	Dibrugarh	36	23	56.5	269	212	26.9
43	Jodhpur	0	1	-100.0	10	9	11.1
44	Silchar	36	41	-12.2	354	314	12.7
45	Lengpui(AIZWAL)	23	24	-4.2	222	206	7.8
46	Juhu	35	34	2.9	286	292	-2.1
47	Rajahmundry	0	1	-100.0	4	1	300.0
48	Bhuj	2	2	0.0	17	15	13.3
49	Tuticorin	5	10	-50.0	43	36	19.4
50	Jamnagar	7	21	-66.7	64	124	-48.4
51	Bhavnagar	0	1	-100.0	1	1	0.0
52	Dimapur	22	22	0.0	171	141	21.3
53	Jorhat	0	1	-100.0	7	12	-41.7
54	Agatti	0	0	-	2	2	0.0
<b>Total</b>		<b>2301</b>	<b>2286</b>	<b>0.7</b>	<b>21747</b>	<b>20910</b>	<b>4.0</b>
<b>Grand Total (A+B+C+D)</b>		<b>87301</b>	<b>83636</b>	<b>4.4</b>	<b>786128</b>	<b>746851</b>	<b>5.3</b>

## Traffic Statistics

### International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-December		
		December 2015	December 2014	%Change	2015-16	2014-15	%Change
<b>(A) 15 INTERNATIONAL AIRPORTS</b>							
1	Chennai	17557	17551	0.0	171136	168678	1.5
2	Kolkata	4142	4089	1.3	37623	36583	2.8
3	Ahmedabad	2190	1300	68.5	17651	13424	31.5
4	Goa	110	99	11.1	1050	900	16.7
5	Trivandrum	3059	2532	20.8	27103	21130	28.3
6	Calicut	757	1773	-57.3	10512	16307	-35.5
7	Lucknow	192	134	43.3	1947	1044	86.5
8	Guwahati	3	0	-	8	12	-33.3
9	Jaipur	188	60	213.3	890	481	85.0
10	Srinagar	0	0	-	2	0	-
11	Coimbatore	82	70	17.1	826	687	20.2
12	Mangalore	29	30	-3.3	448	223	100.9
13	Trichy	403	394	2.3	5055	3445	46.7
14	Amritsar	29	51	-43.1	484	399	21.3
15	Varanasi	0	0	-	4	0	-
<b>Total</b>		<b>28741</b>	<b>28083</b>	<b>2.3</b>	<b>274739</b>	<b>263313</b>	<b>4.3</b>

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-December		
		December 2015	December 2014	%Change	2015-16	2014-15	%Change
<b>(B) 6 JV INTERNATIONAL AIRPORTS</b>							
16	Delhi (DIAL)	40577	33764	20.2	367570	322178	14.1
17	Mumbai (MIAL)	40894	42659	-4.1	368810	363397	1.5
18	Bengaluru (BIAL)	16223	13463	20.5	130860	125116	4.6
19	Hyderabad (GHIAL)	4836	4559	6.1	44602	41303	8.0
20	Cochin (CIAL)	5496	3692	48.9	50072	47918	4.5
21	Nagpur (MIPL)	59	48	22.9	316	301	5.0
<b>Total</b>		<b>108085</b>	<b>98185</b>	<b>10.1</b>	<b>962230</b>	<b>900213</b>	<b>6.9</b>
<b>(C) 4 CUSTOM AIRPORTS</b>							
22	Pune	0	0	-	1	0	-
23	Visakhapatnam	1	0	-	21	0	-
24	Bagdogra	0	0	-	0	3	-100.0
25	Madurai	0	0	-	22	1	2100.0
<b>Total</b>		<b>1</b>	<b>0</b>	<b>-</b>	<b>44</b>	<b>4</b>	<b>1000.0</b>
<b>(D) 45 DOMESTIC AIRPORTS</b>							
<b>Grand Total (A+B+C+D)</b>		<b>136827</b>	<b>126268</b>	<b>8.4</b>	<b>1237101</b>	<b>1163616</b>	<b>6.3</b>

# Industry gets new facilities

Celebi Delhi Cargo Terminal Management India inaugurated its new import cold storage and gems and jewellery facilities. Guests included Ananya Ray, Member, Central Board of Excise & Customs; Kamal Jyoti, Chief Commissioner Customs and SR Baruah, Commissioner of Customs.



