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CARGO TALK

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Maya for the best in the industry

The India Cargo Awards – North & East 2015 felicitated the achievers at the regional level. Held at Crowne Plaza Tonk Road Jaipur on December 9, 2015, the ceremony brought together the well known faces of the industry.



Vipin Vohra, Chairman & Managing Director, Continental Carriers joins the 'Gallery of Legends'



Pukhraj Singh Chug, Managing Director, Group Concorde is the 'DDP Game Changer'



Sanjiv Edward, Head Cargo Business, DIAL becomes the 'DDP Trailblazer'



Yashpal Sharma, Director, Skyways Group is the 'Face of the Future'

After the grand success of the first edition in Goa, India Cargo Awards travelled to the pink city of India to celebrate the achievers from North and East regions. The evening was graced by Mohan Lal Gupta, First Mayor of Jaipur and current MLA of Jaipur city and Dr Tanushree Pandey, Mrs India 2015.

The awards were presented for various cargo and logistics segments such as air, surface, General Sales Agents

(GSA), 3PL ground handling, custom house agents, to name a few. The objective of the first-of-its-kind cargo awards is to recognise the talent within the industry. Acknowledging the endeavour of the organisers, Gupta said, "Jaipur is becoming a business centre with industrialisation in full swing. Handicrafts and manufacturing are growing here. It is also an IT hub. The possibilities for logistics are very high in Jaipur."

SL Sharma, Immediate Past President, Air Cargo Agents As-

sociation of India (ACAAI) said, "The best part is that now cargo is getting recognition and I would like to congratulate the team from DDP for honouring the achievers."

Cheerful about the industry's reaction, Sanjeet, Director, DDP Group said, "There are many awards on the national and global levels but the real heroes come from the different regions and far corners of the country. To ensure that the awards are unbiased, we have adopted an online voting system. This gives

the industry an opportunity to create the award, choose and nominate and they can vote for themselves too. The nominations were received from 46 categories and three new categories were added by the industry."

THE WINNERS

Vipin Vohra, Chairman & Managing Director, Continental Carriers & Convenor, FFFAI joined the Gallery of Legends. The DDP Game Changer award went to Pukhraj Singh Chug, Managing Director, Group Concorde. The

DDP Trailblazer award was given to Sanjiv Edward, Head Cargo Business, Delhi International Airport (P) Limited (DIAL). The Face of the Future award was received by Yashpal Sharma, Director, Skyways Group. The Mentor Cargo Industry was awarded to Mahesh P Trikha, Managing Director, Aargus Global Logistics. The Best Cargo Professional award went to Rajendra Dubey, Managing Director, ECS Group.

Contd. on page 10 ►

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What 2016 brings for the logistics industry

While 2015 was a year of cheers and tears, 2016 will be a year of emerging trends. Industry players are hoping for a global economic boom and expect the domestic market to grow more.



KALPANA LOHUMI

In 2015, there was improvement in the logistics infrastructure which is actually contributing to the emergence of India as a manufacturing hub, feel the veterans. But the adverse global economic situation did make the second half of 2015 a little tough for the sector. All in all, 2015 was a mixed bag.

On the cheery front, the increasing number of e-commerce players has contributed to the growth of the logistics industry players. In the skills' area, the government adopted the concept of imparting skills in movable containers to provide skills in specific courses such as logistics, tourism, to name a few.

Ministry of Civil Aviation with the support of industry stakeholders also launched a basic one-day awareness programme. Infrastructure for education, training and research is needed to ensure

stakeholders have given a list of concerns to the government, in connection with the draft civil aviation policy.

To revive the Indian maritime sector, there is a need to simplify the taxation regime in the shipping industry. The passage of the long awaited GST bill will divide the burden of tax between the manufacturing and services sectors, besides promoting more exports and creating more employment opportunities. CARGOTALK spoke to some industry veterans to know what they are expecting in 2016.

SL Sharma, Immediate Past President, ACAAI feels that despite the slowdown in the industry due to global reasons but there was improvement in the country. "The new civil aviation policy will definitely bring cargo on the world map. We expect our business to grow. The GDP is growing and our economy is growing. Most importantly, in the global market now India has marked its presence.



SL Sharma
Immediate Past President
ACAAI



Vipin Vohra
Chairman and Managing Director
Continental Carriers & Convenor, FFFAI



Ramesh Mamidala
CEO
Celebi Delhi Cargo Terminal Management



The new civil aviation policy will definitely bring cargo on the world map. We expect our business to grow



The government has also taken an initiative to decongest the airport by building air freight stations across the country



We experienced the same decline in export tonnage. Fortunately, imports were at the same level which helped us achieve the targets



Pukhraj Singh Chugh
Managing Director
Group Concorde



Vineet Chadha
Managing Director
Combined Logistics



Sanjiv Edward
Head - Cargo
DIAL



India is in a very promising situation. The 'Make in India' project will work and give a boost to the logistics industry



availability of talent and skilled workforce to bring in efficiency and innovation in the sector.

The government has been proactive in 2015. And hopefully in 2016, more action will be seen on important issues. The logistics sector associations and other



I hope 2016 brings good things for the sector because the PM's 'Make in India' project is going to change the industry



The government is also positive about cargo development and taking initiatives in infrastructure, tax matters, EDI, ease of doing business, to name a few. New trends would be updated technology and upgrading yourself too! In the next few years our industry will grow, as the government is paying attention



We need to have more innovation and state-of-the-art technology because 2016 is going to require a lot of hard work



to the needs of the sector. All these initiatives give a boost."

Vipin Vohra, Chairman & Managing Director, Continental Carriers & Convenor, FFFAI found the 2015 was a little slow for the industry. "We saw the case with commodities that travel by air like textile out of Delhi, pharma,

handicrafts and auto parts, to name a few. Textile was down by 22 per cent which badly impacted the air freight industry. Certain airports like Mumbai are doing pretty well because Mumbai airport handles pharma and the pharma business has picked up. Overall, 2015 was not a good year, ups and downs were there."

But even then he feels that 2016 will be a good year. "The way government is thinking about 'Make in India', business is definitely going to increase. Now the only question is, how long it will take. Will it be one year or two year? But the moment production will start, logistics industry will get a big boost. The future seems bright. The government has also taken an initiative to decongest the airport by building air freight stations across the country. This concept will change the complete scene of cargo in India. Once there will be more AFS across the country, then the agent will be able to give pallets ready for carriage from the airport," he adds.

Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management, said that exports had negative growth of close to 25 per cent. "Year-on-year it should be in the range four to five per cent. We experienced the same decline in export tonnage. Fortunately imports

Expected trends

- ◆ Impact of GST and preparing for the post GST implemented
- ◆ Impact of Revised Land Acquisition Act on logistics infrastructure growth
- ◆ Impact of enhancing regional transport links in South Asia
- ◆ Impact of e-commerce on logistics sector
- ◆ Enablers to maximise intermodal efficiency

were at the same level which helped us to achieve the target. We roughly expect the same trend in 2016 as 2015 but we do expect a turnaround in the export business. This is the feedback we got from airlines and our analysis is coming to the same conclusion. Recovery in the third quarter and stability in imports are expected," adds Mamidala.

Pukhraj Singh Chugh, Managing Director, Group Concorde opined that "the cargo industry is evolving but the economic situation worldwide has not been good". So he perceives many challenges. "The second half of 2015 was tough. But the trade has to grow and India is in a promising situation. The 'Make in India' project will give a boost to the logistics industry," says Chugh.

A new beginning

Even as 2015 ended on a low note, the logistics industry is optimistic about 2016 with some visible signs of recovery in international business. Despite the initiatives taken by the government for the much neglected cargo sector, the global slowdown has had its impact on the industry. There have been highs and lows. While exports did take a backseat, domestic cargo kept the momentum going. The cargo fraternity has gone through its own hits and misses.

In 2015, a number of companies came up with innovative technologies, albeit cautiously. Round the year, we found some interesting changes. The initiatives with ease of doing business and Make in India set the tone of 2015. But what the industry is looking forward to is implementation of GST. We bring you a sneak peek of the emerging trends and the industry's hopes and aspirations for the coming year.

There are hopes for more Air Freight Stations to reduce congestion at airports and policies and more initiatives for cargo sector in the draft of Civil Aviation Policy. On the shipping front as well, government signed pacts with the neighbouring countries to enhance coastal movement and reduce costs. And there are talks of revoking old laws which are not suitable for current times. Waterways need to be developed to make transportation easier. There are many plans on the way and many schemes have been announced.

On the skills front, the government has taken initiatives to impart skills to the logistics workforce. India needs to upgrade skills to meet the requirements of the industry.

On the other front, delegates from the Air Cargo Agents Association of India (ACAAI) came back on a buoyant note from the 42nd annual convention in Vietnam with the objective of enhancing bilateral trade between the countries.

So, with all the groundwork done in 2015, the industry is all geared for strong action in 2016 and is eagerly waiting for the railway budget.

Growth of air traffic

The Handbook on Civil Aviation Statistics, 2014-15 reveals that air traffic registered a robust growth in 2014-15 as compared to the previous year.

The Directorate General of Civil Aviation (DGCA) released the third edition of the *Handbook on Civil Aviation Statistics, 2014-15* in October 2015. The Handbook, released by M. Sathiyavathy, Director General of Civil Aviation, illustrates civil aviation data and contains an analysis

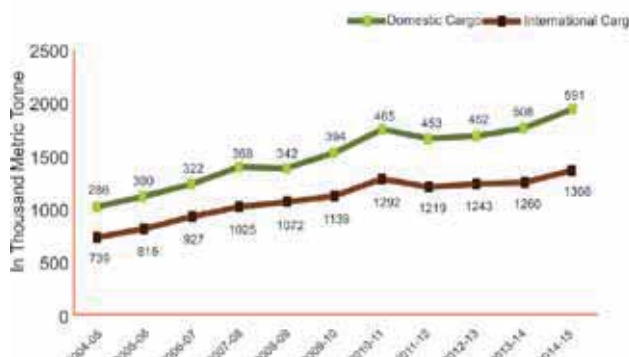
of passenger and freight traffic, aircraft, air safety, human resources, operating economics and other aviation related statistics. The annual publication includes traffic statistics, financial statistics, fleet and personnel statistics as well as time series data.

According to the handbook, air traffic

registered a robust growth in 2014-2015. While domestic passenger traffic registered a growth of 15.52 per cent, international passenger traffic witnessed a growth of 6.15 per cent during this period. In addition to this Handbook, DGCA publishes the monthly operating statistics of scheduled

airlines and air transport statistics every year on its website. The DGCA is a regulatory body in the field of civil aviation which deals primarily with air safety issues. It endeavours to promote safe and efficient air transportation through regulation and a proactive safety oversight system.

Freight Traffic carried by scheduled carriers over the past decade



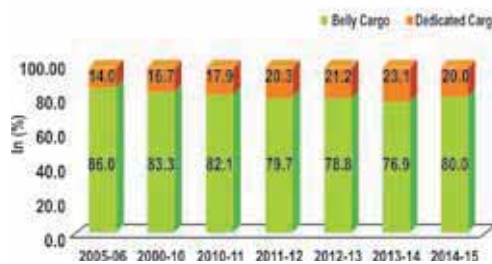
The domestic cargo traffic registered a growth of 7.6% (CAGR) over the period from 2004-05 to 2014-15 while International cargo traffic grew at 6.3% (CAGR) during the same period.

Air Cargo carried by scheduled airline operations, both domestic and International witnessed a positive growth in 2014-2015.

Freight Traffic at Glance

Freight Traffic	2014-15	2013-14
Domestic	5.92 Lakh MT (16.54)	5.08 Lakh MT
International	13.68 Lakh MT (8.57)	12.60 Lakh MT

Proportion of Domestic Cargo Carried as Belly Cargo and in Dedicated Freighters



Proportion of International Cargo carried by Indian and foreign carriers

Year	Indian Carriers (%)	Foreign Carriers (%)
2004-05	13.6	86.4
2009-10	16.1	83.9
2010-11	20.3	79.7
2011-12	21.1	78.9
2012-13	17.7	82.3
2013-14	18.3	81.7
2014-15	17.8	82.2

The proportion of belly cargo to the total cargo carried has been declining over the years. However, in 2014-15, the proportion of belly cargo in total domestic cargo increased as compared to the previous year.

Forecast of Domestic Cargo



Forecast of International Cargo



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CARGOTALK is printed, published and edited by Sanjeet on behalf of Durga Das Publications Pvt. Ltd., printed at Cirrus Graphics Pvt. Ltd., B-62/14, Phase II, Naraina Industrial Area, New Delhi - 110 028 and published at 72, Todarmal Road, New Delhi - 110 001
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\$625 mn for Vizag-Chennai Industrial Corridor

For the development of this corridor, the Department of Economic Affairs has approved \$500 million under project loan and \$125 million under the policy loan component.



After visiting the state of Andhra Pradesh in November 2015, the team from Asian Development Bank (ADB) has begun loan negotiations for the development of the Vizag-Chennai industrial corridor. The project cost comes to around \$840 million (about `5,600 crore). The Department of Economic Affairs has approved \$500 million under project loan and \$125 million under the policy loan component. The Andhra Pradesh government will invest about \$215 million under the project loan. Finance Minister Yanamala Ramakrishnu said that the funding is expected by June 2016.

Under this project are included four road projects worth `1,220 crore to be taken up along with three power related (`1,243 crore) and four infrastructure upgradation projects (`906 crore). The Vizag-Chennai corridor touches nine districts with four major nodes



Trivia

- Under this project are included four road projects, three power related and four infrastructure upgradation projects and one node will link to the new capital

at Visakhapatnam, Kakinada, Gannavaram-Kankipadu (near the new capital city of Amaravati) and Yerpadu-Srikalahasti. According to the government, the state is keen to link one of the nodes to the proposed greenfield capital city of Amaravati.

LNG terminal to come up at Krishnapatnam port

After a public hearing in the vicinity of Krishnapatnam port, J. Murthy, Managing Director, Visakhapatnam - LNG Bharat Private Limited, said that the company is setting up a floating LNG terminal with a capacity of five million tonnes per annum (mtpa) at Krishnapatnam port in Nellore district.

In a statement he said that the company had taken 120 acres of land from the port and leased a berth for setting up the terminal and a pipeline would also be laid from Krishnapatnam to Ennore in Tamil Nadu, via Sullurupeta and Sri City. The total project cost, including the terminal and the pipeline, is estimated to be `1,400 crore. "Vimtas Labs, Hyderabad, prepared the environmental impact assessment report and environmental clearance is expected in two months time," he said.

