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# Answer in collaboration

To make the supply chain proficient, service providers and end users need to come together, as individual business models no longer work.

**KALPANA LOHUMI**

There was a time when supply chain was not the most important function in any manufacturing organisation. But now streamlining it is a must-do task for gaps can lead to loss in sales. It is necessary to know the gaps that need to be bridged between the end users and logistics service providers.

Experts say that every communication between the

service provider and the end user must be established electronically over the email. This delivery method allows supply chain partners to integrate the documentation data with their systems, eliminating manual data entry errors and delays. There is a need of experienced workforce in the sector add experts as it ensures effortless evaluation of a shipment in a most cost-effective and expeditious mode. Others share what makes it a must-do task.



## Underlying gaps between LSP and end user:

- ◆ **Distribution Network Configuration:** is one of the big challenges. Collecting and distributing the phone numbers, the location address of the suppliers, distribution centers, warehouses and even customer details are a tedious process.
- ◆ **Sharing Information:** There is always a need to share accurate information with the work force.
- ◆ **Inventory Management:** This involves quantity management and location of

- the inventory which needs proper planning and execution.
- ◆ **Distribution Tactics:** This involves developing strategy on managing operations, mode of transportation and more.
- ◆ **Warehouse Management and Control:** This is again an elaborative process and requires close attention. It often requires well organised controlling systems installed to the warehouse or distribution centre.

**Mansingh Jaswal**, Director & CEO, Genex Logistics, says. "Historically, supply chain or logistics existed as a tiny part of a bigger function within the organisations and did not exist as a separate function itself. The distance of this function from strategic leadership has caused a non-uniform flow of information. Supply chain departments have been the traditional interfaces of the

logistics service providers/3PLs. As a result, the service providers have been more reactive to events within the firms rather than leading the changes through innovative business models or process re-engineerings."

Continuing with the need for SCM, Jaswal adds, "Technology has also resulted in the increased number of customers but the

increased customers are largely spread across a broader geography, increasing the distance of back-end and front-end of firms and thus, have brought in additional stress on supply chain."

Linking the front and back end of the organisations is one of the key roles of supply chain that has become increasingly difficult.

Contd. on page 6 ▶

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# Antonov An-225 Mriya landed at Hyderabad

GMR Hyderabad International Airport saw the maiden Indian flight of AN-225 Myria Antonov Airlines of Ukraine on its Code F compliant runway. The airport was chosen for the landing on infrastructure strength and technical parameters.



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The flying behemoth holds almost 240 world records under its belt, powered by six super charged turbo-fan engines, operated by a six man crew, lifting a mammoth 640 metric tonnes of MTOW (Maximum Take Off Weight). It hurtled its landing gear in the wee hours of the night on May 12 at Rajiv Gandhi International Airport, Hyderabad parking at the airport's Code-F (Airbus A380 Compatible) Cargo Apron. The aircraft arrived from Turkmenbashi in Central Asia and after 24 hours halt at

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Hyderabad proceeded to Jakarta, Indonesia, and thereafter to its final destination Perth, Australia.

There are only a few airports in world which can accept this kind of aircraft since the length and width of AN 225 through its wing span is wider than even the world's largest passenger transport carrier, the Airbus A380 double decker aircraft.

**SGK Kishore**, CEO, GHIAL said, "We feel privileged to host the world's biggest, longest, heaviest aircraft at Hyderabad Airport. The landing of AN 225 Myria is the testimony to our robust infrastructure, technical expertise



and operational efficiency. That of all airports in India, Hyderabad Airport was chosen as the technical stopover for the aircraft of this size and volume reiterates

our competence as a world class airport operator and a logistic hub."

"Hyderabad Airport is the only Greenfield airport in South India to have a functional standby runway for 24x7 flight operations. This helps in operating air services even during the maintenance of the main runway. We handled nine A380 aircraft movements which chose our airport for unscheduled landings and other services requirements," he further added.



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### Up and buoyant

The logistics market in India is expected to be worth US\$307 billion by 2020. But the country's logistics cost is not at all cost competitive. And that is why the industry is not delivering services that the veterans are willing to change. Logistics is a sunrise industry but if necessary steps are not taken to reduce the cost, the industry won't be able to perform the way it could.

In the month of May, the world's biggest, longest and heaviest aircraft with the maximum speed of 850 km/ph landed at Hyderabad airport which definitely signifies the growth of the industry. The global organisation Envirotainer has its footprints in Delhi now.

There is a rising trend of start-ups as they realise the potential of the industry and are investing hugely to improve the overall operational efficiency and making profits too. On the railways front, the government is taking initiatives to attract more cargo and reduce carbon emission. This Ro-Ro service, where loaded trucks would be moved on the flat rakes to avoid congestion on roads, is aimed at getting back the freight which railways has lost to roads.

The industry is making its efforts on the skill front too. What they believe is nothing can be achieved if the workforce doesn't have the talent or ability to know how to do the work. Narottam Morarjee Institute of Shipping (NMIS) has launched the post graduate diploma course in Delhi for those keen on choosing logistics as a career option. CII is also collaborating with various universities and logistics companies to produce more professionals.

And on these lines, we need to keep on thinking of new methods and ideas to make this industry more vibrant and resourceful.

# Integration is the key

The National Summit Logistics India 2016 organised by ASSOCHAM focused on the critical issues to make logistics cost effective and efficient.



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India spends around 14.4 per cent of its GDP on logistics and transportation as compared to less than eight per cent spent by the other developing countries. The building of dedicated rail freight corridors will promote efficient haulage of containerised cargo by rail. One key advantage of the dedicated freight corridor is that freight trains could be run on time tables similar to passenger trains, and the frequency can be theoretically increased to one train in 10 minutes. This will reduce time for goods transportation between Mumbai and Delhi to 18 hours from 60 hours now. Waterways are 50 per cent cheaper than road and nearly 30 per cent cheaper than rail.



**Ram Kripal Yadav**  
Minister of State for  
Drinking Water & Sanitation



As far as the logistics sector is concerned, cost is a critical factor. From an environmental or efficiency point of view, rail is a preferred mode of transport. In India less than 30 per cent of cargo moves on rail. In the last one year demand for rail services has been sluggish both at the domestic level and on the import-export front. The road sector has been effective in looking at this demand-supply gap and matching prices to a level where there has been a major movement of cargo away from rail to road.

**Manish Puri**  
Managing Director  
India Infrastructure & Logistics

It is not about air, rail, road and sea; we have to look at multimodal transport in the country. For an integrated policy, we need multimodal transportation to be encouraged. In my opinion, I would like to see the rules before commenting on this subject. Yes, warehouses might get benefited as CST will get eliminated but as far as speed of the truck is concerned; the rules need to be looked upon which are impeding the speed. System needs to function, there has to be some coordinated efforts among agencies. Integration is needed, may the tactic be different but integration is necessary. Till we are in isolation or silos, there will be gap.



**Salem Ganapathi**  
Managing Director  
Shelka Marketing Service

Transportation is only 14 per cent of the total logistics cost. GST is round the corner, we are now seeing the retail sector opening in some form or the other. We have seen effects of globalisation which have started hitting import and export both and domestic consumption. There is huge growth in e-commerce. This is going to become a challenge for us.

The need is to bring this together. Logistics is handled by various ministries. This kind of a distributed arrangement would probably not give a fillip to the logistics requirements that we are going to have in the next two years.



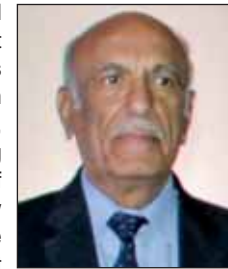
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This concept of single window clearance has been done without a penny investment by the Ministry of Finance. Though, the US government has almost spent \$100 million for the same and they are still struggling for the last three years. There is participation of various governments for imports and exports—be it pharma, food or textile. The single window concept will eliminate the human interface. Other challenges for importers and exporters are there and there is no predictable environment. The government is focusing on sensitive issues.

**S Ramakrishna**  
CMD  
Balaji Mariline

Skill India is more in the vocational level; it is the time to identify what type of skills are required at this time. The time has gone when we used to get the raw material, assemble it and made everything in-house. Now 70-80 per cent of sales revenue comes from supply chain in every company. Hence we need people to be trained at that level. We need resources to make companies more cost effective and efficient as like China and other places. In India, hardly anybody would love to go into logistics as a career. It does not have that attraction portion. Somewhat e-commerce companies are creating interest for logistics but still many of the companies are not able to do it.



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# Improvement in logistics to boost exports

Higher logistics cost in India is one of the biggest impediments in export growth and country's economic development and efforts are on to reduce it, says **Nitin Gadkari**, Minister of Road Transport and Highways.



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Reducing logistics costs can boost exports 1.5 times in the country besides leading to faster economic development," said **Nitin Gadkari**, Road Transport and Highways Minister, GoI,

addressing the second Smart Transportation Infra Summit & Expo organised by the PHD Chamber of Commerce and Industry. The current logistics cost in the country is as high as 18 per cent which is much higher than China,

Europe and if reduced to the level of 10 per cent, the economic growth will be propelled. Asserting the need and for augmenting infrastructure, he said that the government is in the process of developing it and smart

solutions like waterways are also there which would be cost effective and pollution free. He also said that the government is contemplating to reduce import duty on used cooking oil to be used in bio-diesel. "We have requested commerce

ministry to reduce import duty on cooking oil," he added. He emphasised the use of water transport, electric transport, bio CNG, ethanol, bio diesel and petrol in order of priority for smart transportation.