# Mundra Port: Deepest container vessel berthed

Not many ports can lay claim to the berthing of one of biggest and deepest container vessel. But Mundra Port made history in March 2016 as MSC Francesca, the biggest and deepest container vessel berthed there.



CT BUREAU

The first biggest and deepest container vessel, Mediterranean Shipping Company (MSC) Francesca, berthed at the South Basin of Mundra Port. It arrived at Mundra with the LOA of 363 meter and draft of 12.5 meters. The vessel sailed out with record draft of 16.2 meter surpassing the previous maximum draft of 15.7 meters.

from Asia, particularly India, to Europe and US.

He called it a proud moment for Adani Ports and SEZ, adding that with this milestone, Mundra

Container Terminal has opened a new cost effective and safe cargo handling option. Karunesan expressed his gratitude to MSC, JV partner of APSEZ, for showing conviction in Mundra Team

and appreciated the effort of Marine Department and Dredging for handling such a large and deep vessel at Mundra port.

Trivia

- ◆ MSC Francesca arrived at Mundra with the LOA of 363 meter and draft of 12.5 meters.
- ◆ The vessel sailed out with record draft of 16.2 meter surpassing the previous maximum draft of 15.7 meters.

Talking about the vision of the Chairman, Adani Group, for nation building, **Ennarasu Karunesan**, CEO, APSEZ Mundra & Tuna Ports, said that as cargo ships are getting bigger, the port expects to handle larger volumes

## Sagarmala to boost furniture cluster development

Paving the way for port-led industrialisation, the ambitious Sagarmala project will focus on developing furniture clusters near Major Ports. A draft report on the national perspective plan of Sagarmala project says that the development of port-based furniture clusters will help in reducing the overall cost of exports from India and counter the Chinese dominance in the world furniture market.

In the last 20 years, port-led industrialisation across the world has helped the furniture manufacturing sector grow. There is also mention of the fact that ports and logistics infrastructure played a major role in making China the biggest exporter of furniture, overtaking the European markets.

Another example is Malaysia which is a major furniture exporter with clusters located in close proximity to Major Ports.

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# KPCT earmarks the maiden voyage

A standard operating procedure was signed between India and Bangladesh to move commercial cargo between the two countries.



CT BUREAU

The first direct container vessel set sail from Krishnapatnam Port on March 28, 2016, as a part of coastal shipping agreement to facilitate trade between India and Bangladesh. MV Harbour-1 owned by Neepa Paribahan and built by Western Marine Shipyard is the first Bangladesh container vessel to have received the permission from the shipping departments of both the countries.

Commenting on the development, **Chinta Sasidhar**, Managing Director, Krishnapatnam Port said "This agreement, signed in November 2015, is historic not just for Krishnapatnam but for the entire nation as this would pave way for enhanced bilateral trade ties between the two closest neighbours of the subcontinent. Besides an improved connectivity the service will play a vital role in decongesting the border points and bringing down the cost and transit time involved, thereby providing the best competitive freight rates to the advantage of the industry."

To facilitate easy bilateral trade, many conditions have been waived by both countries. The vessels of both the countries upon entry in to India and Bangladesh shall be treated as domestic vessels and not foreign going vessels. The provision will play a key role in addressing the traffic congestion at Petrapole (India) and Benapole (Bangladesh) the two border points which pose as one of the biggest impediments to the movement of EXIM cargo.

This will also help to reduce the paper work required at the customs check points, port dues

customs documentation and other requirements to the essential minimum for the purpose of easier cargo movement and to have custom stations at or near the points of entry and exit in each country.

"Earlier the shipments from Indian ports being transported to Bangladesh were routed either via Colombo or Singapore. With the launch of the direct service, time taken for such shipments would come

## Exporters and importers from Bengaluru trading with Bangladesh can utilise and benefit by weekly train service from ICD Bengaluru to KPCT

paid at Indian ports too will be at par with Indian vessels. The vessel and cargo will also enjoy complete Protection and Indemnity (P&I) coverage insuring cargo from the point of loading to the final destination and till the time the parcel reaches the final consignee. Both the countries agree to reduce

down from two to five days," said **Anil Yendluri**, Director and CEO, Krishnapatnam Port.

