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For growth, think 'in' the container

Can multimodal logistics be the magic pill to change the way cargo is transported, serving as an enabler of business? Promoting containerisation is an essential step but there are challenges on the way.



KALPANA LOHUMI

Indian logistics industry has a long way to go, be it any mode of transport. However, with the regular transportation modes reaching their limits, there is a pertinent need to explore the potential that the multimodals offer in an era that demands an efficacious and highly competitive supply chain network.

The growth of multimodal logistics is driven by the need of customers to move cargo from hinterland to the door of a customer under a single contract. To keep the momentum of economic growth, the Indian government has recognised

the value of multimodal logistics under the Sagarmala programme, to benefit containerised cargo movement in the country. Therefore, containerisation is

As part of the national perspective plan, prepared under the Sagarmala Programme of the Ministry of Shipping, seven Multimodal Logistic Parks (MMLPs) were

According to **Vivek Kele**, President, AMTOI, "The current size of India's annual containerised EXIM cargo is approximately nine million TEUs, of which, a million are TEUs transshipments containers and Mty containers. Balance is equally divided between import and exports, of which, apex 50 per cent cargoes comes from various ICDs to the gateway ports. This entire cargo moves by either rail or road or a combination of both before commencing sea voyage or post sea voyage for import cargoes. Hence, the size of multimodal logistics for EXIM cargo in India is approximately four million TEUs. We have had 18 continuous months of drop in exports, however the port's volumes are marginally up by four per cent, which means that there is

Commenting on the growth of the multimodal transportation in the country, **Anil K Gupta**, Chairman and Managing Director, CONCOR, says, "Containerisation is witnessing a healthy growth in our country with 11.97 million TEUs getting handled at all ports in 2015-16, a growth of 3.83 per cent over 11.53 million TEUs in 2014-15. Looking at the historical data, logistics, as an industry, has grown at a CAGR of 9.7 per cent between 2010 and 2015. Currently, its size is estimated at approximately US\$130 billion (contributing to roughly seven per cent of the GDP). With growth in infrastructure investments, trade and domestic demand being the key drivers, it is envisaged that the industry will grow at a CAGR of 8.6 per cent between 2015 and



Facts

- ◆ The actual multimodal transport in the country started in 1853 when British rulers introduced railways
- ◆ The objective of introducing railways in India was to gain access by then colonial rulers to the huge supply of raw materials available in the hinterlands of Indian subcontinent for benefit of the newly industrialised England

considered to be one of the most vital factors of today's multimodal transportation as the purpose is to gain flexibility on road, rail and sea. In India, it is growing at a fast pace, and will boost the growth of multimodal transportation.

proposed in Madhya Pradesh, Chhattisgarh, Rajasthan, Odisha, Telangana, Uttarakhand and West Bengal. This will have advantages for the transportation of containerised cargo, say experts.

Containerisation is considered to be one of the most vital factors of multimodal transportation as the purpose is to gain flexibility on road, rail and sea

an increase in imports. So we can say that the current growth rate is apex two per cent, which is likely to increase in the coming years."

2020. This appears as a modest projection because the key drivers do not consider the contribution

Contd. on page 6 ►

India & US: Enhancing cooperation in maritime

India and the US have agreed to deepen the scope of cooperation in the maritime sector with the American ports evincing keen interest in comprehensive port-led development, especially in the Sagarmala programme.

The 150 projects under this programme have the potential of mobilising \$50-60 billion of infrastructure investment and

another US\$ 100 billion of investment for industrial growth.

Nitin Gadkari, Union Minister of Shipping, Road Transport and Highways offered investment opportunities in building and developing new ports, construction of new berths/terminals in existing ports, coastal economic zones, dredging, ship building, ship repairing, ship

recycling, development of inland waterways and coastal and cruise shipping in discussions with the representatives of Harbor Department of City of Long Beach.

The shipping minister outlined the regulatory assistance which the Narendra Modi government has offered to the maritime sector, including grant of infrastructure status to shipyards, supportive

domestic eligibility criteria for Indian shipyards for assured ship repair orders, service tax exemption on ship repair service for foreign going vessels, setting up of ship repairing business immediately without any approval from director generals.

Gadkari was briefed about the higher container traffic at the Port of Long Beach fuelled by rising imports. More than 2,000 vessels

call at the Port of Long Beach each year, moving US\$ 180 billion in cargo.



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MoCA sets up committee for air cargo

Ministry of Civil Aviation has set up a Committee on Air Cargo Community System to develop a web-based Community Partner Interface System.



CT BUREAU

The Ministry of Civil Aviation with the approval of competent authority has set up a committee on Air Cargo Community System, headed by Senior Advisor, Ministry of Civil Aviation, to develop a uniform and integrated web-based Community Partner Interface System for air cargo in India.

The terms or references of the committee are:

- To examine the desirability and feasibility of the ACS.

A SWOT analysis would be undertaken.

- To deliberate on the 'ownership' of the ACS and management thereof.
- To estimate the fund required as far as possible.

BK Mehrotra, GM (Cargo), AAI would be the Convener of the committee who would be assisted by **Rajesh Gokhe**, Jt. GM (Airport Systems) as Co-Convener of the committee. The report of the committee will be submitted by August 31, 2016.

Sl. No.	Name of the organisation	Committee members
1	MoC&I	Anil Kumar Sinha, Deputy Director General-NIC (e-trade, Department of Commerce) RK Arora, Addl. GM (System), e-trade
2	AAI	Ashwini Sharma, Jt. GM (Cargo) Anirudh Sharma, Jt. GM (IT)
3	Customs	BB Mohapatra, Additional Director General Bashistha Prasad, Additional Director
4	DIAL/HIAL	Sanjiv Edward, Head-Cargo MD Kala, GM (IT)
5	MIAL	Manoj Singh, Vice President & Head Cargo Mayur T, Manager (Cargo)
6	BIAL	Pratik Mehta, AGM-Airline Marketing Cargo Services Vinay Varma, Deputy Manager - Cargo Business Development
7	CIAL	Pavithran VP, Senior Manager - Cargo
8	ACAAI	Sunil Arora, Secretary General Anil Vazirani, Member, Managing Committee CK Govil, Member, Managing Committee
9	BAR (India)	Tarun Minocha, BA Y Taneja, FX
10	FFFAI	Vipin Vohra, Convener - Air Freight Council Mahesh Trikha, Ex. Committee Member
11	ACFI	KS Kunwar, Director General
12	EICI	Vijay Kumar, COO Vimal Rawat (Fedex)
13	Airport Operators	Venugopal Bangera, CEO, CSC Venkata Reddy, CEO, Menzies Bobba Ramesh Mamidal, Celebi
14	Non-Scheduled Operators	Anil Bal, Fly Jac Ravi Nayar, Sun Aviation
15	Bonded Trucking Agencies	BM Dileepa, Shreeji Transport Tushar, Oscar Freight



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CARGOTALK

EDITORIAL

Signs of positive change

The shipping ministry has been very active in developing infrastructure and enhancing maritime trade by signing agreements with overseas ports. The industry is banking on these agreements, along with other initiatives such as the ambitious Sagarmala programme, development of new ports, construction of new berths/terminals in existing ports, coastal economic zones, dredging, ship building, ship repairing, ship recycling and development of inland waterways and coastal shipping.

Experts say that it is high time that waterways and coastal shipping were developed to the optimum to reduce logistics costs, which is a great concern.

Jawaharlal Nehru Port Trust (JNPT) has taken one more step towards better efficiency and cost reduction by introducing data bank tagging of containers. In this issue of CARGOTALK we have taken the opinion of few experts on how this is going to affect trade.

On the air cargo front, the Ministry of Civil Aviation (MoCA) has set up a committee on Air Cargo Community System which is going to be headed by Dr Renu S Parmar, Senior Advisor, MoCA, to develop a uniform and integrated web-based Community Partner Interface System for air cargo in India. Celebi has commenced Envirotainer Stocking Station at the Delhi terminal to benefit the trade. It will extend easy access of Envirotainer cool containers to the customers at the Delhi station.

There is no doubt that the country's logistics is growing. In the World Bank's biennial report to measure Logistics Performance Index (LPI), India has jumped from the rank of 54 in 2014 to 35 in 2016 among 160 countries.

Overall, the signs of growth are there. Government initiatives such as 'Make In India', 'Skill India', 'Digital India' are looking to enhance business and give a boost to the cargo industry.

India's LPI score 3.42 in 2016

The World Bank report ranked India as 35th in 2016 as against 54th in 2014, jumping 19 places in the Logistics Performance Index.



According to a World Bank report titled *Connecting to Compete: 2016 Trade Logistics in the Global Economy*, India's logistics performance at its key international gateways has improved in the last two years. In the World Bank's biennial measure of international supply chain efficiency, called Logistics Performance Index (LPI), India's ranking has jumped from 54 in 2014 to 35 in 2016 among 160 countries. For the third time, Germany has topped in LPI.

The LPI is an interactive benchmarking tool created to help countries identify the challenges and opportunities they face in their performance on trade logistics and what they can do to improve their performance. The LPI 2016 allows for comparisons across 160 countries. It is based on a worldwide survey of



2016, India's international supply chain efficiency was at 75 per cent of top-ranked Germany, said the report. This is an improvement over the 66 per cent

The LPI does not address how easy or difficult it is to move goods to the hinterland. For that, the World Bank has another measure—a domestic LPI that analyses a country's performance over four factors: infrastructure, services, border procedures, and time, and supply chain reliability.

While not all yardsticks are comparable across countries, there are some which show that India still has some way to go. For instance, only 69 per cent of shipments from India meet the quality criteria, compared

to 72 per cent for China and 77 per cent for Kenya. On the other hand, it takes two and three days to clear shipments, without and with inspection, respectively—numbers comparable to China but longer than what it takes in top-ranked Germany.

Similarly, India has an average of five forms required for import or export, compared to 4.5 for China and two for Germany. On the other side, the components analysed in the international LPI were chosen based on recent theoretical and empirical research and on the practical experience of logistics professionals involved in international freight forwarding.

The LPI analyses countries across six components: efficiency of customs and border management clearance, quality of trade and transport infrastructure, ease of arranging competitively priced shipments, competence and quality of logistics services, ability to track and trace consignments, and the frequency with which shipments reach consignees within scheduled delivery times. It is computed from the survey responses of about 1,051 logistics industry professionals.

Contd. on page 18 ▶

Better performance in logistics will boost programmes such as 'Make in India', by enabling India to become part of the global supply chain

operators on the ground (global freight forwarders and express carriers), providing feedback on the logistics 'friendliness' of the countries in which they operate and those with which they trade.

In the 2016 report, India has increased its LPI score to 3.42 compared to 3.08 in 2014. India has improved its ranking by jumping 19 positions compared to 54th rank in 2014 LPI. Improvement in India's ranking demonstrates union government's commitment to make business easily available in India.

While Germany tops the 2016 rankings, India is ahead of comparatively advanced economies like Portugal and New Zealand. In

efficiency when compared to the leader (again Germany) in 2014.

Top 5 countries in 2016 LPI:

- ◆ Germany (score: 4.23 points)
- ◆ Luxembourg (4.22)
- ◆ Sweden (4.20)
- ◆ Netherlands (4.19)
- ◆ Singapore (4.14)

Better performance in logistics will not only boost programmes, such as 'Make in India', by enabling India to become part of the global supply chain, it can also help increase trade. In 2015-16, India's foreign trade shrank by around 15 per cent.

Transported cargo worth \$6 trillion

Last year, airlines safely transported 52.2 million tonnes of cargo worth around \$6 trillion. In doing so, we supported some \$2.7 trillion in economic activity and 63 million jobs,"

said **Tony Tyler**, Director General and CEO, IATA. Globally, cargo markets showed a 2.3 per cent expansion in freight and mail tonne kilometres (FTKs).



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Envirotainer at Celebi Delhi Cargo Terminal

For enabling ease in functioning of cold chain infrastructure in cargo, the Delhi cargo terminal management has introduced Envirotainer Stocking Stations.



CT BUREAU

Celebi Delhi Cargo Terminal announced the commencement of Envirotainer Stocking Station at the terminal itself. The initiative has been taken to benefit the trade community and extend easy access

solutions for pharma products require a controlled environment, including validation, support and service. The company operates through an open, global network of airlines and represents 17 countries around the world.

Envirotainer manufactures offers leasing of active container solutions for pharma products



Ramesh Mamidala
CEO
Celebi Delhi Cargo Terminal Management India

of Envirotainer cool containers to the customers at the Delhi station. The booking of the containers will be done as per the existing process with Envirotainer. "As a part of our continuous endeavour to improve our cold chain infrastructure in the cargo terminal, we have entered into a collaboration with Envirotainer, who will stock certain number of containers at any point of time in the Delhi facility, which will be readily available for usage for the customers with minimal lead time," informed Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management India.

Envirotainer, manufactures offers leasing of active container

Perishable exports on decline, lack of packhouses in Goa

According to the Goa Chamber of Commerce and Industry (GCCCI), with the lack of certified perishable packhouses and accredited testing labs in Goa, export of vegetables and fruits dropped to four to five tonnes per day from a high of 60 tonnes per day in 2012. Despite Goa International Airport's attractive freight rates, exporters found it difficult to increase exports and expressed it in a meeting held with Ramesh Tawadkar, Minister of Agriculture, Animal Husbandry & Veterinary Services Tribal Welfare Sports & Youth Affairs, Goa Government.

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Logistics infrastructure woefully inadequate

► Contd. from page 1

India can make in the development of economic capabilities of other underdeveloped frontier nations," says **Shantha Martin**, CEO-ISC, Middle East, Africa and East Med, Allcargo Logistics.