**Nitin Gadkari**  
Minister of Road Transport and Highways  
Government of India




The use of water transport, electric transport, bio CNG, ethanol, bio diesel and petrol in order of priority for smart transportation




## Logistics agreement with US will help India

**Manohar Parrikar**, Defence Minister, Government of India, says, "India-US logistics agreement will be of immense benefit, as it will give India access to US military bases worldwide, and does not involve any war exchanges." Any support for operational purposes will only be on a case-by-case basis.

The Minister said that the logistics agreement is centered only on fuel, water and food support. In-principal approval was given by both sides during US Defence Secretary Ashton Carter's recent India visit. He clarified that the logistic agreement will not involve any "war exchange".



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# Linking front and back ends

►Contd. from page 1

And inefficiencies in these linkages that is operations, are a drag on the profitability of firms.

Commenting on the need of the hour, **Sunil Kohli**, Managing Director, Rahat Cargo, says, "For a better understanding by the service provider and the end user, it is imperative that a staff member of the company is readily available round-the clock as any problem can emerge any time. The end user also needs to look beyond the obvious uses of his product to anticipate any extra compliance responsibilities and the service provider should be briefed accordingly."

**Vineet Agarwal**, MD, TCIL Group elucidates, "The reason behind it may be the complexity of this cross functional process. It involves a number of management challenges which includes warehouse and distribution management, transportation management, inventory, delivery management, staff management, and so on. LSP, by being part of planning process of the end user, will enable them to execute the orders much efficiently. Hence, the key to LSP success runs from Forecast-to-Order management delivery as per agreed TAT and most importantly managing entire reverse logistics processes. Value

not everyone has adopted this in India as yet.

But **Nihar Parida**, Director-Supply Chain, Uniworld Logistics, points out a few gaps:

- The people involved on both sides—from the shipper side the information to the service provider is always given keeping in mind cost reduction. Hence most of the time they give higher volume projection to ensure better rates.
- Secondly the complete scope of work is never disclosed. The generics are given but exceptions or finer deliverables are never highlighted.

According to Parida, service providers are the people who are handling a multiple portfolio of customers and they know different ways to cut down the cost. "Currently the major constraint is the trust factor and individuals or companies devising their own solutions without taking the service providers into confidence.

Not to mention the typical month end scenario of Indian markets—80 per cent of logistics happens at the month end and there is an imbalance of demand and supply during this period. Service providers in logistics are given the lowest priority

between logistics service provider and consumers, there is large amount of data that needs to be processed efficiently and timely.

"To make the turnaround time faster for the end consumers, we need to have a unified order-to-fulfillment process across the partnerships with vendors and operations, increased visibility and coordination of shipments, reduced transport and delivery costs and enhanced customer service," says Chimnani.

"By adopting visibility and control tower technology, companies enable trade and cross-



**Mansingh Jaswal**  
Director & CEO  
Genex Logistics



**Sunil Kohli**  
Managing Director  
Rahat Cargo



**Vineet Agarwal**  
MD,  
TCIL Group



**Nihar Parida**  
Director - Supply Chain  
Uniworld Logistics



**Shrichand Chimnani**  
Director - Logistics (India)  
Schenker India

“Supply chain or logistics existed as a tiny part of a bigger function within the organisations and did not exist as a separate function”

“The end user also needs to look beyond the obvious uses of his product to anticipate any extra compliance responsibilities”

“The key to LSP success runs from Forecast-to-Order management delivery as per agreed TAT and managing the entire reverse logistics processes”

“The complete scope of work is never disclosed. The generics are given but exceptions or finer deliverables are never highlighted”

“To make the turnaround times faster for the end user, we need unified order-to-fulfillment process across the partnerships with vendors and operations”

Being fully aware of the governmental agencies' requirements by the service provider is extremely vital so that the user could be made aware of the documentation to avert any bottlenecks during the final stages of export/import formalities.

adds such as permit management, cash/cheque collection, returnable and service management also being critical areas for a LSP." He goes on to stress upon the fact that robust technology platform through an EDI remains one of the key initiatives for seamless flow of information throughout SCM. And

- The changes within the company are never discussed in length.
- With all this the initial costing provided by the service provider goes haywire as the volumes never match, the deliverables are more, the changes over a period of time are taken for granted.

when it comes to payment. This puts a very high strain on their cash flow. They borrow to remain in the market."

**Shrichand Chimnani**, Director -Logistics (India), Schenker India feels that with business models supporting extended collaboration

channel, multi-party, end-to-end efficiency and agility. A greater focus on supply and distributor relationships, managing the 'nuts and bolts' to get product to end customer efficiently/effectively and efficient integration of activities and processes are a few steps to bridge this gap." ↴

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**Giving a push to logistics education for training**

The Confederation of Indian Industry (CII) is set to launch The CII School of Logistics, offering specialised MBA programmes, in collaboration with Amity University. The CII School of Logistics will offer two specialised MBA programmes: MBA - Supply Chain and MBA - Logistics. Both programmes will have UGC-recognised degrees.

In a bid to boost the logistics sector and its potential in Tamil Nadu, city-based Maersk Training has entered into an agreement with the CII-backed Logistics Skills Council (LSC) to train workers and provide skill development. Maersk Training will develop and deliver courses on topics such as handling dangerous goods and documentation in shipping. With courses covering topics such as surviving piracy and arms dropping, handling HAZMAT or dangerous goods, high pressure high temperature drilling, Maersk Training enables almost 1,500 people per year to be equipped with the right skills.

**PG Diploma in Shipping Mgmt now in Delhi**

The Institute of Marine Engineers, New Delhi branch has announced the launch of Post Graduate Diploma in Shipping Management course/classes. The course will start from July 1, 2016 with an initial 15 seats. The IMEI local study centre in Delhi is of the Narottam Morarjee Institute of Shipping-Mumbai and will be a big boon to all those who are desirous of doing this sought after course which till now was available only in Mumbai. The course/classes/exams will be held in Delhi is under direct affiliation of the Narottam Morarjee Institute of Shipping.

The graduate in any discipline is eligible for this two year diploma course. The programme also offers fellowship for two year to non graduate but with HSC plus two years of shipping experience. The course will be conducted by the top industry professionals and is recognised by Ministry of Education, Government of India. And, financial support up to 50 per cent of fees or more is also provided to deserving students.

# Technology for better warehousing

The change from traditional warehouse to technology-enabled warehouse has turned the tables towards adoption of technology while building a warehouse, be it in flooring or roofing. And this is also important to reduce manual work and enhance supply chain.



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Warehouses are not just storage spaces within four walls, they have now become supply chain enablers. Now, technology plays an important role in making a good warehouse. Its strategic importance in supply chain efficiency has made it imperative to use the latest technology. It not only facilitates businesses to move from manpower intense to optimal labour workforce but also enhances the warehouse performance. And, moreover the continuous advances in technology are helping in making the warehouse better day by day.

Commenting on how technology is a necessary element in making an excellent warehouse, **R Shankar**, CEO, TVS Logistics Services, says, "End to end tracking and visibility is the supply chain mantra. Not only businesses but individual buyers also want to know where their goods are coming from, are there enough stocks and how soon will these products reach them. Warehouse Management System (WMS), as a technology, definitely provides adequate traceability through radio frequency capability. This apart, warehouse cubic utilisation can be made better only through a robust WMS solution. For bi-directional growth that is increasing storage volume and fulfilment throughput independently without investing in excess capacity, technology is necessary. With the optimum use of technology in supply chain operations, LSPs can match the speed of order fulfillment 10 times more than what labour force can offer and pass on



benefits of lower TCO and faster Rol to their customers."

**Sushil Rathi**, COO, Mahindra Logistics, points out, "Technology has revolutionised warehouse operations, whether it is optimising space allocation, inventory



*R Shankar  
CEO  
TVS Logistics Services*



*Sushil Rathi  
COO  
Mahindra Logistics*



*Vineet Malhotra  
Director  
Kale Logistics Solutions*

“**Warehouse Management System (WMS), as a technology, definitely provides adequate traceability through radio frequency capability**”

management or human capital. Technology has metamorphosed from being just an enabler of efficiency and quality to playing a more strategic role in gaining a competitive advantage.”

According to **Vineet Malhotra**, Director, Kale Logistics Solutions, "Making use of the enterprise and communication solutions available can aid in keeping warehouse operations up to date. Warehouses require a system that can minimise freight process steps and ensure a more rapid movement. The new age

“**Technology has changed from being just an enabler of efficiency and quality to playing a more strategic role and gaining competitive advantage**”

is designed mapped to industry benchmarked processes. In the global economy, warehouses are smaller initially, but often expand with the growth in the business.”

