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Looking forward to stability in 2017

While 2016 was a mixed bag of cheers and tears, 2017 looks like a year of emerging trends. The industry is hoping for more stability in the freight market. **CARGOTALK** takes a sneak peek of the year that was and what the upcoming new year is expected to bring in the bag.



KALPANA LOHUMI

When the industry is gearing up for 2017, it is always good to look at past and brush up the learnings of the year. Despite the global slow-down, the country's logistics sector has managed to maintain its impetus but a lot need to be done so as to keep the energy revived. **CARGOTALK** explores some of the best trends and challenges from 2016 and what the industry is prospecting for 2017.

However, the year 2016 was a mixture of positives and negatives for logistics sector, though the year ended up on a decent note. Despite the minor glitches, the Indian logistics industry is looking forward to script another success story in 2017.

The year saw many initiatives by the government, such as the much-awaited GST, is expected to come next year now. The ministry is taking several suggestions from the industry stakeholders to understand the problems and

taking recommendations from them to grow the sector further. Most importantly, the government is understanding the fact that logistics is not being recognised as a standalone industry and that there is a tendency to put it with individual ministries.

The increasing number of e-commerce set ups has contributed significantly to growing demand for specialised logistics services which is a key support factor for the business. Freight forwarding and contract logistics continues to be a growth industry. Even so, freight and logistics companies will need to deal with

Trivia:

- ◆ The recent demonetisation of currency notes will add to the economic growth of the country
- ◆ With GST implementation, there will be efficient cross-state transportation and rationalisation of paper work for road transporters

numerous issues in the years ahead. Another key to growth and profitability will be the ability to analyse customers' needs and then respond quickly with differentiated and advanced logistics solutions. That will require better IT tools to improve internal process efficiency and to generate analyses that result in deeper understanding of customers' industries and business processes.

Adoption of technology is no doubt going to play a crucial role in the growth of the industry. It is increasingly important for logistics service providers to be able to roll out technology to customers and connect with their IT solutions, and logistics providers seem to be responding to this need. However, many are digitising essential functions within their internal vertical value chain as well as with their horizontal partners along the supply chain.



In addition, they are enhancing their product portfolio with digital functionalities and introducing innovative, data based services. Let's hear from the industry how has been the year and what are their plans and projections for 2017.

Looking Back

"As per industry resources, 2016 has performed like a thrilling roller coaster, the leak and peak trend maintained their influence as usual. There has been a noticeable increase in the percentage of business transactions in terms of

volumes but the freight/yield levels have nosedived due to heavy competition. This year has been slightly better than 2015 as it behaved as anticipated. The roller ride was projected last year and it did not disappoint," says, **Amit Tandon**, India Cargo Awards, 2016 winner and Managing Director, Asia Shipping – India.

Akash Bansal, India Cargo Awards, 2015 winner and Head – Logistics, Om Logistics, mentions

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MIAL helping air cargo optimally

Air freight is a vital economic activity and contributes significantly to the GDP of the country. Mumbai International Airport Limited (MIAL) would like to see CSIA emerge as the leading cargo hub in the world, says, **Manoj Singh**, DDP Game Changer, India Cargo Awards 2016 and SVP (Cargo), MIAL.

CT BUREAU

How has the airport developed in the last five years?

For the past decade, MIAL has moved steadily towards the enhancement of the throughput capacity of the cargo terminal at Chhatrapati Shivaji International



Manoj Singh
DDP Game Changer, India Cargo Awards 2016
SVP (Cargo), MIAL

With the highest air cargo throughput handled to the tune of over 0.6 million metric tonne per annum, MIAL holds a leading position

Airport (CSIA). Considering the massive scale of cargo operations at the Mumbai airport, key developments were initiated in a phased manner, without disrupting the flow of operations. Since its inception, the airport has executed nearly seven major projects, which have resulted in successfully doubling the cargo throughput capacity at the Mumbai airport.

Understanding the customer requirements, MIAL has revolutionised its IT systems,

right from creating the country's first Cargo Management System in 2009, the Ground Handling Application in 2012, to launching the country's first Air Cargo Community Platform – GMAX and the Cargo Mobile Application in 2013 and 2015 respectively. Since MIAL's introduction in international handling, the e-freight initiatives

Key Takeaways:

- ◆ Successful operations of the new Export Heavy & Bonded cargo terminal
- ◆ A dedicated export terminal with enhanced capacity for pharmaceutical handling
- ◆ A separate new export terminal for perishables

have been continuously upgraded because of which it is now an IATA notified e-freight compliant station. MIAL has achieved the highest export cargo acceptance and highest import cargo delivery



in a day, zero pendency in import delivery for gate-passes generated in a day, import flight segregation performance and leading e-freight initiatives in India. Owing to these recognitions, CSIA continues to be the busiest airport in India for international air cargo volumes.

How has the development at the airport helped the cargo industry?

Unlike the global scenario, in India, the entire physical handling and regulatory clearance take place at the cargo terminal, making airport operations one of the critical pillars of overall logistics for air cargo in the

country. As a part of modernisation, MIAL has brought significant improvements, be it ease of doing business in regulatory clearances, e-freight based operations, IT, simplified procedures or 24x7 clearance facilities. With the highest air cargo throughput handled to the tune of over 0.6 million metric tons per annum, MIAL's air cargo terminal holds a market leading position amongst Indian airports. The airport's continuous efforts in introducing state-of-the-art technology and implementing high level automation have made air cargo more competitive with respect to other modes of shipment.



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Hope is in the air

As the year comes to an end, there is a wave of hope in the industry for better yields and more innovations. Despite the global downturn, the Indian logistics industry is ending on a decent note. The industry is quite ready with the goals and hoping that 2017 will bring in many reforms and will ease business for players.

Prime Minister Modi has hit the industry with the shocking announcement of demonetisation of ₹500 and ₹1000 notes. The aim of the initiative is to free the country from black money and the logistics industry has also been suitably affected. Truckers had been badly hit by demonetisation for a few days as they usually deal with hard cash. But there is a feeling of optimism in the industry with the hope that this will push the industry towards accepting a cashless business model and there could be a large wave of digital transformation in the Indian logistics space. The move to a cashless economy has started and now physical print-outs of exchange control copy and EP copy of shipping bills will no longer be generated for exports from December 1, 2016, as per the announcement of the Ministry of Finance, Department of Revenue, Office of the Principal Commissioner of Customs, Air Cargo – Chennai, Government of India. For imports, since customs duty is paid online, physical challans won't be available.

As the government has started taking the industry seriously and is also taking suggestions from associations and industry stakeholders. Recently, National Committee on Trade Facilitation (NCTF) requested all industry associations to form a working committee consisting of experts from shipping, road transport, highways, railways, air transport, export and import procedures, taxes & duties, legal issues, standards & barriers to handle issues pertaining to trade. Moreover, Railway Ministry is also working on ways to cut logistics cost.

Lessons learnt from 2016

Automotive Logistics India 2016 brings out the challenges and opportunities for the sector despite infrastructure constraints.



CT BUREAU

Indian Railways has traditionally been the transporter of the bulk commodity such as coal, cement, iron, coal etc. Almost 1100 tonnes of traffic moves through Indian Railways. But when it comes to automotive traffic, we have started over the last few years. Although the percentage that we carry, as far as automotive is concerned, are improving. In 2015-16, we ran 708 trains as compared to 449 the previous year, similarly the number of units we have carried showed improvement; 99 per cent more units we have carried, and in terms of earnings also there has been improvement.



UC Joshi

*Executive Director - Freight Marketing,
Ministry of Railways, Govt of India*

Presently, Indian automotive market is in a sweet spot while most major markets such as China, US, Japan and Germany have slowdown in 2016, whereas India is on its way to register a 7.5 per cent growth rate this year after a very poor show in 2013 and 2014. There are several factors supporting this rate of recovery. One is the slump in the price of oil – a blessing for India because the country imports 80 per cent of its domestic oil consumption. These are all positive for the customer base where pent-up demand is gradually leading to a rise in sales across vehicle segments, including the compact SUV segment, which has grown to account for 34.4 per cent of sales.



Anil Sharma
*Principal Analyst
IHS Markit*



Lack of availability of quality logistics professionals, low level of 3PL usage in warehousing and transportation (only 55 per cent of Indian companies use 3PL services compare to 75 per cent globally), manual process of inbound freight management and lack of vehicle tracking system in use are one of the few challenges the industry is facing presently. The focus is on outbound for customer services and resources for inbound is limited. 'Uberisation of logistics' can further drive efficiency in the sector.

Devendra Bharambe

*Deputy GM Demand Chain Management,
Mahindra & Mahindra*



To make supply chain efficient, standardise and green, collaboration is required. Packaging is also an area suitable for collaboration on establishing greater standardisation for the benefit of more efficient inbound supply. There were 800,000 different packaging 'footprints' being used by OEMs in India now and gave contrasting figure that these could all be replaced by eight to 10 standards that would meet 95 per cent of the industry's needs on inbound delivery.

DK Rai

*Director, Chop Automotive &
Industrial Solutions (India)*

Rivers were never seen as an important mode of transportation. On top of the five national waterways the government has marked out for freight transport, another 106 have been identified for development. Inland waterways are only useful if they have intermodal terminal links and there are currently three major terminals being built to connect road and rail, with several smaller terminals planned as well. The way forward is to make the rivers navigable, to undertake infrastructure development including terminals, and to make vessels available for bulk movements and the automotive industry.



Shrikant Mahiyaria
*Member (Traffic)
Inland Waterways Authority of India (IWAI)*

India is ranked 35th on the global logistics performance index out of a total of 54 places and will need \$1 trillion to improve its infrastructure and make it competitive. The country's port infrastructure is weak and technologically inadequate, especially for the automotive industry. India's major ports are to introduce a discount of 80 per cent for two years on vessel-related charges for coastal vehicle movements to boost automotive sector demand for coastal transport. This followed a move in June when the Indian port of Mumbai reduced vessel-related charges for ro-ro traffic by around 10 per cent, again to encourage the coastal movement of vehicles.



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CARGOTALK is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86/94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todarmal Road, New Delhi - 110 001
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Six mega ports under Sagarmala project

The Ministry of Shipping's project that aims to modernise India's ports, is estimated to save up to `40,000 crore per year spent on logistics by key industries.



At least six new mega ports have been cleared to be built under the ambitious Sagarmala Project, taken up by the Ministry of Shipping. The National Perspective Plan (NPP) for the much talked about project envisions these new infrastructural facilities as part of its multi-pronged strategy.

The new ports are likely to enhance India's cargo handling capacity by 466 million tonne per year. As part of the Sagarmala vision, India's cargo traffic handling capacity will be enhanced from 1,550 to 3,000 million tonne per year by 2025. The rest 980 million metric tonne capacity needed to meet the target will be fulfilled by enhancing the capacity of major and non-major ports. Currently, India loses a lot of foreign currency to Sri Lanka and Singapore due to lack of transshipment facilities. A whopping 25 per cent of the Indian cargo is transhipped in Colombo and Singapore.

One of the major reasons behind this is that India's biggest container port has a draft of just 14 m, whereas a capsized vessel requires it to be above 16 m to load and unload goods. India's cargo volume is estimated to rise by up to 2,500 metric tonne per year from

the current evaluation at 972 metric tonne per year. Infrastructural enhancements are likely to ease the pressure on the existing facilities. The new ports will also boost up coastal shipping, thus decreasing

the dependence on transportation through railways and roadways. This is likely to cut down the inland transportation costs by up to 80 percent. Presently the country has 12 major ports.