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Growth in imports helped in 2015

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Vineet Chadha, Managing Director, Combined Logistics also felt that 2015 was not a good year. He goes on to say, "If we talk about different industries and different modes of shipments, being a neutral freight forwarder, air freight was pretty down, sea freight was also down. But altogether there are big projects to carry by ocean which were able to make the sector sail on a safer side. I hope 2016 brings good things to cargo because the Prime Minister's 'Make in India' project is definitely going to change the face of the industry."

Sanjiv Edward, Head - Cargo, DIAL elucidates, "In 2015, the first six months were great after that it was a bit challenging. If we look at the Delhi airport we have done well, especially imports and domestic cargo have been excellent due to e-commerce but the exports were a challenge across the country. We need to have more innovation and state-of-the-art technology because 2016 is going to require a lot of hard work to sustain. The domestic and

e-commerce segments will grow but the international business will have some pressure."

Even **Naresh Gehnaney**, Vice President-Air Freight (India), Haiko Logistics found 2015 a dicey year. He expects this trend to continue till the third quarter of 2016. "We will see a boom in the fourth quarter and then we would be moving ahead in the right direction. GST is expected to get implemented in 2016 but the only question is whether GST is going to be labeled in Rajya Sabha this time or not. But if it comes up it is going to be a boom for the industry and things will definitely move in a right direction."

Shubhendu Das, Managing Director, Hellmann Worldwide Logistics, says, "I would say there were some good wins and some not so good wins. Exports has not shown any bright colours. But if you are in a global network, you can work out with imports because imports are growing in India. So, I would say exports are going down and imports are at the same level."



Naresh Gehnaney
Vice President-Air Freight (India)
Haiko Logistics



Shubhendu Das
Managing Director
Hellmann Worldwide Logistics



Mahesh P. Trikha
Managing Director
Aargus Global Logistics

“
The year 2015 was a dicey one and the trend will continue till the third quarter of 2016. We will see a boom in the fourth quarter
”

“
We still have to see how Europe reacts in terms of growth and how China will be dealing with foreign exchange, but the US will grow
”

“
The year 2015 was under pressure but the industry sailed through. Logistics will grow and I am looking forward to 2016
”



Yashpal Sharma
Director
Skyways Group



Ravinder Katyal
Director
Uti



Ravindra J. Gandhi
Regional Director – Indian Sub-Continent
Peel Ports Group

“
If the demand picks up globally, every aspect of our business will pick up, be it road transport, air freight, ocean freight and rail
”

“
We have seen new trends like lots of import moving in and foreign companies are looking to invest in India
”

“
To make the Indian shipping industry attractive and competitive the government needs to work on infrastructure
”

Adding to this, Das says, "We still have to see how Europe reacts in terms of growth and how China will be dealing with foreign exchange, though I am confident US will grow. So, overall I am optimistic about growth of cargo industry in 2016."

Mahesh P. Trikha, Managing Director, Aargus Global Logistics feels that the industry was under pressure in 2015 but the GDP news is good, that is seven per cent. "The global economists say India can do nine per cent and we would be trying to do the same."

Yashpal Sharma, Director, Skyways Group opines that the world has seen some difficult times in 2015. "But if a company evolves in this phase, the tough ones get more opportunities to establish themselves. Any company which can survive in this period can sustain itself. We are looking forward to 2016. The percentage would be different but every aspect will get a boost," he asserts.

Ravinder Katyal, Director, Uti says, "I would rate 2015 as a nominal year but the future is bright. We are in a process of implementation of 'Make in India'. We have already seen lots of new trends like lots of import moving in and foreign companies are now looking for investment in India. We have to give time to the government to function and logistics will grow."

Ravindra J. Gandhi, Regional Director-Indian Subcontinent, Peel Ports Group, finds that the prospects of the shipping industry are closely tied to global economy. "The Indian shipping industry has not grown as one would wish. Despite the uncertainty and the major cost pressures, we remain optimistic," reiterates Gandhi.

Adding to this, Gandhi comments, "As a part of the 'Make in India' programme, the government has approved 88 projects involving investment of `380 billion over the last three years.

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Multiple verticals make India exciting

Unlike other Asian countries that have a limited scope for export cargo, India has multiple verticals that keep the market stimulated. **Keki Patel**, Cargo Manager (India & Nepal), Emirates SkyCargo, shares his insight into the world of cargo.



HAZEL JAIN

Q How has Emirates SkyCargo been performing?

Our exports bring in more revenue for our business than imports. Talking from the entire India perspective, last year was a very good year overall except for the month of September. The year had its own challenges. Even though they are increasing, the financial year from April to March 2015 was a good run again. To emphasise once again, September saw a dip. October and November 2015 ended well so hopefully this trend will continue.

Q What kind of challenges do you face in India?

What impacts us more in India is seasonal, festive holidays when the manufacturing units are closed and the customs are not functional. This has a direct impact because we are working 24x7 whether it is a holiday or not, and the flight will take off as they are schedule-operated. So we have to fill our daily capacity because our flights go into our hub and we feed the network.

There are other challenges like disturbances that are geo-political, for instance what we see in the Middle East countries. We don't



Keki Patel
Cargo Manager (India & Nepal)
Emirates SkyCargo

“ e-freight simplifies business and is economical. The world is adopting paperless transactions and India should also do it ”

know if the migration of people moving to different parts of Europe will have an impact on aviation and raise security concerns for the whole world. So these challenges keep on emerging and we keep dealing with them because finally we have to look into the interest of

our customers and offer solutions that meet their export requirements.

Q What kind of cargo does Emirates Skycargo take and bring into India?

India is blessed on the export front. We have different kind of verticals, unlike our neighbours such as Bangladesh or Sri Lanka that are limited to garments, or Pakistan that exports a lot of mangoes and handicrafts. When it comes to India, we have all the verticals. The biggest vertical for India is perishables which includes fruits, vegetables, seafood, meat, flowers, eggs and day-old chicks. The next big vertical is pharmaceuticals—both temperature-controlled and non-temperature controlled which is why we decided to participate in one of the biggest pharmaceutical exhibitions in India. The pharmaceutical industry has grown every year, between 15 to 20 per cent in the last five years for us.

Another vertical is the automobile sector where everything from finished cars to original equipment and spare parts are being exported from India. But the automobile sector that had seen a lull is now picking up again for us. Then come chemicals which includes dangerous goods. India manufactures a lot of chemicals which are fed into



various industries across countries. Courier is a vertical; gem, jewellery and valuables is also a profitable vertical for us. Then you have freight of all kinds like project cargo, pets, animals for zoo exchange programmes. Electronics was a big vertical as well until Nokia shut down its operations.

Q Which Indian cities are covered by the airline?

Currently, we service Mumbai and Ahmedabad in India. However, we are always on the lookout for expansion. We are looking at various cities like Hyderabad and Bengaluru. But the demand needs to justify the investment.

Q Do you think e-freight will come into India?

E-freight is an economical process to simplify businesses by eliminating paper, handling and processing expenses. The

entire world is adopting paperless transactions and its time India should do.

Q Are you looking at expanding cargo operations internationally?

Internationally, we are expanding constantly. Emirates SkyCargo expanded operations in Italy with a service to Bologna this October. This service brought our total destinations in Italy to four with 64 weekly flights. Top exports from Bologna include locally-made luxury Lamborghini and Ferrari vehicles. From February 1, 2016, we will also start service to Panama City, which will be Emirates' first gateway in Central America. This route will be the world's longest non-stop flight (17 hours 35 minutes in the Westbound direction) and the only one to offer First Class service. Our top export destinations include the UAE, Japan, China, India and Australia. ↴

e-commerce boom in 2016

► Contd. from page 6

While the government has already started construction of new berths and terminals along with expansion and upgradation projects for berths, it would be interesting to see how the projects pan out in 2016.”

Manish Malik, National Sales Manager, Freight Systems (India) says, “The year 2015 can be rated as a productive year with e-commerce continuing its influence over supply chain industry, the falling prices of oil kept the freight levels in control, logistics and supply chain companies had their focus on technological advancements which relates well with desired demand for supply chain solutions. Indian logistics market is expected to grow at a CAGR of 12.17 per cent by 2020 and it is driven by

the growth in the manufacturing, retail, FMCG and e-commerce sectors.” But what is needed is effective functioning. Among the challenges and issues, “the warehouse market in India is expected to grow at a CAGR of 10 per cent whereas freight forwarding market is expected to grow at a CAGR of 12 per cent till 2020. This growth rate is based on the expectation that the new government will implement GST regime and the logistics companies can optimise their operations to reduce cost,” adds Malik.

Most feel that the boom in the e-commerce sector and expansionary policies of the FMCG firms has helped the logistics sector. This has increased the service geography of the logistics firms as they also have to meet the demands of quick delivery and tight service level agreements.



Manish Malik
National Sales Manager
Freight Systems (India)

“ It is an era of customer delight. We, as logistics companies, have a huge task to surpass expectations and add value to the supply chain ”



Akash Bansal
Business Head
Om Logistics

“ Improving domestic economy has encouraged many foreign firms to set up their manufacturing base in India ”

So, e-commerce was the bright ray in 2015.

Akash Bansal, Business Head, Om Logistics, opines, “Rise of e-commerce logistics, ‘Make in India’ campaign and increased domestic consumption has changed the trend for the industry in the coming years. e-commerce logistics industry in India expected to reach over US\$2 billion by 2019. Improving domestic economy has encouraged many foreign firms to set up their manufacturing base here which in turn has given a boost to the industrial and logistics segments, which saw a 60 per cent growth in H1 of 2015. According to a research report around six million sqft was taken up by warehousing space occupiers, a growth of nearly 60 per cent from January-June 2014.” All in all, the experts feel that India's logistics sector is poised for accelerated growth, led by GDP revival, ramp up in transport infrastructure, e-commerce penetration, impending GST implementation, and other initiatives. ↴

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Mr. Shoumil Shah
Logistics Manager,
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►Contd. from page 1

Honouring the best in the cargo industry

India Cargo Awards North and East 2015 were graced by the stalwarts of the industry. CARGOTALK spoke to a few achievers to know what the ceremony brought for them.



It's a big achievement for me. I would like to thank India Cargo Award for showing this honour to me and my company. It was an excellent evening and well organised. I enjoyed a lot.

Vipin Vohra

*Chairman and Managing Director
Continental Carriers & Convenor, FFFAI*



We really appreciate DDP for recognising our company's efforts. The evening was well organised and DDP has given the right recognition to industry players. In short, I can just say, these awards are a game changer for the industry.

Pukhraj Singh Chug

Managing Director, Group Concorde

I am really delighted. This is a real honour and I am humbled by the recognition we got from the industry and the love I got from the industry. It was excellently organised and there was detailed planning which I could see and it was for the right duration and great care has been taken in recognising people who really contribute to the industry.



Sanjiv Edward

Head – Cargo Business, DIAL



I am really happy and excited. The evening was fantastic. There are not too many award functions in this industry and this is my first award so would like to wish success to the team. We look forward to more of these kind of awards.

Yashpal Sharma

Director, Skyways Group



It was a wonderful feeling of receiving the Mentor Cargo Industry award. I would like to congratulate the DDP Group which brought these awards. This is an honour for the industry.

Mahesh P Trikha

*Managing Director
Aargus Global Logistics*

It was a wonderful evening. I am thankful to DDP Publications for honouring me with this award. I would like to complement the group for starting these awards and awarding the best performers of the industry.



PS Atree

Managing Director, PS Atree



From the best GSA to the best preferred GSA, we are climbing up the ladder. This is an achievement. I really enjoyed the evening. I would like to thank DDP for this mega event. And, we look forward to more events.

Girish Kunder

Commercial Director, ECS Group

The evening was grand and the award function was well organised. It is a good concept and will certainly encourage the industry. There is a big change now and this change will give them the stamina to take the cargo industry to new heights with technologies and new thoughts.



Vinod K Chaudhary

*Former President, Delhi Custom Clearing Agents Association,
FFFAI & Former Vice Chairman,
South Asia Federation of Freight Forwarders*

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Railways need stability

The Indian Railways is a key element of the infrastructure platform needed for economic development. As the Railway Budget 2016-17 is being planned by the government, CARGOTALK took the opportunity to speak to a industry veterans to know their expectations from the upcoming budget.

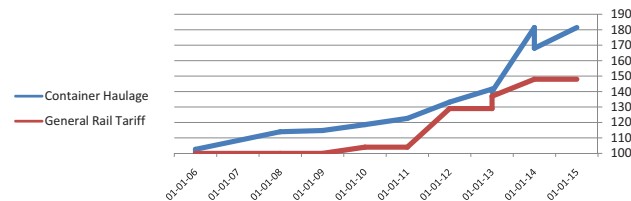


KALPANA LOHUMI



Manish Puri
Managing Director, Indialinx

The Railway Minister, while presenting the Rail budget for 2015 suggested that the total investments in railways would be ₹8,56,020 crore over next five years. He also suggested that the railways would look at raising funds from private participation and FDI, besides JVs with PSUs and other options. The opening of railway to private participation is indeed a step in the right direction. If private investment in railway is to be encouraged, it is essential that the railways have a level playing field vis-à-vis the competing modes of transportation. Railways compete primarily with the road transport and to some extent with coastal waterways in providing the services of transportation. If we look at actual performance of container traffic, we find that between the first three quarters of 2014 and 2015, while overall container volumes have grown at a slow pace of more than 2.5 per cent across ports, there has been a decline (negative five per cent) in volumes moved to ICDs. During the last five years, the share of rail traffic as compared to road for container movements has also dropped



from an already low level of around 25-26 per cent in 2008 to less than 20 per cent at present.

The two primary reasons for this diversion stem from the high cost of rail transport (based on rail haulage charges levied by Indian Railways on private container train operators), and an unfavourable service tax regime that has now put railway transport at a disadvantageous position vis-à-vis road transport as well as coastal transport. There have been nine revisions in the Rail Haulage Charges (RHC) since 2006 while the general rail freight has been revised only five times. At a time when trade volumes are dropping and rail capacity is reportedly idling to the tune of 20-25 per cent, the Ministry of Railways continues to levy a 10 per cent Port Congestion Surcharge (PCS) which was first imposed in 2014. There was a 27-41 per cent increase in haulage charge at the beginning of this year, which has also had a severe impact in terms of raising the cost of rail transport and the shift of container volumes from rail to road. The current year has seen an estimated drop in rail-based volumes to the tune of almost 15 per cent as has been reported by some of the container train operators.

On the service tax front, with effect from April 1, 2015, transport of goods by rail service now attracts the full service tax of 14 per cent if CENVAT credit of excise duty paid on inputs, capital goods and of service tax paid on input services is availed. The abated value of 30 per cent can be availed on the condition that CENVAT credit is not availed. This amendment has been brought to provide a uniform service tax regime applicable to transportation of goods by rail, road and coastal waterways. It may be noted that for transport of goods by rail services, post April 1, 2015, the service tax incidence has gone up from 3.71 per cent to 8.47 per cent, whereas for road, the comparative figure for tax incidence is almost 300 basis points lower at 5.6 per cent. Both the issues of high cost of rail haulage and the unfavourable service tax structure need to be considered by the railway and finance ministers in the upcoming rail and union budgets.