Explaining the enterprise and communication solution, Malhotra says, "The platform enabling companywide communication or exchange of information needs to be able to integrate and interface with various systems and communication channels like RFID, GPS systems, HHT, laptop or smartphone. In case of receiving points, having one person in verifying received materials from a list, then sending the materials for stocking, then sending the list for database updating is highly inefficient. Inbound processing and the right enterprise software can allow one individual to check in materials and record the inventory in one step.”

“Technologies like Real Time Locating Systems and Radio-Frequency Identification (RFID) have become essential for a wide range of automated data collection and identification applications that helps warehouse operator to keep a track of goods coming in or going out their

“**The new warehouses require an application which is developed factoring the ground realities of a warehouse; complexities of the processes and skill sets**”

perimeter. Adoption of WMS and other IT-driven solutions are becoming effective in increasing the competitiveness of the warehousing industry,” informs, **Man Singh Chauhan**, General Manager-Supply Chain Solutions, Freight Systems.



*Man Singh Chauhan  
General Manager - Supply Chain Solutions  
Freight Systems*

“**Technologies like Real Time Locating Systems and Radio-Frequency Identification have become essential for a range of automated data collection**”





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# Adoption of technology can augment SCM

►Contd. from page 8

"In the electronic sector, warehouse management is the key enabler in business and is under tremendous pressure due to digitisation, new technology adaption, shrinking product life cycles, dynamic demands and increased customer expectations. This has resulted in companies to think about innovative approaches to manage warehouses. It requires use of latest technology like RFID, GPS tagging on boxes, use of cloud-based application, automatic retrieval, barcoding," notes **Balbir Singh**, Head Supply & Logistics, Ericsson India.



**Balbir Singh**  
Head Supply & Logistics  
Ericsson India

"Manual operations are now being replaced by sophisticated technologies to cater to the requirements of manufacturers as well as the customers. In an urge to deliver maximum with the available resources, optimising operations has become a prerequisite," says, **SA Mohan**, CEO, Maini Materials Movement.



**SA Mohan**  
CEO  
Maini Materials Movement



**Ritesh Jain**  
COO  
Lamba Techno Flooring Solutions

increase productivity and operational efficiency," states Singh.

According to Rathi, "Trained manpower is by far the most fundamental factor for maximising the use of warehouse technology. We, as 3PL service providers, are investing heavily in advanced technology systems. But till manpower is not trained to use these systems, we will not get the desired results."

And adds the importance of storage systems. Sub-optimal usage of storage systems can incur huge holding costs. "Decisions regarding dedicated or shared storage should be taken based on the volume and frequency of goods movement, coupled with systems for retrieving stored goods," he adds.

"Warehouse technology with regard to flooring, as the modern smart warehouses are coming close to the city, is to maximise the use of carpet areas as the land is costly. Advance technologies like VNA/ Superflat Flooring and movable racking systems are used. Also, consider surface finish and joints," stresses Jain.

To put it all together, a great warehouse requires good technology and basic fundamentals that can maximise adoption of technology. ↴

Considering flooring as an important part of warehouse, **Ritesh Jain**, COO, Lamba Techno Flooring Solutions, avers, "The Indian warehousing sector is faced with severe challenge of lack of physical infrastructure of international standards. Though much upgradation has happened in terms of super structure with use of pre engineering metal

“In the electronic sector, warehouse management is the key enabler in business and is under tremendous pressure due to digitisation”

building by manufacturing units and warehouses, flooring is still done the traditional way. There is a need to fill the knowledge gap by delivering faster-flatter-floors.”

“3PL companies continue to add more value to the warehouse

“In an urge to deliver maximum with the available resources, optimising operations has become a prerequisite”

operations of companies across different industry verticals and help in building world-class warehouses,” adds Rathi.

“However, warehouses need to ensure that while selecting any new technology or system for their

“Though upgradation has happened with use of pre-engineering metal building by units and warehouses, flooring is still done the traditional way”

warehouse, whether it has the ability to integrate, interface and interact with other systems across the warehouse operations,” affirms Malhotra.

**Maximising technology use**  
“Smart logistics companies see technology as a way to continually

## Rivigo to treble truck fleet to 3,000

Eying a larger market share, logistics solutions provider Rivigo is banking on 'drivers relay system' for faster delivery of goods and is looking to take its trucking fleet to 3,000 this fiscal. The firm, which has a fleet of 800 trucks, claims that based on its innovative 'drivers relay system', truck loads are delivered to Chennai from Delhi in two days instead of conventional eight days.

"We started working on the 'Driver Relay Model' wherein we change over the drivers after every few hundred kms. This improves the turnaround time and service levels," said, Deepak Garg, CEO, Rivigo. By drivers relay, the company made sure drivers got back home on the same day (or within 24 hours) and thereby, saved 50-70 per cent of the turn-around time on long-haul routes.

# Adani and Kale tie-up for IT

Adani Logistics has chosen Kale Terminal Operations System for automating its CFS- ICD & Container Rail operations.



CT BUREAU

To drive efficiency, visibility and cost saving for the customer, Adani Logistics Limited (ALL) is automating its operations. And has selected Kale Logistics as its preferred partner to develop a Terminal Operating System (TOS).

This would encompass ALL's entire range of operations including, CFS and ICD, container train operations, coil and auto logistics and other allied processes.

The BRD document developed by ALL captured in detail the existing and 'to be processes',

incorporating best practices of the industry. **Anil Radhakrishnan**, CEO, Adani Logistics, said, "Kale displayed the best understanding of our requirements and has one of the widest portfolios of proven logistics IT solutions."

**Ashwani Kumar Sharma**, Head Information and Technology,

meets all these requirements and provides data reservoir at both management and operational levels for faster decision making."

**Vineet Malhotra**, Director, Kale Logistics Solutions, said that the company shares the same vision as the Adani group. It also aims at creating a world class



The Terminal Operating System (TOS) would encompass ALL's entire range of operations including, CFS and ICD, container train operations, coil and auto logistics and other allied processes

Adani Logistics, said, "Since this is a long term investment for our business, we had done a detailed 'Business Requirement Document' from our side. The new system

IT platform which not only facilitates smooth business operations but also aids in bringing out transformation in Adani Logistics business space. ↴



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# Freight Forwarders:

Freight forwarders are an integral part of logistics sector transporting huge chunks of cargo. CARGOTALK speaks to experts to know the global practices that freight forwarders need to adopt to move cargo proficiently and the issues forwarders are facing across the globe.



KALPANA LOHUMI



**Hemant Bhatia**

*President, The Air Cargo Agents Association of India*

The two important issues—'ease of doing business' and 'transaction cost' have to be efficiently and effectively implemented to provide a level playing field to the Indian freight forwarding and logistics industries in tune with global standards. The incumbent Union Government has been implementing many measures to facilitate trade and industry in the conduct of their business. Currently the express cargo industry (courier business) has been provided various facilities, whereby their goods can be cleared in a matter of a few hours, whereas the freight forwarding industry has to follow cumbersome procedures and submit various documentation, thus taking them much longer for clearance of goods. A level playing field should be provided to all segments of goods which are transported by air (air freight, courier, air cargo charters).

With regard to taxation issues, the freight forwarding and logistics industries are currently grappling with numerous demands from the service tax authorities all over India for payment of service tax for various types of transactions. Such demands are not in tune with the applicable regulations in developed economies such as UK, Australia, Singapore where similar transactions are exempted from service tax.

## Bharat Thakkar

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

Freight forwarders are 'unsung heroes' - the back bone of economic strength of our nation and are responsible to help exim maintain their target, without complaining in spite of no industry status in the changing times. There is variation of roles between a travel and a cargo agent. A passenger can buy a ticket online, walk through the terminal/regulatory, checks-in and that is it. But a cargo agent arranges customs entry applied for gsp/certificate of origin, pick up goods, weigh, mark, affix airline awb/handling labels and several other things. Efficiency in getting freight off an aircraft is ludicrous. If passenger can get bags off an aircraft in an hour then why can't we handle air cargo with some of the same efficiencies? Every stakeholder needs to deal with this crisis, as business is down due to global slowdown. The moot question remains, 'Why are we not able to reach the levels of air cargo uplift that other countries have?' We need to set a milestone that we can achieve in 2016 and at least we can look back in 2017. Airports have got to lead this change here and not always look to reduce free period without accountability.



## HIGHLIGHTS :

- The express cargo industry (courier business) has been provided various facilities, whereby their goods can be cleared in a matter of a few hours, whereas the freight forwarding industry has to follow cumbersome procedures and submit various documentation.
- The freight forwarding and logistics industries are currently grappling with numerous demands from the service tax authorities all over India for payment of service tax for various types of transactions.
- Efficiency in getting freight off an aircraft is ludicrous.
- Every stakeholder needs to deal with this crises, as business is down due to global slowdown.
- Airports have got to lead this change here and not always look to reduce free period without accountability.
- Forwarders need to become active part of an integrated end to end supply chain with demands on value added functions of IT integration with customers and other stake holders.
- In India the additional challenge is thrown by the slow judicial process that increases the financial risks.
- It is very crucial in our industry to provide door to door service in the most efficient and timely manner across all regions of operations for all the global customers.
- Customs processes at present, are very heavy and tedious and thus, there is a need to simplify the processes across globe.