UK's EXIM trade volume with India evolved

As per Maersk Line, India maintained its strong trading position with the United Kingdom (UK) registering a 6 per cent year on year growth in EXIM container trade volumes for the first half of 2016. This despite a 2 per cent decline in the UK's EXIM container trade volumes with the rest of the world during the same period.

The full year container trade volume growth forecast for 2016 is expected to slightly lower at four to five per cent, but better than the three per cent growth witnessed in 2015. In terms of overall trade, India ranks 3rd on EXIM trade volumes with the UK with a share of six per cent behind China (38 per cent) and USA (8 per cent).

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2016 managed better despite roadblocks

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that the year was an average. "Many organisations has some tough times and hence the impact of volumes was visible in the sector also. But logistics companies who are diversified into all verticals could manage a positive growth cumulatively. There had been some substantially good improvements towards infrastructure which supported the industry with the reduced turn-around time (TAT) of vehicles and hence brought in substantial benefits for the industry."

"As far as car carrier industry is concerned it was a land mark year as the notification in regards to dimensions of car carriers were notified by the ministry of road transport and highway in the official gazette of Government of India. This has cleared the uncertainty which was for a very long time," appraises, **Vipul Nanda**, President, Car Carrier Association.

"Announcement of GST was also a much-awaited breather for the logistics industry provided the implementation is done and accepted by the states in the form that it reduces cost and hassles for the logistics service providers at the state borders. GST will have a significant impact on how we do business and will be benefiting the industry in a long run," Bansal adds.

Talking about the shipping industry, **Satish Lakkaraju**, Chief Commercial Officer, Agility Logistics, opines, "2016 was a year of consolidation. Shipping industry saw major reshuffle



Amit Tandon
India Cargo Awards, 2016 Winner
Managing Director
Asia Shipping - India



Akash Bansal
India Cargo Awards, 2015 Winner
Head - Logistics, Om Logistics



Vipul Nanda
President
Car Carrier Association

“ This year has been slightly better than 2015 as it behaved as anticipated. The roller ride was projected last year and it did not disappoint ”

with old alliances falling apart and newer alliances being forged. Some shipping lines became bankrupt, some merged with the bigger ones. The freight rates kept falling during the first half of the year reaching all time low levels, thus affecting the profitability. The second half of the year saw recovery in the freight levels, due to GRIs and capacity consolidations.

“ There had been some substantially good improvements towards infrastructure which supported the industry with the reduced TAT of vehicles ”

Coming to air cargo movement, Lakkaraju adds, "We saw withdrawal of European freighter capacity while the Middle East carriers continued adding capacity."
Shesh Kulkarni, Managing Director, MIQ Logistics India, says, "MIQ grew its business by over 30 per cent, as for larger industry is concerned it was a mixed bag.

“ It was a land mark year as dimensions of car carriers were notified by the Ministry of Road Transport and Highway in the official gazette of Government of India ”

However, the slow-down has nothing to do with economy but with logistics company themselves; companies who are well wired and networked and have progressive minded people have grown, and all inward looking companies have had a huge struggle."
"The government has taken several measures to improve operational efficiency through mechanisation, deepening the draft and speedy evacuations. In FY 2015-16, the Indian Port sector witnessed capacity addition of 94 Million Tonnes Per Annum (MTPA), which is the highest in the history of major ports," informs, **Ritu Roongta**, Director Finance, Abhijeet Logistics.

for a logistics company in India as organised companies always compete with unorganised sector and hence have stern pressures on cost front. Even with such intense competition, we could maintain our growth of 18 per cent on our top line is what we have achieved and felt that the same could have been better if the industrial economy was bullish. Anyway, we are on our way in providing innovative customised solutions to our customer for a better growth in times to come," shares Bansal.

"Uncertainty with the ocean liners was one of the major challenge we faced during the year. Strikes and go slow called throughout the year by the unions at various airports and ocean ports affected the cargo movements. A continuous challenge which we still face today is of excess capacities still being deployed in some markets. However, despite all the challenges during the year in India and global markets, it has been a successful year for Agility. We have performed well beyond the markets expectations," notifies Lakkaraju.

"Competition due to very low freight rates was the only challenge faced by us in this year, which affected our yields but we did manage to retain our accounts and won ourselves new business for the year. We were very optimistic about our steady results, because of our strategic planning last year and support from business partners," says, Tandon, in adding, "In just four years since our inception in India, we have managed to achieve top spot on every shipping lines for our market share on our core trade lane."

Roongta listed following challenges the industry has faced in 2016:

- Low rates of technology adoption and poor skill levels
- **High TAT:** JNPT has more than two times the TAT of Colombo and Singapore ports because of congestion on berths and slow evacuation of cargos unloaded at berths
- Inadequate depth at ports

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Amidst volatility, there is a ray of hope

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• And, with increased volumes of cargo, major airports are getting congested resulting in long waiting time

With many steps taken by central government to increase export and manufacturing in India, we managed to achieve double turnover as compared to 2015.

Outlook 2017

“Recent commendable initiative of demonetisation of currency notes by our Prime Minister will add to the economic growth of the country where organised players who are already in a cashless business model would really benefit. Now we expect to have a more rational business in competition to the unorganised sector and through this there would be substantial consolidation in the unorganised logistics sector and norms for payments would be tough to handle,” feels Bansal.

Lakkaraju says, “We are expecting the implementation of GST from the next financial year, which will change the landscape of how the business is conducted in



Satish Lakkaraju
Chief Commercial Officer
Aglility Logistics



Shesh Kulkarni
Managing Director
MIO Logistics India



Ritu Roongta
Director Finance
Abhijeet Logistics

the country. The recapitalisation of banks after the demonetisation will help in lowering the interest rates which is expected to be helpful for all the industries in the long run.”

Roongta believes, “On implementation of GST by fiscal 2016 -2017, there will be efficient cross-state transportation and rationalisation of paper work for road transporters. This will reduce logistics costs as taxation will be done at a national level and not by each state.” Kulkarni poised 2017 to be a very good year, particularly post the steps such as GST, inflation likely to come down, bank lending interest rates are like to drop further and economy will see a huge flip.

“
2016 was a year of consolidation. Shipping industry saw major reshuffle with old alliances falling apart and newer alliances being forged
”

“
The breakdown has nothing to do with economy but with logistics company themselves; all inward looking companies have had a huge struggle
”

“
The government has taken several measures to improve operational efficiency through mechanisation, deepening the draft and speedy evacuations
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Warehouse provides roof to portfolio boost

With a view to enhance its product portfolio, Central Railside Warehouse Company (CRWC) has initiated various plans to set up warehouses and logistic parks in association with many agencies, such as IWAI, IFFCO, through joint ventures. **KU Thankachen**, MD, CRWC, ICA 2016 winner, elucidates on it with **CARGOTALK**.

CT BUREAU

What are the important factors in transit storage of bulk commodity?

First, efficient handling is a must; the cargo that is coming from train must be unloaded carefully without any damage and delays. And, it should be stacked properly to reach the customer in a proper condition.

What is the minimum and maximum transit storage duration in CRWC?

Minimum could be one day and optimally maximum we can store the cargo for five to seven days. This brings us revenue too and hence cement companies also find it convenient to store the cargo and take them in different gaps.

Is there any point where the sector is lagging?

The only drawback with the rail-side warehousing is that they are



KU Thankachen
ICA 2016 Winner
MD, CRWC

restricted to technology adoption because of the nature of cargo stored in the rail-side warehouses. However, the technological breakthrough can come in the form of silos; where in the future the bulk handling of cement and food grains is likely to take place. A lot of work is happening in the field of foodgrains, with FCI leading the way. In the long term, we should

adopt such technologies to increase the efficiency.

What is your USP that makes you stand out?

CRWC mandate is to develop and operate the rail-side warehousing complexes. We have a unique relationship with railways and have a unique set of customers particularly from the cement and bulk commodity

“ We have entered a joint venture with IFFCO, KISAN, SEZ and IPL for construction of a general warehouse along with cold storage in Nellore, near KPCT



segment. As far as the bulk commodities are concerned, we provide our services to a niche segment of customers.

What is your take on the GST?

Regarding warehousing sector, with the introduction of GST, significant changes are expected to happen, such as reduction in cost and technology innovation. With the rising e-commerce boom, warehousing sector will be much more dynamic in the post GST scenario. From the railway perspective, demand for parcel traffic is expected to increase and not to forget, transportation over longleads will get a boost. We are expecting to see bulk volumes in parcel traffic post GST.

What are the new projects in pipeline?

CRWC is taking consistent measures to maximise asset utilisation and ensure quality of service to maintain its leadership in market in providing logistics services to the customers. We have also entered a joint venture with IFFCO, KISAN, SEZ and IPL for construction of a general warehouse along with cold storage in Nellore, near Krishnapatnam Port in Andhra Pradesh. Seeing the high demand, we are planning to open terminals in Bhiwandi Road, Mumbai and Fatuha, Bihar, to cater to bulk commodities and parcel traffic. In Bihar, Pahleja terminal is under construction and is expected to be completed shortly. ↓

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Demonetisation will pave

Considered as a major step towards addressing the black money problem in the country, the Indian government's move of demonetising `500 and `1,000 notes will push the logistics industry towards accepting the digital revolution and making the industry more organised. CARGOTALK talks to industry experts to know how it has affected the sector. Read on to know more...



KALPANA LOHUMI



Vijay Kumar
Chief Operating Officer
Express Industry Council of India (EICI)

Due to demonetising currency notes, there are some procedural issues that express companies have been facing while plying their vehicles carrying urgently required express shipments on the national highways. The vehicles must pass multiple toll plazas and drivers carry cash to pay the toll charges. While every effort has been made by our members to ensure their drivers carry the new higher denomination notes as well as use other alternative payment systems available post November 11, 2016, due to unprecedented rush in the banks as well as limits for cash withdrawals, it is turning out to be difficult to implement.

EICI appeals to the Union Government to extend the exemption deadline for toll plazas until the situation stabilises so that vehicles are not stuck at toll booths for want of lower denomination notes.

Anil Khanna
Managing Director
Blue Dart Express

It already has had a big impact on the industry. In India, 70 per cent of the e-tail business is on cash on delivery (COD). The moment demonetisation was announced, companies like Amazon, PAYTM, etc, announced a total freeze on COD shipments. Companies like Snapdeal brought down the limit to `2,000 and even `1,000. So it has definitely impacted the industry and in the first two-three days we have seen a huge impact. But I guess it is temporary. E-tailers are trying to switch their customers from COD to prepaid or other modes of payment.

Blue Dart is geared up for this challenge in terms of offering e-wallets on our hand-held devices with 13 e-wallets right now for our customers. We are also providing card-swiping facilities to customers. This will help us through the demonetisation period. These are also very convenient payment features for the customer. I expect there would be an impact till such times when other solutions can be worked out.



Ravinder Katyal
ICA 2016 Winner, Director Air Freight & Co-Load – ISC, DSV Air & Sea

This is one of a long-awaited move from last 60-70 years to stabilise the economy. Initially, yes logistics industry will get impacted as the small business has gone away and it will take some time to establish the it again.

But eventually it will be a boom for the industry. However, it could have been done in a phased manner.



Anjani Mandal
CEO and Co-founder, 4TiGO

With the demonetisation, many medium and small businesses were badly hit due to troubles in transportation work. The truck logistics industry usually deals with hard cash. Apart from the transportation costs, truck drivers often carry over `50,000 with them for fuel, stay and food arrangements during their travel and this cash is almost always in denominations of `500 and `1,000. Due to the sudden ban on currency notes of these denominations, many were left clueless on how to go about their jobs. However, with the strong government push to move to a 'cash-less economy', the execution of cashless business transactions becomes a critical need of the road transport industry.