"The growth in multimodal logistics is led by ocean exports. The three key growth initiatives of government of India, viz the 'Sagarmala Port Led Development',

share of only 10 per cent. In road transportation, which accounts for the biggest portion (36 per cent) of logistics spending, 74 per cent of operators are small time players owning a single vehicle. In outsourced warehousing, 92 per cent of players are from the unorganised sector."

"By means of containerisation, multimodal operators extend the

'to be implemented' Goods and Services Tax, have helped the country to progress towards an integrated transport system," feels **Naresh Gehaney**, Vice President-Air Freight, Haiko Logistics. "In order to achieve US\$200 billion by the year 2020, the country will need to make effective use of its strengths in IT and look out for collaborations with experts in this field."

transportation as it reduces the chances of theft, damage and pilferage. The containerised rail movement is environment friendly transport besides being fuel efficient." Gehaney shares, "Given India's size, rail transport is often a cheaper option for all cargo over medium and long distances, especially if the cost of inter-modal transfers can be reduced."

face. Multimodal logistics faces constraints in enabling smooth and seamless operations and is left at the mercy of reluctant regulatory and bureaucratic mechanisms," notes Malhotra.

"The imposition of service tax on ocean import freight has given a huge setback to Indian freight forwarders, and even Indian shipping lines. This is a clear case of double taxation. It will in addition lead to increase in transaction cost and compromise ease of doing business. Ultimately, it will result

Bottlenecks

India is among the fastest growing economies in the world, but its logistics infrastructure

The Customs Act is 50 years old and has not simplified anything. Regulations and paperwork make it difficult for multimodalism to take off

remains woefully inadequate to meet demands generated by industrial growth. Road and port infrastructure in this country is not up to international standards. There are other problems too.

"The Customs Act is 50 years old and has not simplified anything. Regulations and paperwork make it difficult for multimodalism to take off in India. While technology can

into conversion of all the contracts for imports into India from ex-works/FOB/FCA to CIF/DDU. This means the Indian importer will lose the control on deciding the import freight by exercising his choice of routing and service provider. The control will shift to the shipper in the exporting country. The business currently being generated by Indian forwarders will consequentially move to the foreign freight forwarders.



Vivek Kele
President
AMTOI



Anil K Gupta
Chairman and Managing Director
CONCOR



Shantha Martin
CEO - ISC, Middle East, Africa & East Med,
Allcargo Logistics

'Make in India' and 'Target of breaking into top 50 in the ranking of World Bank for ease of doing business', have created optimism in the manufacturing sector and in the logistics sector. It is anticipated that the implementation will be swift and efficient," informs **Shantanu Bhadkamkar**, Managing Director, ATC Global Logistics.

"Multimodal transportation is the future of Indian logistics industry as conventional transportation modes have already reached their limits, creating clear room for exploring the potential that multimodals offer highly competitive and effectual supply chain network. Multimodal not only fastens the transit of goods but also reduces the disadvantages of aloofness from markets," stressed **Ajay Khosla**, DGM-Delhi and Uttranchal, Jaipur Golden Transport.

Containerisation essential

Focusing on containerisation, **Harpreet Singh Malhotra**, Managing Director, Tiger Logistics, shares, "It is estimated that while outsourced logistics accounts for 54 per cent of total logistics spending in India, organised players have a

privilege of efficient time and cost saving logistics. The best part is that carrier does not have to possess all the means of transport and the carriage can be performed by sub-carriers and yet the entire carriage can be executed by a single multimodal transport operator (MTO)," notes, **Rajiv Sachdeva**, Managing Director, Rahat Continental.

According to **R Jayakumar**, Chairman, Jayem Logistics, "Many manufacturing and logistics companies have benefited from containerisation and their dependency has gone up as it provides seamless and cost effective alternative."

"Currently in India, we have achieved approx 50 per cent containerisation and need to reach the level of 70-80 per cent, which the developed countries have already achieved," informs Kele.

"The advent of containerisation along with initiatives from the government such as passing of Multimodal Transport Act in the Parliament in 1993, to the recent

However, Malhotra believes, "Containerisation would have helped in inland waterways but then India has not developed its inland waterways sufficiently enough. As containerisation has a key role to play, so its penetration should be



Rajiv Sachdeva
Managing Director
Rahat Continental

increased. As government alone cannot meet these objectives, it needs to encourage private participation through PPP mode."

Realising the potential of railways, Gupta says, "Containerisation is indeed the most important factor of multimodal



Shantanu Bhadkamkar
Managing Director
ATC Global Logistics

help a lot, customs are unwilling to use such technology. Secondly, port gates are crowded because customs want to see every small paper before allowing the box to go in or out. Since multimodal logistics is a newer concept, there are lot of obstacles in the legal framework that the stakeholders



Harpreet Singh Malhotra
Managing Director
Tiger Logistics

It is pertinent to note that the ocean freight is not subjected to such tax or similar tax anywhere in the world. For the shipping lines, MTOs and freight forwarders in India, it will be a big setback who had worked hard post-liberalisation to gain the control of the transportation of

Contd. on page 10 ►

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More cities on radar



Making Mumbai its second touch point in India with twice weekly flights, Luxembourg-based Cargolux is betting big on the India market. **Sharon Vaz-Arab**, Regional Director (Middle East & Indian Subcontinent), Cargolux, outlines the opportunities and challenges for the air cargo giant in the country.



HAZEL JAIN

Tell us about your plans for India.

Cargolux restarted operations in Chennai in March 2015. Doubling its frequency, Mumbai got added to the network in March 2016. With effect from July 01, 2016, a direct flight routing Luxembourg–Chennai–Mumbai–Luxembourg was initiated. Cargolux has launched several products in 2015 that will add value

to the specific commodities that we specialise in transporting.

What kind of potential do you see in India for air cargo?

We are increasingly optimistic. The Government of India launched several reforms and initiatives that are aimed to give the logistics industry, in particular, air freight, a good start. Our products range from CV Classic for the general cargo such as textiles, garments,



IT equipment, CV Hazmat for all classes of DGR, CV Jumbo for the outsize and heavy shipments, CV Power for the automobile industry, CV Pharma and CV Fresh, which covers almost all segments of the trade in India.

Which cities would you consider?

We get interest from our customers in Delhi, Hyderabad and Bengaluru. It all depends on the route economics and feasibility as we operate the 747-400Fs and 747-8Fs, which is an average of 115-130 tonnes.

What kind of challenges are you currently experiencing in Mumbai?

We operate the 747-400F to Mumbai since the infrastructure is currently limited for a 747-8F operation. Mumbai is one of the busiest airports in India for air exports and the current infrastructure for handling, storage and efficient movement outweighs the volumes handled at the current airports.

As a consequence, delays and slot restrictions create a snowball effect on our network. Regulatory constraints and manual customs

processes tend to add to those challenges, however, the team at the airports are dedicated and passionate to deliver. Other challenges remain the growing capacity with the competition, be it freighters or belly carriers.

What kind of strategy have you chalked out for India?

We are very optimistic on India's potential and contribution to the global air freight volumes. Cargolux is watching this market closely and we can definitely support this hugely growing economy with our expertise.

Government of India launched several reforms and initiatives that are aimed to give the logistics industry, in particular, air freight, a good start

Sharon Vaz-Arab
Regional Director (Middle East & Indian Subcontinent), Cargolux





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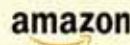


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Development issues, new policies needed

► Contd. from page 6

goods, which in pre-liberalisation era was largely dominated by the foreigners. Once the control is lost, it will be extremely hard to regain it," explains Bhatnagar.

As president of AMTOI, Kele pointed out issues that need to be considered:

- Lack of legislation, we have recommended that domestic multimodal and coastal shipping be covered under MMTG Act, 1993.
- Service tax for domestic multimodal is charged in full considering it to be a composite service.
- The liability of a domestic multimodal carrier needs to be defined as currently they are covered by different laws pertaining to road, rail, sea and inland waterways.

Other than infrastructural problems, Sachdeva emphasised on developing appropriate ports to handle larger shipping vessels. "We also need to have an efficient hub and feeder operations along the coastline. This could further



R Jayakumar
Chairman
Jayem Logistics

compliment with development of coastal shipping and inland waterways along with further simplified customs procedures," he added.

"Capacity building, terminal operations, IT infrastructure and lack of skilled manpower are the other challenges as of now which need to be taken care of apart from infrastructure challenges," feels Jayakumar.

"Road and port infrastructure in the country is still not comparable



Naresh Gehaney
Vice President - Air Freight
Haiko Logistics

to international standards. Another area of concern is the technology which can make complex logistics processes easier and faster to simplify and quicken documentation has not been adopted by our government. We need to make the day-to-day transactions smoother and efficient. Even though the government envisions this, it has been rather tardy, in translating these into enablers of various business sectors, logistics being a part of them," elucidates Martin.



Ajay Khosla
DGM - Delhi and Uttaranchal
Jaipur Golden Transport

Talking about the role of IT, Gehaney informs, "In the context of undertaking multimodal transport, attempts are being made to automate the entire supply chain. For shipments arriving in India, it starts with filing of manifests, then movement of goods between different custom bonded areas including the port CY, CFSs, and ICDs and then the final customs clearance before delivery. Conversely for shipments going out of India, it starts with customs clearance at the closest proximity to

the shippers manufacturing facility or the warehouse till the time it exits through gateway port using various modes of transport and bonded facilities. In order to automate the entire process, the Indian government has established Indian Customs EDI System (ICES), which is under the Central Board for Excise and Customs (CBEC), Ministry of Commerce."

"Apart from the ICSE, various shipping lines, airlines, CFS and ICD operators and all other entities have their own e-commerce portals through which the users can transact with the service providers seamlessly. The Reserve Bank of India has also introduced Real Time Guaranteed Settlement (RTGS) and National Electronic Fund Transfer (NEFT) Systems, which have greatly shortened the money settlement cycle.

All these initiatives have helped to bring about substantial reduction in transaction time and costs thereby enabling smoother multimodal transport within India," he added. ➔

Lab test for edible goods at New Mangalore Port Trust

ANABL (National Accredited Board for testing and calibration Lab) certified lab testing collection centre for edible oil, chemicals and food grade items has been set up at New Mangalore Port Trust

exporters in terms of time and cost and is expected to boost the edible goods traffic through the port.

The first sample was tested from the Vessel M.V. Prosperity at the collection

NMPT will soon open a full-fledged office of the port health officer in its premises.

NMPT has awarded the work of implementing RFID-based gate automation

This facility will benefit the importers/exporters in terms of time and cost and boost the edible goods traffic. NMPT will soon open a full-fledged office of the port health officer in its premises

(NMPT). This lab testing facility is among the major initiatives taken up by NMPT in line with the government of India's policy on 'ease of doing business'. This facility will benefit the importers/

centre set up at NMPT port, while unloading the imported crude palm oil. The samples were collected and tested within one and a half day instead of seven to nine days taken earlier.

to CMS Computers. It is expected to be operational by November. This will pave the way for switching over to electronic transactions and ease congestion at the gates. ➔

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Harbouring ports efficiently

The major ports of India witnessed a growth of 6.2 per cent in the first quarter (April-June) of 2016 as compared to the same period last year. CARGOTALK explores where the shipping sector is heading and finds out the challenges that hinder growth.



KALPANA LOHUMI



Anil Yendluri
Director & CEO, Krishnapatnam Port

With limited capacity at the existing ports saturated with traffic, building new ports has become imperative. The government has accorded high priority to modernise existing ports, develop new ports and also take up port connectivity projects. In this regard, the Ministry of Shipping has formed a Special Purpose Vehicle (SPV) namely-Indian Port Rail Corporation-for undertaking Port Connectivity Projects. With the shipping sector in India poised to have enough capacity to match trade demands, major concentration currently has to be on strengthening

the existing ports by modernisation programmes and building strong hinterland connectivity.

Coming to the challenges, inadequate road networks within the port, cargo-handling equipment and machinery, poor hinterland connectivity through rail, road, highways, coastal shipping and inland waterways, inadequate navigational aids, facilities and IT systems, insufficient dredging capacity, lack of technical expertise and a lack of equipment for handling large volumes. The issue of port tariffs has been a cause of concern. The inability of Tariff Authority for Major Port's (TAMP) to fix market-oriented tariff in major ports and a skewed revenue sharing mechanism for private terminal operators continues to hamper traffic flow dynamics and hence is a matter of concern.



S Ramakrishna
CMD, Balaji Mariline

The government is well aware of the challenges, hence working in advance, but at the same time not sure how far it would achieve implementation on time. The government of India has a steep target for themselves, 3130 MMT by 2020 in all major and minor ports. With Sagarmala Project, Global North South Corridor (INSTC) has been approved too. The challenge would be time bound implementation of the projects. Despite the mergers and consolidations of shipping lines, they are buying large vessels which are being underutilised. The key to success would be that India should be committed to

deep dredging where larger vessel could dock and it also becomes a transshipment hub. The government record shows that India loses around ` 1,500 crore every year only on transshipment. However, both Colachel and Vizhinjam, which has natural depth of 20 meters, are ideal ports to compete with Colombo. Lastly, the increasing Indian manufacturing activity is an encouraging news which will reduce the imbalance of imports and exports and is advantageous to the shipping industry.

Capt Ram Iyer
Vice President, Seahorse Ship Agencies

Tamil Nadu, Maharashtra, NCR, Gujarat together contribute more than 55 per cent of Indian exports and 65 per cent of imports into India. Issues stopping the growth, one, is the competitiveness of a seaport that depends on the efficient and seamless flow of the cargo handled in the port to its hinterland destination. Privatisation and technical upgrading of operations and facilities have ensured significant reduction of ship turnaround times in ports over the last decade. However, port-hinterland connections were not followed at the same pace.