# The lifeline of logistics industry

**Cyrus Katgara**  
Partner, Jeena & Co

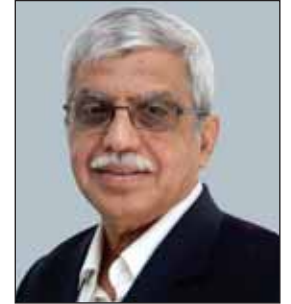


Forwarding business is ever evolving. Conventionally the value addition of the forwarders was to make the cargo ready for carriage. That required both ensuring its airworthiness or seaworthiness as well as accurate documentation for compliance with transportation as well as customs compliances. Forwarders also are expected to optimise the costing by appropriate consolidation route planning and choice of carriers. Globally, in addition to these functions forwarders now need to become active part of an integrated end to end supply chain with demands on value added functions of IT integration with customers and other stakeholders as well as aligning physical handling and processing of cargo with the last mile distribution requirements at destination. In India we need to develop such capability with the homegrown companies too. Corporate social responsibility and risk management are the emerging concerns globally and we need to build capacities to address such concerns of global buyers.

We are in a peculiar business of trading a highly perishable commodity that is air/sea freight. Such transaction entails high volume with high financial, compliance and security risks while the stiff competition keeps pulling down the margins to its lowest levels. In order to survive such a tough business environment high degree of competence is required from the staff and the processes and compliance checks have to be calibrated and fine tuned to the minutest levels to avert any potential risks. In India the additional challenge is thrown by the slow judicial process that increases the financial risks.



**R Jayakumar**  
Chairman, Jayem Logistics



Let's talk about some insight on forwarding industry. Worldwide the situation of freight forwarding industry is grim and there are no signs of recovery at all, not at least till 2017. Freight prices have dropped significantly in the history of ocean cargo.

Globally all forwarding companies are going through tough times; capacity is huge and demand is pretty low. Cut throat competition has made this industry suffer a lot, all trade lanes Europe, US, China, India, Singapore are bleeding. All forwarders, MNCs or Indian companies are incurring heavy losses due to rate cut steep drop in freight rates.

Couple of decades ago India was an emerging market for most of the MNCs in order to support their global customers. Multinational forwarding companies brought their technology and best practices to India and processes became easy to adapt and advanced technologies brought efficiencies in the work culture, visibility and tracking.

Modern material handling tools has increased workers productivity and minimised the damages, and high-tech surveillance brought down the pilferages. Government of India has taken all necessary steps to modernise the trade policies and infrastructure for better handling, efficiencies, and economy.



**Huned Gandhi**  
Managing Director, India -  
Air & Sea Logistics  
DACHSER India

Freight forwarders are indeed a very integral part of the supply chain and the industry has been working relentlessly to provide high quality logistics solutions to customers.

Standard global practices are very important as our customers are going global and they expect the same services in Europe, Americas, Asia and other distant markets. It is also important that freight forwarders align themselves with global best practices like GDP, AEO to ensure that the shipments are handled smoothly and security is not compromised within the transportation chain.

The need for a very high degree of specialisation and certifications based on global practices is the future.



**Arnaud Cauchy**  
MD, GEFCO India

On the global front, freight forwarders need to have a strong international network so as to support the customers and the regions that they operate in. It is very crucial in our industry to provide door to door service in the most efficient and timely manner across all regions of operations for all the global customers; it is only through this that freight forwarders would be able to bring value to the customers' supply chains while enabling them to achieve greater growth and competitiveness.

Primarily there are two main issues forwarders are facing across the globe. The first one is the process of free circulation of goods. Freight Forwarding Companies will need to have an Authorised Economic Operator (AEO) license that allows the entire process to be certified. This has been put in place in the markets like the US but it is still not in practice in other regions. Acquisition of this license will ensure the safe and secured services in the transportation of goods. It will help in assuring customers about the safety and security of their goods; additionally also aid in streamlining the custom clearance processes and making them transparent and user friendly. The second issue that is broadly faced by the freight forwarders is the custom clearance processes. Customs processes at present, are very heavy and tedious and thus, there is a need to simplify the processes across globe. There has to be a necessary measure to expedite and simplify the process which will help in reducing transaction costs for trade.

**Vineet Chadha**  
Managing Director  
Combined Logistics



The freight forwarder doesn't actually move the freight itself, it acts as an intermediary between the client and various transportation services. Sending products from one international destination to another involves a multitude of carriers, requirements and legalities; and to handles the considerable logistics of this task for the client is a freight forwarder's task.

Freight forwarders has to deal with numerous issues to play in tune with the global standards. Freight forwarding services negotiate the best possible price to move the product along the most economical route by working out various bids and choosing the one that best balances speed, cost and reliability.

# '100 years in supply chain and logistics'

Sam N Katgara, Partner, Jeena & Co (winner of the DDP Trailblazer at West & South India Cargo Awards) takes challenges as an opportunity to grow further and further.



**Please tell us something about the milestones you have achieved till date.**

Honestly I do not feel milestones which have been achieved are owed to me as an individual but due to teamwork. With over a 100 years of experience in supply chain and logistics, the company is spearheaded by the fourth generation. We have a presence in 32 locations across the country and have over 750 experienced professionals. If I have to mention a few, it would be that our organisation now being the

largest and the most reputable national forwarder in India.

Other milestone would be heading the Air Cargo Agents Association of India as President and being elected the Chairman of Federation of Asia Pacific Agents Association. The only Indian who has been bestowed this honour since the inception of FAPAA.

**What are some specific beliefs or values that you live and work by?**

I live and work by good thoughts, good words and good deeds.



DDP TRAILBLAZER award was given to Sam N Katgara, Partner, Jeena & Co

**If you have to name three obstacles that are hindering the growth of freight forwarders, what would they be?**

I do not see any obstacles hindering the growth of freight forwarders. There are challenges but without them all forwarders would be the same. Challenges are necessary to growth.

opportunities / challenges with innovative solutions.

**Who is your inspiration to whom you want to dedicate your success?**

There are two persons in my life - my father the late Nariman Katgara and Brigadier Antia who was our General Manager and taught me the ropes.

**What are the three things you look for vacation?**

Family, nature and local food are the three most important things for me.



**FACTS:**

- ◆ **Birthday:** May 9
- ◆ **Education:** B.Com
- ◆ **Bollywood movie:** Yet to see it
- ◆ **Favourite hangout place:** Many, couldn't list under one line



**“I live and work by good thoughts, good words and good deeds. I do not see any obstacles hindering the growth of freight forwarders. There are challenges but without them all forwarders would be the same. Challenges are necessary to growth”**

Sam N Katgara  
Partner  
Jeena & Co

## Envirotainer adds a Delhi station

The company provides active temperature-controlled containers for air cargo on a rent-it-when-you-need-it basis.



Envirotainer has opened a new ULD station in Delhi to expand the number of facilities to a total of 57 and take advantage of India's growing pharmaceutical industry. "India is a world player in generic drugs manufacturers and

API supplier for decades," said Suat Toh, Head of Sales - Asia Pacific region.

"With the more stringent regulatory landscape internationally, Envirotainer noticed Indian pharmaceutical manufacturers are continuously improving their cold chain quality management and strengthening the demand for high quality cold chain solution," he added. It would consider expanding the station to offer e-containers in the future. To begin with the facility will offer Envirotainer's RAP t2 and RKN t2 ULDs.



## Safexpress Carnival

Celebrating its 20<sup>th</sup> anniversary, Safexpress has launched a special reward programme for its paid and to pay customers.



Safexpress has entered the 20<sup>th</sup> year of its business from this financial year. To commemorate this occasion, it has launched Safexpress 20<sup>th</sup> Year Carnival for its Paid and To Pay customers.

This is the first-ever offer of its kind to be launched in the supply chain and logistics industry in India.

Rubal Jain, MD, Safexpress said, "We have launched the 20<sup>th</sup> Year Carnival offer from May 1, 2016. This Offer will be valid till February 28, 2017. Under this offer, we will be rewarding our Paid and To Pay customers with lots of exciting gifts every month. These gifts will range from Maruti Suzuki Alto Cars to Gold Coins. The 20<sup>th</sup> Year Carnival gifts



Rubal Jain  
MD  
Safexpress

will be handed over every month to our customers from across the country. The key to success for our customers under this offer is to increase their number of waybills. This will automatically lead to an

**“The 20<sup>th</sup> Year Carnival offer will be valid till February 28, 2017. The gifts will be handed over every month and the range is from cars to gold coins”**

increase in the probability of winning under our offer.”

The last two decades for Safexpress have been all about new ideas, product innovations, cutting edge technologies, positive social change and millions of happy consumers.

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- Air charter for large shipments



# Lufthansa Cargo: Connecting India

In a pursuit to connect the Indian air cargo market with the world, **Veli Polat**, Regional Director - South Asia & Middle East, Lufthansa Cargo, feels the Indian market is full of opportunity and will definitely fly through in the coming years.



CT BUREAU

## What has been the trend in export and import of cargo from and to India for Lufthansa Cargo in 2015-16?

Our market performance in the financial year 2015-2016 has been quite stable with strong and improved load factor levels.