4TiGO offers secure cashless transactions for all payments on its network. With the help of the partnership with Federal Bank, the cosigners, consignees, truck drivers and fleet owners, all can make or receive payments by using the cloud-based technology platform of 4TiGO. Along with this, 4TiGO's partnership with Indian Oil Corporation ensures that the truck drivers can make all fuel payments and toll payments electronically rendering need for cash to as low as `1,000 per day. India is heading towards a cashless economy. So why should the road transportation sector be behind?



HIGHLIGHTS :

- EICI appeals to the Union Government to extend the exemption deadline for toll plazas until situation stabilises so that vehicles are not stuck at toll booths for want of lower denomination notes.
- Blue Dart is offering e-wallets on its hand-held devices with 13 e-wallets right now for customers.
- Blue Dart is also providing card-swiping facilities to customers.
- With the help of 4Tigo's partnership with Federal Bank, the cosigners, consignees, truck drivers and fleet owners can make or receive payments by using the cloud-based technology platform of the company.
- We should try to merge our logistics payments through online methods ensuring speed and accuracy.
- Demonetisation will increase country's GDP, minimise corruption, boost cashless transaction which will lead to higher tax collection, better business environment, less corruption and transparency while inflation could trend lower, helping interest rates to decline further.
- The moment money started to flow our currency stands will be improved and the trading dollar value against our Indian rupee will be weaker and the exchange rates will come down.
- This will prompt people to move toward non-cash modes of payment and will clean the system by removing undisclosed cost.

the way for online transactions

Chander Agarwal

*India Cargo Awards, 2016 Winner
MD, TCIEXPRESS*



Demonetising ₹500 and ₹1,000 currency notes is a strong move to curb the in-flow of black-money. This will impact the COD mode of payment. We believe it is high time that small and large vendors be a part of this transitioning phase and reduce dependency on cash transactions, which has mostly challenged the efficiency in the operations. The move will transform and push companies to adopt newer technologies to transact which is bound to drive people towards digital transactions. Overall, we foresee a positive impact on the country's economy in the longer run.

TCIEXPRESS has been operating in cashless transactions and working with transparency is its modus operandi. Only five per cent of our customers were making cash transactions, out of which many have shifted to electronic transfers. For some of them who wish to continue using cash as their primary mode of transaction, we've offered credit facility for the time being. Our fully automated systems such as EDI (Electronic Data Interchange) and API (Application Programme Interchange) facility also help us address the situation.



Dinesh Gautama

President, Navkar Corporation

The world is changing over to digitisation and monetary exchanges when done through digital communication is not only fast but also instant and efficient. It helps to improve the efficacy of the system and creates an indelible record in the system. Today, the world is moving in the direction of EDI and ERP through computerisation. So, this initiative to shift to a cashless economy is a great and giant leap. The long-distance transportation in the logistics sector may have been hit due to their trucks being held up in various locations on the highways. But then this was immediately considered by the government by immediately suspending the payment of tolls across the length and breadth of the country till about November 24.

It will have a beneficial effect eventually. All major ports have been running on PDA accounts with all their stakeholders. This ensures that financial transactions remain on record along with the date and time – ensuring that cargo/containers move smoothly without the need to wait in queue and line up for payments. Today, the entire banking systems is digitised. So, we should try to merge our logistics payments through online methods ensuring speed and accuracy and without the worry of moving around with physical currencies.

Pradeep Panicker

*India Cargo Awards, 2016 Winner
EVP & CCO – Aero, Delhi International Airport*



It is an interesting new proposition which the PM has put together for ending the black money. From an airport perspective, we are not affected by the demonetisation because none of our transaction is on cash except for perhaps in the non-scheduled operations because some of the non-scheduled operators (NSOs) does not have credit limit with us. Hence, we do not require any additional steps as we are already in the process of doing online business for NSOs earlier already. Moreover, in the industry per say, small time truck operators are get affected till the time cash comes back in the system or if they move on to non-cash mechanism payment. Initially the liquidity problem is going to have some impact on certain parts of the supply chain where cash is still a case. But this will settle down. This will prompt people to move toward non-cash modes of payment and will clean the system by removing undisclosed cost.

JK Arora

*India Cargo Awards, 2016 Winner
Managing Director, Cargo Movers*



With this step, the government is encouraging people more on cashless transaction and to minimise corruption like in developed countries. It has a short-term effect for importer, consumption shall decrease in Indian market. However, to deal with this situation, it is beneficial to concentrate more on exports with decreasing margins and providing door to door services to shipper and consignee. Hence, demonetisation will increase country's GDP, minimise corruption, boost cashless transaction which will lead to higher tax collection, better business environment, less corruption and transparency while inflation could trend lower, helping interest rates to decline further.

Nagaraj .C

*India Cargo Awards, 2016 Winner
MD, Cargo Consol India*



Demonetising currency notes has not affected the industry much. It has created a slow down on new orders and procurements because of tight cash flow, due to that fact the total movements are not happening as like waves but this is going to be streamline once for all of us irrespective of any industry, especially logistics and shipping industry can forecast the growth which has not happened for last couple of years because of inflation and stagflation. The moment money started to flow our currency stands will be improved and the trading dollar value against our Indian rupee will be weaker and the exchange rates will come down.

This will create a lot of increase on import volumes with lower cost and for exports side, the exporters are going to be benefitted especially importing few crucial parts and assemble and then re-export from here, since their cost is going to be less they can be more competitive on price against the foreign market and take a stand on our market share once again which we have lost for so many years.

Vipul Bhalla

*India Cargo Awards, 2016 Winner
Senior Regional Manager Cargo
Indian Sub-Continent, Oman Air*



As an airline, we have only seen the impact on our loads because of the absence of cash. Hence, there are number of manufacturing activities where people are paid on sort of daily wages and where lot of cash is involved in the transportation sector in terms of how it moves to the airport and factories. However, government has also eased the norms as well, by letting the petrol pumps accept the old currency. The small importers will get impacted but everyone who are already into online mode of payments and running their business legitimately will hardly get affected. As an airline, there is very little cash involved in any of our transactions. Hence, we have almost zero impact. The only concern is when our customers' business get impacted then ours get impacted too. This move will massively help the logistics industry because once the economy grows, tax rates will come down.

G Balaraju

*India Cargo Awards, 2016 Winner
MD, Sindhu Cargo Services*



The move is good for the entire country. Liquidity problem will be in the market for the short duration only. However, for the logistics industry this move will bring in cashless transaction, transparency and will ensure speed and efficiency. Being an organised player, we are not facing any difficulty due to the same.

DHL eCommerce invests €70 mn in India

This investment will boost capabilities of the Delhi and Mumbai air hubs and enhance B2C e-commerce delivery in India by enabling e-commerce sellers to distribute their products to over 34,000 domestic locations.



CT BUREAU

DHL eCommerce is investing €70 million (51,184 lakh rupees) to strengthen its operations to meet the fast-growing demand for quality e-commerce logistics services in India. Through its subsidiary Blue Dart Express, this investment will go into the expansion of its

Catering to the increasing shipment volumes by B2C e-commerce consumers in India, the air hubs, measuring 5,761 sqm and 4,274 sqm in Delhi and Mumbai respectively, will be equipped with automation to handle a daily volume of over 500 tonnes. The automation in both air hubs enables Blue Dart to process higher

customs processes, and boosting on-time performance.

“The e-commerce industry is an extremely exciting one that offers tremendous opportunities for business and consumers alike. The global B2C cross border e-commerce market will multiply in size to USD1 trillion in 2020,”



e-commerce industry is an extremely exciting one that offers tremendous opportunities for business and consumers alike



Charles Brewer
CEO
DHL eCommerce



Juergen Gerdes
CEO, Post – eCommerce – Parcel
Deutsche Post DHL Group



Malcolm Monteiro
CEO - Asia Pacific
DHL eCommerce

consumers increasingly shop online and expect shorter delivery times. With our added focus on innovation such as the StreetScooter and In-Car Delivery, we are gearing up to ensure we stay ahead of the game and can anticipate and meet the needs of the overall industry, e-tailers and end customers.”

quality, reliable logistics solutions to meet the rising demands of e-commerce consumers.”

“Recognising the tremendous potential in Asia Pacific, we are making aggressive steps to ensure that our customers are well supported to tap into the growing e-commerce market,” says **Malcolm Monteiro**, CEO, Asia Pacific, DHL eCommerce. “With retail e-commerce in India expected to grow at a CAGR of 30 to 35 percent by 2020, the air hubs will bolster our operations to better serve the growing e-commerce market in the country.

We see tremendous opportunities across Asia Pacific as well, where many emerging economies are located, and will expand our footprint accordingly. It’s exciting times ahead as we continue to focus our efforts on delivering fulfillment, cross-border shipping, and last-mile delivery solutions to meet the needs of the e-commerce industry.”

“The U.S. and Asia Pacific are the two largest B2C e-commerce markets in the world, and the opening of these new facilities will be another milestone in the expansion of DHL eCommerce logistics network. India is a really important market for us and is one of the fastest-growing, with B2C e-commerce expected to grow from €9.6bn in 2016 to between €30-40 bn in 2020,” said **Charles Brewer**, CEO, DHL eCommerce.

“This investment in India, as well as recent investments in the Americas and elsewhere in Asia Pacific this year, showcases our commitment to the e-commerce industry by delivering high

This investment in India, as well as recent investments showcases our commitment to the e-commerce industry by delivering high quality

With our added focus on innovation such as the StreetScooter and In-Car Delivery, we are gearing up to ensure we stay ahead of the game

With retail e-commerce in India expected to grow at a CAGR of 30 to 35 per cent by 2020, the air hubs will bolster our operations in the country

air hubs in Delhi and Mumbai which are part of its network of 13 air hubs in India. The latest investment supports the growth of B2C e-commerce in India, and is part of the company’s broader plan to aggressively expand across Asia Pacific.

volumes of inbound and outbound shipments in a shorter span of time for distribution to consumers across India by air. With the Mumbai air hub located at an airside facility, it will further accelerate the speed of domestic cross-border air shipments, streamlining

said **Juergen Gerdes**, CEO, Post – eCommerce – Parcel, Deutsche Post DHL Group, in adding, “The growth is driven by increasing consumption from expanding middle classes, greater mobile and internet penetration and improving logistics and infrastructure as

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Enabling the move from private to government

Interem Relocations has completed the UID Data Centre movement from private companies to the government. The company was the exclusive logistics service provider of the UIDAI (Unique Identification Authority of India). **Rahul Pillai**, CEO, Interem Relocations, shares the tale of their journey with **CARGOTALK**.



Please brief us about the entire process of UID Data Centre movement from the private companies to the government.

The process started with a detailed pre-move survey by Interem's professionals at the data centre and creation of inventory. Entire data centre including all the assets, hardware and equipments such as EMC storage appliances, robotictape libraries, firewall, network appliances high end servers, switches and routers were insured against damage while transit.

The process of transfer took place in several phases. But, briefly the process involved following steps:

- **Dismantle-** The entire data centre was kept with the company Wipro. All the equipments and assets were



Rahul Pillai
CEO
Interem Relocations

dismantled from their power sources.

- **Packed-** Each equipment was packed in a skillful manner. Different packaging materials were used for packing different equipments to protect them from any damage during transit. For e.g., Anti-static packing material, HD foam, customised cartons and wooden crates.