Increasing vessel size and related emergence of maritime hubs will add to the bottlenecks related to port hinterland connectivity. One key issue is in adequate hinterland connection in ports as the need to coordinate multiple actors often with conflicting mandates constitute the m  le of private and public institutions governing port hinterland infrastructure development.



N Rama Krishna
*General Manager - Sales & Marketing
Kribhco Infrastructure*

Around 95 per cent of country's trading by volume and 70 per cent by value is done through maritime transport. With 12 major and 187 non-major ports, cargo traffic, which recorded 1,052 Million Metric Tonnes (MMT) in 2015, is expected to reach 1,758 MMT by 2017. The Indian ports and shipping industry plays a vital role in sustaining growth in the country's trade and commerce. The maritime industry is constantly evolving and striving for increased innovation. The past few years have been exceptionally interesting. Major trends like globalisation and

containerisation have reshaped the industry and continue to present us with challenging changes even today. Merger and acquisitions are taking place; CMA-CGM and APL merger gave an eye to the industry about era of mergers. Despite the fact that port side volumes are increasing, hinterland rail movements are decreasing. In 2013-14, the ratio of road v/s rail movement towards port from hinterland was approx 3:2 but it has been changed in 2015-16 as 7:3 which is a challenge for shipping lines and operators.

Shipping lines are also getting deliveries of its bigger size vessels. It will increase slot sharing model for all shipping lines working in the same sector and increase of more options for final consumer. In current scenario, due to space issues, lines drop import for north at JNPT and it becomes very tedious for importers to get it at north side of India. But with slot sharing models same can be dropped at Mundra/Pipavav as per importers choice. Thus bigger vessel model will result into more probability of combinations for shipping lines and shippers.

HIGHLIGHTS

- The government has accorded high priority to modernise existing ports, develop new ports and also take up port connectivity projects.
- The issue of port tariffs has been a cause of concern.
- The increasing Indian manufacturing activity is encouraging news which will reduce the imbalance of imports and exports and is advantageous to the shipping industry.
- Tamil Nadu, Maharashtra, NCR, Gujarat together contributes more than 55 per cent of Indian exports and 65 per cent of imports into India.
- Increasing vessel size and related emergence of maritime hubs will add to the bottlenecks related to port hinterland connectivity.
- CMA-CGM and APL merger gave an eye to the industry about era of mergers.



Data bank tagging: Boosting business

Jawaharlal Nehru Port's (JNPT) initiative of data bank tagging of containers is an important sign of 'Ease of Doing Business' and has benefits such as documentation, time and cost reduction. **CARGOTALK** speaks to some winners of the **India Cargo Awards 2015 (West & South)** to know their views on this.



CT BUREAU

JNPT has implemented the logistics data bank tagging of containers, first of its kind facility, to help importers/exporters track their goods in transit through logistics data bank service. A RFID (Radio Frequency Identification Tag) tag would be attached to each container which would be tracked through RFID readers installed at different locations.

This initiative would provide the visibility and transparency of the EXIM container movement by covering the entire movement through rail or road till the ICDs



(Inland Container Depot) and CFSS (Container Freight Station). As an initiative of 'Ease of Doing' business with JN Port, this facility has been

actual location of the container will be provided. The facility introduced by DMICDC Logistics Data Services, a joint venture of the Delhi

This service will integrate the information with various agencies to provide detailed real time information within a single window and would help in reducing the overall lead time of the container movement across the western corridor and lower the transaction costs incurred by shippers and consignees. 🇮🇳



A RFID (Radio Frequency Identification Tag) tag would be attached to each container which would be tracked through RFID readers

provided to track the container by its number, to know whether the container is inside the container yard of JN Port. In case the container is lying inside the port, the

Mumbai Industrial Corridor Trust and NEC Corporation of Japan, is expected to bring transparency in container movement and cut down logistic costs for trade and industry.



Mahesh Trikha
Managing Director
Aargus Global Logistics

It is a result of good and perhaps advance planning of the competitive future. Accordingly, this was to be implemented when DRFC was to be put operational; however, same has been implemented well in advance.

It has web-based GPS technology working initially at the cost of the shipper/importer who likes to avail this facility on minimal charge. This may finally be part of the freight once DRFC is fully implemented.

This is the need of the hour and should benefit the user and improve the efficiency of the logistics industry in the country. The user can see the movement of containers on real time basis which should definitely push service levels to better standards.

Balaraju G
Managing Director
Sindhu Cargo Services

It is really a great initiative to provide real time information of container movements which was a big bottleneck.

Single point of integrated information across various agencies would save time and enable importer/exporter to track their commitments on deliveries. Biggest advantage for logistics companies would be the authenticated data which would avoid ambiguities in information shared with importer or exporter.



Vipin Vohra
Managing Director
Continental Carriers

This is going to harm the business as the cost is very high. Implementation of data tagging of containers is going to increase the transaction costs and will make our exports uncompetitive.

Kamal Dogra
MD, Kamal Translink

This initiative is surely going to save lot of human energy and the time wasted on follow up to track the shipments. Human energy is more precious than any other energy. Hence, the efficiency will get improved so as the business.



Turkish Cargo: Flying across the world

Halit Anlatan, Vice President-Cargo (Marketing & Sales), Turkish Cargo talks about the airline's expansion plans across Europe and Asia Pacific, along with the changing nature of cargo business.



KALPANA LOHUMI IN ISTANBUL

What services are you offering to the trade?

The facility has been designed to international standards and includes a large cargo admission area, accelerated cargo admission and operational processes, subject to cargo storage areas of various types and sizes, and combined operation areas, to name a few.

We have around 3,700 sq m area in this warehouse; 40 special cargo storage rooms serving for different purposes including cold storage, live animals, dangerous goods, vulnerable cargo, valuable cargo, and radioactive substances, with different temperature ranges. The temperature in these storage rooms varies between -21-0°C, 2-8°C. and 15-25 °C. We are separating all products according to their types and the temperature they need so

that even their smells do not mix. We handle all



Halit Anlatan
Vice President - Cargo (Marketing & Sales)
Turkish Cargo

kinds of time and temperature sensitive products, such as cool chain products and special products in this warehouse mainly for import and export goods to and

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chance to see to which
destinations are focused
on and how further
we can go on
with this destination
”

from Turkey. These facilities are also used for stocking of goods.

What is the ULD capacity of the terminal?

The annual tonnage capacity is approximately 1.2 million tonnes.

What is your USP?

We are CEIV pharma-certified, which is an IATA certification for pharmaceutical companies. We want to have a unique place in pharma industry as a service provider. From the beginning of the last year till the end of the last month, around 100 different customers, including shippers and forwarders, from the pharma industry have come to visit our warehouse or have observed our processes. If they require any change in the process, we provide the recommended changes accordingly.

Which other vertical are you tapping?

Courier business is also increasing these days along with the e-commerce business. We are focusing on this and are also changing our processes as per the needs of the customers as a quick transfer from the landing and the take off is required. By August or September, we would be using our warehouse for courier business. We are negotiating with some companies from India for this purpose.

Any expansion plans?

In parallel to the expansion of the global network of our parent company; Turkish Airlines, we are also effectuating programmed expansions on our freighter's network. Currently, we have 11 freighters in our fleet, three A310s and eight A330s. We will be adding one more by the end of September this year and one by the end of January, 2017.

What is the volume of tonnage - both belly and dedicated freighter services?

Last year, we have achieved around 720,000 tonnes from freighter and belly (70 per cent in the belly and 30 per cent in the freighters). Comparing to the previous year, the tonnages are promising, especially in comparison to the general situation of the global air cargo market.

How and when was COMIS conceptualised?

With COMIS we have a chance to see to which destinations we



are focused on and how further we can go with respect to the capacity. We are able to get the needs of the customers and this gives us more competitive structure as well as a time-tabled freighter schedule. In this portal one can apply as a customer with a username and password and can look at the tonnages and prices. It will be customised for the customers. By the end of September or October, it will be open for use of the customers.

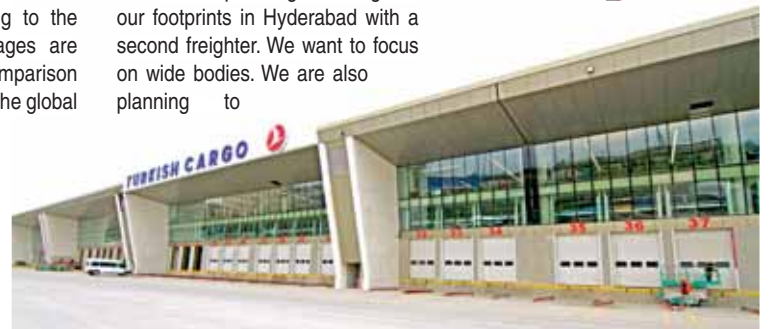
Are you looking at expanding cargo operations in India?

We are planning to strengthen our footprints in Hyderabad with a second freighter. We want to focus on wide bodies. We are also planning to

increase the capacity of our freighters.

How has the journey of Turkish Airlines been to the west in pursuit of American cargo?

We have started flights to two new destinations in the USA-Miami and Atlanta and are planning to place a freighter in Atlanta-New York and Chicago this year. We are increasing capacity in Los Angeles and planning to get a wide body aircraft for our operations in New York very soon. We are focusing on European destinations like Germany and Netherlands.



Cargo surge for Cathay Pacific

Cathay Pacific Airways combined traffic figures (Cathay Pacific and Dragonair) for June 2016 shows an increase in the amount of cargo and mail uplifted compared to the same month last year. The two airlines carried 151,130 tonnes of cargo and mail in June, an increase of 7.1 per cent compared to the same month last year. The cargo and mail load factor rose by 1.6 percentage points to 64.3 per cent.



The capacity measured in available cargo/mail tonne kilometres, rose by 2.1 per cent while cargo and mail revenue

tonne kilometres (RTKs) increased by 4.8 per cent. In the first six months of 2016, the tonnage carried fell by 0.3 per cent against a 0.6 per cent increase in capacity and a 2.3 per cent drop in RTKs.

Mark Sutch, General Manager Cargo Sales & Marketing,

Cathay Pacific, said, "Helped by the half-year end rush, the overall tonnage for June was healthy, thanks to growing feed from Asia."

AAI plans subsidiary to handle cargo

The Airports Authority of India (AAI) plans to hive off cargo operations and set up a logistics subsidiary called Air Cargo Corporation. The move for a subsidiary has got informal approval from the AAI board. However, a few officers feel it may impact the revenue of the public sector airport operator which earns ₹200 crore from cargo annually.

AAI appointed a consultant to study the feasibility of the

proposal. It suggested that cargo operations be run separately under the AAI board. AAI higher-ups believed that a separate entity with a dedicated staff and hierarchy would help boost cargo volumes.

A corporation will have its own structure; it will be able to rope in professional expertise, plan infrastructure development. It will also make cargo units of AAI-run airports equipped to compete with private airports.



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CONCOR expanding fast

In a candid conversation, P. Alli Rani, Director-Finance, CONCOR, highlights how the company is striving to reduce logistics costs on a par with international standards.



CT BUREAU

What trends do you see for the coming year?

The GST bill is expected to change the scenario in the logistics sector. This tax is targeting the domestic trade. Movement of goods within the country is a problem because interstate issues are not only due to taxation but other reasons also. GST will bring changes. Credit mechanism will get introduced. In current times, the states and centres levy their own taxes altogether. Tax layers have been formed and there is no credit facility. After the bill, tax layering will

end. It makes the product easier to move inside the country.

We have increased our capital expenditure (capex) four times. We have invested our surplus in taking land for setting up rail connected warehouses

Today, the distribution is directly through retail warehousing but after GST, there will be hub warehousing. With GST there will be huge demand of multimodal logistics parks, especially rail connected Multimodal Logistics Parks (MMLP). CONCOR provides this. Three years back, we did not have terminals to accommodate the demand but in the last three year tenure, we have created rail connected MMLPs on terminals which are 10 times larger than the size we used to construct.

What made you say 'no' to rail connected warehouses three years back?

We didn't say no. But at that point of time, land was an issue. As a PSU, we find land acquisition now is more organised with clearer rules and procedures. We

are successful in getting land at strategic locations which are suited for rail connected warehousing.

Moreover, the state government has become development oriented in the last three years and they have shifted their focus on infrastructure creation. We have increased our capital expenditure (capex) four times. We have invested our surplus in taking land for setting up rail connected warehouses.

How is DFC going to help the trade, particularly CONCOR?

We are looking forward to DFC because the major constraint is less number of tracks, especially on a route which generates most demand for our services. The route which connects the western port of



factors which international trade derives by opting for rail. They are cost, speed and security of cargo. If cargo has to go in a sealed container then the container, weight has to be carried by road which makes it expensive. Secondly, there is no custom examination at the port. A person who is 1,000 km away in his factory need not go to the port for clearances either for import or export. The sealed

perfect for selling by the time it reaches the destination. Today, all the exporters are unable to get rail services because we don't have enough tracks in the country to run many container trains. We get to run only specific amount of trains, through which we can cater to maximum 30 per cent of the requirement of international trade. The DFC will change the entire story.

CONCOR and CWCNSL sign MoU

Container Corporation of India (CONCOR) and Continental Warehousing Corporation (Nhava Sheva) (CWCNSL) have signed an agreement where CONCOR rakes have been provided exclusive access at the three rail connected terminals of CWCNSL at Panipat,

Lakhwada and Thimmapur. The synergies between the companies are likely to give a much needed boost to the movement of both EXIM and domestic containerised cargo by rail in the catchment areas of these three terminals. With this agreement, trade

will derive huge benefit from reduced first and last mile connectivity costs as well as from 24x7 access to these terminals. Moreover, the transaction cost of imports and exports is likely to come down once the operations start.