The opening of this route will also enable the movement of cargo to the Northeastern states of India through coastal shipping up to Chittagong and thereafter by road

or inland waterways. Secondly, the deep draft ports on the eastern coast of India can be 'hub ports' for the onward transportation of cargo to Bangladesh through River Sea Vessels (RSV).

The SOP stipulates that only two categories of vessels – RSV-IV and RSV-III can ply between the ports. While category IV of the river-sea vessels can sail during all weather conditions and during the night, class III vessels are navigable in fair weather. These vessels can still through a depth of 3.76 meters and can carry 176 TEUs of cargo at a go. Almost 92 per cent of the country's export import trade draw cargo from

western, central and southern India headed to Bangladesh. A lot of cargo can get diverted from road to sea through this initiative and exporters can benefit from rate and transit advantage. A lot of yarn from Ludhiana in Punjab can directly go to Krishnapatnam instead of going to Mundra.

### HIGHLIGHTS

- ◆ The agreement will enhance bilateral trade
- ◆ Improved connectivity, reduction in cost and time
- ◆ Vessels of both the countries to be treated as domestic vessels and not foreign going vessels



# Far East connections

The India-Far East Express service provides a weekly connection between the Far East and India. APM Terminals Pipavav authorities said it shows their operational efficiency and service.



CT BUREAU

APM Terminals Pipavav announced the commencement of the INDFEX service at Pipavav. The INDFEX (India –Far East Express) is run in consortium with Wanhai, K-Line, Shipping Corporation of India, Pacific International Lines (PIL) and Simatech. Wan Hai is deploying two vessels and the others deploying one each. The service provides a weekly

connection between the Far East and India.

The first vessel m.v. Wan Hai 509 berthed at Pipavav on March 14, 2016 in the presence of officials of APM Terminals Pipavav and



crew captained by Captain Ma Ke Zeng. The operations were carried out using the new Post Panamax cranes, recently installed at the port.

The vessel is a testimony of the infrastructure capabilities APM Terminals Pipavav has built over the years in handling container vessels, bulk and liquid cargo and RoRo vessels. Commenting on this, **Keld Pedersen**, Managing Director, APM Terminals Pipavav said, "We are delighted to welcome the new service of m.v. Wan Hai 509at APM Terminals Pipavav. We thank the consortium for choosing our port and assure to provide the best services through our operation efficiency and service capabilities and dedicated and well trained employees."

A step towards the journey to be the 'Port of choice' for all container, bulk and liquid cargo and RoRo vessels coming into and going from Western India

# Government relaxes cabotage restriction

To promote transshipment at Indian ports, the Ministry of Shipping has allowed some relaxations in cabotage rules. The ministry has relaxed cabotage restriction for container transshipment ports carrying less than 50 per cent of container cargo handled by it. This will be applicable to EXIM-laden and empty containers only.

Any new or existing container port handling transshipment traffic

can apply for the relaxation to Directorate General of Shipping, said the ministry. Directorate General of Shipping shall grant relaxation for a period of one year for existing port and two years for a new port. Apart from other details, the port has to submit the existing container traffic being handled by the port and the projected transshipment of containers on quarter-wise basis for a period of one year.



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## 25-tonne electric 'tow tug' by Maini Materials

Maini Materials Movement launched its 25-tonne electric tow tug for aviation support application at India Aviation 2016. The tow tug is designed to tow small aircraft, besides other functions.



The tug has been tested in the Indian environment at various airports and military bases. All



the aviation support equipment manufactured by MMM is designed to the specific requirements of the

### Trivia

- ◆ MMM is the first mover in this product range as a 'Make in India' initiative and will soon launch the 15-tonne class of tow tugs
- ◆ Leveraging its technological capabilities, MMM initiated the indigenous manufacture of electric tow tugs in 2014

customer with inherent flight safety features. Appreciating this support of the 'Make in India' campaign, **G V Sanjay Reddy**, Vice Chairman, GVK, said "Maini has shown that

Indian companies can compete with the best in the world." **Sandeep Maini**, Managing Director, MMM said, "We believe, today an indigenous electric tug is one of the most needed equipments for the Indian aviation sector. We have recognised the severe impact of long lead times for spares and after-sales service in this product range and have leveraged our present pan-India after sales network to mitigate this pain point of domestic stakeholders."