“
Interem identified Data Centre movements to be an upcoming business requirement especially after the boom in cloud storage
”

- **Transfer-** All the equipments were packed and moved ensuring all the safety measures to protect the confidential database. Entire data centre was shifted to Manesar city, Haryana.
- **Unpack-** All the assets and equipments were safely unpacked and provided to the UID team for re-installation.

Please elucidate your business model.

Having been in the office and IT asset relocation space for more than 19 years, Interem identified Data Centre movements to be an upcoming business requirement especially after the boom in cloud storage. We scaled up the model and acquired the much-required knowhow to pack and move the high-end IT assets as per the OEM standards.

We now have dedicated and trained crew to handle these highly demanding requirements. This has helped us gain substantial credibility and market share in the last few years.

What challenges did you face during the movement?

We had to adhere to some of the best global practices on an end to end basis with all the external infrastructure limitations. The biggest challenge we faced was to

execute the move with precision with the committed timelines even after the external constrains.

Where do you see the role of packaging in the movement of such a delicate product?

Packaging is the most integral part of moving high end assets. OEM's are very precise in checking the quality of packaging before even selecting a supplier. Packaging material is decided as per the nature of the product to be packed to protect it from every jerk, damage and soiling while transferring.

DID YOU Know?

The value of assets packed, moved, and insured through Interem Relocations was over ₹ 5.3 billion

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Auto logistics vrooming towards success

Indian auto industry is one of the largest in the world with annual production of 23 million vehicles. It is one of the fastest growing sectors in the country with an annual growth of about 8.8 per cent and it accounts for 7 per cent of the GDP.



KALPANA LOHUMI

Better logistics is very important as it leads to the improvement in the service delivery and customer satisfaction; it makes product competitive if logistics are adequately available. In the context of India, logistics cost is very high; it is about 15 per cent of the GDP and this is where the problem lies. According to industry experts, if it is to be reduced by nine per cent than it will be saved by three lakh crore per annum. CARGOTALK tries to explore where the country's automotive logistics industry is heading and what sort of infrastructure improvement is needed to boost the market.

Commenting on with the increasing number of cars manufacturing in the market, how logistics providers are coping up with the growing demand, **Huned Gandhi**, Managing Director - Air & Sea Logistics, DACHSER India, tells, "The Indian logistics industry will have to rely heavily on technology to cope up with the growing demand and also increase investments in assets, mainly fleet and warehouses, to serve automotive market.

The role of a logistics company has evolved rapidly over the years and the automobile industry has



Huned Gandhi
Managing Director - Air & Sea Logistics
DACHSER India



Arnaud Cauchy
MD
GEFCO India



Sushil Rathi
Chief Operating Officer
Mahindra Logistics (MLL)

“The role of a logistics company has evolved rapidly over the years and the automobile industry has always been highly pro-active

service providers to improve efficiency and reduce costs.”

“There are positive sentiments in the market due to drastic increase in both domestic and export transportation because of

“There are positive sentiments in the market due to drastic increase in both domestic and export transportation because of increasing demands

Also, with the new Central Motor Vehicles rules (CMVR) coming into force and the same to be implemented by OEM before April 1, 2017. This new CMVR will authorize 18.75 meters long car carriers instead of 16 meters before, but, will ban

“Another important innovation includes re-engineering of vehicles for capacity optimisation. We work on an asset-light business model

loading factor of our industry and will generate some capacity losses,” informs **Arnaud Cauchy**, MD, GEFCO India.

“However, with the GST implementation also starting probably from April 1, 2017, it will impact drastically to our transport plan as some hub and spoke will come in place and we will see two types of transport movement with a first leg from plant to regional hub and spoke and second one for final dealers' delivery from regional hub to dealers' locations,” he continues.

“To meet the market requirements, we at GEFCO along

and Spoke and transportation” Cauchy notifies.

Sushil Rathi, Chief Operating Officer, Mahindra Logistics (MLL), elucidates, “The logistics industry in India is evolving rapidly and it is the interplay of infrastructure, technology and new types of service providers that will define whether the industry is able to help its customers reduce their logistics costs and provide effective services - which are also growing. MLL's innovations lie in areas like collaborative logistics partnering to minimise the capacity constraints in transportation through backhaul flows and vehicle utilisation. Another important innovation includes re-engineering of vehicles for capacity optimisation. Furthermore, the company works on an asset-light business model.”

Martijn Tasma, National Sales Director, Geodis Overseas, says, “Most of world's renowned brands in automotive sector are either manufacturing or sourcing their components for their assembly lines from India. The country is well positioned to be one of the biggest main markets for OEMs ranging from manufacturers of compact small cars to the c-segment cars. This gives service providers like us a unique opportunity to serve this growing and potential segment.”

“India is a prominent auto exporter and has strong export growth expectations for the near future. In FY 2014-15, automobile exports grew by 15 per cent over the last year. In order to keep up with the growing demand, several auto makers have started investing heavily in various segments of the industry during the last few months. The industry has attracted foreign



always been highly pro-active in demanding high quality value-added services from the logistics

increasing demands and ability from OEM to respond to the demand by increased production.

usage of more than 18.75 meters long car carriers as per today. As a matter of fact, this will reduce

with Mercurio Pallia, will firstly be compliant with new CMVR and will try to partner strongly with the OEM customers to define new transport plan. This will certainly allow us to have a far better fleet productivity as we should have far less waiting time both at loading location and during transportation trip. Finally, we will certainly study some new investments both for Regional Hub

direct investment (FDI) worth US\$13.48 billion during the period April 2000 to June 2015,” enlightens **Rakesh Arora**, General Manager - Sales, KWE India.

“In India, logistics cost in automobiles industry accounts for two to three per cent of sales, whereas in auto components

In FY 2014-15, automobile exports grew by 15 per cent over the last year. Auto makers have started investing heavily during the last few months



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Surging towards a robust infrastructure

►Contd. from page 18

industry it's around three to four per cent. Indian auto logistics industry is estimated to be at ₹34.71 billion in 2006-07 and reverse logistics cost in Indian auto and auto components industry is estimated to be around 0.5- one per cent of auto and auto components industry. About 90 per cent of the auto component industry outsources their logistics requirement to 3PLs.

Considering the current size of the industry and its growth opportunities, the efficiency and profitability of these sectors would play an important role in increasing the share of manufacturing in the GDP of the country," adds Arora.

be a big cost saving for the industry," he adds.

Tasma points, "We need a more robust infrastructure, ease of processes and skilled manpower to operate at par with the global industry standards in India. Transportation consumes a significant share in total logistics cost, so it is highly recommended to develop other modes like rail and inland waterways for faster and hassle-free transportation across the country. DFC will solve this problem for now, and considering the market growth we will get ready for the future with more such plans on the infrastructure front."



Martijn Tasma
National Sales Director
Geodis Overseas



Rakesh Arora
General Manager - Sales
KWE India



Achal Paliwal
CEO
TML Distribution Co

“World’s renowned brands in automotive sector are manufacturing or sourcing their components for assembly lines from India”

“In India, logistics cost in automobiles industry accounts for two to three per cent of sales, whereas in auto components industry it’s around 3-4 per cent”

“Increase in demand is also leading to the increase in the number of LSPs and fresh investment in assets”

Entail infrastructure

According to Gandhi, "The infrastructure is the need of the hour in logistics industry of the country and heavy investment is already planned for improving roads, the rail network and the connectivity with the airports and ports. These are all strong steps in the right direction for supporting the growth of this industry. The logistics environment in India, including roads, rail, processes, efficiency, regulations et. al., must be built up to scale to match global conditions."

"Another interesting area being worked on presently is the coastal waterways; the automotive industry is already using this transport mode. Improved efficiency in this area will

"There is need for coordination between transport corridors being promoted to maximise network

integration and provide a major boost to economic activities. The PPPs are also expected to improve

the quality of Indian automotive logistics operations through better speed and connectivity. The quality and inadequacy of infrastructure coupled with the modal skew towards roadways have by far been the biggest challenge in the transportation of finished vehicles. The lack of car carrier drivers is the second largest challenge," Rathi highlights.

"Development in this area has to be not just in terms of reducing the infrastructural bottlenecks in Metros and Tier I cities, but also in terms of developing a transportation network across all Tier II & III towns. Apart from development of infrastructure, it is also important to allocate funds for its maintenance," he continues.

"Port infrastructure too have a higher TAT than the global average TAT. However, the port infrastructure has to be highly efficient to deal with increasing export and import volumes," adds Tasma.

"Some of the issues and challenges that could potentially impact the prospects of the industry include the insufficient knowledge and inadequate exposure of auto logistics service providers, infrastructure bottlenecks,

inadequate use of IT and poor fleet management, etc," opines Arora.

The end-user perspective

Commenting on coping up with the increasing demand, Achal Paliwal, CEO, TML Distribution Co, says, "Increase in demand is also leading to increase in number of LSPs and fresh investment in assets. Since there is business opportunity, new players are pitching in and existing smaller players are expanding or collaborating with each other to get maximum out of the opportunity.

The Indian automotive industry is becoming more organised, law and safety compliant, and efficient. Despite teething troubles, multi model logistics has set its foot forward and is bound to only grow with time. And, not to forget due to GST and CMVR amendments logistics industry is going through its transformation phase."

Paliwal adds, "Government need to sustain economic growth and money supply; the demand from middle class of the country in itself will be key economic driver. By improving road infrastructure and reduction in interest rates can work as important catalyst to growth."

He continues, "Long term vision, investment on foundation building and professional management will help in sustaining growth and profitability. LSPs need to revisit their cost structures for better efficiency and utilisation of assets, and seek profits from within, to counter thinning margins."



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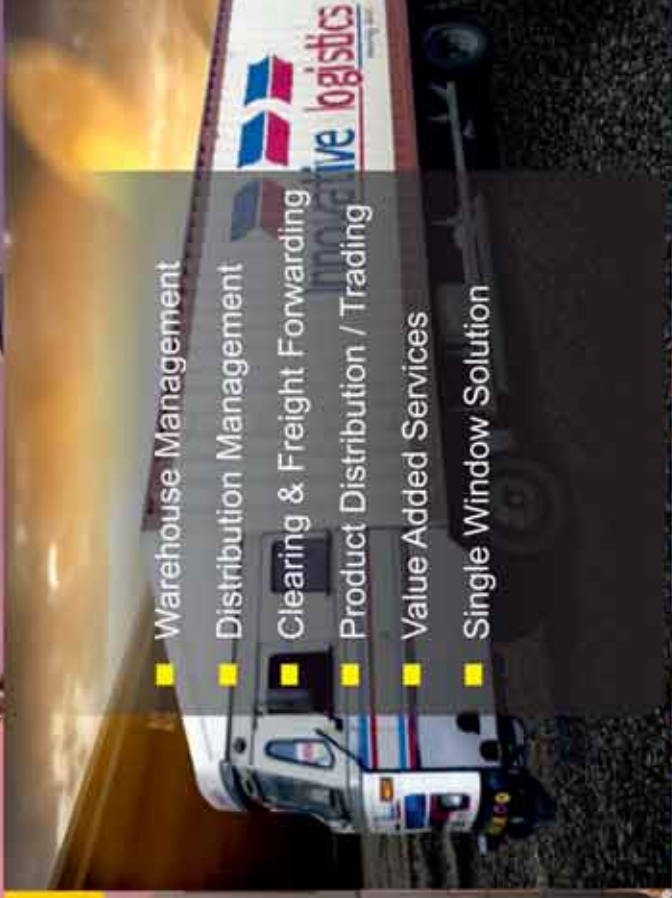