Amit Chaudhri
CEO, Kribhco Infrastructure

Railway, considered as the lifeline of the nation, had three distinct advantages over road carriage—bulk movement, better transit times especially over long distances and competitive rates. With overloading of trucks, two drivers per truck and dropping diesel prices, all these have been neutralised. The budget can provide the much needed relief in the haulage charges for container rakes, abolition of port congestion charge and guaranteed transit times for both EXIM and domestic streams of traffic.

Focussed attention is required to shift road-borne cargo to rail by reducing the overall rail logistics cost and realising the dream of ease of doing business with the railways. Time-bound responsiveness and responsibility to address the issues of the Container Train Operators and the Terminal Operators should be the mission of the year.



HIGHLIGHTS:

- Railways compete primarily with the road transport and to some extent with coastal waterways in providing the services of transportation.
- There have been nine revisions in the Rail Haulage Charges (RHC) since 2006 while the general rail freight has been revised only five times.
- There was a 27-41 per cent increase in haulage charge at the beginning of this year, which has also had a severe impact in terms of raising the cost of rail transport and the shift of container volumes from rail to road.
- On the service tax front, with effect from April 1, 2015, transport of goods by rail service now attracts the full service tax of 14 per cent if CENVAT credit of excise duty paid on inputs, capital goods and of service tax paid on input services is availed.
- Though, fuel consumption per tonne per km is cheaper in rail as compared to by road, then also railways are fast losing freight carriage market share to road transport.
- Now railways account for 31 per cent of the freight traffic in the country compared to 90 per cent in 1950s.
- Focussed attention is required to shift road-borne cargo to rail by reducing the overall rail logistics cost and realising the dream of ease of doing business with the railways.
- Time-bound responsiveness and responsibility to address the issues of the Container Train Operators and the Terminal Operators should be the mission of the year.
- Railways need to think about the decline of bulk traffic of cement due to diversion of traffic to road.
- Railways have to come up with the better facility for steel handling at railway yards and construction of silos for cement, food grain because there is always a demand for bulk movement.
- In the current state of our railway infrastructure, it takes sometimes more than a week to move the container from the outer gate of ICD to the inside.

in haulage charges

Vivek Sharma
COO, Adani Logistics



Indian Railways has suffered from years of low investment and populist policies of subsidised fares. This has turned a once-mighty system into a slow and congested network that crimps economic growth. Though fuel consumption per tonne per km is cheaper in rail as compared by road, then also railways are fast losing freight carriage market share to road transport and now only account for 31 per cent of the freight traffic in the country compared to 90 per cent in 1950s. Since diesel prices have been on a slide, huge expectations have built up on whether or not the government will go ahead and hike passenger fares and freight charges. There is a general expectation that the freight rates would be reduced due to the fall in diesel prices.

What the industry expects:

- Container train industry to be treated at par with other railway freight traffic and the government should announce reforms for the CTO industry to boost private investments.
- Industry expects railways to commit timely delivery of goods. Railways should run the freight trains like passenger trains that are time-scheduled freight trains on all-major routes to ensure better customer service.
- As the existing rail network is not adequate vis-a-vis the burgeoning rail freight business, it should be expanded and dedicated freight lines should be upgraded or accelerated to avoid congestion on the operative routes. The number of existing rakes, wagons rakes should also be substantially increased to cater to the increasing demand.
- As proposed by Indian Railways earlier, it should work towards the development of multi-modal logistics park along the eastern and western freight corridors much earlier than the freight corridors are established. This will ensure road and rail traffic flows to get oriented by the time the freight corridors are operational.
- It is expected that the government will not announce any further fuel hikes in its upcoming budget and port congestion surcharge to be removed. Also timelines for formation of rail tariff regulator should be announced.

KU Thankachen
Managing Director, CRWC



In the last railway budget, a lot of emphasis was given to the generation of investment and encouraging PPP projects. Substantial investment is coming into this sector and long pending projects are gaining steam. Dedicated Freight Corridor is also likely to become a reality by 2018-19. There is no doubt that these initiatives will bear fruit soon bringing in benefits to the logistics sector as a whole and transforming the railways. With the drastic reduction in diesel prices, railways is facing stiff competition from the road resulting in diversion of traffic to road. Freight rates need to be rationalised to compete with the road rates, especially in sectors like cement, parcel and container train operations. Railways have to come up with better facilities for steel handling at railway yards and construction of silos for cement, food grains to facilitate bulk movement.

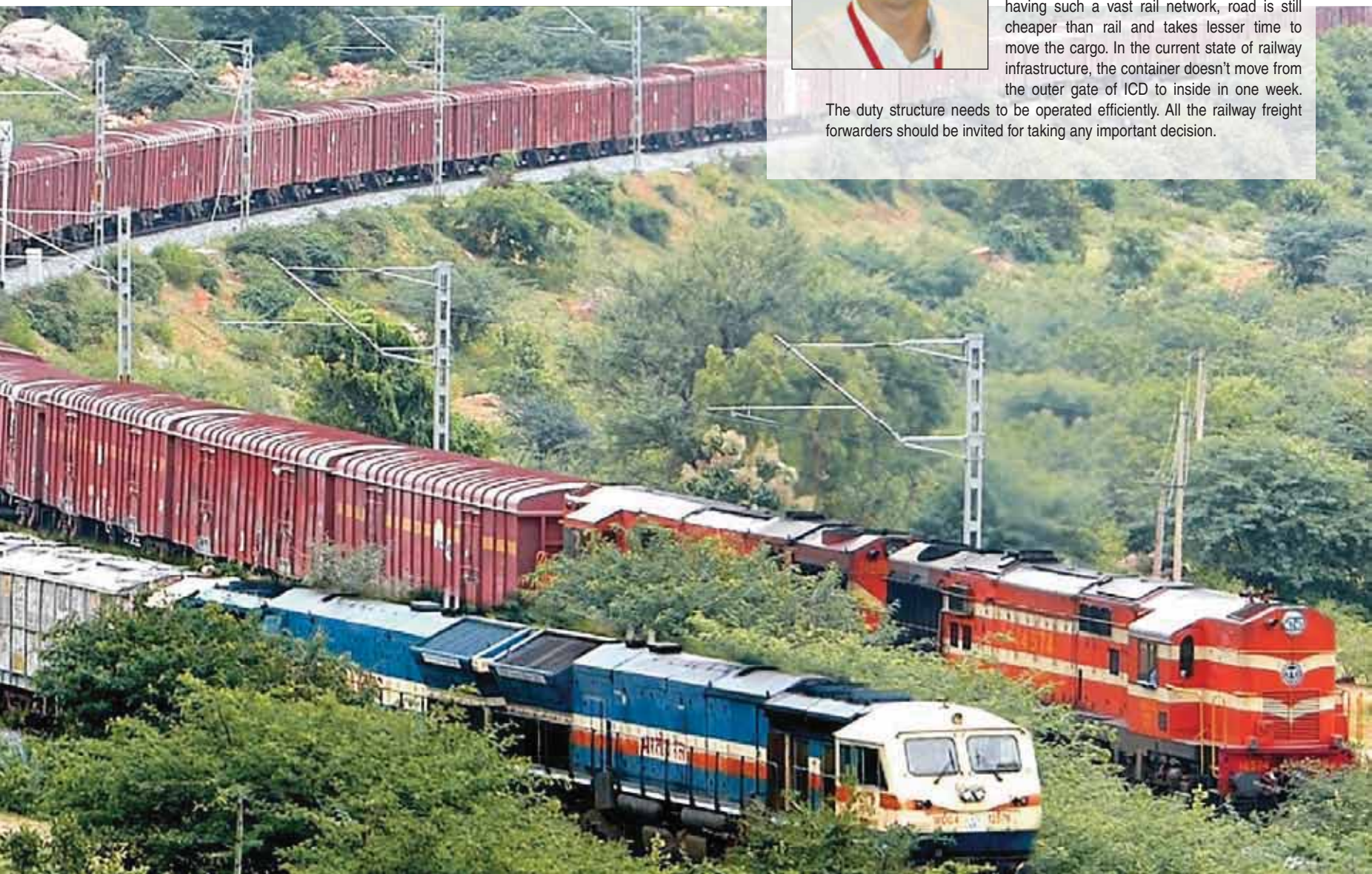
Technology upgradation is another priority area which can boost efficiencies. From the trade perspective, guaranteed transits, scheduled time table, reduction in demurrage, transit losses, speedy settlement of claims, competitive freight rates are the drivers that will determine continued patronage to the railways. Infrastructure upgradation combined with service orientation will help the railways to command the towering heights of Indian economy.

Pujan Sharma
Director, Gateway Freight



Continuous haulage hike is a problem. Perhaps it works for the government because of many factors such as revenue and the difference in import and export but practically this increases the logistics costs. Despite having such a vast rail network, road is still cheaper than rail and takes lesser time to move the cargo. In the current state of railway infrastructure, the container doesn't move from the outer gate of ICD to inside in one week.

The duty structure needs to be operated efficiently. All the railway freight forwarders should be invited for taking any important decision.



A young fleet of freighters

With 27 freighters and 48 passenger flights Cathay Pacific Cargo is keeping an eye on the India route demand to add more capacity as and when required. **Anand Yedrey**, Regional Cargo Manager – South Asia, Cathay Pacific Cargo shares his insights.



CT BUREAU

Q What has been the trend in terms of export and import of cargo from and to India for Cathay Pacific Cargo in the last one year?

We have seen a surge in our imports into India in the last one year. However the air exports market has been stagnant even with an increased capacity leading to stiff competition in the market.



Anand Yedrey
Regional Cargo Manager – South Asia
Cathay Pacific Cargo

available capacity to Hong Kong International (HKG) is 100 tonnes on freighters and 15-18 tonnes on passenger flights.

Presently, we operate 48 passenger flights (DEL - 14, MUM

This year we added two weekly freighter services from Kolkata to Hong Kong. Going forward, India will continue to be our key market in terms of both import and export.

India has always been a healthy contributor towards the overall cargo revenue and one of the best performing and profitable freighter routes



- 10, HYD - 4, CCU - 6, BLR - 7 and MAA - 7) and 27 freighters (BLR -2, BOM - 8, HYD-1, DEL -10, MAA - 4, CCU - 2) out of India.

Q Are you looking at expanding cargo operations in India or worldwide?

Currently, we are keeping a close watch on our India route demand and will keep adding capacity as and when appropriate. Effective January 2016 we will be operating our third freighter into Colombo. A lot of cargo moves in our passenger flights' bellies.

In June 2016 Cathay Pacific Airways will be introducing passenger flights to Madrid, Spain.

Q What is Cathay's USP?

Our USP is our young fleet of freighter aircraft (747-8 /747-ERF and 747-400), strong growing network, our reliability and service, Cathay Pacific Cargo Terminal at HKG, our special range of products and last but not the least our professional team.

Q How has the Indian market evolved for the group?

India has always been a healthy contributor towards our overall cargo revenue and one of the best performing and profitable freighter routes. The Indian market is extremely important for us and we have added our freighter capacity to all the key ports in India.

Trivia

◆ The young fleet of freighter aircraft are 747-8/747-ERF and 747-400 along with a strong growing network and special range of products

In 2015, in the first two quarters we have uplifted close to 27,700 tonnes up to June 2015 from India. We have added freighter capacity

Q What is the current capacity and frequency that Cathay Pacific offers to the Indian market?

From India, we uplifted approximately 57,000 tonnes in 2014. In 2015, in the first two quarters we have uplifted close to 27,700 tonnes up to June 2015. Our

Logistics: Crucial for 'Make in India'

Huned Gandhi, Managing Director India – Air & Sea Logistics, Dachser India, talks about the sector's contribution.



Huned Gandhi
Managing Director India – Air & Sea Logistics
Dachser India

Q Will 'Make in India' get disrupted without logistics?

Logistics is crucial for business to thrive in any country. India is already moving in the right direction to enhance its infrastructure for airports, seaports, roads and container freight stations. This will help in significantly reducing the lay time for the movement of goods and improve the overall cost effectiveness to help MNCs manufacturing in India compete in local and global markets. Poor infrastructure could prove to be an obstacle to MNCs wanting to set up shop in India which may also hamper the 'Make in India' programme. 'Make in India' is an important initiative which needs to be backed up by development of a robust infrastructure at par with the developed world. Also the importance given to the current 'Ease of doing business in India' initiative is likely to attract more companies to 'Make in India'.

Q How this campaign is going to affect the logistics industry?

This campaign will have an optimistic impact as logistics plays a key role for all manufacturing industries and the increased activity achieved through the 'Make in India' programme will create a strong growth in demand for logistics services in the country. India provides an excellent environment for manufacturers in terms of a stable economy, manpower supply, knowledge, natural resources and competitive costs.

Q This campaign will bring in investment in India. But will it help the logistics sector in terms of efficiency, infrastructure and technology? Will it have an impact on the competitive scenario?

The 'Make in India' campaign will have an optimistic impact on the sector but lots needs to be done in terms of infrastructure, be it road, rail, airports

It will certainly bring in efficiency and with GST scheduled to be introduced, the country is well positioned for takeoff. There is still a lot of work to do when it comes to development of roads and there is a need to improve connectivity with the rail yards, seaports and airports to the major industrial areas. India can also enhance its inland waterways for transportation. Water is the cheapest mode of transport and will also help to reduce congestion on the roads.

Trivia

◆ The 'Make in India' campaign needs to be backed up by development of a robust infrastructure at par with the developed world

DB Schenker: Another warehouse for last mile delivery

Schenker India, part of DB Schenker, opens its largest warehouse in India at Bhiwandi near Mumbai

The 172,841 sqft (approx. 16,000 sqm) facility begins the operation with a staff of around 60 people by providing state-of-the-art warehousing operations for palletized and non-palletized cargo to the city and nearby areas. Strategically located off National

Highway No 3 (Mumbai-Nashik Highway), the logistics centre features uninterrupted power back-up, advanced warehousing management and distribution system; enabling convenient end-to-end logistics solutions and value-added services.



Two other large Schenker Logistics Centers covering 362,000 sqft (33,400 sqm) space are already operational in the area with modern supply chain capabilities.

"Improving our services levels and adding value to the distribution system is our top

priority," said Shrichand Chimnani, Director Logistics, Schenker India. "The tactical location and modern infrastructure ensures high efficiency level in our operations even in case of anticipated increase in product volumes in next few years."



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Success of logistics parks

Captain Viren Bawa, CEO, CMA-CEM Logistics Park Dadri talks about the key factors which enhance the growth of logistics parks and the services offered.