## The company behind tight ware

Rishabh Jain, Sales Manager, Sidharth Steels & Glass Industries, shares how automation can help the warehousing industry become more efficient in terms of fast and easy movement of goods.



### What role does the company play in the logistics industry?

Our company was established in 1999. We were earlier involved in rolling shutter, then got into entrance automation system where



Rishabh Jain  
Sales Manager  
Sidharth Steels & Glass Industries

we have a range for the logistics industry such as the sectional door, high speed door, dock leveller dock shelter which helps the logistics industry to move their goods fast.

For instance, high speed doors are PVC rolling shutter which can be installed in warehouse and the door speed is around 0.9-1.2 m per second which helps in fast movement. Secondly, dock leveller helps in easy transfer of



material from warehouse to truck and creates a ramp between truck and warehouse which helps fork lift or person to easily travel from truck to warehouse. Our

### What challenges do you face while making shutters for warehouses?

While installing rolling shutter in huge widths, there are many challenges such as wind pressure issues. But now we are able to do with ease. We installed rolling shutter of 50 feet width and 30 feet height without any support of single slat. We also installed 12" side guide with wind lock system.

“ Dock leveller helps in easy transfer of material from warehouse to truck and creates a ramp between truck and warehouse which helps fork lift

### What is your USP?

Good product and good quality, this is our USP. We are in a service industry and if we provide good quality products, then we would be able to capture a larger market share.

products are completely secured. When a warehouse is closed we can install the rolling shutter with alarm. If someone tries to damage the shutter, the burglar alarm will protect the warehouse.

We have partnered with Ditec India, a leading brand for gate automation product in the world. We are working with R&D doors also.

## Doors make a difference

Gandhi Automations offers Porto and Max Vista—automatic sectional overhead doors, the solution for all industrial and commercial needs.



**Porto:** Porto Sectional Overhead Doors are ideal for all industrial and logistics needs. The design and different solutions offered ensure the door to be aesthetically pleasing and perfectly suited to any architectural environment, from modern and traditional industrial buildings to fine commercial buildings. As these doors slide vertically, stopping in the proximity of the ceiling, they blend in with the architectural features of the building.

Porto doors are built to ensure the highest ease and flexibility

of use which, in turn ensures a quick, hassle free and accurate

replacement of old doors. Their compact size ensures more



available space both inside and outside the premises. Depending on the structure of the building and the requirement a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom or inclined lift. Porto range comprises a wide series of track systems, panel options and safety features. Special glazed doors provide excellent lighting and vision into the building where required.

**Max Vista:** Max Vista Sectional Overhead Doors are ideal for industrial and commercial buildings. The doors are made

with a combination of aluminum panels and transparent acrylic, gridded or meshed windows giving it a distinctive look and enhancing the look of a building. Max Vista Doors make the environment bright and pleasant to work in as it allows natural light to pass through the large clear areas.

Gandhi Sectional Overhead Doors provide heat insulation and sound proofing, thus improving the working conditions on the premises and saving energy. The products are affixed with a CE mark making them reliable and safe.

### Trivia

- ◆ Minimal bulk for more space indoors and outdoors
- ◆ Easy and practical to open and operate
- ◆ Energy savings and more comfort
- ◆ Bright indoor environment and attractive design
- ◆ Sectional Overhead Doors can be customised as Gas Tight Ripening Room Doors
- ◆ Opening-Closing speed = 0.2 - 0.4 m/s.
- ◆ Sizes available: Width (max) = 15000 mm
- ◆ Height (max) = 10000 mm



# WIP: When containers became artworks

It was art for cargo at ICD-TKD, Tughlakabad, Delhi. Around 100 containers painted by 24 artists were on public display at the Work in Progress (WIP)- Street Art Show. Asian Paints organised this show in collaboration with CONCOR.

Talking about the show, Giulia Ambrogi, Festival Curator, said, "The idea of WIP is to move from the usual concept of exhibiting art and going towards the concept of experiencing it. The environmental installation of 100 containers and the immersive site specific artworks in their insides help the public to be a part of an overall journey which connects art to life and life to art."