Jawaharlal Nehru Port (JNPT) to hinterland. Today, the major portion of international trade is dealt with the western port, mainly the JNPT, and new ports such as Pipavava and Mundra Port. Any connectivity to the hinterland for goods is best done by railways. On a longer lead, railway is 30 per cent cheaper than road. But there are other essential

container continues its journey on a train right to the doorstep. The dry port will do all the clearances for them. It's the third comfort. The sealed container is very essential for the exporter. For example, if we talk about exporting garments on hangers, it has to go hung on a shelf. Hence, it is best if it goes on a sealed container to make it

How much growth do you expect with DFC?

With DFC, there will be a huge difference in volume. Today, a train with 45 wagons can carry 90 TEUs; this train will make a trip from the hinterland to the western port may be in a period of 48-60 hours depending on the circumstances.

Contd. on page 28 ►



P. Alli Rani, Director - Finance, CONCOR

New cold store facility by Gati Kausar

Gati Kausar has initiated a cold store facility to cater to temperature requirements for sectors like frozen foods, pharmaceutical, quick service restaurants, ice creams, confectionaries on the outskirts of Gurgaon.



CT BUREAU

Gati Kausar announced the launch of its first temperature controlled warehousing facility near Delhi in the outskirts of Gurgaon on NH 8. Spread over four acres with capacity of more than 5,000 pallets, it has multiple chambers that cater to temperature requirements ranging from -25 to +25 degrees. This facility will serve the needs of varied sectors including dairy, pharmaceutical, frozen foods, quick



service restaurants, ice creams, confectionaries and fruits and vegetables. The company, with its fleet of 220 refrigerated vehicles, provides high-quality logistics services to many popular brands in the country.

This new cold store facility is part of a pan-India network that Gati Kausar is planning to develop to provide an end-to-end, integrated cold chain solution for different industries. **Manish Agarwal,**

Director, Gati Kausar, said, "We have adopted high technology integration in our cold-chain process to ensure temperature integrity from factory or farm to last mile, with uninterrupted temperature visibility. It has the capability to provide an assortment of value-added services in cold chain logistics including inventory management, packaging solutions, processing and blast freezing, FTL and LTL refrigerated transportation for line haul, and customised order management."

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► Contd. from page 4

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County	LPI Rank	LPI Score	Cus-toms	Infra struc-ture	Intl. ship-ments	Logis-tics compe-tence	Trac-king & trac-king	Timeli-ness	County	LPI Rank	LPI Score	Cus-toms	Infra struc-ture	Intl. ship-ments	Logis-tics compe-tence	Trac-king & trac-king	Timeli-ness
Afghanistan	150	2.14	2.01	1.84	2.38	2.15	1.77	2.61	Finland	15	3.92	4.01	4.01	3.51	3.88	4.04	4.14
Albania	117	2.41	2.23	1.98	2.48	2.48	2.15	3.05	France	16	3.90	3.71	4.01	3.64	3.82	4.02	4.25
Algeria	75	2.77	2.37	2.58	2.80	2.91	2.86	3.08	Gabon	143	2.19	2.07	2.05	2.28	2.12	2.07	2.52
Angola	139	2.24	1.80	2.13	2.37	2.31	2.21	2.59	Georgia	130	2.35	2.26	2.17	2.35	2.08	2.44	2.80
Argentina	66	2.96	2.63	2.86	2.76	2.83	3.26	3.47	Germany	1	4.23	4.12	4.44	3.86	4.28	4.27	4.45
Armenia	141	2.21	1.95	2.22	2.22	2.21	2.02	2.60	Ghana	88	2.66	2.46	2.48	2.71	2.54	2.52	3.21
Australia	19	3.79	3.54	3.82	3.63	3.87	3.87	4.04	Greece	47	3.24	2.85	3.32	2.97	2.91	3.59	3.85
Austria	7	4.10	3.79	4.08	3.85	4.18	4.36	4.37	Guatemala	111	2.48	2.47	2.20	2.41	2.30	2.46	2.98
Bahamas, The	78	2.75	2.65	2.72	2.80	2.74	2.64	2.93	Guinea	129	2.36	2.28	2.01	2.38	2.54	2.54	2.38
Bahrain	44	3.31	3.14	3.10	3.33	3.38	3.32	3.58	Guinea-Bissau	128	2.37	2.44	1.91	2.57	2.07	2.41	2.74
Bangladesh	87	2.66	2.57	2.48	2.73	2.67	2.59	2.90	Guyana	85	2.67	2.40	2.24	2.66	2.66	2.90	3.12
Belarus	120	2.40	2.06	2.10	2.62	2.32	2.16	3.04	Haiti	159	1.72	1.70	1.47	1.81	1.68	1.56	2.02
Belgium	6	4.11	3.83	4.05	4.05	4.07	4.22	4.43	Honduras	112	2.46	2.21	2.04	2.58	2.44	2.53	2.91
Benin	115	2.43	2.20	2.39	2.55	2.47	2.23	2.69	Hong Kong, China	9	4.07	3.94	4.10	4.05	4.00	4.03	4.29
Bhutan	135	2.32	2.21	1.96	2.50	2.30	2.20	2.70	Hungary	31	3.43	3.02	3.48	3.44	3.35	3.40	3.88
Bolivia	138	2.25	1.97	2.11	2.40	1.90	2.31	2.79	Iceland	39	3.35	3.13	3.02	3.32	3.26	3.42	3.88
Bosnia and Herzegovina	97	2.60	2.69	2.61	2.28	2.52	2.56	2.94	India	35	3.42	3.17	3.34	3.36	3.39	3.52	3.74
Botswana	57	3.05	3.05	2.96	2.91	2.74	2.89	3.72	Indonesia	63	2.98	2.69	2.65	2.90	3.00	3.19	3.46
Brazil	55	3.09	2.76	3.11	2.90	3.12	3.28	3.39	Iran, Islamic Rep.	96	2.60	2.33	2.67	2.67	2.67	2.44	2.81
Bulgaria	72	2.81	2.40	2.35	2.93	3.06	2.72	3.31	Iraq	149	2.15	2.01	1.87	2.33	1.97	1.98	2.66
Burkina Faso	81	2.73	2.55	2.67	2.73	2.78	2.49	3.13	Ireland	18	3.79	3.47	3.77	3.83	3.79	3.98	3.94
Burundi	107	2.51	2.02	1.98	2.42	2.46	2.68	3.45	Israel	28	3.66	3.50	3.49	3.38	3.60	3.72	4.27
Cambodia	73	2.80	2.62	2.36	3.11	2.60	2.70	3.30	Italy	21	3.76	3.45	3.79	3.65	3.77	3.86	4.03
Cameroon	148	2.15	2.09	2.21	1.98	2.32	2.04	2.29	Jamaica	119	2.40	2.37	2.23	2.44	2.31	2.38	2.64
Canada	14	3.93	3.95	4.14	3.56	3.90	4.10	4.01	Japan	12	3.97	3.85	4.10	3.69	3.99	4.03	4.21
Chad	145	2.16	2.08	2.07	2.41	2.06	2.07	2.25	Jordan	67	2.96	2.55	2.77	3.17	2.89	2.96	3.34
Chile	46	3.25	3.19	2.77	3.30	2.97	3.50	3.71	Kazakhstan	77	2.75	2.52	2.76	2.75	2.57	2.86	3.06
China	27	3.66	3.32	3.75	3.70	3.62	3.68	3.90	Kenya	42	3.33	3.17	3.21	3.24	3.24	3.42	3.70
Colombia	94	2.61	2.21	2.43	2.55	2.67	2.55	3.23	Korea, Rep.	24	3.72	3.45	3.79	3.58	3.69	3.78	4.03
Comoros	98	2.58	2.63	2.36	2.58	2.60	2.44	2.82	Kuwait	53	3.15	2.83	2.92	3.62	2.79	3.16	3.51
Congo, Dem. Rep.	127	2.38	2.22	2.01	2.33	2.33	2.37	2.94	Kyrgyz Republic	146	2.16	1.80	1.96	2.10	1.96	2.39	2.72
Congo, Rep.	125	2.38	2.00	2.60	2.37	2.26	2.48	2.57	Lao PDR	152	2.07	1.85	1.76	2.18	2.10	1.76	2.68
Costa Rica	89	2.65	2.33	2.32	2.89	2.55	2.77	2.98	Latvia	43	3.33	3.11	3.24	3.28	3.29	3.42	3.62
Cote d'Ivoire	95	2.60	2.67	2.46	2.54	2.62	2.62	2.71	Lebanon	82	2.72	2.73	2.64	2.84	2.45	2.75	2.86
Croatia	51	3.16	3.07	2.99	3.12	3.21	3.16	3.39	Lesotho	154	2.03	1.91	1.96	1.84	2.16	1.92	2.35
Cuba	131	2.35	2.38	2.31	2.31	2.25	2.31	2.51	Liberia	142	2.20	2.07	2.01	2.22	2.07	2.07	2.73
Cyprus	59	3.00	3.11	3.00	2.80	2.72	2.54	3.79	Libya	137	2.26	1.88	2.04	2.40	2.50	1.85	2.83
Czech Republic	26	3.67	3.58	3.36	3.65	3.65	3.84	3.94	Lithuania	29	3.63	3.42	3.57	3.49	3.49	3.68	4.14
Denmark	17	3.82	3.82	3.75	3.66	4.01	3.74	3.92	Luxembourg	2	4.22	3.90	4.24	4.24	4.01	4.12	4.80
Djibouti	134	2.32	2.37	2.30	2.48	1.96	2.09	2.69	Macedonia, FYR	106	2.51	2.21	2.58	2.45	2.36	2.32	3.13
Dominican Republic	91	2.63	2.39	2.29	2.67	2.68	2.63	3.06	Madagascar	147	2.15	2.33	2.12	2.17	1.93	2.01	2.35
Ecuador	74	2.78	2.64	2.47	2.95	2.66	2.65	3.23	Malaysia	32	3.43	3.17	3.45	3.48	3.34	3.46	3.65
Egypt, Arab Rep.	49	3.18	2.75	3.07	3.27	3.20	3.15	3.63	Maldives	104	2.51	2.39	2.57	2.34	2.44	2.49	2.88
El Salvador	83	2.71	2.37	2.25	2.82	2.66	2.78	3.29	Mali	109	2.50	2.45	2.30	2.48	2.46	2.36	2.93
Equatorial Guinea	156	1.88	1.88	1.50	1.89	1.75	1.89	2.32	Malta	56	3.07	2.78	2.94	3.09	2.85	3.12	3.61
Eritrea	144	2.17	2.01	2.06	2.16	2.25	2.03	2.50	Mauritania	157	1.87	2.14	1.54	2.00	1.74	1.54	2.14
Estonia	38	3.36	3.41	3.18	3.07	3.18	3.25	4.08	Mexico	54	3.11	2.88	2.89	3.00	3.14	3.40	3.38
Ethiopia	126	2.38	2.60	2.12	2.56	2.37	2.18	2.37	Moldova	93	2.61	2.39	2.35	2.60	2.48	2.67	3.16
Fiji	136	2.32	2.33	2.25	2.21	2.25	2.25	2.60	Mongolia	108	2.51	2.39	2.05	2.37	2.31	2.47	3.40

Contd. on page 20 ►



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LPI Global Ranking 2016: World Bank Report

County	LPI Rank	LPI Score	Cus-toms	Infra struc-ture	Intl. ship-ments	Logis-tics compe-tence	Trac-king & trac-king	Timeli-ness	County	LPI Rank	LPI Score	Cus-toms	Infra struc-ture	Intl. ship-ments	Logis-tics compe-tence	Trac-king & trac-king	Timeli-ness
Montenegro	123	2.38	2.22	2.07	2.56	2.31	2.37	2.69	Pakistan	68	2.92	2.66	2.70	2.93	2.82	2.91	3.48
Morocco	86	2.67	2.22	2.46	3.09	2.59	2.34	3.20	Panama	40	3.34	3.13	3.28	3.65	3.18	2.95	3.74
Mozambique	84	2.68	2.49	2.24	3.06	2.44	2.75	3.04	Papua New Guinea	105	2.51	2.55	2.32	2.46	2.35	2.58	2.78
Myanmar	113	2.46	2.43	2.33	2.23	2.36	2.57	2.85	Paraguay	101	2.56	2.38	2.45	2.58	2.69	2.30	2.93
Namibia	79	2.74	2.65	2.76	2.69	2.63	2.52	3.19	Peru	69	2.89	2.76	2.62	2.91	2.87	2.94	3.23
Nepal	124	2.38	1.93	2.27	2.50	2.13	2.47	2.93	Philippines	71	2.86	2.61	2.55	3.01	2.70	2.86	3.35
Netherlands	4	4.19	4.12	4.29	3.94	4.22	4.17	4.41	Poland	33	3.43	3.27	3.17	3.44	3.39	3.46	3.80
New Zealand	37	3.39	3.18	3.55	2.77	3.22	3.58	4.12	Portugal	36	3.41	3.37	3.09	3.24	3.15	3.65	3.95
Nicaragua	102	2.53	2.48	2.50	2.50	2.55	2.47	2.68	Qatar	30	3.60	3.55	3.57	3.58	3.54	3.50	3.83
Niger	100	2.56	2.59	2.22	2.63	2.50	2.35	3.02	Romania	60	2.99	3.00	2.88	3.06	2.82	2.95	3.22
Nigeria	90	2.63	2.46	2.40	2.43	2.74	2.70	3.04	Russian Federation	99	2.57	2.01	2.43	2.45	2.76	2.62	3.15
Norway	22	3.73	3.57	3.95	3.62	3.70	3.82	3.77	Rwanda	62	2.99	2.93	2.62	3.05	2.87	3.04	3.35
Oman	48	3.23	2.76	3.44	3.35	3.26	3.09	3.50	To be continued...								