CT BUREAU

Q What is your take on the increasing number of logistic parks?

As the Indian economy is witnessing growth over the last decade, India has become the preferred destination for multinational companies. This, in turn, has resulted in increase in number of logistics service and warehousing service providers in India. I feel this surge will in turn boost real estate activities in key locations across the country instead of witnessing the growth in sea and air cargo. It has an innate advantage in regional economic development which plays an important role in carrying out import and export trade and stimulating regional economic growth. However, due to the sudden surge in logistic parks for sea cargo and their geographical locations in the vicinity of each other, they are contributing to fragmentation of volumes and challenging the viability of the project. Moreover, it is becomingly immensely difficult for shipping lines to keep track of their inventory at various parks. On the contrary, there are few logistic parks for air cargo and the need is to augment them for the benefit and convenience of the trade.

Q How can these parks be successful?



Captain Viren Bawa
CEO
CMA-CEM Logistics Park Dadri

“**CMA CGM Logistics Park Dadri entered the containerised cargo and air cargo movement business to provide business friendly service**”

Despite signs of good growth, the logistics sector in India is fraught with inefficiencies. The major one is higher logistics cost. For instance, rail transportation and road transit time in India is comparatively much higher than European countries. Other inefficiencies are complicated tax regime, fragmented

market structure and inadequate infrastructure.

Q What infrastructural framework is required to boost the growth?

Increased trade and emergence of organised retail will accelerate the growth in the sector. Infrastructure developments like Dedicated Freight Corridors, developments of roads and modernisation of sea and airports will definitely enhance logistical performance of India.

Q How does the CMA-CEM Logistic Parks Dadri enable efficiency and other tariff advantages to the EXIM and domestic cargo fraternity in Delhi-NCR?

We are providing services at the customer's doorstep through our CFS and ICD Dadri. We do not provide domestic cargo services. However, we have taken

our presence to new horizons by linking our CFS as a satellite air cargo complex to the Delhi airport – the only CFS to do so in northern India. Customers are benefitting by using our facility as their business needs are met in the vicinity of their premises.

Q Which services are you catering to make the movement of goods smooth and fast?

CMA CGM Logistics Park Dadri has entered the containerised cargo and air cargo movement business with a clear business agenda—provide a superior, relevant and business friendly service standard to every client, keeping in mind the priorities of CFS business. We have a portfolio of tailor-made services that are flexible and stand by the vital commitments of time and delivery schedule. A strong and professional management and immaculate services has been the soul of CCLPD.



Q Please brief us about airport and seaport connectivity and weekly services to each port.

Movement of our air export and import cargo in CBT

is carried twice daily. The gestation time for import and export is not more than six hours. Due to the nature of the cargo, the movements are swift and immaculate for our customers. We have not marketed our air business as yet because we are more focused on sea cargo.

The air services are provided to customers who are moving their sea shipments through our CFS. Rail services to each gateway port are provided on CONCOR rail. Road services to gateway ports are provided on shippers' request and the cargo is moved the same day, that is the day it is handed over to us.

Q How do you see technology making business easy?

With the economy in recession, the business that proves to be responsive to client query, complaints or other needs will have a clear edge over the competitors. The areas which need to be focused on are websites, tracking system, marketing automation, communication and extraction/analysing of data.

Q Any expansion plans? Not as yet but opportunities are being explored for expansion and making our presence conspicuous in CFS and warehousing services for both air and sea cargoes. ↴

GVK MIAL launches a cargo app

The mobile app will enable end-to-end tracking of shipment and help all in planning their resources.



CT BUREAU

Mumbai International Airport Private Limited (MIAL) has launched a mobile app for cargo operations at the Chhatrapati

GMAX was developed jointly by MIAL and Kale Logistics Solutions and they are now working with the trade fraternity to improve the app

Shivaji International Airport (CSIA). The app will include several new features in addition to all the important functionalities of GVK's



air cargo community portal GMAX, which has been operational since December 2013.

The app will offer different levels of authorised access to the cargo terminal operators, customs, customs brokers, airline, freight forwarder, shipper/consignees and other statutory bodies, thereby affording greater visibility into cargo

operations and tangible cost and resource benefits at every stage.

The app enables:

- ✓ Export general manifest (EGM) tracking, which can expedite the export incentive realisation process
- ✓ Complete visibility of vehicles/shipment within cargo terminal

- ✓ Detailed tracking up to the destination, along with filing of mandatory regulatory documents at the destination airport

“GVK MIAL is the largest air cargo airport in India, contributing around 33 per cent of international cargo volume. It became the first airport in the world to introduce

and implement an airport cargo community platform when it launched GMAX in 2013.

GMAX was developed jointly by MIAL and Kale Logistics Solutions, who are now working with the trade fraternity to improve the app and enhance its capabilities further,” informs, **Manoj Singh**, Vice President, MIAL.

“Air cargo operations in the country are growing year on year. The launch of the GMAX portal and the GMAX mobile app have come at a time when the Government of India has been advocating the need for a Digital India,” he adds.

The app can be accessed from Google Play Store in all android compatible mobile phones. ↴

Ethiopian now services Bengaluru

Ethiopian Airlines, the fast growing airline in Africa, has started freighter flights to Bengaluru, the fourth destination in India, in addition to Mumbai, New Delhi and Chennai.

CT BUREAU

Bengaluru is home to more than 2,000 hi-tech companies and is seeing a high growth in biotech, healthcare and construction industries. **Fitsum Abady**, MD, Ethiopian Cargo said "Ethiopian is growing fast with cargo, a key part of its offering. Our Vision 2025 strategy covers global growth, but our focus is comparatively more to and from Asia, both in terms of frequency and in number of cargo potential origins to Africa."



Bengaluru is an important sector since it is a hub of IT and biotech sectors and is showing growth with over 2,000 hi-tech companies

"Bengaluru is an important sector for us since it is a hub of IT and biotech sectors apart from housing various MNC set ups."

DID YOU Know?

Ethiopian is a global Pan-African global carrier serving more than 90 international destinations across five continents, 25 dedicated cargo destinations worldwide, 15 dedicated cargo destinations in Africa, having the largest Cargo network in Africa and operating youngest fleet including B77F.


He added, "Ethiopian Airlines has placed itself at the centre of the crucial China-India-Africa trade lane helping robust growth of cargo operation."

Tadesse Tilahun, Regional Director, India Sub Continent, said,

CEVA: Facility in Shah Alam

CEVA Logistics, the supply chain management company, announced the opening of its Central Distribution Center (CDC) 2 at Shah Alam, Malaysia, 25 km from Kuala Lumpur. Constructed on the same site as CEVA's CDC1 at Bukit Jelutong, Shah Alam, CDC2 offers 33,000 sqm of additional warehousing and office space.

The combined warehouse footprint of the new CDC2 and the existing CDC1 now totals approximately 67,000 sqm, making it the largest site in CEVA's South East Asia (SEA) cluster, which comprises Singapore, Malaysia and Indonesia.




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Department of Commerce

Export Import Data Bank; Export : Commodity-wise

Dated: 28/12/2015; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2014-2015	%Share	2015-2016 (Apr-Sept)	% Share	HS Code	Commodity	2014-2015	%Share	2015-2016 (Apr-Sept)	% Share
01.	Live animals	7,775.31	0.0041	2,918.02	0.0034	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	874,917.72	0.4614	368,869.81	0.4346
02.	Meat and edible meat offal	3,018,652.81	1.5918	1,268,139.40	1.4940	29.	Organic chemicals	7,306,890.31	3.8531	3,755,267.07	4.4240
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	3,208,437.78	1.6919	1,434,867.20	1.6904	30.	Pharmaceutical products	7,081,510.40	3.7343	4,165,769.01	4.9077
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	231,358.14	0.1220	113,675.59	0.1339	31.	Fertilisers	55,480.95	0.0293	29,682.06	0.0350
05.	Products of animal origin, not elsewhere specified or included	60,837.81	0.0321	27,003.69	0.0318	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,720,585.80	0.9073	795,602.95	0.9373
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	46,079.68	0.0243	24,053.16	0.0283	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	892,774.05	0.4708	446,921.92	0.5265
07.	Edible vegetables and certain roots and tubers	721,603.07	0.3805	342,291.17	0.4032	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	318,831.35	0.1681	158,984.91	0.1873
08.	Edible fruit and nuts; peel or citrus fruit or melons	985,913.05	0.5199	440,274.04	0.5187	35.	Albuminoidal substances; modified starches; glues; enzymes	191,182.96	0.1008	79,323.03	0.0934
09.	Coffee, tea, mate and spices	1,756,310.10	0.9262	962,605.66	1.1340	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	51,741.03	0.0273	25,608.76	0.0302
10.	Cereals	5,828,221.99	3.0734	2,193,320.96	2.5839	37.	Photographic or cinematographic goods	18,005.05	0.0095	5,306.03	0.0063
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	186,709.14	0.0985	103,256.95	0.1216	38.	Miscellaneous chemical products	1,943,227.63	1.0247	895,871.50	1.0554
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,356,084.23	0.7151	486,715.40	0.5734	39.	Plastic and articles thereof	3,102,209.23	1.6359	1,668,357.27	1.9655
13.	Lac; gums, resins and other vegetable saps and extracts	1,189,543.31	0.6273	301,565.73	0.3553	40.	Rubber and articles thereof	1,665,754.81	0.8784	755,378.67	0.8899
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	36,609.27	0.0193	16,538.67	0.0195	41.	Raw hides and skins (other than furskins) and leather	814,104.40	0.4293	367,174.88	0.4326
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	595,502.25	0.3140	280,959.82	0.3310	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	1,550,118.38	0.8174	796,449.06	0.9383
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	95,198.23	0.0502	68,214.42	0.0804	43.	Furskins and artificial fur, manufactures thereof	1,439.53	0.0008	737.17	0.0009
17.	Sugars and sugar confectionery	657,472.60	0.3467	412,850.76	0.4864	44.	Wood and articles of wood; wood charcoal	211,789.99	0.1117	166,883.80	0.1966
18.	Cocoa and cocoa preparations	84,865.67	0.0448	56,082.83	0.0661	45.	Cork and articles of cork	1,239.54	0.0007	716.81	0.0008
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	299,646.49	0.1580	160,567.94	0.1892	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	2,759.63	0.0015	1,780.45	0.0021
20.	Preparations of vegetables, fruit, nuts or other parts of plants	308,948.46	0.1629	149,549.86	0.1762	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	4,954.02	0.0026	4,641.49	0.0055
21.	Miscellaneous edible preparations	359,104.81	0.1894	181,690.99	0.2140	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	703,696.54	0.3711	380,523.99	0.4483
22.	Beverages, spirits and vinegar	231,522.68	0.1221	103,671.32	0.1221	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	165,573.51	0.0873	91,364.32	0.1076
23.	Residues and waste from the food industries; prepared animal fodder	1,000,615.29	0.5277	282,632.49	0.3330	50.	Silk	82,786.59	0.0437	36,848.37	0.0434
24.	Tobacco and manufactured tobacco substitutes	586,858.67	0.3095	285,754.60	0.3366						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,199,278.27	0.6324	578,502.47	0.6815						
26.	Ores, slag and ash	599,229.20	0.3160	181,162.33	0.2134						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	35,111,080.15	18.5151	10,449,356.49	12.3103						

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- ✓ Flexi Warehousing.
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- ✓ Automobile Logistics services.
- ✓ Spread over 40 acres of land.
- ✓ Over 6000 teus per month i.e. 72,000 teus p.a.
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Department of Commerce

Export Import Data Bank; Export : Commodity-wise

Dated: 28/12/2015; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2014-2015	%Share	2015-2016 (Apr-Sept)	% Share	HS Code	Commodity	2014-2015	%Share	2015-2016 (Apr-Sept)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	108,359.25	0.0571	57,656.47	0.0679	77.	Lead and articles thereof	106,170.33	0.0560	62,428.56	0.0735
52.	Cotton	4,724,469.94	2.4914	2,075,796.74	2.4455	78.	Zinc and articles thereof	375,531.44	0.1980	200,421.25	0.2361
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	228,674.20	0.1206	116,974.73	0.1378	79.	Tin and articles thereof	23,722.71	0.0125	4,809.65	0.0057
54.	Man-made filaments	1,462,108.71	0.7710	734,258.54	0.8650	80.	Other base metals; cements; articles thereof	37,153.22	0.0196	14,489.98	0.0171
55.	Man-made staple fibres	1,333,421.06	0.7032	668,311.60	0.7873	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	544,081.95	0.2869	245,750.94	0.2895
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	206,579.99	0.1089	111,746.51	0.1316	82.	Miscellaneous articles of base metal	343,058.09	0.1809	161,877.86	0.1907
57.	Carpets and other textile floor coverings	1,112,030.92	0.5864	558,269.93	0.6577	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	8,443,257.50	4.4524	4,217,836.69	4.9690
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	247,573.94	0.1306	120,216.56	0.1416	84.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	5,315,391.02	2.8030	2,455,012.97	2.8922
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	223,147.50	0.1177	65,545.25	0.0772	85.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	82,745.85	0.0436	25,532.19	0.0301
60.	Knitted or crocheted fabrics	157,057.81	0.0828	73,262.92	0.0863	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	8,852,545.59	4.6682	4,588,647.80	5.4058
61.	Articles of apparel and clothing accessories, knitted or crocheted	4,680,411.21	2.4681	2,470,017.94	2.9099	87.	Aircraft, spacecraft, and parts thereof	3,775,464.90	1.9909	1,334,315.00	1.5719
62.	Articles of apparel and clothing accessories, not knitted or crocheted	5,622,087.16	2.9647	3,024,044.57	3.5626	88.	Ships, boats and floating structures	3,265,722.06	1.7221	1,231,519.55	1.4508
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	2,840,596.25	1.4979	1,523,807.56	1.7952	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,445,896.81	0.7625	727,591.20	0.8572
64.	Footwear, gaiters and the like; parts of such articles	1,801,237.96	0.9498	928,794.54	1.0942	90.	Clocks and watches and parts thereof	56,582.59	0.0298	31,614.02	0.0372
65.	Headgear and parts thereof	26,982.19	0.0142	12,071.59	0.0142	91.	Musical instruments; parts and accessories of such articles	9,921.17	0.0052	7,162.92	0.0084
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	1,385.01	0.0007	4,203.89	0.0050	92.	Arms and ammunition; parts and accessories thereof	37,721.59	0.0199	59,759.61	0.0704
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	175,677.61	0.0926	83,312.39	0.0981	93.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	719,440.53	0.3794	394,921.69	0.4653
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	852,549.38	0.4496	443,734.07	0.5228	94.	Toys, games and sports requisites; parts and accessories thereof.	178,620.03	0.0942	97,802.95	0.1152
69.	Ceramic products	514,864.59	0.2715	296,972.00	0.3499	95.	Miscellaneous manufactured articles	324,073.47	0.1709	174,645.41	0.2057
70.	Glass and glassware	428,797.60	0.2261	247,527.83	0.2916	96.	Works of art collectors' pieces and antiques	104,825.36	0.0553	75,448.83	0.0889
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	25,393,999.05	13.3910	12,788,315.80	15.0658	97.	Project goods; some special uses	40,525.53	0.0214	21,735.03	0.0256
72.	Iron and steel	5,307,513.71	2.7988	2,038,490.90	2.4015	98.	Miscellaneous goods	586,316.24	0.3092	377,241.69	0.4444
73.	Articles of iron or steel	4,644,505.96	2.4492	2,094,045.90	2.4670		India's total export	189,634,841.76		84,883,127.42	
74.	Copper and articles thereof	2,057,558.53	1.0850	899,888.21	1.0601						
75.	Nickel and articles thereof	551,741.57	0.2909	207,293.30	0.2442						
76.	Aluminium and articles thereof	1,737,710.32	0.9163	821,716.14	0.9681						

Source: Ministry of Commerce, Government of India

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2016
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Material handling equipment at Mumbai

Professionals from many verticals visited the first edition of the Material Handling Equipment Expo in Mumbai. Organised by the Confederation of Indian Industry (CII) & CII Institute of Logistics, it was inaugurated by Rear Admiral S P Lal, Naval Dockyard, Mumbai.