Picture credit: Ollur Rahman

# Dedicated corridors are the need of the hour

Considering the long-term capacity building, the announcement of three new Dedicated Freight Corridors (DFCs) will boost the trade but it's important to execute the project well.



CT BUREAU

Railway Minister **Suresh Prabhu** announced three new DFCs during the railway budget 2016-17 to boost North-South, East-West connectivity. And this is what experts say about how these will give a boost to the trade:

**Vivek Sharma**, COO, Adani Logistics, says, "Indian Railways is struggling to expand their freight basket in their fast shrinking share in cargo transport. Railway's share of freight has fallen from 89 per cent in 1950 to 31 per cent currently due to various infrastructural, regulatory and commercial challenges, even for 1,200 to 1,500 km distances, road transport of containers is now 15-20 per cent cheaper than rail."

Talking more about this, Sharma said, "The plan to develop three more DFCs is encouraging as it will lead to increase in rail freight share by timely delivery of cargo to customers. Both North-South and East-West corridors are much awaited corridors which will re-define the logistics business in India. These corridors will be key



Vivek Sharma  
COO  
Adani Logistics

“  
Railways should focus on developing feeder routes to DFC and should be more cost effective as compared to road freight. Both these factors are key enablers

”  
enablers to divert cargo from road to rail.”

He went on to say that the East-West corridor between Kharagpur in West Bengal and Mumbai intends to connect central India to both eastern and western ports which is an encouraging move by the Railways and will give a boost to the 'Make in India' campaign. While a rationale behind third DFC from Kharagpur to Vijayawada in Andhra Pradesh needs to be studied in detail as both origin and destination are on the east coast and are well connected to sea routes. This corridor has to compete with cheaper alternatives of coastal movement.

The budget intends to increase modal share by developing new corridors. "In my opinion, Railways should also focus on developing feeder routes to DFC, and should be more cost effective as compared to road freight. Both of these factors will be key enablers to succeed in cost conscious market like India," says Sharma.

On the other hand, **Amit Chaudhry**, CEO, Kribhco Infrastructure feels, "We expect the freight corridors to operational by the end of 2019. Though there is a



Amit Chaudhry  
CEO  
Kribhco Infrastructure

“  
Issues such as wagon design and locomotives for hauling longer, wider and higher trains need to be looked into. The industry is generally ignorant about these

”  
time gap of more than three years for them to become functional, the

big issue is about their viability. With mega investment slated for the freight corridors, the pricing policy is a major factor in reducing the logistics cost. Understandably, the cost of operations/hauling shall be notified, levied and collected by the Ministry of Railways."

Elucidating on viability, Chaudhry says, "If we go the way already traversed for containers and auto cars, the viability is seriously in trouble. Though initially, the cost of maintenance may be low but the return on investment for the government is also to be considered unless the corridors are considered as social projects."

There are other issues to consider too such as wagon design and locomotives for hauling longer, wider and higher trains. "Interchange yards for transference of rakes between the existing IR network and the freight corridors also need to be designed, constructed, operated and maintained. The industry is generally ignorant about these issues but the new corridors need to be user-friendly," opines Chaudhry on the challenges, issues and things to be addressed. ↴

## CONCOR starts train service for import containers

Giving the much-needed connectivity for the EXIM trade in the region, Container Corporation of India (CONCOR) has commenced a new train service for import containers from Kattupalli Port to Inland Container Depot (ICD) Whitefield, Bangalore via CONCOR Tondiarpet in Tamil Nadu. The train service from ICD-TNPM has been introduced to facilitate shipping lines to evacuate import containers to ICD-Bangalore in an efficient manner within a stipulated time. A similar movement will be commenced for exports as well.

The CONCOR's rail connectivity to evacuate containers from Kattupalli Port adds to APSEZ's strategic importance given the growing demand in the hinterland. This addition will aid in providing congestion-free solutions.

# Rail service: Pipavav Port & Kathuwas

APM Terminals Pipavav gets the first Double Stack train from the multi-modal logistic park at Kathuwas.