Delhi International Airport Cargo Department, IGI Airport, New Delhi

(Airline-wise Import/Export Cargo Performance for the month of JUNE 2016)

S.No	Airlines	Export	Import (MTs)	Total (MTs)	S.No	Airlines	Export	Import (MTs)	Total (MTs)
1	Air India	3816	3135	6951	29	Air Asiaux	224	123	348
2	Emirates	3111	1384	4494	30	Finnair	183	137	319
3	Cathay Pacific	1047	2389	3436	31	Atlas Air	0	316	316
4	Jet Airways	1551	1572	3123	32	China Eastern Airlines	76	230	306
5	Etihad Airways	1484	1495	2978	33	United Airlines	169	69	237
6	Qatar Airways	1760	909	2669	34	Uni-Top Airlines	2	178	181
7	Singapore	731	1111	1842	35	Oman Air	123	56	179
8	Lufthansa Cargo Airline	833	580	1413	36	Asiana Airlines	92	86	178
9	Fedex Express Corpation	802	593	1395	37	Gulf Air	135	39	173
10	British Airways	848	438	1286	38	Air Arabia	142	28	170
11	Dhl Express	567	647	1214	39	Air China	103	65	168
12	Thai Airways	216	924	1140	40	China Air	77	75	152
13	Kalitta Air	521	489	1010	41	Air Shagoon Pvt. Ltd.	0	139	139
14	Turkish Airlines	510	401	911	42	Sri Lankan Airlines Ltd	67	70	137
15	Hercules Aviation	897	7	904	43	Air Canada	77	47	124
16	Uzbekistan	518	337	855	44	Spice Jet	80	41	121
17	Klm	488	326	814	45	Aeroflot Cargo Airlines	84	12	95
18	Swiss Intl Airline Ltd	446	348	794	46	Flydubai	64	9	72
19	Virgin Atlantic	502	244	746	47	Blue Dart	64	6	70
20	Ethopean Airlines	307	374	681	48	Malindo Air	40	19	59
21	M/S All Nippon Airways	347	322	669	49	Axios Aviation	0	58	58
22	Malaysian Airline System	347	295	642	50	Mahan Air	44	9	53
23	Kuwait Airlines	317	307	624	51	Air Astana	50	0	50
24	Japan Airlines	182	384	566	52	Others	175	74	249
25	Saudia	419	74	493	Total				25244 21592 46837
26	Indigo Cargo	238	232	470	FY 2015-16				21357 19587 40944
27	Air France	268	145	413	% Δ				18.2% 10.2% 14.4%
28	China Southern Airlines	103	246	349					

Destination Around the World

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Traffic Statistics

Domestic Freight

Freight (in tonnes)					Freight (in tonnes)				
		For the Month					For the Month		
S.N	Airport	April 2016	April 2015	%Change	S.N	Airport	April 2016	April 2015	%Change
18 INTERNATIONAL AIRPORTS									
1	Chennai	7149	7022	1.8	28	Patna	342	443	-22.8
2	Kolkata	7976	7055	13.1	29	Bagdogra	0	261	-100.0
3	Ahmedabad	3207	3534	-9.3	30	Madurai	68	52	30.8
4	Goa	264	315	-16.2	31	Aurangabad	115	115	0.0
5	Trivandrum	99	61	62.3	Total		4309	3454	24.8
6	Lucknow	124	175	-29.1	(D) 21 DOMESTIC AIRPORTS				
7	Jaipur	963	242	297.9	32	Indore	580	509	13.9
8	Guwahati	1288	1059	21.6	33	Raipur	325	332	-2.1
9	Srinagar	460	401	14.7	34	Jammu	159	170	-6.5
10	Calicut	26	26	0.0	35	Vadodara	223	166	34.3
11	Bhubaneswar	635	570	11.4	36	Agartala	561	447	25.5
12	Coimbatore	542	563	-3.7	37	Ranchi	314	351	-10.5
13	Mangalore	38	16	137.5	38	Udaipur	1	5	-80.0
14	Varanasi	110	62	77.4	39	Bhopal	77	90	-14.4
15	Trichy	2	0	-	40	Dehradun	7	9	-22.2
16	Amritsar	22	12	83.3	41	Rajkot	12	12	0.0
17	Portblair	400	245	63.3	42	Leh	276	170	62.4
18	Imphal	295	323	-8.7	43	Dibrugarh	57	42	35.7
Total		23600	21681	8.9	44	Jodhpur	1	1	0.0
(B) 6 JV INTERNATIONAL AIRPORTS					45	Silchar	21	23	-8.7
19	Delhi (DIAL)	21969	23227	-5.4	46	Juhu	35	32	9.4
20	Mumbai (MIAL)	17632	16981	3.8	47	Bhuj	2	2	0.0
21	Bangalore (BIAL)	8720	8922	-2.3	48	Dimapur	9	33	-72.7
22	Hyderabad (GHIAL)	3761	3894	-3.4	49	Tuticorin	3	2	50.0
23	Cochin (CIAL)	1041	955	9.0	50	Jamnagar	8	10	-20.0
24	Nagpur (MIPL)	408	471	-13.4	51	Jorhat	7	1	600.0
Total		53531	54450	-1.7	52	Bhavnagar	0	1	-100.0
(C) 7 CUSTOM AIRPORTS					Total		2678	2408	11.2
25	Chandigarh	507	382	32.7	(E) 1 STATE GOVT. / PVT AIRPORTS				
26	Pune	2794	2110	32.4	53	Lengpui (AIZWAL)	39	26	50.0
27	Visakhapatnam	483	91	430.8	Total		39	26	-
Grand Total (A+B+C+D+E)		84157	82019	2.6					

Traffic Statistics

International Freight

Freight (in tonnes)					Freight (in tonnes)				
		For the Month					For the Month		
S.N	Airport	April 2016	April 2015	%Change	S.N	Airport	April 2016	April 2015	%Change
(A) 14 INTERNATIONAL AIRPORTS									
1	Chennai	21284	18095	17.6	13	Trichy	552	636	-13.2
2	Kolkata	4096	3525	16.2	14	Amritsar	64	33	93.9
3	Ahmedabad	2180	1504	44.9	Total		31736	28946	9.6
4	Goa	106	96	10.4	(B) 6 JV INTERNATIONAL AIRPORTS				
5	Trivandrum	1856	2157	-14.0	15	Delhi (DIAL)	43603	41852	4.2
6	Lucknow	241	225	7.1	16	Mumbai (MIAL)	42184	42023	0.4
7	Jaipur	189	118	60.2	17	Bengaluru (BIAL)	15882	14300	11.1
8	Guwahati	0	1	-100.0	18	Hyderabad (GHIAL)	5179	5068	2.2
9	Calicut	1014	2386	-57.5	19	Cochin (CIAL)	5839	4357	34.0
10	Coimbatore	98	93	5.4	20	Nagpur (MIPL)	39	43	-9.3
11	Mangalore	56	75	-25.3	Total		112726	107643	4.7
12	Varanasi	0	2	-100.0	Grand Total (A+B)		144462	136589	5.8

'Advanced robotic tech, next big wave'

Yaduvendra Singh, Vice President & Global Head, Sales, Marketing and Solutions Group, GreyOrange, talks about the need to adopt technology to enhance supply chain.



CT BUREAU

How is technology a necessary element in making a superlative warehouse?

A warehouse is a very important part of supply chain across industries. It is used for storing goods and shipping off to the next destination. Industries like automobile, pharma, retail, e-commerce and healthcare, to name a few, depend either on the in-house or third party warehouses to ensure timely availability of raw material to the production units or ready products to the market.



Yaduvendra Singh
Vice President & Global Head, Sales, Marketing and Solutions Group
GreyOrange



Customised algorithms can take the specific warehouse requirements and address the operational complexity, thereby eliminating the errors



Typical operations in an e-commerce warehouse involve categorising and storing items at the right places, picking and sorting, packing and pooling, and sending the packages to thousands of addresses spread across a large geography. Given the size of these warehouses, the number of items stored, and complexity of the sorting logics (dispatch addresses, packet sizes, and various courier agencies, the chances of errors are

very high. These errors not only cause duplication of efforts in terms of returned packets and reverse logistics, and increase operational cost, but also hamper the customer experience by increasing the delivery time and delivering wrong products. Technology disruption

can make a big business difference here. Customised algorithms can take the specific warehouse requirements as input and address the operational complexity, thereby reducing or eliminating the errors. E-commerce companies now

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Replenishment models at BEL for growth

Prashant Bhatmule, Head-CPG/SCM-EPC, Bajaj Electricals, talks about the importance of logistics and SCM in electric appliances, techniques and best practices of BEL.



CT BUREAU

How important is logistics for Bajaj Electricals (BEL)?

Logistics is the backbone of the industry in today's scenario. The expectations for the internal or external customers are increasing due to high levels of awareness, computer savvy breakthrough with availability of WI-FI/Internet at a cheap price. In today's business, with the e-commerce, growth pathways cannot be discussed without SCM support. The business has been growing multifold with ease in operations.

Is there any specific strategy that you have adopted for better supply of products?

We believe strongly in theory of constraint and have been routed now with usage of 'Buffer penetration Report-BPR'. This is being used to ensure that the supplies are in line with actual replenishment basis with the consumption at site, which is too dynamic in nature.

This process not only helps to control inventory at site, but also helps to control production at supplier place too. These practices



Prashant Bhatmule
Head-CPG/SCM-EPC
Bajaj Electricals

are difficult for implementation in projects, but at BEL this has been a practice to use for every business line.

We are working on various techniques of replenishment models used along with pre-engineering templates, BPR report, inventory to be maintained at vendor, and use KANBAN for supplies for RM to factory.

How do you manage backend supply?

Backend needs to be much stronger to have success in front

BEL has gone to the extent of giving access to vendors for generation of the PO for supply on the vendor portal-basis the norms predefined in system

end, like the input has been much stronger to maintain the speed of flow on the conveyor. This ensures that the breakdowns in between the

process at any work centre will still continue to have average speed, without intermittent gaps.

The backend production is planned and supported with averaging of the demand keeping in mind the expected high tides in the flow requirements. Backend supplies are managed using TOC principles to avoid excess inventory at any location.

How do you ensure smooth coordination between suppliers, transporters and other departments?

It depends on the approach used in today's era of collaborative

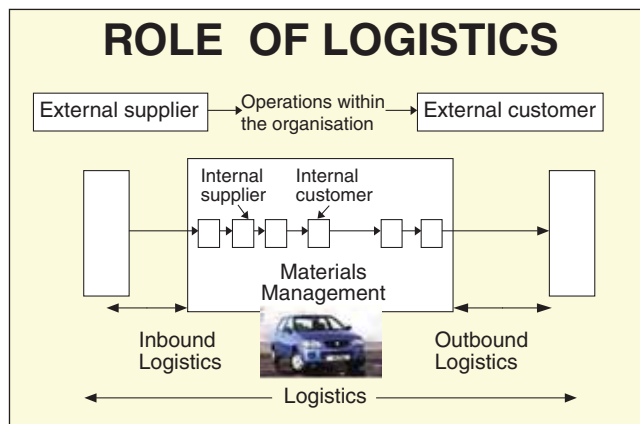
Did you Know?

The company has 19 branches with a chain of 1,000 distributors, 4,000 authorised dealers, 400,000 retail outlets and 282 customer care centres

working. The suppliers are connected well through with the vendor portal and have a detailed transparency on the PO/stocks at Bajaj and the schedules for production.

BEL has gone ahead to the extent of giving access to vendors for generation of the PO for supply on the vendor portal-basis on the norms predefined in system.

We believe strongly in collaborative approach, and hence we have common meetings to yield maximum and fast output. The agility today in working practice decides the future of business, hence it is ensured that the discussions happen through various modes like VC/intranet/tele-conference to conclude faster.



Rolling up the shutters

Gandhi Rolling Shutters are unique to certain sites and client requirements. The product engineering team uses the latest software combined with technologically advanced machinery.



CT BUREAU

With unique specifications, Gandhi Rolling Shutters are developed over years of meticulously working on the design, fabrication and installation. These shutters are ideal for situations where the side room

is at a premium and security is required. Rolling Shutters require little headroom above the structural opening.

They combine strength with elegance along with durability and are designed for both external and internal applications. Gandhi

Rolling Shutters are fabricated with interlocking galvanised insulated and non insulated, stainless steel, patented aluminum or polycarbonate profiles and patented MS rolling grills.

The Rolling Shutters are designed to the client's specifications conforming to IS 6248 and are

Did you Know?

Gandhi Automations is the only manufacturer of Rolling Shutters certified to ISO 9001 - 2008 quality management system

constructed to promote trouble-free operation and long life.

And, Rolling Shutters fit openings to a maximum width of 30,000 mm and height of 40,000 mm with an endless array of options to satisfy both aesthetic considerations as well as working requirement.



Daily Parcel Service for transit

This parcel service by Dhanyata Cargo Movers is optimal for commercial and household goods shifting.