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Airports Authority of India, Traffic Statistics

Domestic Freight

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|--------------|--------------|--------------------------------|---------------|--------------|
| | | For the Month | | | For the period April to August | | |
| S.N | Airport | AUGUST 2016 | AUGUST 2015 | %Change | 2016-17 | 2015-16 | %Change |
| (A) 18 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 7353 | 6822 | 7.8 | 36853 | 35545 | 3.7 |
| 2 | Kolkata | 8169 | 7688 | 6.3 | 40991 | 38253 | 7.2 |
| 3 | Ahmedabad | 3875 | 3732 | 3.8 | 18321 | 19180 | -4.5 |
| 4 | Goa | 254 | 345 | -26.4 | 1224 | 1516 | -19.3 |
| 5 | Trivandrum | 108 | 79 | 36.7 | 732 | 335 | 118.5 |
| 6 | Lucknow | 169 | 235 | -28.1 | 913 | 1115 | -18.1 |
| 7 | Jaipur | 1435 | 424 | 238.4 | 5676 | 1719 | 230.2 |
| 8 | Guwahati | 1662 | 1356 | 22.6 | 6640 | 6279 | 5.7 |
| 9 | Srinagar | 221 | 338 | -34.6 | 2189 | 2085 | 5.0 |
| 10 | Calicut | 30 | 48 | -37.5 | 167 | 191 | -12.6 |
| 11 | Bhubaneswar | 647 | 543 | 19.2 | 3182 | 2737 | 16.3 |
| 12 | Coimbatore | 759 | 579 | 31.1 | 3162 | 2799 | 13.0 |
| 13 | Mangalore | 45 | 34 | 32.4 | 178 | 124 | 43.5 |
| 14 | Varanasi | 85 | 65 | 30.8 | 492 | 305 | 61.3 |
| 15 | Trichy | 1 | 0 | 100.0 | 7 | 0 | 100.0 |
| 16 | Amritsar | 19 | 18 | 5.6 | 94 | 77 | 22.1 |
| 17 | Port Blair | 376 | 274 | 37.2 | 1844 | 1409 | 30.9 |
| 18 | Imphal | 334 | 254 | 31.5 | 1764 | 1681 | 4.9 |
| Total | | 25542 | 22834 | 11.9 | 124429 | 115350 | 7.9 |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 19 | Delhi (DIAL) | 24762 | 24486 | 1.1 | 119910 | 120613 | -0.6 |
| 20 | Mumbai (MIAL) | 18841 | 17487 | 7.7 | 93350 | 86659 | 7.7 |
| 21 | Bangalore (BIAL) | 10837 | 9840 | 10.1 | 51055 | 48255 | 5.8 |
| 22 | Hyderabad (GHIAL) | 4547 | 4359 | 4.3 | 21051 | 20978 | 0.3 |
| 23 | Cochin (CIAL) | 1496 | 1117 | 33.9 | 5986 | 5001 | 19.7 |
| 24 | Nagpur (MIPL) | 544 | 471 | 15.5 | 2742 | 2674 | 2.5 |
| Total | | 61027 | 57760 | 5.7 | 294094 | 284180 | 3.5 |
| (C) 7 CUSTOM AIRPORTS | | | | | | | |
| 25 | Chandigarh | 441 | 365 | 20.8 | 2792 | 2106 | 32.6 |
| 26 | Pune | 2778 | 2690 | 3.3 | 14025 | 12094 | 16.0 |
| 27 | Visakhapatnam | 406 | 92 | 341.3 | 2052 | 498 | 312.0 |
| Total | | 4025 | 1047 | 282.2 | 18869 | 2900 | 553.3 |
| Freight (in tonnes) | | | | | | | |
| | | For the Month | | | For the period April to August | | |
| S.N | Airport | AUGUST 2016 | AUGUST 2015 | %Change | 2016-17 | 2015-16 | %Change |
| (D) 24 DOMESTIC AIRPORTS | | | | | | | |
| 28 | Patna | 651 | 258 | 152.3 | 2378 | 1961 | 21.3 |
| 29 | Bagdogra | 320 | 262 | 22.1 | 1638 | 1247 | 31.4 |
| 30 | Madurai | 64 | 64 | 0.0 | 301 | 349 | -13.8 |
| 31 | Aurangabad | 119 | 122 | -2.5 | 682 | 528 | 29.2 |
| Total | | 4779 | 3853 | 24.0 | 23868 | 18783 | 27.1 |
| (E) 1 ST.GOV. / PVT AIRPORTS | | | | | | | |
| 56 | Lengpui(AIZWAL) | 87 | 17 | 411.8 | 294 | 111 | 164.9 |
| Total | | 87 | 17 | 411.8 | 294 | 111 | 164.9 |
| Grand Total (A+B+C+D+E) | | 94101 | 86666 | 8.6 | 456124 | 430218 | 6.0 |

Traffic Statistics

International Freight

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|---------------|---------------|--------------------------------|---------------|---------------|
| | | For the Month | | | For the period April to August | | |
| S.N | Airport | AUGUST 2016 | AUGUST 2015 | %Change | 2016-17 | 2015-16 | %Change |
| (A) 14 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 22946 | 19746 | 16.2 | 112287 | 96765 | 16.0 |
| 2 | Kolkata* | 5123 | 4485 | 14.2 | 22552 | 20660 | 9.2 |
| 3 | Ahmedabad | 2064 | 1884 | 9.6 | 11816 | 9410 | 25.6 |
| 4 | Goa | 130 | 132 | -1.5 | 512 | 490 | 4.5 |
| 5 | Trivandrum | 2013 | 2903 | -30.7 | 11657 | 14058 | -17.1 |
| 6 | Lucknow | 216 | 208 | 3.8 | 1251 | 1109 | 12.8 |
| 7 | Jaipur | 203 | 79 | 157.0 | 1088 | 406 | 168.0 |
| 8 | Guwahati | 0 | 1 | -100.0 | 2 | 3 | -33.3 |
| 9 | Calicut | 1099 | 1145 | -4.0 | 5184 | 6581 | -21.2 |
| 10 | Coimbatore | 91 | 85 | 7.1 | 491 | 461 | 6.5 |
| 11 | Mangalore | 74 | 52 | 42.3 | 299 | 320 | -6.6 |
| 12 | Varanasi | 0 | 0 | - | 0 | 2 | -100.0 |
| 13 | Trichy | 583 | 623 | -6.4 | 2818 | 2950 | -4.5 |
| 14 | Amritsar | 71 | 90 | -21.1 | 384 | 267 | 43.8 |
| Total | | 34613 | 31433 | 10.1 | 170341 | 153482 | 11.0 |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 15 | Delhi (DIAL) | 44859 | 41731 | 7.5 | 228576 | 209314 | 9.2 |
| 16 | Mumbai (MIAL) | 42297 | 40397 | 4.7 | 212820 | 207041 | 2.8 |
| 17 | Bengaluru (BIAL) | 16869 | 14680 | 14.9 | 83214 | 72779 | 14.3 |
| 18 | Hyderabad (GHIAL) | 5333 | 5174 | 3.1 | 26702 | 25160 | 6.1 |
| 19 | Cochin (CIAL) | 6064 | 5883 | 3.1 | 29602 | 27494 | 7.7 |
| 20 | Nagpur (MIPL) | 28 | 35 | -20.0 | 132 | 176 | -25.0 |
| Total | | 115450 | 107900 | 7.0 | 581046 | 541964 | 7.2 |
| (C) 2 CUSTOM AIRPORTS | | | | | | | |
| 21 | Visakhapatnam | 0 | 1 | -100.0 | 0 | 15 | -100.0 |
| 22 | Madurai | 0 | 7 | -100.0 | 0 | 14 | -100.0 |
| Total | | 0 | 8 | -100.0 | 0 | 29 | -100.0 |
| (D) 1 DOMESTIC AIRPORTS | | | | | | | |
| 23 | Ranchi | 71 | 0 | 100.0 | 71 | 0 | 100.0 |
| Total | | 71 | 0 | 100.0 | 71 | 0 | 100.0 |
| GRAND TOTAL (A+B+C+D) | | 150134 | 139341 | 7.7 | 751458 | 695475 | 8.0 |

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Filling the skill gaps in logistics

With the changing scenario and continuous expansion, the logistics sector also requires to become sophisticated. The skill gap is high for professionals, while there are persistent challenges and growth opportunities. CARGOTALK sought views on the same from experts, who enumerated certain pointers.



CT BUREAU

Logistics industry has a promising future; but it is still grappling with the skilled manpower be it from the position of a fresher to the senior roles. The industry is not seen to be a high priority career choice for youth. Moreover, these jobs also require specific skill sets as per functional requirements which are standardised by the industry. CARGOTALK speaks to few industry veterans to find out what is needed to be done to initiate and hold the young talent in the industry.

Capt TS Ramanujam, CEO, Logistics Sector Skill Council (LSC)

Firstly, logistics in India is not recognised as an industry, unlike other manufacturing and service sector, rather it is looked as a support function. However, with the slow but steady advent of 2PL,3PL



Capt TS Ramanujam
CEO
Logistics Sector Skill Council (LSC)

Logistics courses have not seen the limelight though it contributes approximately about 16 per cent to the national GDP

etc wherein the logistic functions are outsourced to other agencies, many jobs in demand have also shifted from the manufacturing company to the outsourced agency. Further, there has been a steady growth in various verticals of logistics such as cold chain, courier and express, to name a few, which has created a steadily increasing



demand for candidates looking for jobs. Logistics also cuts across multiple sectors resulting in a sizeable demand.

Reasons for not choosing logistics as a career

The candidates joining the industry are not skill trained, they enter without knowing the job at the bottom of the ladder which is generally at minimum wages. Aspirations of the youth thus are not fulfilled both in terms of salaries and job satisfaction and thus till recently such jobs are not high priority. Also, in the academics prevailing in the country, logistics courses have not seen the limelight though it contributes approximately about 16 per cent to the national GDP. Except for few courses run by colleges set up by logistics companies or some Institutes running courses in supply chain.

Efforts Underway

Skill development is a boon to the country, where the opportunities in logistics are being explored in terms of getting the skill based training in all the logistics job roles. This will result in recognition of the candidate and hopefully fetch him a premium salary for the skills acquired. LSC is closely working with all the related stakeholder to reinforce the available opportunities and is striving to achieve a turnaround in youth pursuing a career in logistics not by opportunity but by choice.

Samir Shah, Chairman, FFFAI

The need of the hour is to create awareness amongst wider section of the common people regarding the logistic sector. There are lot of misconceptions and wrong notions about this sunrise sector, which pre-empts new people coming into this sector to accept it

as a career option. It is important that we start introducing logistics to school students through field visit to logistics facilities like SEZ, air complexes, ports, warehousing stations, etc.



Samir Shah
Chairman
FFFAI

There are lot of misconceptions and wrong notions about this sunrise sector, which pre-empts new people coming into this sector

It is also important for all to learn, how cargo reaches the shelves of retail outlets. Additionally, a study of the HSN for 11th and 12th standard students would be a good beginning. The government has recognised logistics as a very important sector as well as an employment generator. The priority being given to this sector at the

central level is what is needed. It is now for us as industry players to take full advantage of the same.