CT BUREAU

APM Terminals Pipavav welcomed the first double stack train from the multi-modal logistic park at Kathuwas, Rajasthan. The Container Corporation of India (CONCOR) recently inaugurated this 288-acre, state-of-the-art multi-modal logistics park at Kathuwas. It is located 1,139 km (700 miles) from APM Terminals Pipavav and 116 km (72 miles) from Delhi.



The double stack train, which efficiently carries two containers, one atop another on specially designed rail cars, delivered containers representing 180 Twenty-foot Equivalent Units (TEUs) carrying yarn, garments and

auto parts from northern India for export through APM Terminals Pipavav. **Keld Pedersen**, Managing Director, APM Terminals Pipavav, said, "The efficient and environmentally sustainable rail



service between Pipavav Port and another key inland cargo hub is another major step in making Pipavav the port of choice for Western India."

The double stack train carries two containers, one atop another on specially designed rail cars, delivered containers representing 180 Twenty-foot Equivalent Units (TEUs)

### Trivia

- ◆ Double stack train service was pioneered in India by APM Terminals Pipavav and the Indian Railways in 2006, with service from Jaipur, the northern Indian state of Rajasthan and terminating at Port Pipavav.
- ◆ The port launched the second weekly double stack rail service from Pipava port to Gurgaon for NYK logistics last year.

# Happy times: AMTOI's Annual Day

Association of Multimodal Transporters of India (AMTOI) celebrated their Annual Day in *Amchi* Mumbai style. The theme was highlighted with Bollywood songs, model of Victorian carriage, the *dabbawala topi*, the tables marked with railway station names and lighting to match the occasion. Some of the dignitaries among the large gathering included Michael Pinto, Former Secretary Shipping; S. Hajara, Former CMD, SCI and Gautam Chatterjee, Former DG Shipping.



EVENTS Calendar

INTERNATIONAL EVENTS

April 2016

19-21

**Automotive Logistics China 2016**  
The Ritz-Carlton, Chengdu



April 2016

19-21

**LogiMAT 2016**  
Nanjing, China



April 2016

10-12

**CNS Partnership Conference 2016**  
Nashville, Tennessee



May 2016

21-24

**Logist Eurasia**  
Istanbul, Turkey

May 2016

10-12

**Multimodal 2016**  
Birmingham, United Kingdom



May 2016

24

**Indo-UAE Global Investment Summit**  
Hotel Crown Plaza, Dubai (UAE)



June 2016

7-9

**SIL International Logistics Exhibition**  
Barcelona

June 2016

14-16

**Air Cargo China**  
Shanghai, China



June 2016

20-22

**Global Cold Chain Expo 2016**  
Chicago, United States



Speeding up with single window

Air Cargo Forum of India (ACFI) along with Delhi International Airport organised a workshop on the importance of single window clearance at Celebi Terminal.



Indian Customs is planning to implement a Single Window concept where the applications and



permissions related to all the allied agencies like Plant Quarantine, ADC, Wildlife, FSAI will be done online while filing EDI documents to ICEGATE. The Customs department expressed a need for disseminating information and knowledge about



the implication of new EDI format and requirements. With this in mind, the focus of the workshop was on the implementation of new

Parvinder Singh, Managing Director, Hans Informatic. The software for EDI is being given by Hans Informatic.

EDI formats and its implications for the benefit of the members. And stressing upon this were S P Sahu, Commissioner Customs, and

DOMESTIC EVENTS

April 2016

21-22

**CII Logistics Summit 2016**  
The Lalit, Sahar Airport Road, Mumbai



April 2016

7-8

**ChemLogistics India 2016**  
Bombay Exhibition Centre, Mumbai



May 2016

19

**India Logistics Expo 2016**  
Bombay Exhibition Centre, Mumbai

June 2016

9

**India Dry Bulk Cargo Summit 2016**  
Holiday Inn, Andheri (East), Mumbai

June 2016

8-10

**India Warehousing Show**  
Pragati Maidan, New Delhi



June 2016

24-26

**Logistics, Storage, Warehousing & Material Handling Expo (LOGMAT)**  
Chennai Trade Centre, Chennai

July 2016

10-11

**Cargo Scope**  
Chennai Trade Centre, Chennai



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DDP/Cargo Talk/April-16

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- Jaipur • Jodhpur • Kutch • Kanpur • Kolkata • Ludhiana • Mumbai • Nagpur • Nashik • Varanasi

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**Jungheinrich**

**UK**

Jungheinrich UK has announced the appointment of **Steve Shakespeare** to the position of Director of Customer Service replacing Nick Allen, After Sales Director. Shakespeare brings a wealth of experience, joining the industry at the age of 16 as an apprentice and accumulating an in-depth knowledge of the forklift truck sector over a 20-year period working for both a leading dealership and major lift truck manufacturer. He returns to the industry after fulfilling the role of managing a commercial vehicle dealership.