CT BUREAU

Dhanyata Cargo Movers has announced its new venture of daily parcel service between Bengaluru, Mysore, Chennai and

Dhanyata Cargo Movers has set up their office units at well linked roadways so as to be on time always. "We always ensure that the goods are packed properly so as to protect them from any sort of damage during



Hosur. The company is into logistics from past 18 years. For quick, safe and on time delivery at best prices,

the transit," says, **Shiva Kumar**, Managing Director, Dhanyata Cargo Movers.

High on ODC: Haiko Logistics

Hari Om Prasad, Regional Head-Transportation, Haiko Logistics, talks about the process of lifting four numbers pressure vessel.



CT BUREAU

Haiko Logistics lifted four numbers pressure vessel and skid, over dimensional cargo (ODCs), on hydraulic axles with double differential Volvo puller from Faridabad to Kandla port which is scheduled to be exported to Oman.

The dimensions of each hydraulic axle is 22400 x 5600 x

5576 mm (length x width x height) and weight of one hydraulic axle is 1,00,000 kg. Talking about the challenges, the company has faced in the movement of ODC, **Hari Om Prasad**, Regional Head-Transportation, Haiko Logistics listed the following points:

Over height: The height of shipment was 5576 mm, total height from ground 6560 mm. The challenges were firstly overhead wires; high tension wires. To

overcome this, we took permission to shut down all overhead electric wires and high tension wires from the concerned electricity department and wiremen were also called to lift the wires up with bamboo rapped with rubbers.

crane and it was re-equipped after crossing of vehicle.

Width: We moved the shipment only in the night to avoid traffic jam due to its over width. Moreover, it couldn't go through narrow

railings of the bridges needed to be dismantled and then revamped after crossing.

A lot of precautions by the driver were also taken while driving and turning the vehicle. We took care that the speed did not exceed 30 to 40 km per hour.

Over length: Turning the vehicle when it is loaded with over length material was a challenge. Sometime the dividers (made of concrete/steel) needed to be demolished for the vehicle to turn.



Secondly, we took permission from the concerned department to cut the branches of the trees if required. And, thirdly traffic and highway signboards. Nowadays, the boards are hydraulic, so we lifted the boards with the help of

roads, hence it covered more distance than usual, so highways were preferred.

We needed to take permission from road authority to pass through narrow bridges and sometime the

Haiko Logistics lifted four numbers pressure vessel and skid, ODCs, on hydraulic axles with double differential Volvo puller from Faridabad to Kandla port



Hari Om Prasad
Regional Head-Transportation
Haiko Logistics

Did you Know?

Escort team was required with separate SUV to survey the route ahead for 10 to 20 km for the movement of the hydraulic vehicle

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'A need for neutral industry enablers'

With an idea of expansion in Asia, **Marco Gaeta**, Managing Director-Asia, MIQ Logistics sees strong future prospects in India and China.



CT BUREAU

What services do you offer?

With a strong presence in USA, Europe, Asia, Latin America, we provide end-to-end solutions for supply chain management, starting from freight forwarding, (both by air and sea) to warehouse management and specialised value added services like contract logistics activities, covering,

automotive, pharmaceuticals, mining, FMCG.

What can be done to bridge the gap between the end user and logistics service provider?

Many things can be done but it should start with technology that enables and connects different platforms and technologies. There is a need for neutral industry enablers in our market to make this happen.

to get a competitive advantage over others. It is more focused on being better than look like logistics or forwarding company, which need not necessarily help the end user.

Adopting a technological standard will help 3PLs to focus on customer service and delivering excellent value to customers. Today no 3PL, globally, is able to provide seamless data exchange, which is a concern for the global shipper community.

skills. We are a flat organisation and most of the leadership team have a good feel and ear to the ground.

What drives 3PL growth in India?

In my opinion China and India are future growth engines as most of the developed economies of Europe and North America are peaking while they continue to be the largest

“
Adopting a technological standard will help 3PLs to focus on customer service and delivering excellent value to customers
”

drivers and consumers. India is an important market for us.

Your future plans...

China and India are two key markets. We see them as growth engines and we will support growth in these markets.

However MIQ does not buy business, we believe in building the organisation not just in erecting one—one would agree there is fine difference in two approaches.



order management, inventory management, pick and pack operations. We work closely with electronics, engineering, apparel,

Currently most of the EDI and general data enabling is driven by independent proprietary enablers for profit and large 3PLs with aim

What is MIQ Logistics USP?

Our strength is our swiftness and ability to adopt and respond to changing market conditions and bring the best to table for our clients with good and strong blend of global and local know-how's and



Marco Gaeta
Managing Director - Asia, MIQ Logistics



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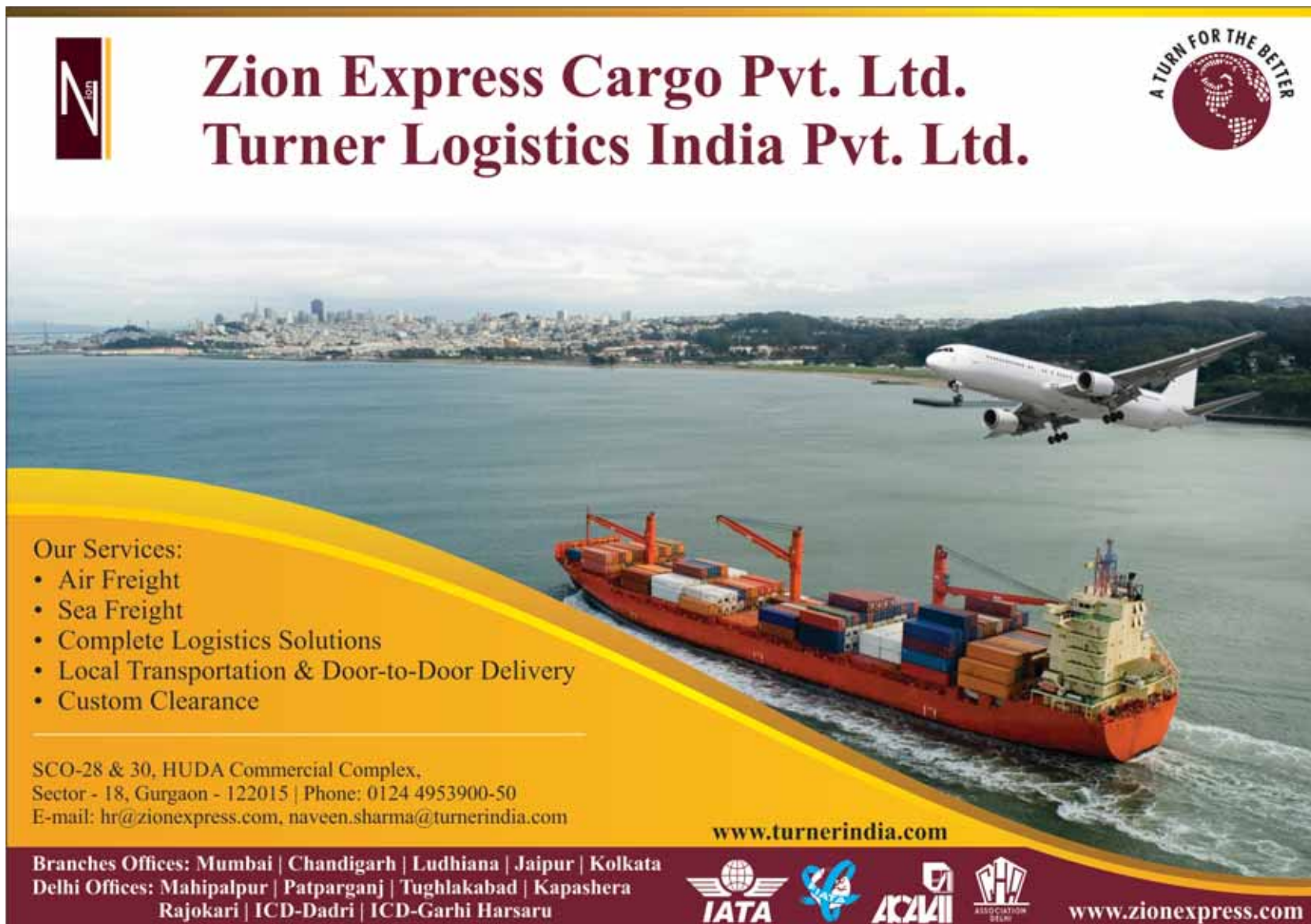
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Next gen warehouses optimising SCM

► Contd. from page 23

have started competing on the basis of their delivery time, same day delivery, four hours delivery, free delivery. Hence, speed of the warehouse operations becomes critical. Robotic solutions can automate the warehouse operations such as put-away and picking (inventory management), profiling (quality check) and sorting based on the specific algorithms fed and can improve throughput as much as by 200 per cent.

What are your latest technology offerings?

Advanced robotic technology is the next big wave to create Next-Gen warehouses and optimise the entire supply chain process for any company. At GreyOrange, we design, manufacture and deploy advanced robotics systems for automation at warehouses, distribution and fulfilment centres to disrupt the way logistics, warehouse and supply chain processes are being automated.

GreyOrange Sorter is an advanced robotic sortation system that automates outbound profiling and sortation process in fulfilment and distribution centres. It is a conveyor-based system powered by pneumatic arms, that routes packages based on dynamic logic such as pin code or hub code. It can be integrated with the proprietary GreyOrange Pick-Put-To-Light technology for further sub-sorting the items to the last mile.

GreyOrange Butler is an automated storage and goods-to-person order picking robotic system to streamline and accelerate the order fulfilment process. Reducing order fulfilment and inventory replenishment time in warehouses



is imperative for businesses today to gain a competitive advantage. Solutions are not force fitted but customised to meet specific needs.

Fundamentals to maximise the use of warehouse automation technology...

The first step is to ensure maximum adoption. It is good to see the growing deployment of

warehouse automation in several industries in India, especially the e-commerce industry that has clear competitive advantages of deploying these solutions. Industries such as retail, healthcare, consumer and packaged goods, automobile are realising this need and have started the groundwork. For solution providers, it is important to build more awareness. ↴

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POP: Cargo opportunities following Brexit

Currently working towards its launch, POP (People Over Profit) plans to be the first airline to operate non-stop flights between the UK and both Amritsar and Ahmedabad in the states of Punjab and Gujarat. In addition to meeting the needs of a currently under-served 'visiting friends and relatives' (VFR) market and the expanding tourism and business sectors, POP aims to open up new trading links not only between the UK and northern India, in both directions, but also with the wider world through agreements with other air cargo operators.

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Benefits of insuring assests in transit

Deepak Prasad, Senior VP and Head—Corporate Sales, Future Generali India Insurance and Country Head – GC&C (India), on insurance benefits in marine cargo.

Marine Insurance a prerequisite

Transportation comprises risk and various threats of natural calamity like rain, earthquake, thunderstorm, fire, fraud or cargo theft. One should always buy insurance from a reputed insurer that has a good record of servicing and claim settlement, as these are the features that become critical when you are actually in need. A cheaper policy may not always be the best policy for you. Choose a policy that suits your requirements in terms of coverage and sum insured.

Marine cargo insurance aims at providing a safety net to international commerce, enabling buyers and sellers of goods to transfer to insurer the risks and perils associated with the transport of their goods. Companies and/or individuals takes marine cargo insurance to safeguard themselves from pecuniary loss due to damage to their assets in transit.

Marine Cargo insurance provides cover for goods in transit by any mode be it, air, sea, rail, road, courier, post parcel. In the past 5-10 years with improvement in cargo handling facilities at port, quantum of cargo that gets accumulated at port has increased tremendously. This is one of the concern areas for the insurers. Let's discuss the types

of marine cargo insurance policies available in the market:

Specific Policy

It is a policy which insures cargo against risks involved in a specific voyage. The coverage



under the policy starts with commencement of transit and ends as soon as the cargo arrives at destination. This policy can be issued for covering any type of transit i.e. export, import, domestic.

Open Policy

It is an annual cargo insurance contract, expressing terms and conditions on which the insurer agrees to insure shipments effected for a round sum, sufficient

to cover a number of dispatches until the sum insured is exhausted by declarations. Open policies are useful to clients who have frequent requirement of transit insurance. The sum insured under the policy should ordinarily represent the

pieces of equipment. Marine cargo insurance policy issued to cover loss and/or damage to project cargo during transportation is referred as Project Cargo Insurance Policy.

The demand of project cargo insurance is directly linked with the infrastructural development in a country. With the government's focus on 'Make in India' initiatives and infrastructural developments, it is expected that in the near future, the requirement of project cargo insurance will increase substantially.

Ocean/Air Transit Insurance

Companies expose themselves to financial risk every time they ship cargo. Whether importing or exporting, using air freight or ocean

Choose a policy that suits your requirements in terms of coverage and sum insured marine cargo insurance aims in providing safety net

assureds' estimated annual value of the goods that need to be insured. Open Policy expires when the sum insured there under is exhausted by declarations or upon expiry in 12 months period.

Project Cargo insurance and its benefits:

'Project Cargo' is a term broadly used to describe the national or international transportation of large, heavy, high value or critical (to the project they are intended for)

freight for international shipping, marine cargo insurance covers loss and/or damage of cargo while it is in transit between the points of origin

DID YOU Know?

Chennai flood in 2015 and fire at Tainjin port at China in 2015 exposed insurers to millions of dollar in claims

and the final destination. The policy can be availed online. Premium for insuring cargo depends on various aspects like nature of cargo, packing, value of cargo, voyage, past loss experience, mode of transit, coverage desired (all risk or basic cover) and so on.