Divya Jain, Founder & CEO, Safeducate

To initiate and hold the young talent in the industry we need to impart quality skill training. Secondly, we should enable the youth to take full advantage of the poverty reduction programme of government and other agencies through effective convergent action with local government, line departments and technical agencies. Lastly, skilling should be achieved at large scale by integrating online/in-class skills



Divya Jain
Founder & CEO
Safeducate

Skilling should be achieved at large scale by integrating online/in-class skills education through digital/video using blended learning, pedagogy, etc

education through digital/video using blended learning, industry driven curriculum, pedagogy, and direct industry partnerships. Safeducate has been providing skill training development since its inception in 2007. It has successfully implemented different government projects pertaining to skill development initiatives like Pradhan Mantri Kaushal Vikas Yojana (PMKVY), Deen Dayal Upadhyaya-Grameen Kaushalya Yojana (DDU-GKY), UDAAN, Employment linked Skill Training Programme (ELSTP), Deendayal Antyodaya Yojana - National Urban Livelihoods Mission (DAY-NULM), Additional Skill Acquisition Programme (ASAP), etc.

Some Government initiatives for skill enhancement in the logistics industry are:

Pradhan Mantri Kaushal Vikas Yojana (PMKVY)

Pradhan Mantri Kaushal Vikas Yojana (PMKVY) is a skill development initiative scheme of the Government of India for recognition and standardisation of skills. The aim of the scheme is to encourage aptitude towards employable skills by giving monetary awards and rewards and by providing quality training to them.

Recognition of Prior Learning (RPL)

Under PMKVY, trainees with prior experience or skills and competencies will be assessed and they will also be given monetary rewards for undergoing assessments. This will be an important step towards recognising the skills possessed by workers working in the informal sector and their inclusion.

School Education

NSDC is currently working with the State Governments of Haryana, Himachal Pradesh, Karnataka, Punjab, Uttarakhand, Madhya Pradesh, Nagaland, Maharashtra, Chhattisgarh and Rajasthan for implementation of the scheme in their states through its approved and funded sector skill councils.

Higher Education

To bridge the industry academia gap, NSDC has developed a unique model to integrate skill based trainings into the academic cycle of the Universities. These are based on national occupational standards set by industry through sector skill councils.

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Ushering safe rides through ATA

Airside Training Academy (ATA) is India's first training academy that is focused on training and development of airside operators. **Shantanu Gupta** and **Faisal Siddiqui**, Co-Founders, ATA, throw light on their vision and mission of the academy while in conversation with CARGOTALK.



CT BUREAU

What kind of training ATA is offering to the industry?

ATA has been formed with the sole purpose of providing training to airside drivers on safe operating practices at airside and on airside equipments. Effective airside safety is a good business; incident prevention is both cost and time effective, when compared to managing the consequences

help to achieve these goals simultaneously. ATA has been built with a vision to deliver world class airside safety training in India. The pushback training simulators and airside driving simulators used at ATA is the same technology used in some world class international airports in Dubai, Qatar, Abu Dhabi. The academy is focused on training the airside drivers and operators on safe operating practices. We ensure that your airside operators

What technology you are using to deliver your training programmes?

Shantanu Gupta: This simulators, developed by Tecknotrove Systems Mumbai, is an advanced training tool that is designed to prepare the airside operators and drivers on different weather conditions, time of the day, low visibility, safe driving & operating techniques. ATA understands that each airport, airline, or ground handler is different and their training requirements are different. Maintaining airside safety is a key component on which our training programs are based, ensuring that airlines, airports & ground handling companies can work cohesively to achieve a common objective.



What is the methodology behind planning a course?

Faisal Siddiqui: Our methodology includes a combination of techniques such as classroom, e-learning, simulators and on-the-job trainings that have helped not only organisations benefit but also create skilled employment to improve productivity and safety standards at airside. The center has experienced trainers for training a range of airside drivers. The courses at ATA are designed by specialists to ensure

airports. Some of courses offered at ATA include:

- Push back training for new and advanced operators,
- Driver training for Airside equipments like cobus, baggage tractor, follow me vehicles,
- Airport Familiarisation

Some upcoming courses include training for cargo loaders and passenger loading vehicles. Training is not something that can be implemented once and left

ATA understands that each airport, airline, or ground handler is different and their training requirements are different

of an incident. Good technology combined skilled workforce can

are skilled, safe, productive, and effective at work.



Our methodology includes a combination of techniques such as classroom, e-learning, simulators and on-the-job trainings

that the ultimate training objective is met. The training courses ensure that staffs are up to date with any current regulations and understand the rules required to work and drive safely at Indian

alone. It is an ongoing process. Airside safety requires constant and proactive measures to be most effective. ATA ensure that your operators are trained regularly so that are safe while on the airside.

Correspondence courses from JBS Academy

Regulation 6 examination, conducted under the Customs Brokers Licensing Regulation 2013, will be held on January 20, 2017. JBS Academy has designed a relevant course structure whereby elaborate mock tests will be conducted and support will be provided for rest of the courses.



CT BUREAU

JBS Academy has started correspondence courses to help prepare candidates for Regulations 6 examinations along with joint certificate courses on customs clearance, international freight forwarding and international trade. For those enrolling, detailed study materials, CD's and 24x7 access to video lectures online

will be available to prepare well. Students will be able to post their programme related queries to faculty members and seek inputs on a specific domain.

Examinations will be conducted online. Faculty members will correct answer scripts and suggest alternatives/

additions or suggest a correct way of writing an answer for Regulation 6 Examination. "JBS Academy

believes that customs clearance is knowledge-based. We are well equipped to conduct classes four to five days in all cities of India for preparation of the exam, if there are 25 participants per programme," said **Samir J Shah**, Chief Mentor & Director, JBS Academy.

Preparation for Regulations 6 examination is a standard product of JBS Academy. In the last six years, many candidates have taken the advantage of this course and cleared the CHA examination.

The academy has scheduled a 4-day classroom training programme from December 24, 2016 that will provide crucial inputs to prepare well.



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Embarking on trans-shipment in Bahrain

Mark Hardiman, Managing Director, APM Terminals Bahrain, tells us how the trans-shipment hub is helping the Gulf shipping market to grow.



CT BUREAU

KBSP is the only commercial port in the Kingdom of Bahrain which is managed and operated by APM Terminals. Spread over 90

hectares, KBSP is a multi-purpose port that handles a diverse range of cargo that includes containers, general cargo, break-bulk, dry bulk, RO-RO, and livestock. The facility also includes a dedicated

passenger terminal that is capable of handling cruise and ferry calls. 63,500 m² of covered warehouse space is available in addition open yard space, for the storage of cargo. The port has a quay

that extends 1800 meters, with depth alongside being 15 meters. Although depth of water in the channel is 13.6 meters, vessels having up to 14.5 meters' draft can safely transit the channel during high water, with prior coordination and planning with the harbour and marine manager. Included as part of its equipment fleet are 4 STS



Mark Hardiman
Managing Director
APM Terminals Bahrain

“

KBSP is a multi-purpose port that handles a range of cargo that includes containers, general cargo, break-bulk, dry bulk, RO-RO, and livestock

”

post panamax cranes having an outreach extending 18 across, 12 RTGs, besides a host of other yard handling equipment.

Apart from catering to the local trade in Bahrain, KBSP with its 1 million TEU annual throughput capacity is ideally positioned to serve as an alternative gateway for the upper Gulf, which have ports that are often plagued by delays because capacity constraints, productivity issues and bureaucratic challenges to name a few. Besides cargo bound for, or originating from the hinterland of eastern province of Saudi Arabia is also transported over land from/to other hub ports, in the process often facing delays due to bottlenecks at the various border crossings.

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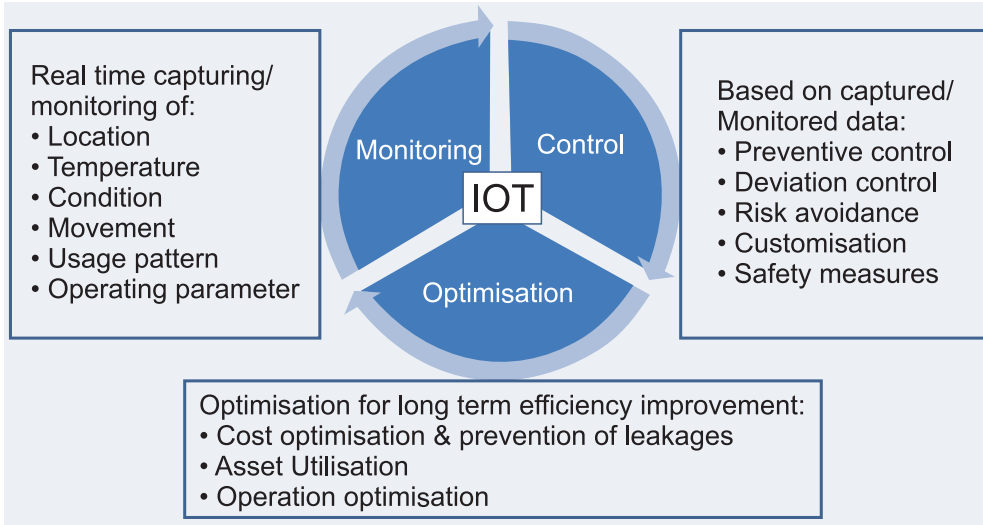
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Technology galore for supply chain

Technology will be a differentiator in all the industries, the trends are clearly visible. For supply chain industry or supply chain function, this is no exception, says **Vikash Khatri**, Founder, Aviral Consulting.

In past, we have seen various technological advancement in supply chain function starting from a inventory software to complete ERP having WMS, TMS etc. Such technologies has helped in improving efficiencies and reducing supply chain costs. Next wave of improvement took place with automation of supply chain function.

Next step in this direction is Internet of things. Internet of Things (IoT) will connect people, processes, data, and things via devices and sensors. In which sensors attached to things will be connected to IT infrastructure through internet via wireless connection, wired connection or network mesh and large set of data captured through such sensors will be stored in servers or cloud.



projected thirty-fold increase in internet connected devices in next five years.

and weak direct controls in complete chain.

Other use of IoT is in inventory optimisation and minimisation of stock out situation, in which system can auto trigger replenishment. Inventory management clubbed with in transit visibility can help supply chain planner to redirect in transit inventory to other location in times of shortages or contingencies. Every part/SKU can be tracked from raw material vendor to manufacturing to distributor to final consumer and planned accordingly. In just in time operation probability of error reduces through such networked operation.

truck and all the way to the retail is a boon for maintaining integrity of material. For high value assets IoT can secure their complete supply chain by responding to alerts in real time and proactively addressing threats.

Challenges of IoT

IoT is not a plug and play model, its more over a complete ecosystem. No single vendor provide end to end solution of IoT. Other challenge which is considered as hurdle in IoT implementation is its cost. It involves upfront cost in terms of hardware cost, installation cost and recurring cost of data management and network.

Now the cost of hardware and network has gone down over the years. The research of AT&T has revealed that the 50 per cent of companies who invested in IOT during 2014 has realised ROI of their investment within two years. With the telecom revolution, connectivity is no more a challenge in IoT. While Data security is a challenge, but it's not to a extent which can influence the expansion. It becomes a threat when cyber security is not in place or some weak link is not plugged.



These recordings can be used for live monitoring and large records can be analysed though tools like big data, which can finally lead to optimisation, process innovation and finally support in informed decision making. As per collaborative study of CISCO and DHL, IoT is expected to have \$8 trillion value at stake by 2025. A study by Gartner has

The number of positive responses, itself is a great indicator of acceptability and need of such technology in supply chain domain. The sole reason for such positive trend is due to nature of supply chain function, which has poor visibility, more external interfaces

Impact of IoT on Supply chain

Supply chain function has three bucket of reasons, where it will be useful: Monitoring, control and optimisation.