**Rand Logistics**

**New York**

Rand Logistics announced the appointment of **Aaron H. Degodny** to the position of Chief Commercial Officer. Degodny has over 25 years of experience in the transportation and logistics industry, with the majority of his career in the bulk commodities and industrial products sectors. Prior to joining Rand, Aaron was employed with Canadian National (CN) Railway for 20 years, where he served as Director of Sales for Bulk Commodities for the United States and Canada, one of the railroad's largest business segments.



**Elektrans**

**Singapore**

The Elektrans Group has announced yet another iconic addition to its Group Board. **Glen D'Costa** will join the group as Executive Board Member of Elektrans Global. He is currently Managing Partner of Gauri Ships (part of the Elektrans Group). With a distinguished international shipping career spanning 37 years, he will steer the continuous development of the company. He has served on the technical committees of Lloyds Register, DNVGL and the Singapore Ship Owners Association Bunkering Committee.



**ACAAI**

**Bengaluru**

**G Balaraju**, Chairman and Managing Director, Sindhu Cargo Services has been elected as chairman of ACAAI Bangalore region at the recently held meeting. Balaraju, promoter of Sindhu Cargo Services, is in the business of import/export logistics for more than 29 years and has a vast experience.

He is well-known in the trade and expected to contribute immensely to the new profile at ACAAI Bangalore. He also holds the position of President at Air Cargo Club, Bangalore. Balaraju is supported by V Chandra Kumar, Secretary and S Magesh, Treasurer of ACAAI Bangalore region.



**Buffalod Logistics**

**UK**

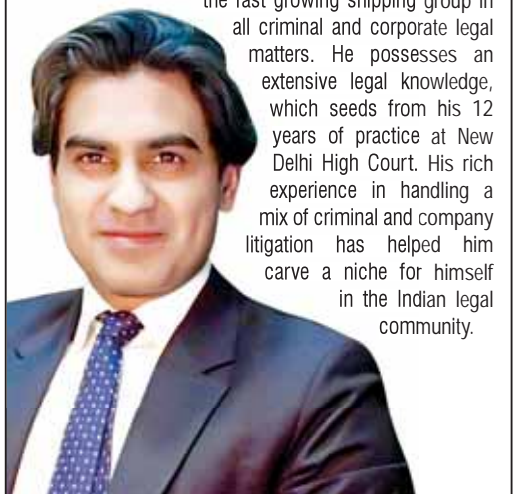
Buffalod Logistics has appointed an 'industry heavyweight' to oversee national transport operations. **John Farley** joins the management team from DHL where, as National Operations Manager, he has had responsibility for servicing 1002 outlets for JD Wetherspoons. With 23 years' experience in the logistics industry Farley's expertise lies mainly in the temperature controlled sector and he has extensive knowledge of transport and warehousing—attributes which exactly match the requirements of Buffalod's refrigerated double-deck and dry freight operations for leading retailers throughout the UK.