## What kind of cargo does Lufthansa Cargo take and bring into India?

We have witnessed a growing tonnage of sensitive goods, temperature sensitive and valuable cargo. Also, there has been a large increase in airmail due to e-commerce. Pharma related temperature sensitive shipments are the second biggest commodity. They reached 20 per cent of the total market in 2015.

## What is the volume of tonnage the airline has been carrying – both belly and dedicated freighter services?

The volume of tonnage from Europe-Asia Pacific is around 4.5 million tonnes whereas from North America-Europe it is 2.4 million tonnes. Freighters accounted for 74 per cent while belly services accounted for 26 per cent

respectively for Asia Pacific-North America sector. The freighter services for Asia Pacific to Europe accounted for 73 per cent while belly services were 27 per cent respectively. Freighters will continue to play a major role for Lufthansa Cargo in the near future. We also hope to increase the proportion of belly services for the Asia Pacific-North America sector to 33 per cent and 38 per cent for the Asia Pacific-Europe sector by the year 2025.



Veli Polat  
Regional Director - South Asia & Middle East, Lufthansa Cargo

“  
The Indian air cargo industry has been making advancements in the common-user cargo terminal development and management at airports  
”

## Which Indian cities are covered and your expectations for 2016-17?

The Indian cities that are covered by us are Mumbai, Hyderabad, Bangalore, Delhi, Chennai and Pune. We are looking to expanding our network across India. We do expect the Indian export market to grow steadily in 2016-2017 which reflects the predicted GDP growth of the nation.

## How has the Indian market evolved for the group?

Indian air freight market is one of the emerging markets in the world. We have witnessed a 13 per cent growth from

2013-2014 whereas from 2014-2015 it was around 8 per cent. Digitisation is the need of the hour as it will change the processes and structures in our market with emphasis on implementing e-Airway Bill and online booking. The 'Make in India' initiative promises to boost freighter movement in the Indian market. Lufthansa Cargo is a strong supporter of the Indian air freight market and it is our mission to connect Indian air cargo market to the world.

## Would you like to comment on the current state of air cargo operations in the country?

Resurgence of air freight in India will need to start on the ground with a comprehensive air cargo future programme. We need to look at advancement in infrastructure, fleet network, new IT-landscape, cargo hubs and sustainable growth in operations with a standardisation in quality of cargo to bring improvements in the current state of air cargo operations.

## Which are the top markets for cargo for Lufthansa?

The European market is a vital market for Lufthansa Cargo with Frankfurt as the centre of European freight. Frankfurt Airport (FRA) has

the highest tonnage of exported air freight. North America, Asia Pacific and Africa are our key markets.

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

The global market is focusing on India and is eyeing it as a viable market for future cargo growth. Rising local demand, improved connectivity and infrastructure are one of the key factors for growth of Indian air cargo industry. The Indian government's FDI policies have been quite favourable towards private foreign participants entering the market.

The Indian air cargo industry has been making advancements in the common-user cargo terminal development and management at airports, domestic air cargo carrier services, commercial and passenger cargo handling at airports, and perishable cargo storage facilities development and operation. The cargo growth has generally been low but the Indian market is full of opportunities and it is poised that Indian air cargo industry will soar through in the coming years and become a catalyst for the country's overall growth and development. ↘

## MIA to handle 2,500 MT in 2016-17

Mangaluru International Airport (MIA) has started domestic air cargo operations last year from June. Ever since the domestic air cargo operations started, the airport handled 1,650 metric tonnes in nine months up to March 31, 2016. It is further expected to handle 2,500 MT in 2016-17. The domestic cargo is being operated by M/s Cargo Service Centre, Mumbai on behalf of Airports Authority of India at MIA.

On the other hand, international cargo handled at MIA is about 560 metric tonnes in 2015-16. This is mainly fruits and vegetables going to Dubai. "It is for them to utilise facilities for cargo exports/imports within India as well as to other countries," said, **J T Radhakrishna**, Airport Director, MIA.



CT BUREAU

# Cathay Pacific trade workshop

Cathay Pacific Cargo conducted its first workshop for the freight forwarders in Mumbai. The workshop focussed on updating the trade on the recent developments within the airline and covered the airlines' operations, products and more.

Cathay Pacific Cargo conducted its first ever workshop for the freight forwarders in Mumbai. This workshop was held to update the trade on the recent developments within the airline, especially those pertaining to the freight

forwarders in Mumbai. The event witnessed active participation from over 40 freight forwarders. The half-day session covered a range of topics that included Cathay Pacific Cargo's operations from India, the network, products and services, e-services, to name a few, along with interactive

sessions that comprised of fun games and a quiz.

**Anand Yedery**, Regional Cargo Manager-South Asia, Middle East & Africa, Cathay Pacific Cargo said, "Our workshops are designed to provide a mix of learning and fun. They give us

an opportunity to engage with our partners in a more relaxed atmosphere and at the same time update them on the various developments within our airline. This workshop was the first of its kind for the freight forwarders. The response was overwhelming and from the positive feedback received we know that they look forward to these workshops. We hope to be able to organise these workshops around the country in the future."



## TRIVIA

- ◆ The airline has 25 weekly scheduled freighter services to and from Mumbai, Delhi, Chennai, Bengaluru, Hyderabad and Kolkata.



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# All for the trucking industry

As 3PL has plenty of opportunities in India, **Rajesh Yabaji**, Co-Founder, BlackBuck, shares what made him jump into this arena and how technology can bring together the fragmented trucking industry.



AMBICA GULATI

**What is the story behind BlackBuck? What was the inspiration behind this platform?**

BlackBuck is the dream of three individuals to revolutionise the world of freight! Logistics continues to be one of the largest unorganised sectors for the country. The industry is very broken and ineffective. Logistics transactions for the country lack the basic element of trust. BlackBuck has embarked on the journey to recreate freight for the world using technology.

While my stint at ITC, where I led the task of transforming the supply chain, freight was an area which took a high spread of costs and it was really difficult to execute any change in the way things were executed. The idea of building BlackBuck came across during this stint, met Subbu and Chanakya (Co-Founders) with whom I shared a similar passion for this industry and to bring in a positive impact. This is how BlackBuck was born. BlackBuck now has a pan-India network, servicing over 150 customers across 200 locations across the country.

**What is the technology that the company is offering to bring efficiency in the sector?**

Technology penetration in logistics is at the lowest. BlackBuck has built technology which integrates both demand and supply on to a single platform. This is done through technology integrations, portal-based and mobile app. Transporters across the country are empanelled on the platform through a mobile application, through which



Rajesh Yabaji  
Co-Founder  
BlackBuck

**Digitising the freight eco-system, right from truck buying to operations will help bring in dramatic change efficiencies to this eco-system**

they interact with us. Transporters through the platform have real time visibility of customer's demand. The entire transaction has been made seamless for the eco-system using technology. The customer app is live on Play Store and the supply app needs to be subscribed through the BlackBuck agent.

**You recently closed a funding of US\$ 25 million. Where would you be using this?**

We are planning to invest in building technology-led products for this industry which will bring out efficiencies for both the customer

and transporter. Apart from products, the money will be used to scale the business.

**At the CII Logistics Summit in Mumbai, Leena Nandan, Joint Secretary, Ministry of Road Transport & Highways, announced plans for electronic toll plazas for ease of trucking. What is your take on this?**

Trucks face multiple delays at the tollgate passing. With electronic tollgate payments, the life of a trucker, economies of a trucker improve. This is a big step towards modernisation of our national highway infrastructure from systems and processes view point.

BlackBuck has tied up with multiple banking partners to provide electronic tolling facility on the platform. We have a digital channel of penetration to all the truckers which we use to push all the new operating methods and scale them to the Digital India which the country is creating.

**The government has a budget allotted for road infrastructure this year. Which are the main states that the government should focus on immediately?**

Rather than states which are a view on quality of road infrastructure, there is a huge gap in the systems and processes which support road transportation. Investing in digitising and building technology to capture overall transportation, which happens in the country, would improve multiple facets for the industry.

**How will the Digital India, Skill India and Make in India campaigns benefit the sector?**



**BlackBuck has tied up with multiple banking partners to provide electronic tolling facility on the platform. We have a digital channel of penetration to all the truckers**

All the campaigns will have a very positive impact on the logistics for the country. Make in India and Skill India are very well aligned to boost domestic manufacturing, this will drive GDP growth and logistics industry has always grown 2X the GDP.

The growth of Digital India will completely de-bottleneck multiple constraints in this segment today. The entire toll gate crossing, RTO passing and documentation for transportation in the country is manual. This leads to an ineffective method of freight execution. Digital India campaign in the context of logistics will definitely provide a step jump improvement in logistics effectiveness.

**Where do we stand vis a vis the international logistics sector, in terms of trucking logistics?**

Logistics cost as a percentage of India's GDP is between 13-14 per cent, whereas in developed countries fall in a range of 8-10 per

cent. This clearly shows that we are far behind in running logistics for the country. A lot of room to play and add effectiveness—Truck Types, Number of Km a month.

**Do you think the sector needs any new government policies in place to make logistics add to the country's GDP?**

Digitising the freight eco-system, right from truck buying to operations will help bring in dramatic change efficiencies to this eco-system.