Deepak Prasad
Senior Vice President and Head – Corporate Sales, Future Generali India Insurance Company Limited and Country Head – GC&C (India), Generali

Investing in MMLPs, warehouse expansion

►Contd. from page 16

With DFC, even in the worst case scenario, the train will be able to double its speed. All container trains would be minimum double its speed; instead of 90 TEUs one can reach 180 TEUs in the same time.

Secondly, if one train today is carrying 90 TEUs, DFC will allow me to double stack it. We cannot do it today because of OHE. So we will have 180 TEUs going in one train, so two trains go at the same time, with 180 TEUs in each. The capacity would be 360 TEUs in the same rolling stock. The same train will be doing two trips, carrying four times, that is the second level.

Thirdly, the DFC is going to allow to double the length of the train. Today, I am catering to 30 per cent. After DFC, I will be able to cater 60 per cent. This is the potential of DFC.

Let's come to costs—when we double stack, we pay half of the haulage charge for the upper container to the railway, half of the haulage charge which I am paying for the container, which is on the lower deck because the railways incentivise it. In the DFC they may allow us to increase the load ability of the wagons. Double stacking will definitely give us a cost advantage and we may like to pass it on to the customers.

CONCOR is expanding very fast. What is the strategy behind selecting the location?

Logistics costs in India are very high because the customer has to run from one location to another location for various kind of services be it warehousing, packaging or processing of goods. And, this adds cost. Hence, we realised if all gets provided at the same location,



there will be lot of cost cutting to the customer. Today, logistics cost is around 15 per cent in India. It can come down to eight to nine per cent.

Secondly, competition with road; we are losing so many customers because of lack of warehousing. We can only carry goods but can't provide warehousing because we don't have enough warehouses.

This thought drove our decision to invest in MMLPs.

All our MMLPs are lined, we started with the idea of making 13 then within the same budget we could already locate 15. We have also decided to add another three within the same budget. Somewhere we are able to get land at cheaper rates, at some places we have

partnered with the state government. So, we could manage more than what we have initially planned. We have already completed four to five MMLPs and work is in progress for others also. We will be concentrating on developing the infrastructure for the trade.

From where is the funding coming in?

We are optimally using our internal resources which we have accumulated over the years.

How much growth (in terms of percentage) CONCOR has registered in 2014-15 and what are your expectations for this financial year?

In 2015-16, there was a marginal reduction due to various external factors. We see an outlook of 12 per cent improvement in our volume growth this year.

India, an important market: Schenker

Among the larger transportation and logistics service providers in the world, DB Schenker is investing in intensive customer orientation and service quality in India. **Oliver Bohm**, CEO, Schenker India, shares more.



AMBICA GULATI

DB Schenker says it is an environment friendly, intercontinental and seamless logistics chains. Can you elaborate on this?

As a part of Deutsche Bahn group, we have three defined pillars of sustainability—Economy, Environment and Social. For economic sustainability and viability, at present we have our network in 140 countries in more than 2,000 locations, and are able to transport customers' cargo from any part of the world to anywhere under our own network. Our strength lies in our wide array of solutions including freight, contract logistics, distribution, specialised cargo handling and value-added services. We are expanding our position as an environmental pioneer and offer products that set standards for efficient use of available resources. We are using eco-friendly modes of transportation wherever possible to reduce emissions.



Oliver Bohm
CEO
Schenker India

Freight corridors, structural and policy reforms like GST and technology will ensure growth is maintained

What are your expansion plans for India?

We are very ambitious about the Indian market, being one of the fastest growing economies, and many companies are making a beeline to invest and market their products in India. We want to expand to more geographies and penetrate deeper into the market by tapping on medium enterprises as well. We have begun working with customers in various industrial belts in India like Haridwar in Uttarakhand, Lucknow, Kanpur, Moradabad in Uttar Pradesh, Rajkot, Baroda in Gujarat.

We keep on opening our new offices from where we can serve our customers 24X7. Our main focus now is on tier II and tier III cities, where many of customers supplies to global OEMs in Europe, USA and other parts of the world.

We want to service our customers through our end-to-end supply chain solutions, not just a

part of it. We have capabilities for freight solutions, contract logistics, distribution or value-added service;

logistics centers. We are eyeing the e-commerce and SME segments in India, which are one of the fastest



we want to fulfill all the requirements under one roof.

growing and in line with "Make in India" campaign of the government.

To realise this, we have invested a hefty amount in several of our largest warehouses in North, South and West regions acquiring capabilities for warehousing and distribution, making a total of 61 warehouses and 13 Schenker

Do you see growth in the coming five years?

India has opened itself to innovations in every aspect. Primarily driven by robust economic growth, domestic warehousing is expected to grow manifold.




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ACCD discusses importance of networking

Air Cargo Club of Delhi (ACCD) organised a networking lunch at Radisson Blu Plaza. The guest speaker was **Grace Sun**, Promoter, Global Logistics Alliance, who enlightened the gathering on 'Networking - Key to Success in Modern Logistics'. She shared how important networking is in the logistics industry and for business to thrive in a more efficient manner.



DHL Express: 40th service centre in Surat

This new DHL Express service centre will enhance the company's offerings for customers who require international time definite express services, thereby providing them with greater global connectivity.



CT BUREAU


DHL strengthens its network in Gujarat with the inauguration of India's 40th service centre at Surat. This augments DHL's present service offering to customers, meeting their growing demands for the export and import of shipments. The facility was inaugurated by **Arvind Saraf**, Director, Triveni Sarees, a leading manufacturer of sarees and online ethnic wear in Surat.

It will also have the capacity to accommodate the growth in Kumbhariya, Saroli, the next up

RS Subramanian, Senior Vice President & Managing Director, DHL Express said, "Opening a center in Surat is a significant step in strengthening our network and capabilities to support our customers' growing business needs. Surat is the second largest



commercial center in the state of Gujarat, and amongst the fastest developing cities in India.

The opening of this facility strengthens DHL's commitment to enable trade and provide logistics excellence in Surat." 

Trivia:

- ◆ DHL Express provides access to 598 cities and over 33,000 locations within the country.
- ◆ With a network of over 400 fleet vehicles on road, 19 weekly inter-continental flights, 67 daily international and 80 domestic commercial flights, DHL customers in India have access to an international network of 220 countries.

and coming textile hub in the country. The new service centre is located around the upcoming textile market on Sahara-Kadodara road which connects the city with NH8 and will support DHL's customers by enabling the early delivery of import shipments and late pick-ups of export shipments, and also providing customers one-day transit time for most of their shipments.

Govt moots online system to ease cargo movement

The road transport and highways ministry is working on an IT-based plan to make cargo movement across states hassle-free and to get all the permissions with the click of a mouse, according to a Times of India report. The plan involves putting in place a robust information communication and technology system, which will enable logistics operators to submit all applications using a single window and get the necessary clearances. It also proposes a mechanism to enable logistics players to get real time details of traffic condition on different stretches.

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Elizabeth Barrett Browning

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Cathay Pacific in the Americas

Cathay Pacific Airways announced an expansion of its freighter services in the Americas with the addition of a twice-weekly scheduled service to Portland in Oregon, the United States, from November, 2016, subject to government approval. Portland will be Cathay Pacific's 18th cargo station in the Americas.



The new Portland service will operate on a Hong Kong (HKG) – Anchorage (ANC) – Los Angeles (LAX) – Portland (PDX) – Anchorage (ANC) – Hong Kong (HKG) routing every Thursday and Saturday, using Cathay Pacific's newest and biggest freighter, the Boeing 747-8F. The service will meet growing demand to move a wide range of commodities from the Pacific Northwest and the United States to various parts of Asia, providing shippers with greater choice and flexibility when

connecting to Cathay Pacific's international cargo network through the Hong Kong hub.

The Boeing 747-8F aircraft offers more cargo space to carry the anticipated high volumes of semi-finished footwear and apparel, electronics, and perishables from Portland and its catchment area into Asia. Portland is also one of the

fast growing hubs for e-commerce related shipments for the Pacific Northwest region.

The state-of-the-art Cathay Pacific Cargo Terminal at Hong Kong International Airport offers a broad spectrum of logistical solutions for the airfreight industry. Combining advanced technology with streamlined work flows to set

is a very important market for Cathay Pacific and we are delighted to add Portland to our expanding freighter network.

We are committed to providing the best cargo services connecting Asia to this important manufacturing

region, and at the same time boosting Hong Kong's standing as one of the world's key international airfreight hubs."

Details of Cathay Pacific's new Portland (PDX) freighter service are as follows:

Winter timing (all times local):

Flight No	Routing	Departure	Arrival	Stopover	Day of the week
CX3280	HKG – ANC	02:50	19:20-1	/	Thursday
	ANC – LAX	20:25-1	02:30	ANC*	
CX3281	LAX – PDX	04:45	07:05	/	Thursday
	PDX – HKG	08:35	17:00+1	ANC*	

Flight No	Routing	Departure	Arrival	Stopover	Day of the week
CX3280	HKG – ANC	05:30	22:00-1	/	Saturday
	ANC – LAX	23:05-1	05:10	ANC*	
CX3281	LAX – PDX	07:25	09:45	/	Saturday
	PDX – HKG	11:15	19:40+1	ANC*	

*Technical stop

The service will meet growing demand to move a wide range of commodities from the Pacific Northwest and the US to various parts of Asia

new service benchmarks for the industry, customers benefit from extended cut-off times, last-minute cargo acceptance and reduced connection times for transshipments.

Simon Large, Director- Cargo, Cathay Pacific, said, "The Americas

AAC expands seasonal cargo service to Ireland

The expansion will facilitate faster movement between the US and Ireland.



American Airlines Cargo (AAC) will operate its busiest ever summer schedule to and from Ireland in 2016. During the season, freight forwarders will have nonstop access to four US gateway cities out of Ireland, with connections throughout and beyond the United States and Latin America. From Dublin (DUB),

Cargo service will operate between DUB and ORD, PHL and CLT from now until the end of October, using the Airbus A330-200 aircraft, which offers up to 33,000 pounds (15,000 kilos) of cargo capacity. The DUB to JFK and SNN



Trivia:

At DUB, American also has access to new temperature-controlled areas at one of the most modern facilities of its kind in Ireland.

American will fly nonstop to Chicago (ORD), Charlotte (CLT), Philadelphia (PHL) and New York (JFK); from Shannon (SNN), American offers direct service to Philadelphia (PHL).

to PHL services will operate on the Boeing 757 until the end of October and September, respectively. With morning departures out of DUB and SNN, shipments moved out of Ireland will all arrive in the US before early afternoon on the same working day. "This great range of direct summer services is a real bonus for the freight community here," said, Ian McCool, Managing Director, American's Irish Cargo GSSA, IAM.

GALAXY system at Bahrain

Bahrain Customs implement e-Advance manifest service in the Gulf region via Kale's GALAXY system.

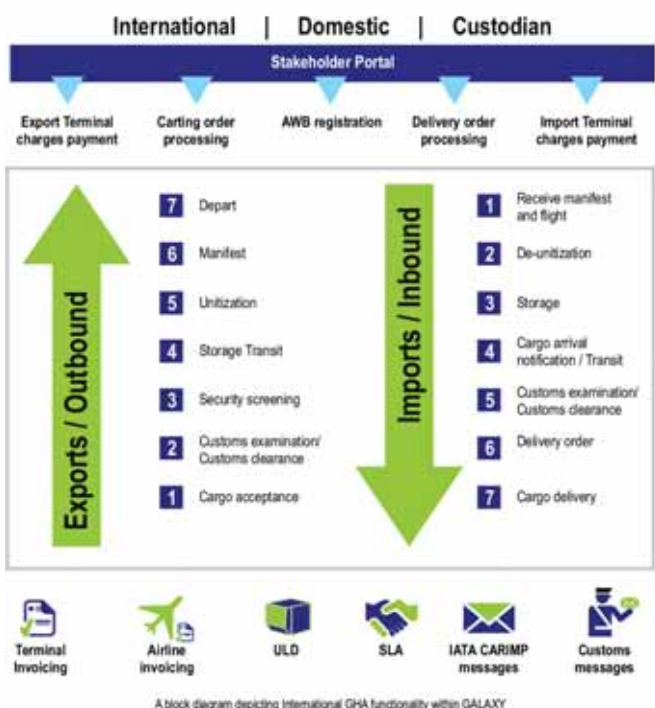


The Advance Manifest filing is in conformance with IATA's CARIMP messaging standards. Bahrain customs needed to

know the status for all the import shipments arriving on a given flight from airlines. Kale's GALAXY system in use at BAS accepts the messages such as FFM, FWB, FHL from airlines ahead of flight arrival,

verifies the syntax and version requirements before transmitting the same to Bahrain customs. In case such information for a given flight is not received from the airline or is not as per the agreed version, Kale's GALAXY system is also able to generate relevant messages and transmit the same to Bahrain customs system post flight finalisation. All incoming messages at BAS are forwarded to customs system while factoring certain required validations.

The system provides detailed daily reports such as summary of Daily FFM-received or failed amongst others and is in conformance to e-Freight initiative being undertaken by Bahrain. Khalid Ali Al-Mahmood, Manager Cargo, Bahrain Airport Services, said, "This service is now available for all the airlines operating at Bahrain Airport. We are one of the first airports to implement an e-CSD compliant system in Middle East and are actively promoting e-AWB in the region to make paper-free cargo movement a reality."





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Amazing Turkey: Flying over Cappadocia

Turkish Cargo organised a Fam trip for the Indian counterparts, giving a 360° view of Istanbul's new cargo terminal and beautiful site of Cappadocia. The city is a nature lover's delight with fairy chimneys, open-air museum, underground cities, best viewed through hot air balloon rides. As you take off at sunrise, the view can hypnotise anyone with the surreal landscape.