“
For high value assets IoT can secure their complete supply chain by responding to alerts in real time and proactively addressing threats
”

In overall supply chain maximum usage is expected in transit visibility of cargo. which means not only capturing of location through GPS, but it include capturing many other information associated with the cargo.

Other major usage of IoT in supply chain is in asset management to deliver higher operational efficiency. With such live records and analytics various optimisation can be planned and executed in field of asset utilisation, fuel cost optimisation, tyre and engine wear monitoring. Usage of such technology directly reduces deadhead miles and minimises turnaround time in trucking.

In temperature, sensitive cargo monitoring in the warehouse, plant,



Vikash Khatri
 Founder
 Aviral Consulting

Self Repairing Door to avoid interruption

Prime Reset is a unique high speed self-repairing door with the latest technology that prevents downtime of the door system. In case the curtain is impacted accidentally it will cause the curtain to move out of the guides without damage.

The movement of the door is designed in such a way it can be recovered with a simple opening and closing operation.

Gandhi Automations manufactures doors that meet the issue for greater flexibility desired by clients.

High speed self-repairing door in PVC is the most suitable solution in the field industries, it lowers the time of transition from one facility to another, avoiding any human error which can cause damage to the high-speed door and all

this thanks to the innovative anti crash system.

Features of self-repairing high speed doors are: -

- Flexible and self-repairing door
- Functional, safe, quick, and resistant
- Innovative anti-crash system
- Can be equipped with PVC vision windows
- Self-lubricating maintenance free guide

- Smooth and silent opening and closing
- Protects traction unit, enables rapid wiring and safety photocell
- Flexible curtain in self-extinguishing material
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- Quickly back to operation
- Control panel designed for an intensive continuous service





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Cold chain on a plane



A large and growing segment of the air cargo market is temperature-sensitive cargo, such as pharmaceuticals, fresh fruits, vegetables, and flowers. **Ulrich Ogiermann**, Chief Officer Cargo, Qatar Airways, enlightens on the snags and potential of the perishables market.



CT BUREAU

What are the potential complications of shipping perishables via air?

The greatest challenge is to maintain the cold chain, which varies from one perishable product to the other. Any potential fluctuations in these can have damaging effects on the product being transported. As perishables have a short shelf life, it is highly essential to provide a seamless cold chain, ensuring the

Trivia:

◆ With the current freighter fleet of 21 freighters and over 165 aircraft offering belly-hold capacity, the airline can offer their customers access to its global network via hub in Doha

parties involved to come up with best solutions for our customers. With QR Fresh, our solution for perishables, customers are offered a service which is reliable, on time

Australia, salmon from Norway, berries from South America and so on.

Our solutions are proven to work in the toughest conditions, protecting temperature-sensitive cargo every step of the way. Our hub in Doha operates with the highest industry standards, compliant to IATA Chapter 17. Our year-on-year volumes for perishable cargo is increasing and we see over 25 per cent rise in YTD August 2016 compared to YTD August 2015 and we will see the number rising soon as more aircraft join our fleet and new destinations are added to our network.

What is Qatar's USP for perishables?

We utilise both, the passenger aircraft and freighters to transport perishables, based on the market needs, nature of goods and customer requirement. However, freighters offer better temperature control and additional capacity which is essential for larger shipments, especially for short-season products.

Our location at the crossroads of Asia, Africa, the Indian subcontinent, and Europe gives us a distinct advantage over our competitors in other regions. From our fully automated cargo hub at Hamad International Airport in



Ulrich Ogiermann
Chief Officer Cargo
Qatar Airways

“
Our year-on-year volumes for perishable cargo is increasing and we see over 25 per cent rise in YTD August 2016 compared to YTD August 2015
”

Doha we reach approximately 80 per cent of the world's population within six hours.

The hub in Doha is built to handle 1.4 million tonnes of cargo annually. To meet the increasing air freight requirements globally,

construction is underway for a second, even larger cargo terminal at Hamad International Airport.

The three-year new terminal will be an additional 110,000 sqm hub to handle three million tonnes cargo, taking the combined capacity of both terminals to 4.4 million tonnes annually.

Are you offering any kind of cooling service which provides pre-cooling to the shipment?

- The airline offers the Quick Ramp Transfer (QRT) between ramp and warehouse with temperature-controlled vehicles to provide protection from extreme ambient conditions during transportation.
- We have a dedicated cold room at our hub in Doha with various temperature zones for storage of perishables.
- To eradicate the gap in the cool chain, the refrigerated trucks are always used for products that require cooling. The products must be stored in these trucks even if the connection time is short and have them wait on the tarmac. And, if the connection time is longer, even at 200 meters, we will drive the goods in these trucks into the refrigerated area of the warehouse. ↴



products offer maximum appeal and shelf life.

Cool chain transportation is a challenge at airports that do not have dedicated facilities. In such cases, we work with all

and ensures a seamless cold chain during the entire transportation. With years of operating experience, at Qatar Airways Cargo we are well-equipped to handle perishables, be it shipping lobsters from Canada, fresh flowers from Kenya, meat from

72 race horses on board!

The mares were flown on one of the Etihad Airways' state-of-the-art Boeing 777 freighters, which are equipped with comfortable seating for up to nine grooms and can accommodate up to 75 horses at a time.



CT BUREAU

The freight division of Etihad Airways was tasked with transporting more than 70 elite racehorses from England to Kuwait after the European racing season.

In all, 72 racehorses – worth a combined £36 million (US \$45 million) – were transported from London Stansted Airport to Kuwait City, where they will spend the winter months training and racing in the temperate Middle Eastern climate.



David Kerr, Senior Vice President, Etihad Cargo, said, "Safety is the most important thing

for our equine customers, which is why it is imperative we offer a safe and reliable service on all of

our shipments. The Middle East has strong ties to these magnificent creatures dating back thousands of years and, to this day, they are arguably the most precious cargo we carry. In 2016 alone Etihad Cargo has been entrusted to transport more than 1,200 horses, with several more large shipments scheduled before the end of the year."

A team of six professional grooms handled the horses during loading, while on board the flight – when they visit them in the cargo



hold to ensure they are comfortable and calm – and on arrival in Kuwait. When the horses arrived at Stansted, they were loaded by their grooms into jet stalls, specially designed with non-slip floors which hold three horses apiece.

The IATA-approved stalls were then loaded onto the temperature controlled cargo hold of the aircraft in an operation which took more than six hours. ↴



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CEVA extends branch with Mercedes-Benz

The company has a strong understanding of Mercedes-Benz's needs and has proven its operational capabilities and efficiency in optimising the car manufacturer's supply chain in Spain.



CT BUREAU

CEVA Logistics has expanded its relationship with Mercedes-Benz, a member of the Daimler Group, at the automotive manufacturer's facility in Vitoria, Spain. CEVA's collaboration with

CEVA has now added a range of new secondary flow supply services to the production lines

Mercedes-Benz at the Vitoria production center was cemented in February 2016, after winning a competitive tender to handle metal products, and provide logistics services to supply production lines

with the individual parts required to assemble every vehicle. Following an additional tender process this autumn, CEVA has now



added a range of new secondary flow supply services to the production lines. CEVA's service reliability and experience in the automotive sector, combined with its commitment to offering solutions adapted to its customers' needs, were key factors in Mercedes-Benz's decision to extend its relationship with CEVA.

Marco Galbusera, Managing Director, CEVA(Iberia), states, "It's a great honour that Mercedes-Benz has affirmed their trust in CEVA through the addition of these new services. During our four-year collaboration in Iberia we have been able to offer them a consistently high standard of service in line with the solutions we offer in other locations. This new contract further enhances our relationship as their logistics partner of choice, and highlights the customer's satisfaction with performance at its production center at Vitoria."

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AMI Cape Town targets perishables

The Cape Town, South Africa, base of AMI has doubled the size of its facility, and trebled its temperature-controlled storage for perishables. AMI has acquired the facility adjacent to its current base at Cape Town International Airport, doubling its warehousing to 1000 sq m. This includes 120sqm of refrigerated storage, with separate temperature zones for flowers, and fruit and vegetables. The expanded facility will enable AMI to receive fresh produce from South Africa's Cape region - including seafood, fruit, vegetables and flowers - and maintain their condition while awaiting their flights.

Says, Milton French, VP - Africa, AMI, "The expanded AMI Cape Town facility and our increased perishables capability will help us to keep pace with the significant growth in traffic from this region."

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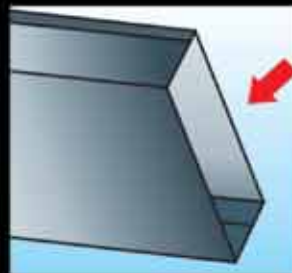
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CCA unveils roadmap for future

The Car Carrier Association (CCA) has passed three crucial resolutions at the second conclave in Gurgaon with the goal of making their position strong vis-a-vis OEMs as well as state authorities.

The Resolution No.1 insists upon all CCA members becoming CMVR compliant. It is pertinent to note that the Ministry of Road Transport & Highways, Government of India, issued the Notification (Annexure A) on October 7, 2010 specifying the vehicle dimension of car carriers which should be implemented from April 1, 2017.

This was the ticklish issue for car carriers that caused a lot of heartburn since the pre-notification CMVR norms did not specify vehicle dimension of car carriers thus leading to high level of extortion or corruption by various state authorities as the carriers move across pan India from various automotive OEMs.

Second resolution dealt with freight issue; trying to ensure there is a greater understanding of cost-based freight negotiations with OEMs so that the business becomes sustainable on long term basis. It is a fact that several car carriers have gone bankrupt due to undercutting through hefty discounts at individual level with various OEMs. The association hinted that

it would constitute a committee of experts to study the cost issue.

Vipul Nanda, President, CCA, said, "We have to remain united and work together to take the CMVR message right across states so that our vehicles run seamlessly and help us our business run efficiently."





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ICCS 2016: Power centre of cold chain

The fifth India Cold Chain Show (ICCS) 2016 saw an impressive line-up of international and national companies from various sectors such as humidifier and dehumidifiers, freezing and chilling systems, air curtains, cold storage doors, compressors, packaging, among others.