**What are your future plans and vision?**

We want to see the world of transportation to be run using technology. While doing this, we believe this would be the best way to execute freight which will lead to making us the largest freight company in the short term, as the market is very fragmented at moment. In the long run, we want to look at possibilities of launching multiple business segments and also taking the story global.



## EKART: The new courier service

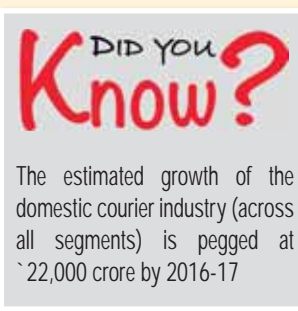
EKART, the logistics arm of Flipkart, introduces EKART Courier – a smart and easy way to send your parcels anywhere.

This courier service aims to ramp up the game of logistics industry through its well-established technological prowess. With this venture, EKART enters into a direct consumer facing business with an objective of structuring the fragmented courier market in India. The company, through this service will deliver across 3800+ pincodes with pick-

ups enabled in eight cities by June 2016. The service will allow users to drop a pin for both the pick-up and delivery addresses on a map that is provided by the FLIP (Flipkart's mapping platform) which will significantly solve the issues of pincode-address mismatches, reduce misrouting of couriers and improve reliability. This will soon be coupled with

RFID and GPS-based real time tracking enabling users to visualise the courier's journey over the map further enhancing the existing track and trace.

**Amitesh Jha**, Vice President, Flipkart said, "The launch of EKART Courier is an extension of this reassurance. Consumer can now use their long trusted



The estimated growth of the domestic courier industry (across all segments) is pegged at ~22,000 crore by 2016-17

service to send personal packages and documents to their near ones without any worry. Through EKART courier, we aim to address significant fundamental challenges faced by consumers such as hunting for a courier agent/ shop, tracking the parcel, ensure the parcel is packed securely so it does not get damaged."

# Urgency to develop logistics infrastructure

Global Trade Management (GTM) helps to manage the complexities of global trade such as import and export compliance and clearance, product classification and more.

Infrastructure is critical to the growth of economy and logistics infrastructure in particular with a well-designed extensive network of roads, bridges, railways, ocean and air routes, ports and airports is one of the vital growth drivers for industry and trade. India is one of the fastest growing major economies in the world with an expected GDP growth rate of over 7.5 per cent.

However, its logistics infrastructure is considered highly incapable of supporting the existing and projected high growth rates. Currently India spends around 14.4 per cent of its GDP on logistics and transportation as compared to less than eight per cent by the other developing countries. Realising the importance and urgency to develop India's logistics infrastructure and enhance its operating efficiency, Government of India has undertaken a number of initiatives towards facilitating trade.

Nitin Gadkari, Minister of Shipping, Road Transport & Highways, Government of India, said "Shipping is just not ferrying of goods and passengers. It is all

around 63 per cent and expected to increase at a CAGR of 15 per cent, sea constitutes around nine per cent and is mainly used as a major mode for imports and

destination in the world as per UNCTAD, having an absolute single-party majority government at the centre focused on developing this sector through various initiatives like port modernisation and development, inland waterways, hinterland connectivity and multimodal logistics and with National Integrated Logistics Policy (NILP) focused on implementation of infrastructure development programmes for rail and coastal Dedicated Freight Corridors (DFC), national expressways and last-mile

roads and rail, logistics market in India should not surprise analysts if they exceed the estimated CAGR of over 12 per cent by 2020.

To be continued

Source: Maritime India Summit 2016, Ministry of Shipping, Economic Survey 2015-16 and Union Budget 2016-17 Building India: Transforming the nation's logistics infrastructure, McKinsey & Company; Your Story: E-commerce Logistics to be the game changer for e-commerce in 2016



about the growth of the nation as it promotes trade." Indian freight transport market is expected to grow at a CAGR of 13.35 per cent and to be worth US\$ 307.70 billion by 2020 driven by the growth in manufacturing, retail, FMCG and e-commerce sectors. Of the total freight movement, road constitutes

exports and air constitutes around one per cent of and expected to grow around 12.5 per cent CAGR over the next five years. With geopolitical advantages of having a long coastline of over 7,500 km and navigable inland waterways of over 14,000 km, being recognised as the fourth most attractive FDI

“  
**Indian freight transport market is expected to grow at a CAGR of 13.35 per cent and to be worth US\$ 307.70 billion by 2020**  
 ”



Mandar Athalekar  
 Strategy Leader for Global Trade Management  
 Thomson Reuters

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# Managing the network, efficient systems

With the belief to achieve higher deployment of capital this financial year, Himanshu Meena, Founder & CEO, Parsel, talks to CARGOTALK about the start-up eco-system, importance of technology and achieving efficiency.



CT BUREAU

## Being a graduate from IIM Bangalore, what made you to enter such a niche segment?

The idea of Parsel came from seeing the gross pressure that new start-ups formed with a brilliant concept but with one common problem—managing the logistics network. A home food chef start up, for example, in order to reach out to the customers with their food had to spend time and resources in management of its delivery boys and network. Similarly, established business were relying on reliable logistics for better operations. What if they could outsource it to someone who managed it all for them and cost half of what they were originally using?

The Indian logistics industry is huge, worth \$385 billion, but it is highly unorganised and constitutes largely of small players owning less than 10 commercial vehicles. As a result, demands are met by highly fragmented providers dividing the inventory



Himanshu Meena  
Founder & CEO, Parsel

and making it under-utilised. This leads to inefficiencies in the overall supply chain. Using technology improves the supply chain management system by connecting the consumers directly to the service providers improving the overall operational efficiency.

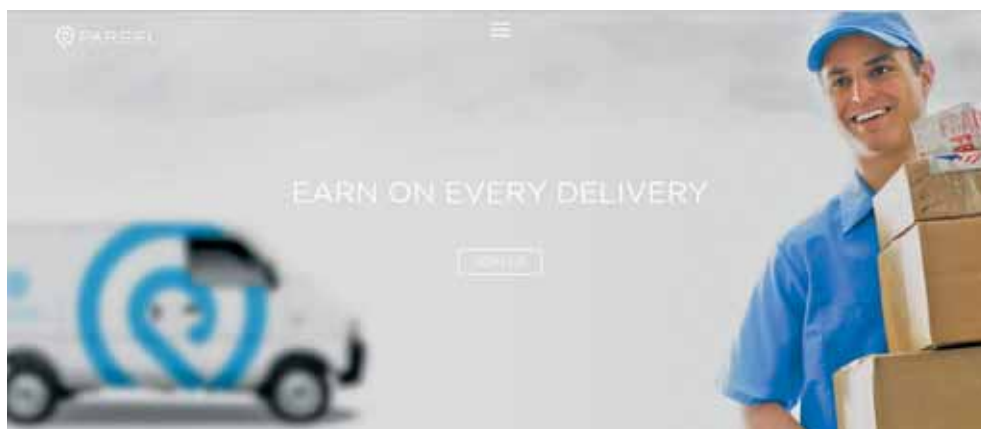
## How many deliveries do you manage in a day?

Currently in the scope of our working capital we are completing 15,000 intra-city deliveries per day in Delhi-NCR, Mumbai and Pune collectively. Despite being operational only for eight months, we recently achieved gross margin positive at the end of March. This year we plan to launch the services of Parsel in nine other cities.

## How do you perceive technology in your business? What technology are you using to run your deliveries?

Technology is the backbone of the company to empower different stakeholders of Parsel, including the drivers, the demand side (clients and customers) and the Parsel management team to interact with them. The seamless interaction of technology with all stakeholders creates a sense of secure business environment in which they can operate freely which is exceptionally important in this industry allowing them to open their network to infinite number of vendors and customers which was not accessible previously. Currently we give three softwares for the different stakeholders:

1) The PVR App-is the driver side app. The goal of this app is to track all the inventory and the business it does. This app



complements Parsel when it comes to reconciling data for invoicing and payment processing.

2) Parsel One Touch app generates demand and keep a track of inventory under utilisation. Clients in need of an intra-city logistics network come on board Parsel's software so to state their requirement. Our back-end processes ensure the relevant supply is exposed to the client and

“  
Catering to on-demand business models and per packet business models is a new kind of model which the industry has been constantly working on  
”

the job is executed without any human intervention.

3) The APIs bridge the communication gap between Parsel's delivery network and our clients.

## Parsel merged with year-old Accord Ecom Solutions sometime back? Why did you opt for this merger?

Accord Ecom Solutions had a strong presence for e-commerce deliveries in 19 tier I and II cities. Through the merger we simply plan to leverage this demand into our present scope of expansion plans.

## Would you like to talk about your clients?

Unlike other hyperlocal logistics providers in the market, our clients include three broad categories; e-commerce, retail and corporate. Some of the clients to name would be Flipkart, Amazon, ITC group, Bisleri, Pizza Hut, KFC, Subway, a few chain of pharmacies, Faasos, iChef, among 800 such clients and their chains. Our clients are across platform that helps us utilise resources running at all times completing deliveries continuously.

## What challenges are you facing on the way to growth?

Slow evolution of the industry in terms of technology uptake considering its been a pen and paper industry historically. In addition, there are constant tele-network infrastructure problems by the government which need to

be sorted. Operationally, catering to on-demand business models and per packet business models is a new kind of model which the industry has been constantly working on.