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Air cargo continues to flat-line

Data for global air freight markets released by International Air Transport Association (IATA) shows that air cargo volumes rose just marginally in October 2015 as compared to the same period in 2014.

The International Air Transport Association (IATA) released data for global air freight markets showing that air cargo volumes measured by freight tonne kilometres rose just 0.5 per cent in October 2015 compared to a year ago. Year-over-year expansion fell back from September's faster growth rate, and total cargo volumes in October 2015 stand 1.1 per cent lower than the peak of the uptrend at the end of 2014.

European carriers have driven improvements in air cargo growth, but they ran out of steam in October 2015 with a rise of just 0.2 per cent. Other regions also underlined the weak October 2015 trend. The most significant decline in cargo activity was experienced by North American carriers, who reported a 2.4 per cent fall in volumes. Latin America (-8.1 per cent) and Africa (-1.1 per cent) are smaller markets and also declined. Asia-Pacific was up, little more than Europe with a rise of 0.3 per cent. Growth in the Middle East, although

a robust 8.3 per cent, was some 4.3 percentage points down on the average performance for the year to date.

"The outlook for air cargo continues to be difficult. While there was some optimism from third quarter growth, it has disappeared as the industry basically flat-lined. Cargo capacity has grown largely in lock-step with the continued robust demand for passenger travel. As a result, freight load factors have

in October compared to October 2014, and capacity expanded 2.9 per cent. Trade growth in China and other key export economies remains disappointing. Chinese export orders spiked in October, which could result in better demand for air freight in two to three months.

European carriers reported a rise in demand in October of just 0.2 per cent compared to a year ago and capacity



European carriers have driven improvements in air cargo growth, but they ran out of steam in October 2015 with a rise of just 0.2 per cent

sunk to the 44 per cent range—a level not seen since 2009," said Tony Tyler, DDG and CEO, IATA.

Regional analysis

Asia Pacific carriers saw a slight rise in FTKs of 0.3 per cent

rose 5.6 per cent. Although this is a weaker performance than in recent months, improvements in the Eurozone are expected to continue, especially trade activity to/from Central and Eastern Europe.

North American airlines experienced a decline of 2.4 per cent year-on-year and capacity grew 6.0 per cent. There are mixed signals from this market. Middle Eastern carriers saw demand expand by 8.3 per cent, and capacity rise 11.6 per cent. Recent air cargo growth in the region continues to trend well below the rates seen for the first half of the year. Saudi Arabia and the UAE, among others in the region, have seen slowdowns in non-oil sectors, but growth rates remain robust.

Latin American airlines reported a decline in demand of 8.1 per cent year-on-year, and capacity expanded 5.0 per cent. Year-to-date performance for Latin American air cargo is the worst of any region by some margin, contracting by 5.9 per cent.

African carriers experienced a fall in demand of 1.1 per cent, and capacity rose by 6.9 per cent. Despite the October result, Africa is still the second fastest growing air cargo market for the year-to-date.

Testo Precision Drive

Testo Precision Drive mobile exhibition brings the complete range of Testo products at the doorstep.



A showroom on wheels—the Testo Precision Drive allows customers to interact with specialists and learn more about testo products and their applications in their respective industries with hands on experience of the products.

Kalidas Bhangare, Managing Director, Testo India inaugurated the exhibition on December 22, 2015 in Bangalore in the Bommasandra Industrial Area. Testo India is a subsidiary of Testo AG, Germany which is into design, development and manufacturing of portable test and measuring instruments.

In its six-month journey, the exhibition will travel across southern India, to places where there is cluster of industries around. The showroom will be centrally parked so that customers from all the surrounding industries can have access and visit the Testo lounge. In addition, for all those corporations who permit the lounge to be taken inside their premises, Testo showroom will be moved in to their peripherals for all their various functions to have a look at the testo product basket. Customers can also send in their request at info@testoindia.com to gain a hands-on experience of German Measuring Technology.

DHL: Modernising supply chains

With the optimistic market outlook for India's technology sector, DHL organised an industry conference along with CII.

According to global tech research and consultancy company Gartner, the market for electronic devices in India is expected to grow a strong 5.7 per cent until 2019, with mobile phones seeing the strongest increase at 8.1 per cent, thus increasing the installed base of phones by 20 per cent to about 775 million. Investments in Data Center systems will reach US\$2.9 bn in 2016. Consultancy firm EY meanwhile expects white goods and televisions in India to show steady growth at ~17 per cent annually which presents an attractive opportunity to manufacturers in this space.

With this growth in mind, an industry conference on 'Preparing for Tomorrow' was jointly organised by the Confederation of Indian Industry and DHL. Regional industry leaders, logistics experts and senior government officials gathered to discuss on the critical issues required to support this growth. Speaking on a buoyant note, Rob Siegers, President-Technology, DHL said, "The government's constructive



DID YOU Know?

DHL's family of divisions offers a portfolio of logistics services ranging from national and international parcel delivery, international express, road, air and ocean transport to industrial supply chain management.

"It is critical to get the supply chains prepared for this growth and at DHL, we are poised to support tech customers with supply chain consultancy and also new technologies, such as Augmented Reality glasses currently being tested in warehouse plus investment in innovation solutions, specifically in India to support e-commerce," he added.

initiatives on GST and 'Make in India', together with the increasing consumer demand for electronics, will provide attractive growth opportunities for technology companies."

The implementation of GST and the need for interstate cooperation was discussed at a lively panel discussion. Smita Bhandari, Executive Director – Tax & Regulatory Services, Ernst & Young, emphasised the importance of planning in advance.

Bonded trucking: Aid to air cargo

Despite the benefits of customs bonded trucking which is not only limited to cost, there is resistance in the Indian logistics market in accepting and using it to its optimum. **Dileepa BM**, CEO – Bonded Trucking, Shreeji Transport Services talks about the bonded trucking scenario in India.



CT BUREAU

Q What is the current size of custom bonded trucking in the Indian logistics industry?

At present, there are three to four trucking operators in India. The percentage of bonded trucking in the logistics

industry is six to seven per cent only.

Q What benefits do airlines get by using bonded trucking services?

Airlines can accept the cargo for all destinations even though they are not actually landing their aircraft. Special



Dileepa BM
CEO – Bonded Trucking
Shreeji Transport Services

cargo like Over Dimensional Cargo, DG Cargo, Refer Cargo can also be moved in bonded trucking. Huge volume of 100 to 120 tonnes

cargo can be operated in one lot. Charter operators can bring import cargo to one destination and use bonded trucking facilities from other stations.

Q What kind of services do you provide?

We are operating in 16 airports and 52 airlines are utilising our services. We own 280 trucks with GPS facilities. We handle an average of 1,600 to 1,700 tonnes of cargo in a month.

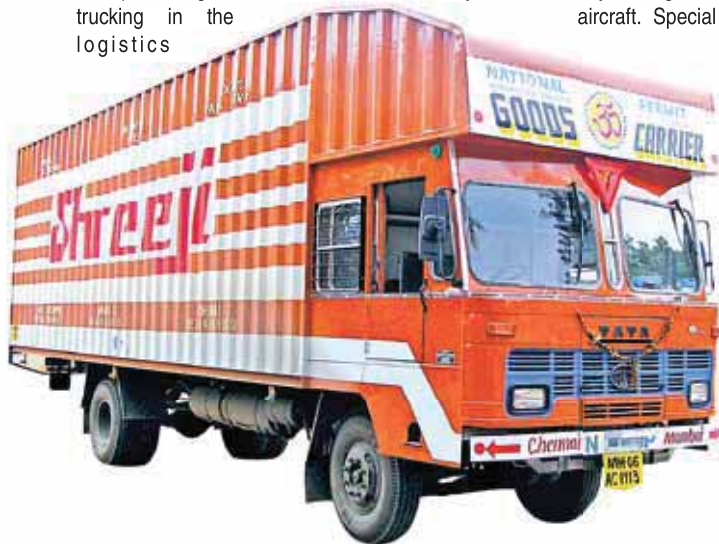
Q Where do you see custom bonded trucking in India as compare to other countries?

In the US and Europe, bonded trucking is flexible and free in handling without any much procedure. Maybe the same style will be framed in India also

In the US and Europe, bonded trucking is flexible and free in handling without any much procedure. We hope the same style of rule and regulations will be framed in India also. Here challenges lie in operation, high risk, penalty clauses, to name a few.

Fleet strength

Vehicle Type	Capacity	Fleet
32 Feet closed container	07 ton	158
32 Feet taurus closed container	15 ton	27
22 Feet closed container	05 ton	07
20 Feet platform truck	21 ton	13
40 Feet platform trailer	25 ton	10
A/c bus coach	36 pax	02
LCV	03 ton	03
Total		220



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Delhi International Airport Cargo Department, IGI Airport, New Delhi

(Airline-wise Import/Export Cargo Performance for the month of NOVEMBER 2015)

S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage	S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage
1	Cathay Pacific	770	2702	3472	9%	26	Finnair	227	130	357	1%
2	Emirates	2088	1181	3268	9%	27	Lufthansa Cargo Ag	193	133	325	1%
3	Air India	1440	1786	3226	8%	28	China Eastern Airlines	80	234	314	1%
4	Jet Airways	1453	1677	3130	8%	29	United Airlines	175	115	290	1%
5	Etihad Airways	1128	1254	2381	6%	30	Air China	112	133	245	1%
6	Dhl Express	892	1280	2173	6%	31	Kuwait Airlines	115	112	228	1%
7	Qatar Airways	1006	905	1911	5%	32	Gulf Air	140	39	179	0%
8	Singapore	585	1283	1868	5%	33	China Air	89	81	169	0%
9	Fedex Express Corporation	636	702	1338	4%	34	Ariana Afghan Airlines	69	96	165	0%
10	British Airways	789	347	1136	3%	35	Aeroflot Cargo Airlines	139	9	148	0%
11	Thai Airways	177	864	1042	3%	36	Oman Air	94	44	138	0%
12	Air France	593	353	946	2%	37	Air Arabia	103	33	136	0%
13	Lufthansa Cargo Airline	515	381	896	2%	38	Spice Jet	104	32	136	0%
14	Hercules Aviation	518	280	798	2%	39	Aerologic	0	136	136	0%
15	Saudia	555	240	795	2%	40	Sri Lankan Airlines Ltd	40	79	119	0%
16	Swiss Intl Airline Ltd	402	341	743	2%	41	Asiana Airlines	49	43	91	0%
17	Malaysian Airline System	362	370	732	2%	42	Air Canada	46	38	84	0%
18	Uzbekistan	434	296	729	2%	43	Indigo Cargo	45	38	83	0%
19	Virgin Atlantic	426	265	691	2%	44	Blue Dart	64	6	70	0%
20	Turkish Airlines	232	375	607	2%	45	Flydubai	51	11	62	0%
21	KLM	323	201	524	1%	46	Mahan Air	42	16	58	0%
22	M/S All Nippon Airways	287	203	489	1%	47	Royal Nepal Airlines	41	0	41	0%
23	Japan Airlines	119	357	476	1%	48	Air Mauritius	30	7	37	0%
24	Ethopean Airlines	206	241	447	1%	49	Malindo Air	33	2	35	0%
25	China Southern Airlines	48	374	422	1%	50	Others	64	36	23	0%
Total		18127	19861	37988	100%						

Note: International Tonnage @ IGIA

Traffic Handled at Major Ports

(DURING APRIL TO NOVEMBER, 2015* VIS-A-VIS APRIL TO NOVEMBER, 2014)

(*) Tentative

PORTS	APRIL TO NOVEMBER TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC	PORTS	APRIL TO NOVEMBER TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC
	2015*	2014			2015*	2014	
1	2	3	4	1	2	3	4
KOLKATA				V.O. Chidambaranar	24753	20836	18.80
Kolkata Dock System	10917	9726	12.25	Cochin	14660	14589	0.49
Haldia Dock Complex	22115	19115	15.69	New Mangalore	22281	24357	-8.52
TOTAL: KOLKATA	33032	28841	14.53	Mormugao	11491	9044	27.06
Paradip	48933	46177	5.97	Mumbai	41206	40646	1.38
Visakhapatnam	37585	38939	-3.48	JNPT	42604	42736	-0.31
Kamarajar (Ennore)	20720	19896	4.14	Kandla	65749	62584	5.06
Chennai	33844	35462	-4.56	TOTAL :	396858	384107	3.32

Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)								Freight (in tonnes)							
		For the Month			For the period April-September					For the Month			For the period April-September		
S.N	Airport	Sept 2015	Sept 2014	%Change	2015-16	2014-15	%Change	S.N	Airport	Sept 2015	Sept 2014	%Change	2015-16	2014-15	%Change
(A) 17 INTERNATIONAL AIRPORTS								(D) 24 DOMESTIC AIRPORTS							
1	Chennai	6707	7144	-6.1	42252	39989	5.7	28	Visakhapatnam	140	76	84.2	638	760	-16.1
2	Kolkata	7706	8563	-10.0	45959	47164	-2.6	29	Bagdogra	324	297	9.1	1571	1427	10.1
3	Ahmedabad	3783	3767	0.4	22963	21100	8.8	30	Madurai	73	90	-18.9	422	556	-24.1
4	Goa	292	292	0.0	1808	1502	20.4	31	Aurangabad	119	120	-0.8	647	608	6.4
5	Trivandrum	69	86	-19.8	404	634	-36.3	Total		3929	4117	-4.6	22712	22399	1.4
6	Calicut	33	161	-79.5	224	216	3.7	33	Indore	580	576	0.7	3295	3281	0.4
7	Lucknow	258	290	-11.0	1373	1492	-8.0	34	Jammu	160	173	-7.5	877	860	2.0
8	Guwahati	1452	1113	30.5	7731	4633	66.9	35	Raipur	372	333	11.7	2195	1952	12.4
9	Jaipur	407	163	149.7	2126	678	213.6	36	Agartala	437	641	-31.8	2668	3419	-22.0
10	Srinagar	341	891	-61.7	2426	3494	-30.6	37	Vadodara	112	96	16.7	966	937	3.1
11	Bhubaneswar	590	497	18.7	3327	2722	22.2	38	Ranchi	351	335	4.8	1957	1656	18.2
12	Coimbatore	599	685	-12.6	3398	3856	-11.9	39	Udaipur	5	3	66.7	25	6	316.7
13	Mangalore	38	36	5.6	162	181	-10.5	40	Bhopal	100	101	-1.0	594	484	22.7
14	Amritsar	10	59	-83.1	87	191	-54.5	41	Leh	74	70	5.7	660	634	4.1
15	Varanasi	57	44	29.5	362	334	8.4	42	Dehradun	8	7	14.3	60	16	275.0
16	Port Blair	293	207	41.5	1702	1278	33.2	43	Rajkot	10	9	11.1	79	61	29.5
17	Imphal	561	335	67.5	2242	2198	2.0	44	Dibrugarh	16	25	-36.0	163	133	22.6
Total		23196	24333	-4.7	138546	131662	5.2	45	Jodhpur	1	1	0.0	8	5	60.0
(B) 6 JV INTERNATIONAL AIRPORTS								48	Silchar	44	44	0.0	189	205	-7.8
19	Delhi (DIAL)	24512	23894	2.6	145125	132659	9.4	49	Lengpui(AIZWAL)	22	18	22.2	133	128	3.9
20	Mumbai (MIAL)	16540	18326	-9.7	103199	105734	-2.4	50	Juhu	30	29	3.4	185	196	-5.6
21	Bangalore (BIAL)	9535	10495	-9.1	57790	56136	2.9	51	Rajahmundry	1	0	-	2	0	-
22	Hyderabad (GHIAL)	4222	3800	11.1	25200	21177	19.0	52	Bhuj	2	2	0.0	12	9	33.3
23	Cochin (CIAL)	997	973	2.5	5998	5667	5.8	56	Tuticorin	8	0	-	27	16	68.8
24	Nagpur (MIPL)	300	499	-39.9	2974	2802	6.1	57	Jamnagar	12	26	-53.8	31	73	-57.5
Total		56106	57987	-3.2	340286	324175	5.0	58	Bhavnagar	0	0	-	1	0	-
(C) 7 CUSTOM AIRPORTS								62	Dimapur	9	15	-40.0	128	68	88.2
25	Pune	2614	2401	8.9	14708	13204	11.4	63	Jorhat	1	2	-50.0	4	8	-50.0
26	Chandigarh	402	647	-37.9	2508	3107	-19.3	65	Agatti	1	1	0.0	2	1	100.0
27	Patna	257	486	-47.1	2218	2737	-19.0	Total		2356	2507	-6.0	14261	14148	0.8
								Grand Total (A+B+C+D)		85587	88944	-3.8	515805	492384	4.8

Traffic Statistics

International Freight

Freight (in tonnes)								Freight (in tonnes)							
		For the Month			For the period April-September					For the Month			For the period April-September		
S.N	Airport	Sept 2015	Sept 2014	%Change	2015-16	2014-15	%Change	S.N	Airport	Sept 2015	Sept 2014	%Change	2015-16	2014-15	%Change
(A) 15 INTERNATIONAL AIRPORTS								(B) 6 JV INTERNATIONAL AIRPORTS							
1	Chennai	19527	19249	1.4	116292	115295	0.9	16	Delhi (DIAL)	39939	37672	6.0	249253	218382	14.1
2	Kolkata	4519	4703	-3.9	25179	24518	2.7	17	Mumbai (MIAL)	40683	41532	-2.0	247724	240574	3.0
3	Ahmedabad	1843	1477	24.8	11253	8733	28.9	18	Bengaluru (BIAL)	13960	14406	-3.1	86739	83988	3.3
4	Goa	128	132	-3.0	618	586	5.5	19	Hyderabad (GHIAL)	4969	4892	1.6	30129	27826	8.3
5	Trivandrum	3397	1828	85.8	17455	14144	23.4	20	Cochin (CIAL)	5576	6028	-7.5	33070	34382	-3.8
6	Calicut	1093	1535	-28.8	7674	10797	-28.9	21	Nagpur (MIPL)	25	26	-3.8	201	158	27.2
7	Lucknow	192	102	88.2	1301	698	86.4	Total		105152	104556	0.6	647116	605310	6.9
8	Guwahati	0	2	-100.0	3	10	-70.0	(C) 2 CUSTOM AIRPORTS							
9	Jaipur	76	70	8.6	482	278	73.4	22	Visakhapatnam	0	0	-	15	0	-
10	Srinagar	2	0	-	2	0	-	23	Madurai	5	1	400.0	19	1	1800.0
11	Coimbatore	84	66	27.3	545	455	19.8	Total		5	1	400.0	34	1	3300.0
12	Mangalore	31	21	47.6	351	125	180.8	(D) 45 Domestic Airports	88	66	33.3	88	66	33.3	
13	Trichy	626	405	54.6	3576	2329	53.5	Grand Total (A+B+C+D)	136841134254	1.9	832316	783571	6.2		
14	Amritsar	78	41	90.2	345	226	52.7								
15	Varanasi	0	0	-	2	0	-								
Total		31596	29631	6.6	185078	178194	3.9								

Packaging solutions for safe deliveries

Cost effective and secure packaging solutions are important for proper and timely deliveries, says **Shailendra Anand**, Managing Director-India, Pronk Multiservice.

The variety of products that are airlifted with their unique requirements have led to different and innumerable packing solutions. Some are Corrugation, Slip Sheets and Honeycomb.

Corrugation

Corrugated paperboard is the most popular raw material for transport packages of a wide variety of products varying from fresh fruit and vegetables, consumer-packed manufactured products, household appliances and industrial machinery to semi-bulk transports of various commodities in large bins. It is suitable for all the different modes of transport, for instance shipping by sea and air. This versatility is largely due to the possibility of using different types of raw material combinations and thereby adapting the quality to each particular requirement and distribution system in a tailor-made way.

What is Corrugation?

Corrugated is made from paper made of cellulose fibres which can be virgin or recycled. The board consists of formed fluting that is faced with a liner on both sides. Corrugated board consists of one or more sheets of fluted paper adhered to one or more liner papers. Corrugated is treated as environmental friendly product.

TYPES OF CORRUGATED PAPERBOARD

Single-faced board

This material is used only for wrapping purposes or as interior fittings/cushioning pads. Single-face corrugated board is not used for box production.

Single-wall or double-faced board

Made out of two facings or liners, with one corrugated medium or fluting in the middle. More than 90 per cent of corrugated boxes are manufactured from this board.

Triple-wall board

This grade has three corrugated mediums and a total of seven paper layers. Only a few manufacturers



Recyclable and Environmental Friendly

One bonus feature of using corrugated boxes is that they are environmentally friendly. They are made from recycled materials (newspapers and cartons) and can be broken down and recycled again following their use. What's more is that research and development teams are constantly investing time and energy into making even better corrugated boxes from renewable resources, so this shipping option is only going to become better – both in terms of the transportation process and in the positive impact they have on the environment.

Cost Effective

The customer is always worried about the bottom line and wants to make sure that any of the overhead costs, like shipping materials, aren't impacting it too much. You won't have any worries with corrugated boxes, as they are among the least expensive shipping options available.

They are cheap because they are easy to build and also because they are using renewable resources in the building process – not virgin materials like other shipping options. So not only are corrugated boxes one of the best and safest way to ship sensitive and dangerous materials, but they also won't have a huge impact on your bottom line.

Corrugated paperboard is the most popular raw material for transport packages for a variety of products varying from fresh fruit and vegetables, consumer-packed manufactured products, household appliances to industrial machinery

make this grade which is used for heavy industrial applications: semi-bulk commodity bins.

BENEFITS OF CORRUGATED Packaging during air freight Light Weight with High Strength

The boxes are made from paper and designed so that they are light weight and high strength. Specifically, corrugated boxes are crafted with an arched paper design that's known as 'fluting'. That is, these 'flutes' act as protective liners that fit between two sheets of paper.

Water Proof and Moisture Resistance

This construction design not only helps protect shipped items from impact but also from accumulating moisture. Coatings can be applied to these boxes to ensure that they are water and shock resistant, greatly minimising damage during transportation. Flutes and liners can be built in all different sizes, thicknesses and strengths to fit just about any application.

Flexible and Large Variety

An additional benefit of corrugated boxes is how flexible they are. Boxes can be made in a large variety of sizes and can be single, double or even triple walled for more protection. Air Seal Containers offers custom corrugated boxes upon request. In fact, there are thousands of possible combinations as far as corrugated boxes go, making this one of the most flexible packaging options today.



Better Printing and Graphics Capabilities:

When compared to other Packaging Solutions, Corrugated Boxes have better printing and graphic capabilities and as such these boxes are processed for better aesthetics. Even enterprises use Corrugated boxes as effective marketing tools by getting their names, logo and other promotional details printed on them with single, double or multiple colours.

PRONK SLIP SHEETS

The slip sheet is used as a pallet support device in vehicle delivery and transportation of products. When slip sheets are supported by a pallet board, flat load carrying surface, or a cart or fork lift truck, the structural strength of the slip sheet supports the product load's weight. With the slip sheet supported by one of these transportation devices the unit load can easily be transported within a facility and externally between two facility locations.

Slip sheet materials

✓ **Corrugated:** The corrugated fiberboard consists of two kraft liner board outer surfaces with a corrugated interior that is bonded together with adhesive or glue. This bonded material provides the



The slip sheet is used as a pallet support device in vehicle delivery and transportation of products weight

necessary strength for the push-pull device to clamp the slip sheet once or twice. The disadvantages associated with this slip sheet material are that it is not durable, moisture resistant, resistant to high humidity or usable in cold storage areas. The advantages associated with this material are low cost, one-way use, and its ability to be moved by a conveyor or lift truck with a slip sheet device.

✓ **Fiberboard or solid kraftboard:** The fiberboard (thick paperboard) slip sheet consists of layers of solid kraft paperboard sheets laminated together. The bonding of layers of several flat solid kraftboard sheets increases the slip sheet's non-tear strength. This, in return, allows the slip sheet to be used several times and in different temperatures. In

addition, some fiberboard slip sheets are protected by a plastic coating to improve its use in humid environments. The disadvantages for this slip sheet are that it has a medium cost and is not very durable. The advantages with this material are its multiple uses, ability to withstand humid and cold environments, and ability to be handled by conveyors, AGV, or other power unit load transportation devices.

✓ **Plastic:** The plastic slip sheet is made from recycled high density polyethylene or polypropylene materials. This type of material allows for greater non-tear strength and an increased number of uses in cold and humid environments. The only disadvantage to the plastic slip sheet is the high cost. Yet, its advantages include longer sheet life, durable lips, ability to be stored in cold or humid environments, and that it can be handled by a roller conveyor, slip sheet lift truck, or powered unit load transportation devices

✓ **Slip sheet vs Pallet:** When considering the use of a slip sheet vs a pallet,

there are advantages and disadvantages:

Slip sheet advantages

- ✓ Using slip sheets instead of wooden pallets allows for 0–30 per cent more products in material handling containers.
- ✓ Significant reduction in material handling costs, especially on air shipments.
- ✓ Weighs 1/30th as much as wooden pallets, reducing shipping costs.
- ✓ Eliminates the need for pallet exchange.
- ✓ Reusable and reliable.
- ✓ Most are recyclable.
- ✓ Is cost-effective.
- ✓ Unlike wooden pallets slip sheets are not subject to phytosanitary restrictions.



Shailendra Anand
Managing Director-India
Pronk Multiservice

ACAAI: Hosted a successful convention

Held in Ho Chi Minh City, Vietnam, the Air Cargo Agents Association of India (ACAAI) focussed on the contingencies associated with the Prime Minister's initiative 'Make in India'. Sunil Arora, Hon. Secretary General and Convention Chairman, ACAAI, shares all that was discussed at the convention.



ANUPRIYA BISHNOI

With more than 250 people and around 180 registered delegates, the discussion moved around the theme 'Make in India-Local Is Now Global'. The agenda was to tell the world that all that is made in India has now become global. The services offered match world class standards. While there is growth, more participation and support from the government

for infrastructure and customs is needed. ACAAI is in regular touch with various authorities such as the Ministry of Finance, Ministry of Commerce and there was active participations in Ho Chi Minh City from airport operators such as MIAL, CLC and more.

Sessions were held on issues such as ease of doing business, infrastructure, facilitations, regulations and more. The



Sunil Arora, Hon. Secretary General and Convention Chairman, ACAAI

“
While there is growth, more participation and support from the government for infrastructure and customs is needed
”

opening session was graced by H.E. Preeti Saran, Ambassador of India to Vietnam. Also present on the occasion was H.E. Smita Pant, Consul General of India along with the members of the Indian embassy. All encouraged the delegates to open talks about logistics and form bilateral trade relationships. ACAAI will soon come out with a paper in regard to the consensus of the discussions and will be forwarding it to various ministries.