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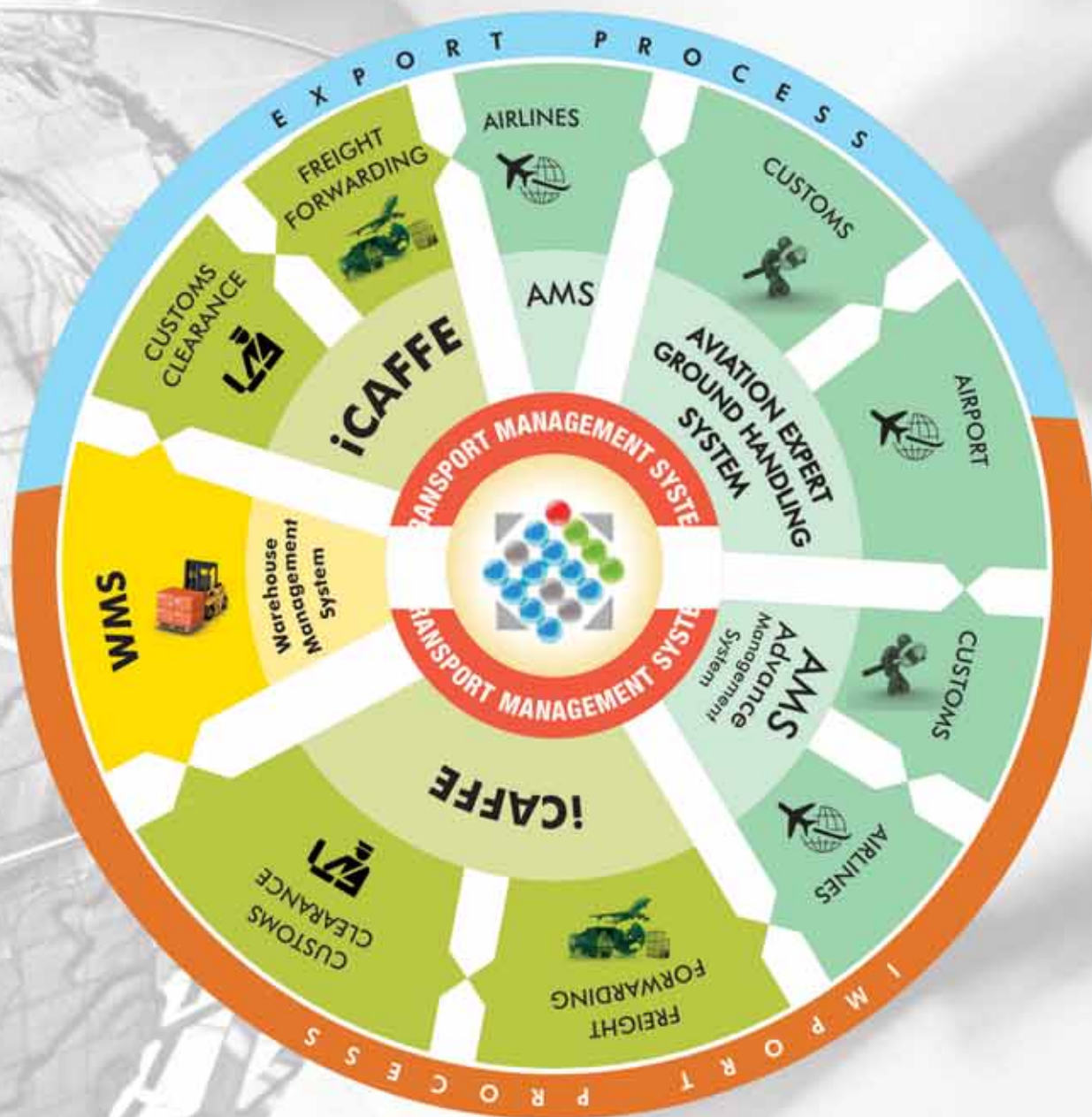
Beholding the next jump forward

Automotive Logistics has conducted its 10th annual conference in India. The conference was a success from the lucrative networking opportunities to insights into the hard-hitting industry through presentations and quick-fire Q&A sessions.





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Sneak peek into the 43rd ACAAI

The convention in Athens, from November 16-19, moved around the theme 'Resurgence of Air Logistics in India'. The focus was on realising the need to rejuvenate, resurge and reassess the challenges, while being ahead in the race for global pre-eminence of the skies.



annual convention in Athens



EVENT TALK

JANUARY 2017

| | | |
|--|--------------------|--------------|
| Reverse Logistics Associations Conference & Expo Las Vegas | USA | 5-8 |
| IMC Conference & Expo | Colombo, Sri Lanka | 10-12 |
| India Maritime 2017 | Mumbai | 11-13 |
| CONquest 2017 | New Delhi | 17 |
| Middle Cargo Meet 2017 | Dubai, UAE | 16-19 |
| Industrial Warehousing and Logistics Seminars | London, UK | 19 |
| Temperature Controlled Logistics | ExCel London, UK | Jan 30-Feb 2 |

FEBRUARY 2017

| | | |
|---|----------------------------|----------------|
| Logistics 2017 | New Delhi | 2-4 |
| Printpack India | Greater Noida | 4-8 |
| Cargo Logistics Canada Expo + Conference 2017 | Vancouver, Canada | 8-9 |
| ATX West | California, US | 7-9 |
| The 9th WCA Worldwide Conference | Singapore | 9-13 |
| 8th Edition of Gujarat Junction 2017 | Gujrat | 18 |
| World Food Logistics Organization (WFLO) | Atlanta GA | 18-21 |
| 2017 X2 Annual Conference | Bangkok, Thailand | 18-23 |
| Air Cargo Africa | Johannesburg, South Africa | 21-24 |
| TransAsia, CeMAT Southeast Asia, and Cold Chain Indonesia | Jakarta, Indonesia | Feb 28-March 3 |

MARCH 2017

| | | |
|---|--------------------------------|-------|
| TransAsia | Jakarta, Indonesia | 2 |
| Eurasia Rail | Istanbul, Turkey | 2-4 |
| ICHCA International Dangerous Goods Seminar | London, United Kingdom | 6 |
| World ATM Congress 2017 | Madrid, Spain | 7-9 |
| IATA World Cargo Symposium (WCS) | Abu Dhabi United Arab Emirates | 14-16 |
| Shoptalk | Las Vegas, NV, USA | 19-22 |
| Intermodal Asia 2017 | Shanghai, China | 21-23 |

For more information, contact us at: cargotalk@ddpl.com

Acumen Overseas for Male

Mega Maldives Airlines hosted a launch party to announce the commencement of its passenger services ex-DEL, into Male w.e.f November 18, 2016. Acumen Overseas, a Group Concorde Company, has been appointed as the total cargo management partner for Mega Maldives Airlines network wide excluding MLE/ CMB & JED. Mega Maldives is operating in China – PVG, PEK with equipment B767 and in Malaysia-KUL with equipment B767 and in HKG with equipment B737.



DEL is served by B737-800 (LV305) from Delhi (DEL) to Maldives (MLE) will operate on Tuesday, Friday and Sunday. Mega Maldives will soon launch direct services between Delhi and Dhaka.

FFFAI voices on uniformity

Secretaries of different departments and ministries attended the National Committee on Trade Facilitation (NCTF). FFFAI was represented by **Samir J Shah**, Chairman and **S Ramakrishna**, Vice Chairman.



Shah complimented the government on great initiatives on trade facilitation. "All the initiatives were noteworthy and welcomed by the industry. It is however, to be noted that the change has not been seen by all users and hence it appears that the implementation of the changes has not taken place. There is a gap between the intent of the government and reality on the ground," he said.

"While infrastructure would take time to develop, there should be a target on proper implementation of all the existing systems and uniform

operations across the country. All decisions should be taken after consultations with stakeholders. For example, the reduction in dwell time what expected by MOCA should have been done with more sensitivity and understanding the issues of all participants and not only the custodians," Shah opines.

The FFFAI Chairman also maintained that India does not have a concept of proper certification of personnel which needs to be the case for proper execution of processes which adds to a lot of cost. To address the same, it would be important that the Skill Ministry is sensitised to include logistics in

all formats for training. FFFAI would be happy to be associated itself with any study to be done to bring about a uniformity of process.

The Cabinet Secretary agreed with the arguments that logistics is not being recognised as a standalone industry and there is a tendency to put whole logistics industry with individual ministries.

He recommended that the Ministry of Commerce would be the ideal ministry to take up logistics as an independent provision and work towards present issues faced by this sector. ↴

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Penske Logistics

Saltillo, Mexico

Penske Logistics appoints **Alejandro "Alex" Graniewicz** as its new Managing Director of Mexico. In his new role, Graniewicz is responsible for leading and growing Penske's supply chain business. He holds a degree in international business from the Instituto Tecnológico y de Estudios Superiores de Monterrey, Mexico. Prior to joining Penske, he held logistics and operations roles in Mexico with Expeditors International, DHL, and most recently Fondo de Transporte Mexico where he served as Chief Operating Officer. Graniewicz replaces Penske's former managing director of Mexico Michael Casidy, who has accepted a new assignment in the United States.



B&H Worldwide

London Heathrow

B&H Worldwide has appointed **Mark Nightingale** as Regional Managing Director, EMEA. He joins the company from UPS where he held the position of Managing Director Freight Forwarding for UK, Ireland and Nordics. Nightingale is a highly accomplished leader in multi-national logistics and has wide experience in developing and driving forward customer focussed solutions for global customers. At B&H he will be responsible for leading the operations, developing new business and delivering exemplary customer service across the region. The company's key offices at London Heathrow, Manchester and Hamburg will all come under his remit as well as dedicated partners across EMEA.



DHL's 1st service centre in MP

This service center will cater to Indore and its nearby towns such as Dewas and Pithampur - a major Special Economic Zone (SEZ) and one of the largest hubs for the manufacturing industry in the country. The facility was inaugurated by

chosen smart city. As a major commercial and manufacturing hub, we see a strong growth potential. In fact, we project a strong double digit growth in our annual shipments year-on-year. The center will also cater to nearby industrial hubs



APL Logistics

Singapore

APL Logistics has announced the appointment of **Shigeo Mori** as Chief Financial Officer. As CFO, Mori will be responsible for leading the global finance, treasury, accounting and global support service functions in APL Logistics. Leveraging off his international experience, he will support APL Logistics' growth plans. Mori brings over 30 years of experience in accounting and finance leadership in various roles within the Kintetsu World Express (KWE) Group in Japan, UK and the USA. Immediately prior to APL Logistics, he held the position of Vice President for Finance in KWE USA.



GAC India

Chennai

GAC Shipping (India) has appointed **C Krishnakumar** as the General Manager, Logistics Services for its Chennai office to take care of the growing logistics demand in the South India market, with a primary focus on the pharmaceutical and automotive industries. Krishnakumar brings over 23 years of hands-on shipping and logistics experience to this role. He is optimistic that the 'Make in India' project will bring about significant improvements to the industrial belts in Tamil Nadu/Karnataka.



RS Subramanian, Senior Vice President & Country Manager, DHL Express India along with Dinesh Patidar, Chairman, Shakti Pumps India.

such as the Pithampur SEZ and Dewas, offering our customers multiple connection options for their shipments with real-time tracking," said Subramanian.

The service center is close to the airport covering an approximate radius of 15km. This will reduce the transit time for the import and export of shipments. Additionally, the service center's proximity to the airport will warrant early deliveries and accommodate to later cut offs times. "Indore is a key market and a

The company has over 60,000 customers including importers, exporters, manufacturers, entrepreneurs, and small and medium sized businesses. With a robust network of over 400 vehicles on road, 19 weekly inter-continental flights, 67 daily international and 80 domestic commercial flights.

TALKING People

Ashish Asaf, MD-CEO, SA Consultants & Forwarders, prefers spending time with his family whenever he gets time from his work. Asaf loves to play kick-boxing. He is fond of Mughlai food; the cuisine that consists of dishes developed in Medieval India by the nobility of the Mughal Empire. His most favoured holiday destination is Miami. Miami is a home to many incredible beach hangouts. Expressing his fondness for beaches, Asaf says, "It is a party paradise. I loved the illustrious beaches there."



Jaideep Raha, Managing Director, Jetex OceanAir, is an animal lover. He spends his free time in animal welfare and wild life conservation. And, he prefers cooking various cuisines also in his respite. Raha is a Black Belt in full contact karate, hence loves playing martial art. When asked about his favourite cuisine, he answers, "Anything that is cooked with all five senses is my favourite." Darjeeling is his favourite vacation spot. "It's serenity and vastness is worth mentioning," he adds.



Talking about his favourite activity during his break, **Rahul Dhar**, Country Head, Haiko Logistics India, says, "Work never stops, but whatever time I get I choose to spend with my family. "I love listening music too in my free time," he adds. His favourite sport is football. And, he loves to eat Italian cuisine. Coming to the best-liked stopover, Dhar says, "There are many, but Singapore has so much to offer. Universal Studios is awesome."





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