## What is Parsel's USP?

Parsel is the only such infrastructure available in the market that delivers across segments and geography through bikes and LCVs both. This allows for a flexibility in delivery based on sizes and the kind of delivery clients, food, e-commerce, big corporate houses. Additionally, owing to our focus on capacity utilisation of resources, Parsel is able to accomplish services levels economically.

## What are your expansion plans?

Our immediate expansion plans are going to be to expand our portfolio through big data analysis of the customer and businesses information flow. We plan to utilise all the information generated over purchase patterns, customer location, logistics flow along with data generated from ERP and POS systems for targeted business and marketing. The value of this data and subsequent analysis would massively improve the value of Parsel.

## Snapdeal invests `1,996 cr in supply chain

Snapdeal has pumped in \$300 million (about `1,995.8 crore) over the last 18 months to strengthen its supply chain and logistics and facilitate the increase in shipment volumes. The firm has seen 1.9 times increase in shipment volumes from 1.29 lakh daily shipments last year to 2.5

lakh this year. "We have seen a significant increase of 1.9 times in shipment volumes. This increase is in assortment from 12 million to 35 million over the year. We have also expanded our seller base which helped increase shipments," said Jayant Sood, Chief Customer Experience Officer, Snapdeal.

## Schenker centre in Bhiwandi

Schenker India has announced the opening of its third Schenker Logistics Centre (SLC) in Bhiwandi. Spread over 200,000 (approx.) sqft, would be providing integrated logistics solution to businesses involved in baby care, mother care, fire protection, camera and accessories and bathroom fittings. Strategically located at a distance of three km from NH-3, Mumbai-Nasik

Highway, 60km from JNPT and 60km from NH-8, Mumbai-Ahmedabad Highway, the logistics centre comes with material handling equipments like reach trucks, stacker and forklifts and features warehouse height (side)-0ft, (centre)-38 ft, turbo ventilators and louvers and three phase electricity connectivity.



# INSUshield: Flooring insulation material

INSUshield with aluminium foil on both sides acts as an excellent radiant and effective vapour barrier and effectively stabilising indoor temperature.



Smart cities are not just about using sophisticated gadgets, WiFi and highly efficient mass rapid transport systems. A city cannot be considered as smart one unless and until buildings within it are highly energy efficient and environment-friendly.

In case of commercial and industrial structures floor insulation is considered essential in server rooms, data centres, medical and diagnostic centres and control rooms for petrochemicals and thermal power stations. In all these cases insulation becomes necessary to maintain the interior surface temperature of the bottom slab above the dew point, thus preventing condensation of the bottom slab surface. Vapour barriers are also needed to avoid interstitial condensation.

'INSUshield' is a non-fibrous, fire retardant, closed-cell, tri-dimensional chemically crosslinked polyethylene foam. Unlike mass/fibrous insulation which absorbs heat and later releases the same into the premises, INSUshield with aluminium foil on both sides acts as an excellent radiant and effective

vapour barrier and effectively stabilising indoor temperature.

Since it is closed-cell there will be negligible water/moisture absorption. It is certified 'Class O' in Fire Propagation and 'Class 1' in



Surface Spread of Flame as per BS 476 Part 6 & Part 7, respectively. Thus, 'INSUshield' is an ideal environment friendly insulation material, with a perfect solution for all your insulation needs for ducts, roofs, pipes, vessels.

## Ro-Ro service to attract more cargo

Railways has launched a new service Roll-on Roll-off (RO-RO) to carry loaded trucks on goods train in a bid to attract more loadings and reduce carbon emission. 'Ro-Ro' service was launched across the Digha rail bridge between Bihta and Turki stations in Bihar.

"This is an important beginning as it has been promised in the budget. Our loadings are expected to increase and it will curb emission also," said Suresh Prabhu Railway Minister. Under the scheme, loaded trucks would be moved on the flat rakes to avoid congestion on roads across Ganges. To start with, this service is being introduced from Bihta to Turki station in Muzaffarpur district covering a distance of 88 kms. In a rake, approximately 44 loaded/ empty trucks will be moved. A rake will perform three trips per day.

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## Delhi International Airport Cargo Department, IGI Airport, New Delhi

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

S.No	Airlines	Export (MTs)	Import (MTs)	Total Intl.	S.No	Airlines	Export (MTs)	Import (MTs)	Total Intl.
1	Cathay Pacific	1272	2907	4179	24	Saudia	476	101	577
2	Emirates	2530	1300	3830	25	Kuwait Airlines	274	227	500
3	Air India	1834	1969	3803	26	Air France	259	163	422
4	Jet Airways	1489	1674	3163	27	Air Asiac	209	146	355
5	Etihad Airways	1642	1517	3160	28	Finnair	196	135	331
6	Qatar Airways	1987	858	2846	29	China Southern Airlines	83	230	313
7	Singapore	808	1429	2237	30	United Airlines	223	90	313
8	Fedex Express Corporation	807	657	1464	31	China Eastern Airlines	85	179	264
9	Lufthansa Cargo Airline	747	586	1333	32	Spice Jet	145	91	237
10	British Airways	848	328	1177	33	Oman Air	162	58	220
11	Dhl Express	535	577	1112	34	Air Arabia	133	61	195
12	Thai Airways	164	909	1073	35	Air China	100	87	187
13	Kalitta Air	537	444	981	36	Indigo Cargo	178	4	182
14	Turkish Airlines	502	409	911	37	China Air	101	74	176
15	Uzbekistan	658	193	851	38	Gulf Air	130	41	171
16	Swiss Intl Airline Ltd	467	352	819	39	Asiana Airlines	100	62	163
17	Japan Airlines	295	495	789	40	Uni-Top Airlines	0	143	143
18	Klm	448	334	783	41	Air Canada	100	34	134
19	Ethopean Airlines	296	438	734	42	Sri Lankan Airlines Ltd	61	59	119
20	Virgin Atlantic	437	256	693	43	Atlas Air	0	113	113
21	M/S All Nippon Airways	380	266	645	44	Ariana Afghan Airlines	61	42	104
22	Malaysian Airline System	328	266	594	45	Others	411	203	614
23	Hercules Aviation	591	0	591					

Note: International Tonnage @ IGIA

## Traffic Handled at Major Ports

(DURING APRIL, 2016\* VIS-A-VIS APRIL, 2015)

(in 1,000 tonnes)

PORTS	APRIL 2016 TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC	PORTS	APRIL 2016 TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC
	2016*	2015			2016*	2015	
1	2	3	4	1	2	3	4
KOLKATA				V.O. Chidambaranar	3341	3215	3.92
Kolkata Dock System	1286	1259	2.14	Cochin	1988	1805	10.14
Haldia Dock Complex	2719	2709	0.37	New Mangalore	2578	2569	0.35
TOTAL: KOLKATA	4005	3968	0.93	Mormugao	3327	1316	152.81
Paradip	7234	6078	19.02	Mumbai	5149	5133	0.31
Visakhapatnam	4728	4003	18.11	JNPT	5284	5379	-1.77
Kamarajar (Ennore)	2636	2939	-10.31	Kandla	7907	6746	17.21
Chennai	4242	4622	-8.22	<b>TOTAL :</b>	<b>52419</b>	<b>47773</b>	<b>9.73</b>

Source: Indian Ports Association



Effective from March 27, 2016

Origin - Destination	Flight #	Day of Operation	Aircraft Type	STD	STA
DEL - NRT	NH-828	DAILY	B767-300	01:25 (DEL)	13:20 (NRT)
BOM - NRT	NH-830	DAILY	B787-800	20:20	07:50 (+1)

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

#### Offline Services ex-India

Origin	Gateways	Destination
MAA	SIN/DEL/BOM/HKG	ANA HUB (NRT)
BLR/HYD	DEL/BOM/HKG	

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**BOM Sales:** [sales.anacargobom@airlogisticsgroup.co.in](mailto:sales.anacargobom@airlogisticsgroup.co.in), Contact # +91 22 26817408 / 09