FFFAI: Dry Run study report

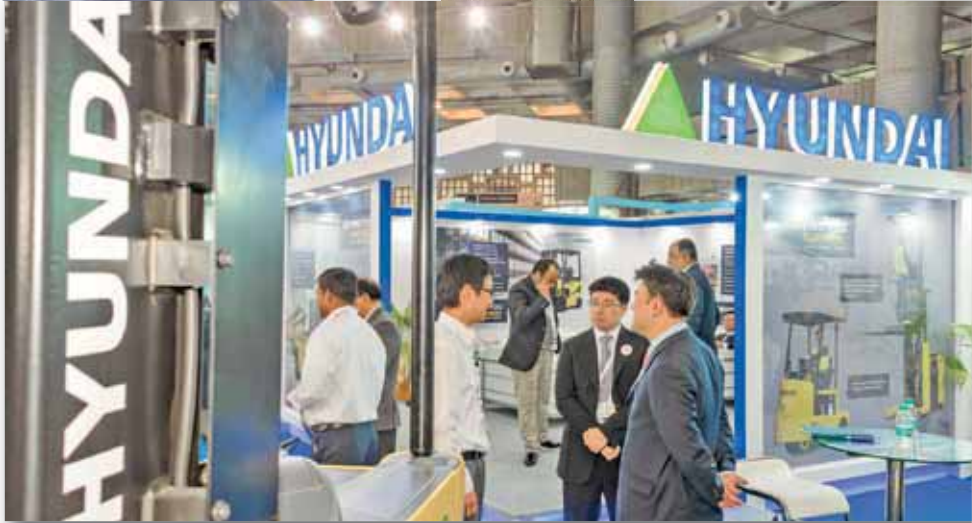
Federation of Freight Forwarders Association in India (FFFAI) had submitted the Dry Run study report to the Ministry of Commerce & Industry. Recognising the potential and opportunity for EXIM trade, government had organised the INSTC Conference in Mumbai. FFFAI had conducted successful dry run study with 2 x20ft containers on two routes in August 2014:

1. Nhava Sheva–Bandar Abbas (Iran)–Baku (Azerbaijan)
2. Nhava Sheva–Bandar Abbas (Iran)–Amirabad (Iran)–Astrakhan (Russia) via Caspian Sea

During the visit to Tehran, Iran, the delegation held meetings with (Road Maintenance and Transport Organisation, RMTO), Railways, Road Transport, Customs and Port Maritime Organisation to assess the developments for connectivity to CIS and Russia via Iran. The delegation also visited Sarakhs/Mashad and Incheh Borun/Gorgan (Iran–Turkmenistan) border and was happy to see the developments after the dry run conducted in August 2014.

WIN India: Automation enhanced

An international trade show for the Automotive and Transport, Agriculture and Construction Equipment Manufacturers, the Infrastructure, Manufacturing, Mining, Steel, Capital Goods and Food Processing sectors. This exhibition featured domestic and international companies who display state-of-the-art technology and services to the user industry.



Connect India: Leveraging the rural potential

Connect India, a last mile delivery company, announced its tie-up with United Parcel Service (UPS) and CSC e SPV, a special purpose vehicle formed by the Government of India.



Connect India has been expanding extensively and has created a network of over 3,500 Connect India Centers (CICs) providing access to 2,500 unique pin codes. Connect India model is designed to deliver with the assurance of time definiteness and convenience by establishing a neighbourhood distribution network across India apart from leveraging underutilised economic infrastructure like neighbourhood kirana stores, medical shops, mobile stores and internet cafes which can also serve as a last mile delivery point.

L R Sridhar, Founder and CEO, Connect India said, "We aim to become the drop-box for all domestic, international and banking needs in India. The Indian e-retail



Trivia
 ♦ The tie-up with UPS will help connect potential economic village clusters in India to 220 countries through reliable trade lines

market is expected to grow to \$20 billion by 2017 and about three-four million packages will be delivered in next three years, which can only be achieved by creating last-mile distributions through strategic partnerships. Our objective is to connect 100 per cent serviceable pin codes in India, thus, connecting Rural India to Urban India and India to the World. This will entail, first and foremost, evaluating possible business models and riding the wave of mobile internet connectivity to create a relevant marketplace platform for rural India. Even as we explore new alliances to improve our last-mile distribution capabilities, being UPS's Authorized Shipping Outlet will open up a whole new international market for our customers. The tie-up with UPS will help connect potential economic village clusters in India to the 220 countries through reliable trade lines provided by Connect India and UPS."



“
Connect India will establish 15,000 CICs through the CSC Channel and small entrepreneurs
 ”

Connect India will establish 15,000 CICs through the CSC Channel and other small entrepreneurs in over 12,000 pin codes by March 2016. The company's vision is to eventually cover 25,000 pin codes and establish 50,000 Connect India

Centers by the end of FY 16-17. "The growing cross-border market in India and the renewed focus on boosting exports of indigenous products presents an opportunity to connect rural communities to an international network," said Mark Martyn-Fisher, MD, UPS India.



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Need for upgraded services

Mike Chew, CEO, AISATS shares how crucial it is for Air Cargo Terminal Operators to provide customers a seamless experience as it is an indicator of global economic health.

The air cargo industry is an authentic indicator of global economic health, as more than one-third of the value of goods traded internationally is transported by air. Hence, air cargo logistics is pivotal to the economic development of any nation.

It is the air cargo terminal operators that ensure fast and efficient delivery of cargo at airports, both domestic and international. With India's international air trade to GDP ratio having doubled from four to 8 per cent in the last 20 years, air cargo handling is an area in airport operations that needs to be pulled up with world class cargo terminal and services.

Owing to India's unique geographical location and its strategic positioning between Asia and Europe, plans are being put into place to transform it into the

Trivia

◆ The government has earmarked an investment worth ₹65,000 crore for the development of airport infrastructure in the 12th Five Year Plan (2012-17)



India has emerged as the second fastest growing air cargo market after the Middle East. It is expected to grow at a compounded annual rate of about seven

per cent, over the next five years though geopolitical concerns, volatility of oil prices and competition from rail and sea could also affect this forecast. Taking into account all these considerations,

the air cargo industry certainly cannot afford to be complacent.

The government has earmarked an investment worth ₹65,000 crore towards the development of airport infrastructure in the 12th Five Year Plan (2012-17) and a contribution of about ₹50,000 crore is estimated to come from the private sector.

The PPP (public private partnership) model will ensure more efficient air cargo terminal

“ ISAGO certification, which is a mark of the highest safety standards that need to be followed at the operations level ”

operations. In addition to efforts by airport developers towards development of passenger terminal infrastructure, funds need to be allocated to provide upgraded infrastructure to replace the cargo terminals as well. The thrust has to be on modernising facilities with more automated systems, efficient equipment and systematic storage. A positive step in this direction has been the privatisation of airports. They have been responsible for infrastructure upgradation and are taking steps to further strengthen air cargo infrastructure. In this ever evolving business environment, there is a dire need to introduce innovative practices in cargo operations and the ground handlers need to upscale their processes, both in terms of services and technology and be at par with global standards. India needs to come up with world-class airports, which are safe and secure, energy efficient and also upscale Ground Support Equipment (GSE), to thereby improve on-time performance.

ISAGO certification, which is a mark of the highest safety standards that need to be followed at the operations level, ensures enhanced

security of cargo at warehouses. Investing and upgrading Ground Support Equipment to meet the highest safety standards will not only enhance service delivery standards, but will also improve operational efficiency and compliances with local airport regulation.

Stringent and high security measures for warehouse operations, like tight access controls, secure handling of high-value products, high-tech equipment for cargo handling and installation of vital surveillance and alarm systems are all crucial to ensure smooth and efficient airport cargo operations.

For example, Kempegowda International Airport in Bengaluru (BLR) has an air freight terminal operated by AISATS which is ISAGO, TAPA certified with other compliances in place like GDP certificate for smooth handling of pharmaceutical and perishable products. AISATS has also taken the initiative to build and operate BLR's first fully dedicated perishable cargo handling centre the 'AISATS Coolport'.



Mike Chew
CEO
AISATS



IIT Madras and Indian Railways to establish a Centre for Railway Research

The Indian Railways has entered into a memorandum of understanding with IIT Madras to offer degree, post-graduate and PhD programmes. The courses at the Centre for Railway Research (CRR) at IIT-M will also have research projects and electives related to railway technology. The centre has plans to focus on research related to the structural health monitoring of railway infrastructure (rails, bridges,

engines, wagons/coaches, electrical and stations) by embedded intelligence, intelligent transportation, computer vision and imaging technologies, advanced techniques for trains control and communication. For implementation of the programme, an advisory committee, comprising officers from the Indian Railways and the faculty members of IIT-M, will be formed.

CII Material Handling Summit 2015

CII & CII Institute of Logistics had organised Material Handling Equipment expo in Mumbai.

The inaugural edition of Material Handling Equipment Expo 2015 saw many industry stalwarts and charismatic leaders from the Material Handling Equipment Industry and allied verticals. The Material Handling Equipment Expo 2015 was supported by the Society of Indian Materials Handling Equipment Manufacturers (SIMHEM). Inaugurated by Rear Admiral, S.P. Lal, Naval Dockyard,



Mumbai, the expo provided an opportunity for all relevant stakeholders to witness various product technologies that were

displayed by a number of exhibiting companies. Also present on the occasion were R V Gandhi, GRP Ltd; Tom Thomas, CEAT Ltd; Gurdip Singh Anand, Universal Business School. Professionals from various industry verticals such as Automation, Automobile, Building and Construction, Cargo, Electronics and Electricals, Packaging, Paper and more visited the Expo. 📍

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Glimpses of the 42nd ACAAI Annual

Discussion in Ho Chi Minh City moved around the theme 'Make in India, Local Is Now Global'. Over 250 people and around 180 registered delegates attended the convention. The focus was on all that is made in India matches international standards and on encouraging bilateral relations. Vietnam is one of the fastest growing economies.



Convention 2015 in Vietnam



EVENTS Calendar

INTERNATIONAL EVENTS

January 2016

Iran Logex 2016
 Tehran, Iran

February 2016

LDIC 2016
 Bremen, Germany

March 2016

LogiSYM
 NUSS Kent Ridge Guild House, Singapore

 March 2016

2016 SCALE Latin America Conference
 MIT Campus, Latin America

April 2016

LogiMAT 2016
 Nanjing, China

 June 2016

LOGMS 2016
 Sydney, Australia

June 2016

SIL International Logistics Exhibition
 Barcelona

June 2016

Air Cargo China
 Shanghai, China

June 2016

Global Cold Chain Expo 2016
 Chicago, United States

CeMAT 2016: Tech trends

With the theme of Smart Supply Chain Solutions, CeMAT 2016 to be held from May 31-June 3, Hannover, Germany, will see participation of more than 1,000 global exhibitors.



CeMAT 2016 will present automation and integrated control solutions for digital logistics processes. As the digitisation trend is revolutionising the value chains and creating new business models, the show will focus on the global perspective of technology trends.

Talking about the show, **Wolfgang Pech**, Senior Vice President in charge of CeMAT, Deutsche Messe, explains, "Logistics is growing in importance because accuracy and flexibility of supply are fundamental to the growing Industry 4.0 trend. Soon, all parts containers, racks, materials handling and transport systems will need to be intelligent so that they can communicate with their surroundings and with machines and robots."

On logistics in India, **Bernd Rohde**, Director, CeMAT/CeMAT Worldwide commented, "The Indian government is taking the right steps. And it a dynamic and growing market and once the implementation by the government starts, it will grow faster."

Elaborating on the focus of CeMAT, **Mehul Lanvers-Shah**, Managing Director, Deutsche Sweden and Turkey, to name a few. Logistics IT is one of the mainstay showcases at CeMAT. "Smart



From left: Mehul Lanvers-Shah, Managing Director, Deutsche Messe; Bernd Rohde, Director, CeMAT/CeMAT Worldwide, Deutsche Messe and Armin Weih

Messe, elucidates, "At these exhibitions, technology comes alive for the buyers. And the stakeholders can see the new trends and how technology can be integrated for equipment and warehousing, to name some components."

CeMAT Hannover is held every two years. The exhibiting nations in CeMAT 2016 will be Germany, Belgium, China, France, the UK, Italy, the Netherlands,

IT solutions are fundamental to modern logistics. IT is now the number one driver and source of innovation in logistics. That's because digitisation is happening across every segment of the logistics industry. Developments like mobile internet and the digital integration of all end-users into the production and supply chain are opening up new opportunities in business models," Pech adds.

DOMESTIC EVENTS

January 2016

Logistics Asia
 Gandhinagar, Gujarat

 February 2016

Air Cargo India 2016
 Grand Hyatt Mumbai
 Mumbai

February 2016

ChemLogistics India
 Bombay Exhibition Centre, Mumbai

June 2016

India Warehousing Show
 Pragati Maidan, New Delhi

June 2016

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



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APSEZ

Mundra, Gujarat

Karan Adani, son of Adani Group Chairman Gautam Adani, has been appointed as the CEO of Adani Ports and SEZ (APSEZ). He took over the top job from CEO Sudipta Bhattacharya, who moved to the US as the CEO for North America. Adani, who looks after strategic development of Adani ports across India, has been involved in managing various port operations for the firm since 2009. He is an economics graduate from Purdue University, the USA. Bhattacharya, in his new role, will be responsible for driving the significant emerging opportunities between India and the US.



TVS Logistics Services Limited (TVSLSL)

Global

To enhance IT adoption and integration across all its global group companies, TVSLSL has appointed **Dinesh Narayan** as Group CIO. Narayan will be based out of Chennai. He has more than 23 years of experience in IT Strategy, Account Management, Business Development, Program Management and Delivery, working with executive level partners across the globe. He has an excellent track record in development, integration and execution of large-scale, enterprise-wide IT implementations with significant experience around Managing Large Cross Functional Application Development and Transformation.



TVSLSL has appointed **Baskar Lakshmanan** as Group CFO. Lakshmanan is based out of Chennai and his key role includes overseeing Global Financial functions including Mergers & Acquisitions and PE Investments for TVS Logistics. He has 27 years of experience, with leadership roles in diverse sectors including Telecom, Energy, Technology & FMCG. Prior to joining TVSLSL, Lakshmanan was with SunEdison as Regional CFO (APAC) and with Vodafone, Airtel, Pepsi, Polaris, and Castrol. Lakshmanan is a certified Six Sigma Master Black Belt, Quality Head, and Enterprise Risk Head and was a Finance SPOC for JD Edwards ERP Implementation.



Port of London Authority

UK

Christopher Rodrigues CBE has been appointed Chairman of the Board of the Port of London Authority (PLA), effective January 1, 2016. Following an executive career in the financial and tourism sectors, Christopher Rodrigues is currently chairman of Visit Britain, Openwork LLP and The Almeida Theatre and is a Trustee of the National Trust. He is a past chairman of Leander Club and a steward of Henley Royal Regatta. Running the river in trust for the benefit of future generations, the PLA shares its marine, environmental, planning and other expertise, promoting use of the river and safeguarding its unique marine environment.



DHL Express

USA

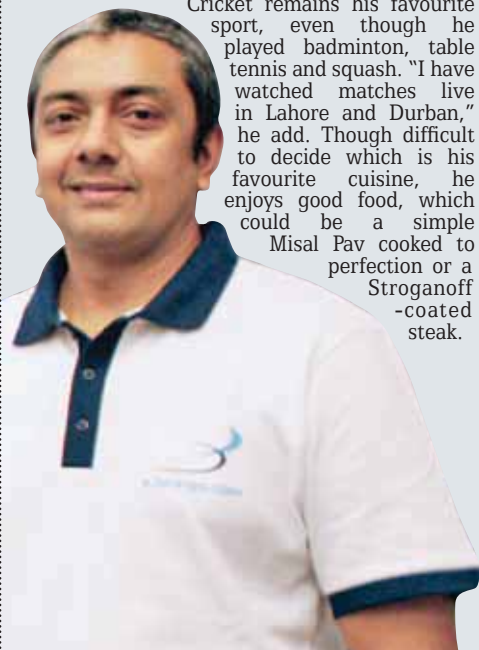
DHL has announced that **Mike Parra** succeeds Stephen Fenwick as CEO for DHL Express Americas. Parra started his career with DHL Express in 1997 as service centre manager in South Florida and progressed through various senior management roles, including his appointment in 2009 as General Manager and Senior Vice President responsible for all operations and sales activities in the Western United States and Guam. In his new appointment as regional CEO, Parra will be responsible for the management of DHL Express business activities in 50 countries and territories across the Americas, which includes the U.S., Canada, Mexico, Central America, the Caribbean and South America.