Etihad Cargo launches luxury car service

The offer is now available from Abu Dhabi to European destinations including Amsterdam, Berlin, Dusseldorf, Frankfurt, Geneva, London, Manchester, Milan, Munich, Paris and Zurich.



CT BUREAU

Etihad Cargo has launched a unique, new travel offer for guests who want to travel with their luxury car over the summer period. Drivers can enjoy up to 20 per cent off air cargo rates and their seat, when they book in first or business class. The cargo section for the national carrier of the United Arab Emirates is also offering additional services this year, arranging hotel accommodation and having the car delivered straight to the driver's doorstep.

David Kerr, Senior Vice President, Etihad Cargo, said, "Through our use of a mixed fleet of aircraft, we have a range of options that enable us to transport cars in the hold including some of the new additions to our fleet such as the Airbus 380s.

"We have several years of experience in transporting vehicles for manufacturers to luxury car markets around the world and will aim to provide a first class service for those clients who are looking

to take their vehicles with them to Europe during the summer."

With upgrades and expansions having been made to the passenger fleet, vehicles were moved in

Etihad's aircraft such as the Airbus 380. This also provides guests with access to The Residence, the world's first three-room private suite on a commercial aircraft, which is served by a personal Butler.



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UPS WORLDWIDE EXPRESS™ package service

UPS announced the expansion of its UPS Worldwide Express™ package service to reach 117 countries and territories, providing an earlier delivery option for customers to more locations. The service offers guaranteed delivery on the next business day by 10:30 a.m., noon, or 2 p.m., depending on the destination. In 2016, UPS has introduced the service to 52 additional countries and territories.

"UPS invests in capabilities to expand our connections to global markets to help our customers. This service offers superior global reach for the most urgent shipments," said Jim Barber, UPS International President. "With this latest expansion, the coverage area totals 117 countries, which comprise nearly 95 per cent of the global gross domestic product and 96 per cent of real imports."

EVENTS Calendar

INTERNATIONAL EVENTS

September 2016

13-15

Logistiikka
Tampere, Finland

September 2016

13-16

IMHX 2016
NEC
Birmingham

September 2016

19-20

4th CCA Pharma &
Bioscience Conference
Dubai

September 2016

20-22

CeMAT Russia
Moscow
Russia

October 2016

04-06

Int'l Transport and
Logistics Fair
Minsk, Belarus

October 2016

08-11

Syskevasia
Athens, GreeceGlobal Project
Logistics Conference
Shenzhen, China
NB, Canada

October 2016

11-13

October 2016

12-13

GLCS LogiSYM
Malaysia 2016
Kuala Lumpur, Malaysia

October 2016

19-21

Indonesia Transport
Supply Chain &
Logistics
JI - Expo Kemayoran

October 2016

18

Supply Chain
Forum
Luton Hoo
England

October 2016

26-28

ACF 2016
Paris, FranceCanada Logistics
Conference
Saint John
NB, Canada

October 2016

26-28



November 2016

15-17

Intermodal Europe
Rotterdam, Netherlands

Network to beat competition

Modern logistics needs correct networking, says Grace Sun, Promoter, Shenzhen Global Logistics Alliance at a lunch by ACCD.



Air Cargo Club of Delhi organised its first lunch after the election of new managing committee on July 27, 2016. The key speaker of the event was **Grace Sun**, Promoter, Shenzhen Global Logistics Alliance (GLA).

Global Logistics Alliance is a Chinese networking company which offers comprehensive logistics, warehousing and freight solutions, tailor-made to the companies. The theme of the lunch was 'Networking-Key to Success in Modern Logistics'. Sun says, "To survive in today's competitive logistics scenario, networking is essential. China and India are two promising markets for logistics. But competition is hard."

She discussed about the problems one may face, such as it's difficult to find business as the market is narrow; hard to get good price and services. Secondly, difficulty to find reliable overseas agent. Last but not the least, high operating costs such as labour cost and supply chain cost.

"Hence, here lies the role of GLA to build your business," she informed. The company is helping small and medium enterprises to grow through a network and are

providing networking partners across the globe. The company already has 7,000 members

we have to have a global presence either through our own network or networking agencies. Indian

Shenzhen GLA's main aim is to reduce cost and improve efficiency and good network is the cheapest way

across the globe and are spread in 128 countries. "Our main aim is to reduce cost and improve efficiency and good networks is the cheapest way," she added. GLA has also offered a special price

SMEs will get an opportunity to be a part of a global network." GLA is also helping their logistic partners by assuring safety of their money while working through GLA networking partners with the capping.



to ACCD members to be a part of a network and the offer, which was for a day was extended for a month. **Ravinder Katyal**, President, ACCD, says, "If we have to grow

Through right Network partners, one can grow faster and can serve 3PL/4PL services as complete supply chain management company."

DOMESTIC EVENTS

September 2016

21-22

Express Logistics &
Supply Chain Conclave
Taj Lands End, Mumbai

October 2016

17-19

Global Warehousing &
Logistics Expo
Bombay Exhibition
Centre, Mumbai

October 2016

17-19

India Cold Chain Show
Bombay Convention
& Exhibition Centre,
Mumbai

December 2016

1-3

CeMAT India
MMRDA Ground
Mumbai

December 2016

2-4

Logistics Asia
Gujarat University Convention &
Exhibition Center, Ahmedabad

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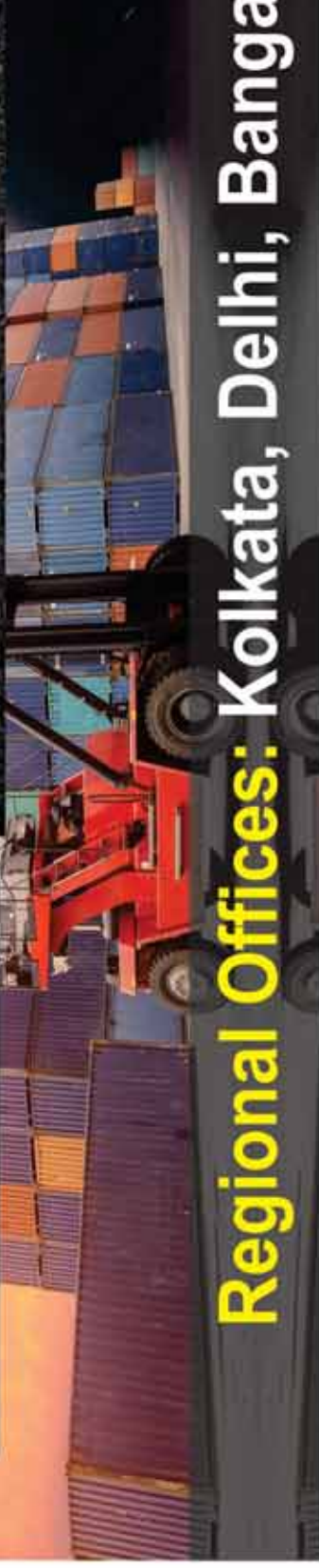
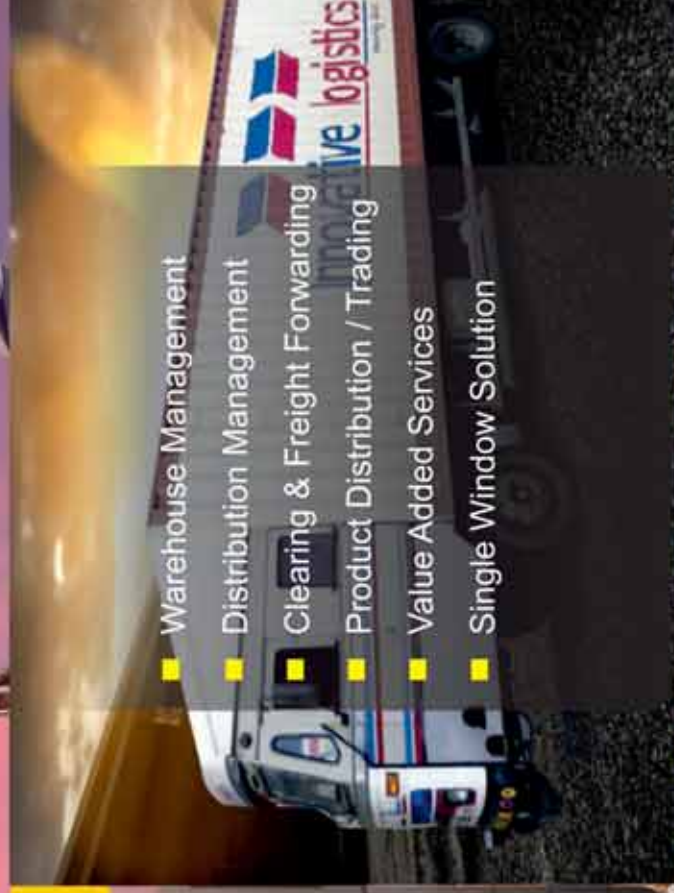
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Airports Authority of India

Delhi

Dr. Guruprasad Mohapatra, IAS Officer of Gujarat Cadre, (1986 Batch) in the rank of Additional Secretary to the Government of India, took over as Chairman, Airports Authority of India as of July 19, 2016. Prior to joining AAI, he worked as a Joint Secretary in the Department of Commerce in Government of India. He has worked extensively in the power sector, urban development and industry, where he was involved in comprehensive reforms in the power sector and restructuring of the erstwhile Gujarat Electricity Board into several commercial entities.



A.P. Møller - Mærsk

Mumbai

Søren Skou has appointed as a new CEO of A.P. Møller - Mærsk A/S, replacing Nils S. Andersen. The changes were effective as of July 1, 2016. Skou has been employed with A.P. Møller - Mærsk since 1983 and for 15 years held various leading positions in Mærsk Line, with roles in Copenhagen, New York and Beijing. He was CEO of Maersk Tankers from 2001 to 2011. In 2012, he was appointed CEO of Maersk Line. Skou has also previously served on the board of two listed companies. He will remain in this position in addition to his position as CEO for the Maersk Group.



Allcargo Logistics

Mumbai

Allcargo Logistics has announced that **Adarsh Hegde** has been elevated as Joint Managing Director. Hegde has been with the company since its inception in 1993 and has played a pivotal role in Allcargo's growth story. As the Joint Managing Director, Hegde will oversee the business of CFS and ICD project forwarding and engineering solutions, e-commerce logistics, coastal shipping, and contract logistics. He will be responsible for crafting business strategy, developing strong leadership team and supporting initiatives to accelerate profitable growth. In addition, he will continue to play a key role in overall group governance and business development.



Inland World Logistics

Mumbai

Inland World Logistics has announced the appointment of **Tarun Pant** as National Head (3PL) at the company's corporate office, Mumbai. Pant is a graduate in Science and also holds MBA degree from Nagpur University. Prior to joining Inland World Logistics, he had worked with TCI, First Flight Couriers, DTDC, Om Logistics and its associate companies. Pant has hard core experience of 22 years in logistics and supply chain management industry.



GEFCO

Courbevoie, France

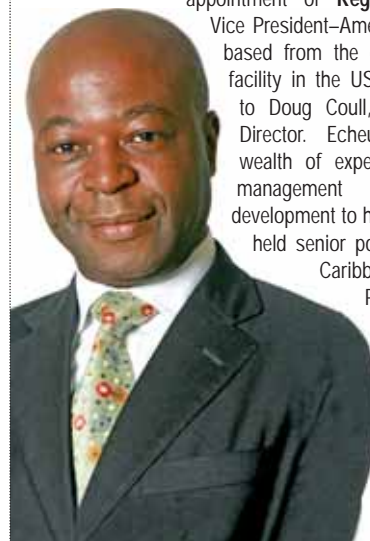
Gecco Group announces the appointment of **Anne Lambusson** in the PSA Contract Division Management. She is also a member of the Executive Committee. With a two-fold experience in rail transport and automotive sectors, Lambusson combines industrial expertise and business units' management skills, which she developed in international environments. She will be replacing Paul-Henri Fréret in the PSA Contract Division Management as he will be taking over the ASOR area Management (East Asia) as Executive Vice President.



B&H Worldwide

Miami, USA

Aerospace logistics provider B&H Worldwide has further strengthened its international management team with the appointment of **Reg Echeumuna** as Vice President-Americas. He will be based from the company's Miami facility in the USA and will report to Doug Coull, Senior Regional Director. Echeumuna brings a wealth of experience in general management and business development to his new role having held senior positions with DHL, Caribbean Airlines and Pitney Bowes in his career.



TALKing People

Vineet Malhotra, Director, Kale Logistics Solutions is a travel enthusiast. "I normally take an off every couple of months and that revitalises my work too," he says. Hills and Nature entice him. He likes to watch football, tennis and cricket but loves playing tennis whenever he gets the time. His favourite cuisine, he shares, "I love the simple curd rice." Malhotra loves to slip to New Zealand; "and the best part of the place is sheep. The country has lakes all over."



Abhijit Malkhani, Managing Director, Indospace is a big time soccer lover. "I play soccer every weekend," he says, "and gym is another favourite hangout zone." He loves to have oriental food. Talking about his favourite vacation destination, he says, "There is something different in the US that makes me land there every time. We had a pretty decent holiday in Sydney when my son graduated out of college," he shares.



"I am a music lover and have flair of all kinds of music," says **Ravi Kaul**, AVP-Operations, NWCC. He likes to play badminton, table tennis and pool but cricket is his all-time favourite sport. His much preferred cuisine is Thai. Talking about his most preferred holiday destination, Kaul says, "Bali is my favourite destination for vacations; I like the beauty of beaches, temples and its culture. However, my Singapore trip was the most memorable," he added.





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