**Elektrans**

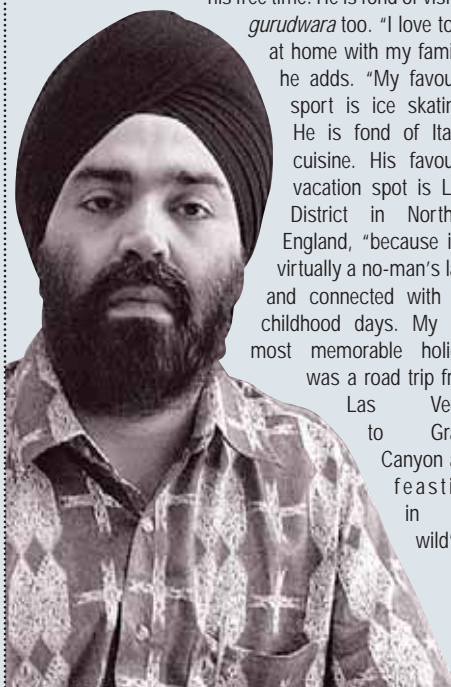
**Delhi**

Elektrans Group has announced the appointment of **Chetan Anand** as Corporate Advisor to the Board and to the Group Executive Management Team. Anand is recognised as one of the top lawyers in India today and he will represent the fast growing shipping group in all criminal and corporate legal matters. He possesses an extensive legal knowledge, which seeds from his 12 years of practice at New Delhi High Court. His rich experience in handling a mix of criminal and company litigation has helped him carve a niche for himself in the Indian legal community.

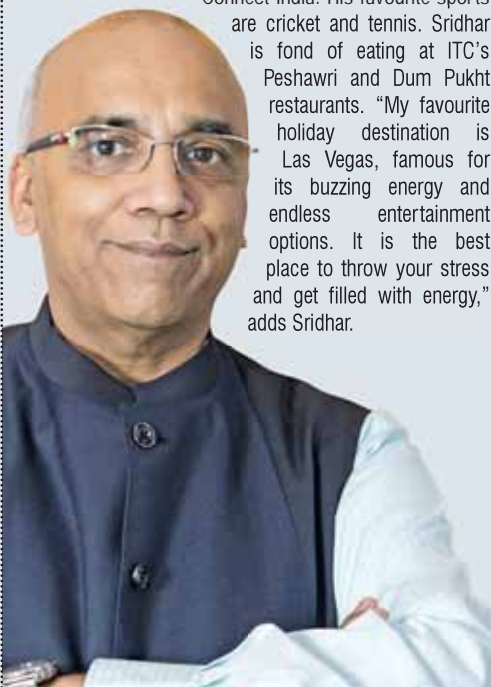


**TALKing People**

**GS Chawla**, Managing Director, Ocean King Shipping likes to be seen at the gym or at the movie theatre in his free time. He is fond of visiting *gurdwara* too. "I love to be at home with my family," he adds. "My favourite sport is ice skating." He is fond of Italian cuisine. His favourite vacation spot is Lake District in Northern England, "because it is virtually a no-man's land and connected with my childhood days. My last most memorable holiday was a road trip from Las Vegas to Grand Canyon and feasting in the wild".



"I get very little time off work. But whatever time I get off, I relax and watch TV," says **LR Sridhar**, Founder and CEO, Connect India. His favourite sports are cricket and tennis. Sridhar is fond of eating at ITC's Peshawri and Dum Pukht restaurants. "My favourite holiday destination is Las Vegas, famous for its buzzing energy and endless entertainment options. It is the best place to throw your stress and get filled with energy," adds Sridhar.



"When not working I love to spend time with my wife and three daughters," informs **Rahul V Bhati**, Director, TK Centenary Cargo Services. "My favourite sport is cricket but I like to play badminton," he says. *Dal* and rice make for a perfect meal for him. His favourite holiday destination is Goa. "Life there is so relaxed that you can spend hours doing nothing, unlike Mumbai. We make it a point to visit Goa at least twice a year."





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Effective from March 27, 2016

Origin - Destination	Flight #	Day of Operation	Aircraft Type	ETD	ETA
NRT - DEL	NH-827	DAILY	B767-300	17:50 (NRT)	00:05 (+1) (DEL)
DEL - NRT	NH-828	DAILY	B767-300	01:25 (DEL)	13:20 (NRT)

Schedules are subject to change without notice. Please check our website [www.ana.co.jp](http://www.ana.co.jp) for the latest schedule.

We accept 2 to 8 Degrees temperature shipments (using Envirotainers) for NRT ex-DEL.

ANA launched Dreamliner BOM-NRT effective 27th March 2016

Origin - Destination	Flight #	Day of Operation	Aircraft Type	ETD	ETA
NRT - BOM	NH-829	DAILY	B787-800	11:20	17:45
BOM - NRT	NH-830	DAILY	B787-800	20:20	07:50 + 1

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