Greg Hewitt moves into the position of CEO for Express US operations. In his new role as Express U.S. CEO, Hewitt will lead the Express U.S. Management Board and will join the Express Americas management Board. Prior to joining DHL Express U.S. as Area General Manager for the Northeast U.S. region last November, he served as President of DHL Express Canada from 2011 to 2014. Hewitt, who started his career with DHL in 2003 in Canada, has held several vice president management positions in commercial sales, including international assignments in Europe and the U.S. He led the team that negotiated the sale of the DHL Express domestic business in Canada to TransForce in 2011.



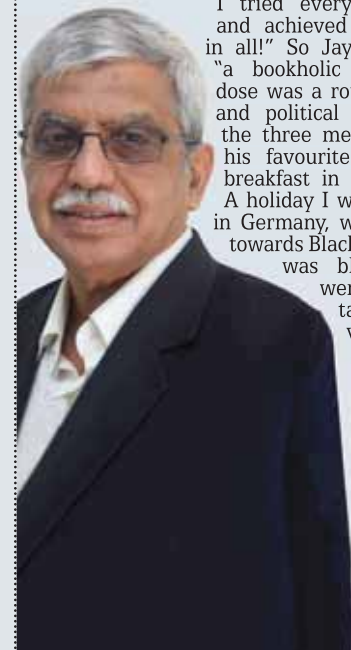
Sanjay Aiyer, Director, Blue Bird Logistics, says that any time off from work is dedicated to his wife and two daughters, aged 10 and 8. "We pack up to head out at the drop of a hat," he says. Cricket remains his favourite sport, even though he played badminton, table tennis and squash. "I have watched matches live in Lahore and Durban," he add. Though difficult to decide which is his favourite cuisine, he enjoys good food, which could be a simple Misal Pav cooked to perfection or a Stroganoff-coated steak.



Kalidas Bhangare, Managing Director, Testo India listens to music when he is not working. And he loves to spend time with his family. "My favourite sport is Kho Kho and football. And Goa is my favourite place. I like to spend time in and around water. Goa beaches are excellent place for this. The people over there are very friendly and open minded. I enjoy the Goan sea food," says Bhangare. He enjoys Indian curries and Butter Garlic Prawns. A holiday he never forgets was driving around Germany, Switzerland and France with his wife and children.



"When I do not have work, which is hardly ever, I catch up on my sleep in my native city, Bangalore," says **R. Jayakumar**, Chairman, Jayem Logistics. "In other cities, I go for long walks. When I was young I tried every kind of sport and achieved to be the last in all!" So Jayakumar became "a bookholic and the daily dose was a round of historical and political books". Among the three meals, breakfast is his favourite. "I have tried breakfast in many countries. A holiday I will never forget—in Germany, we were heading towards Black Forest, the road was blocked and we were diverted and taken to a small village with 40-50 houses, three streets and not a single soul was to be seen on the streets. We spent six hours in this scenic place with a meadow and small church."



TALKING PEOPLE

SEA FREIGHT



LAND FREIGHT



AIR FREIGHT



LOGISTICS & WAREHOUSING



PROJECTS



FREIGHT SYSTEMS

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Maya for the best of the best in the cargo industry

The India Cargo Awards – North & East 2015 felicitated the achievers at the regional level. Held at Crowne Plaza Tonk Road Jaipur on December 9, 2015, the ceremony brought together the well known faces of the industry.



 KALPANA LOHUMI

After the grand success of the first edition in Goa, India Cargo Awards travelled to the pink city of India to celebrate the achievers from North and East regions. The awards were held at Crowne Plaza Tonk Road Jaipur on December 9, 2015. The evening was graced by Mohan Lal Gupta, First Mayor of Jaipur and current MLA of Jaipur city and Dr Tanushree Pandey, Mrs India 2015.

The black tie event brought together the entire freight forwarding community for the glittering awards ceremony. The awards were presented for various cargo and logistics segments such as air, surface, General Sales Agents (GSA),

3PL ground handling, custom house agents, to name a few. The objective of the first-of-its-kind cargo awards is to recognise the talent of people who make up this industry.

Acknowledging the endeavour of the organisers, Gupta said, "Jaipur is now becoming a big business centre with industrialisation in full swing. Handicrafts and manufacturing are growing here. It is also an IT hub. The possibilities for logistics are very high in Jaipur."

Talking at the event, SL Sharma, Immediate Past President, Air Cargo Agents Association of India (ACAAI) said, "The best part is that now cargo is getting recognition and I would like to congratulate the team from DDP for honouring the achievers."

Cheerful about the industry's reaction to the award, SanJeet, Director, DDP Group said, "There are many awards on the national and global levels but the real heroes come from the different regions and far corners of the country. Tonight we are saluting the achievers. To choose the stalwarts of this dynamic industry was not an easy job. To ensure that the awards are unbiased, we have adopted an online voting system. This gives the industry an opportunity to create the award, choose and even nominate and they can vote for themselves too. The nominations were received from 46 categories and three new categories were added by the industry. I am overwhelmed to see a whopping 1,85,000 votes from all over the world including the UK, US and Australia to name a few countries."

THE AWARDS

Vipin Vohra, Chairman & Managing Director, Continental Carriers & Con-venor, FFFAI joined the Gallery of Legends. The DDP Game Changer award went to Pukhraj Singh Chug, Managing Director, Group Concorde.

The DDP Trailblazer award was given to Sanjiv Edward, Head-Cargo Business, Delhi International Airport (P) Limited (DIAL). The Face of the Future award was received by Yashpal Sharma, Director, Skyways Group.

The Mentor Cargo Industry was awarded to Mahesh PTrikha, Managing Director, Aargus Global. The Best Cargo Professional award went to Rajendra Dubey, Managing Director, ECS Group.



► GALLERY OF LEGENDS



Vipin Vohra, Chairman & Managing Director, Continental Carriers Pvt. Ltd. joins the 'Gallery of Legends'. He is felicitated by **Mohan Lal Gupta**, first Mayor of Jaipur and MLA Jaipur city, **Rajiv Sahai**, Retired Commissioner, Department of Income Tax, **Tanushree Pandey**, Mrs India 2015 and **SanJeet**, Director, DDP Group

► DDP GAME CHANGER



Pukhraj Singh Chug, Managing Director, Group Concorde is the 'DDP Game Changer'. He is felicitated by **Mohan Lal Gupta**, first Mayor of Jaipur and MLA Jaipur city, **Rajiv Sahai**, Retired Commissioner, Department of Income Tax, **Tanushree Pandey**, Mrs India 2015 and **SanJeet**, Director, DDP Group

► DDP TRAILBLAZER



Sanjiv Edward, Head Cargo Business, DIAL is the 'DDP Trailblazer'. He is felicitated by **Mohan Lal Gupta**, first Mayor of Jaipur and MLA Jaipur city, **Rajiv Sahai**, Retired Commissioner, Department of Income Tax, **Tanushree Pandey**, Mrs India 2015 and **SanJeet**, Director, DDP Group

► FACE OF THE FUTURE



Yashpal Sharma, Director, Skyways Group is the 'Face of the Future'. He is felicitated by **Mohan Lal Gupta**, first Mayor of Jaipur and MLA Jaipur city, **Rajiv Sahai**, Retired Commissioner, Department of Income Tax, **Tanushree Pandey**, Mrs India 2015 and **SanJeet**, Director, DDP Group



► MENTOR CARGO INDUSTRY



The award was given to **Mahesh P. Trikha**, Managing Director, **Aargus Global Logistics**

► BEST CARGO PROFESSIONAL



The award was given to **Rajendra Dubey**, Managing Director, **ECS Group**

► BEST CARGO TERMINAL OPERATOR



The award was given to **Celebi Delhi Cargo Terminal Management India Pvt. Ltd.** and received by its Head of Operations **Levent Kaylak**, Chief Executive Officer **Ramesh Mamidala** and Manager Sales and Marketing **Raja Gupta**

► BEST CONTRACT LOGISTICS COMPANY



The award was given to **UTi Worldwide India Pvt. Ltd.** and received by its Director **Ravinder Katyal**

► BEST 3PL COMPANY



The award was given to **Safexpress** and received by its Vice President, Marketing **Vineet Kanaujia**

► BEST LOGISTICS SERVICE- INTERNATIONAL



The award was given to **HellMann Worldwide Logistics** and received by its Director-North India **Lata Mota** and Managing Director **Shubhendu Das**

► BEST CARGO GSA



The award was given to **Group Concorde** and received by its Managing Director **Pukhraj Singh Chug**

► BEST OCEAN FREIGHT SERVICE PROVIDER- INTERNATIONAL



The award was given to **Skyways Group** and received by its Director **Tarun Sharma**, Managing Director **SL Sharma** and Executive Director **Rohit Sehgal**

► GLOBAL LOGISTICS PLAYER



The award was given to **Continental Carriers Pvt. Ltd.** and received by its Branch Manager, Jaipur **R.K. Sharma**

► BEST CUSTOMS BONDED TRUCKING



The award was given to **Shreeji Transport Services Pvt. Ltd.** and received by its Director **Mahendra C Shah** and CEO, Bonded Trucking, **Dileepa B M**

► OUTSTANDING ACHIEVEMENT IN LOGISTICS INDUSTRY



The award was given to **Om Logistics Ltd.** and received by its Area Manager **Sheo Raj Yadav**

► BEST INTEGRATED LOGISTICS SERVICE PROVIDER



The award was given to **Innovative Logistics Service Pvt. Ltd.** and received by its CBO **Sandip Sinha**, Managing Director **Mohan Jha** and Country Head – Distribution and New Project **Rajesh Yadav**

► MOST INNOVATIVE LOGISTICS COMPANY



The award was given to **Jaipur Golden Transport Co. Pvt. Ltd** and received by its RSM Rajasthan, EXL India (Division of Jaipur Golden Transport Group) **Manish Dewedi**

► BEST EXPRESS CARGO AGENT- DOMESTIC



The award was given to **Monopoly Carriers and Cargo Pvt. Ltd.** and received by its Incharge Pune Branch **Manoj Agrawal** and Director, **Suraj Aggarwal**



► BEST CUSTOMS HOUSE AGENT



The award was given to **PS Atree and Company Pvt. Ltd.** and received by Past President FFAI **Vinod K. Chaudhary** and Managing Director **PS Atree**

► BEST AIR FREIGHT SERVICE PROVIDER- INTERNATIONAL



The award was given to **Haiko Logistics India Pvt. Ltd.** and received by its Branch Manager, **Ajit Singh** and Vice President-Air Freight (All India) **Naresh Gehaney**



▶ BEST TECHNOLOGY SOLUTION PROVIDER



The award was given to **Hans Infomatic Pvt. Ltd.** and received by its Managing Director, **Parvinder Singh**

▶ BEST AIR CARGO COMPANY- DOMESTIC



The award was given to **Mituj Marketing Pvt. Ltd.** and received by its Director, **Amit Bajaj**

▶ EMERGING CARGO GSA



The award was given to **Delex** and received by its Head (Strategy and BD) **Anil Kumar Seshagiri**

▶ BEST LOGISTICS SERVICE- SURFACE



The award was given to **V-Xpress** and received by its AGM-North **Syed Sultan Musanna**, Regional Manager-Delhi/NCR **Davinder Mahey** and BDM Rajasthan **Deep Chand Saini**

▶ EMERGING LOGISTICS COMPANY



The award was given to **Aardour Worldwide Logistics** and received by its Director **Sandeep Sachdeva** and Chief Executive Officer **Sarini Sachdeva**



▶ BEST CARGO AGENT- CUSTOMER SERVICE



The award was given to **EDS International Pvt. Ltd.** and received by its Director **Gaurav R. Ghuwalewala**

▶ BEST 3PL- PHARMA



The award was given to **Aargus Global Logistics Pvt. Ltd.** and received by its Directors **Saurabh Trikha** and **Sujata Trikha**

▶ BEST AIR CARGO CONSOLIDATOR- DOMESTIC



The award was given to **Index Logistics Pvt. Ltd.** and received by its Director, **M K Ismail**

▶ BEST SUPPLY CHAIN PROVIDER



The award was given to **Safexpress** and received by its Vice President-Marketing, **Vineet Kanaujia**

▶ BEST COMMERCIAL VEHICLE DELIVERY COMPANY



The award was given to **Dogra Group of Companies** and received by its Managing Director **Kamal Dogra** and Director **Nishu Dogra**

▶ BEST CARGO AIRPORT



The award was given to **Delhi International Airport Limited** and received by its Project Head-Airfreight Stations **Yogendra Tomer** and Head Cargo Businesses, DIAL **Sanjiv Edward**

▶ BEST INTERNATIONAL FREIGHT MANAGEMENT COMPANY



The award was given to **Combined Logistics Solutions Pvt. Ltd.** and received by its Vice President, **Gautam Sabharwal** and Managing Director **Vineet Chadha**

▶ BEST ROAD SERVICE PROVIDER



The award was given to **Safexpress** and received by its Vice President-Marketing, **Vineet Kanaujia**

▶ MOST PREFERRED GSA



The award was given to **ECS Group** and received by its Commercial Director India, **Girish Kunder** and Managing Director-India, **Rajendra Dubey**

▶ BEST REVERSE LOGISTICS PROVIDER- DOMESTIC



The award was given to **Saami Tradestar Logistics Ltd.** and received by its Chairman and Managing Director **Fohad Latiwala**

► LOGISTICS PARTNER



The award was given to **Innovative Logistics Service Pvt. Ltd.** and received by its ZSM – North **Pawan Kumar** and Head – 3PL Business **Gangesh K Mishra**

► NETWORKING PARTNER



The award was given to **Om Logistics Ltd.** and received by its Branch Manager Jaipur **Dwarika Sharma** and Area Manager **Sheo Raj Yadav**

► HOSPITALITY PARTNER



The award was given to **Crowne Plaza Jaipur Tonk Road** and received by its General Manager, **Ashwani K Goela**

► BEVERAGE PARTNER



The award was given to **Aspri Spirits** and received by its Assistant Manager-Trade Marketing (North and East), **Prateek Vijay Pandey**

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