## Airports Authority of India, Traffic Statistics

### Domestic Freight

Freight (in tonnes)							
		For the Month			For the period April-February		
S.N	Airport	February 2016	February 2015	%Change	2015-16	2014-15	%Change
<b>(A) 18 INTERNATIONAL AIRPORTS</b>							
1	Chennai	7501	6702	11.9	76907	74067	3.8
2	Kolkata*	7538	6586	14.5	82720	81919	1.0
3	Ahmedabad	3447	3157	9.2	40784	38215	6.7
4	Goa	224	305	-26.6	3122	3004	3.9
5	Trivandrum	89	58	53.4	857	1102	-22.2
6	Calicut	17	24	-29.2	339	316	7.3
7	Lucknow	91	334	-72.8	2155	3180	-32.2
8	Guwahati	1302	970	34.2	14318	9290	54.1
9	Jaipur	955	356	168.3	6970	2103	231.4
10	Srinagar	470	261	80.1	4923	5462	-9.9
11	Bhubaneswar	685	539	27.1	6367	5326	19.5
12	Coimbatore	513	545	-5.9	6156	6884	-10.6
13	Mangalore	25	20	25.0	340	322	5.6
14	Trichy	2	0	-	2	0	-
15	Amritsar	35	7	-	207	304	-31.9
16	Varanasi	99	53	86.8	857	605	41.7
17	Portblair	335	261	28.4	3482	2770	25.7
18	Imphal	232	350	-33.7	3941	4135	-4.7
<b>Total</b>		<b>23560</b>	<b>20528</b>	<b>14.8</b>	<b>254447</b>	<b>239004</b>	<b>6.5</b>
<b>(B) 6 JV INTERNATIONAL AIRPORTS</b>							
19	Delhi (DIAL)	23712	22213	6.7	270705	249198	8.6
20	Mumbai (MIAL)	16630	15535	7.0	190092	190762	-0.4
21	Bangalore (BIAL)	8699	8554	1.7	105636	103758	1.8
22	Hyderabad (GHIAL)	3866	3586	7.8	46355	40067	15.7
23	Cochin (CIAL)	955	781	22.3	11048	10143	8.9
24	Nagpur (MIPL)	441	418	5.5	5514	5140	7.3
<b>Total</b>		<b>54303</b>	<b>51087</b>	<b>6.3</b>	<b>629350</b>	<b>599068</b>	<b>5.1</b>
<b>(C) 7 CUSTOM AIRPORTS</b>							
25	Pune	2985	2192	36.2	28819	25209	14.3
26	Chandigarh	353	309	14.2	4135	4746	-12.9
27	Patna	310	407	-23.8	4055	4775	-15.1

Freight (in tonnes)							
		For the Month			For the period April-February		
S.N	Airport	February 2016	February 2015	%Change	2015-16	2014-15	%Change
28	Visakhapatnam	532	89	497.8	2171	1164	86.5
29	Bagdogra	249	0	-	3948	2232	76.9
30	Madurai	59	67	-11.9	841	993	-15.3
31	Aurangabad	118	93	26.9	1271	1151	10.4
<b>Total</b>		<b>4606</b>	<b>3157</b>	<b>45.9</b>	<b>45240</b>	<b>40270</b>	<b>12.3</b>
<b>(D) 25 DOMESTIC AIRPORTS</b>							
33	Indore	603	471	28.0	6371	5825	9.4
34	Jammu	150	154	-2.6	1530	1529	0.1
35	Raipur	341	231	47.6	4038	3622	11.5
36	Agartala	510	339	50.4	4965	5273	-5.8
37	Vadodara	171	186	-8.1	1919	1882	2.0
38	Ranchi	322	305	5.6	3712	3106	19.5
39	Udaipur	2	11	-81.8	51	33	54.5
40	Bhopal	85	77	10.4	1075	850	26.5
41	Leh	153	106	44.3	1272	1205	5.6
42	Dehradun	6	4	50.0	89	36	147.2
43	Rajkot	17	12	41.7	144	121	19.0
44	Dibrugarh	40	47	-14.9	348	301	15.6
45	Jodhpur	1	1	0.0	12	11	9.1
46	Tirupati	0	0	-	0	6	-
48	Silchar	35	34	2.9	416	388	7.2
49	Lengpui (AIZWAL)	18	17	5.9	256	249	2.8
50	Juhu	32	32	0.0	355	360	-1.4
51	Rajahmundry	0	1	-	4	3	33.3
52	Bhuj	2	0	-	21	16	31.3
56	Tuticorin	8	4	100.0	59	50	18.0
57	Jamnagar	4	12	-66.7	73	153	-52.3
58	Bhavnagar	0	0	-	1	1	0.0
62	Dimapur	10	10	0.0	191	163	17.2
63	Jorhat	0	0	-	10	14	-28.6
65	Agatti	0	0	-	2	3	-33.3
<b>Total</b>		<b>2510</b>	<b>2054</b>	<b>22.2</b>	<b>26914</b>	<b>25200</b>	<b>6.8</b>
<b>Grand Total (A+B+C+D)</b>		<b>84979</b>	<b>76826</b>	<b>10.6</b>	<b>955951</b>	<b>903542</b>	<b>5.8</b>

## Traffic Statistics

### International Freight

Freight (in tonnes)							
		For the Month			For the period April-February		
S.N	Airport	February 2016	February 2015	%Change	2015-16	2014-15	%Change
<b>(A) 15 INTERNATIONAL AIRPORTS</b>							
1	Chennai	18641	17161	8.6	207027	201952	2.5
2	Kolkata	3616	3613	0.1	44790	44018	1.8
3	Ahmedabad	1822	1247	46.1	21496	15885	35.3
4	Goa	140	88	59.1	1342	1085	23.7
5	Trivandrum	2789	2759	1.1	32183	26465	21.6
6	Calicut	764	1951	-60.8	12088	20144	-40.0
7	Lucknow	219	136	61.0	2405	1288	86.7
8	Guwahati	0	0	-	10	13	-23.1
9	Jaipur	169	68	148.5	1275	625	104.0
10	Srinagar	0	0	-	2	0	-
11	Coimbatore	74	86	-14.0	985	828	19.0
12	Mangalore	41	35	17.1	522	296	76.4
13	Trichy	492	415	18.6	5999	4344	38.1
14	Amritsar	42	56	-25.0	544	472	15.3
15	Varanasi	0	1	-100.0	5	1	400.0
<b>Total</b>		<b>28809</b>	<b>27616</b>	<b>4.3</b>	<b>330673</b>	<b>317416</b>	<b>4.2</b>

Freight (in tonnes)							
		For the Month			For the period April-February		
S.N	Airport	February 2016	February 2015	%Change	2015-16	2014-15	%Change
<b>(B) 6 JV INTERNATIONAL AIRPORTS</b>							
16	Delhi (DIAL)	39026	32956	18.4	447333	388525	15.1
17	Mumbai (MIAL)	41732	38619	8.1	448671	440774	1.8
18	Bengaluru (BIAL)	14988	13379	12.0	160220	151161	6.0
19	Hyderabad (GHIAL)	4571	4218	8.4	53802	49615	8.4
20	Cochin (CIAL)	5429	3697	46.8	60736	55351	9.7
21	Nagpur (MIPL)	42	32	31.3	391	379	3.2
<b>Total</b>		<b>105788</b>	<b>92901</b>	<b>13.9</b>	<b>1171153</b>	<b>1085805</b>	<b>7.9</b>
<b>(C) 4 CUSTOM AIRPORTS</b>							
22	Pune	0	0	-	1	0	-
23	Visakhapatnam	3	0	-	25	0	-
24	Bagdogra	0	0	-	0	3	-100.0
25	Madurai	0	0	-	22	1	-
<b>Total</b>		<b>3</b>	<b>0</b>	<b>-</b>	<b>48</b>	<b>4</b>	<b>-</b>
<b>(D) 45 DOMESTIC AIRPORTS</b>							
<b>Total</b>		<b>0</b>	<b>0</b>	<b>-</b>	<b>88</b>	<b>86</b>	<b>2.3</b>
<b>Grand Total (A+B+C+D)</b>		<b>134600</b>	<b>120517</b>	<b>11.7</b>	<b>1501962</b>	<b>1403311</b>	<b>7.0</b>



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# Department of Commerce

## Export Import Data Bank; Export : Commodity-wise

\* ITC HS Code of the Commodity is either dropped or re-allocated from April 2013

Dated: 27/5/2016; 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	40,701.69	0.0263	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	700,292.05	0.4520
02.	Meat and edible meat offal	3,018,652.81	1.5918	2,536,980.65	1.6375	29.	Organic chemicals	7,306,890.31	3.8531	6,773,152.88	4.3718
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	3,208,437.78	1.6919	2,705,604.31	1.7464	30.	Pharmaceutical products	7,081,510.40	3.7343	7,665,753.71	4.9479
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	231,358.14	0.1220	194,593.87	0.1256	31.	Fertilisers	55,480.95	0.0293	61,409.34	0.0396
05.	Products of animal origin, not elsewhere specified or included	60,837.81	0.0321	54,458.03	0.0352	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	1,452,342.39	0.9374
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	46,079.68	0.0243	43,592.61	0.0281	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	892,774.05	0.4708	879,222.08	0.5675
07.	Edible vegetables and certain roots and tubers	721,603.07	0.3805	684,101.50	0.4416	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	318,831.35	0.1681	284,149.05	0.1834
08.	Edible fruit and nuts; peel or citrus fruit or melons	985,913.05	0.5199	874,432.23	0.5644	35.	Albuminoidal substances; modified starches; glues; enzymes	191,182.96	0.1008	147,586.04	0.0953
09.	Coffee, tea, mate and spices	1,756,310.10	0.9262	1,699,510.56	1.0970	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	51,741.03	0.0273	49,006.36	0.0316
10.	Cereals	5,828,221.99	3.0734	3,697,514.76	2.3866	37.	Photographic or cinematographic goods	18,005.05	0.0095	8,934.88	0.0058
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	186,709.14	0.0985	178,603.97	0.1153	38.	Miscellaneous chemical products	1,943,227.63	1.0247	1,802,370.17	1.1634
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,356,084.23	0.7151	977,456.15	0.6309	39.	Plastic and articles thereof	3,102,209.23	1.6359	3,138,658.68	2.0259
13.	Lac; gums, resins and other vegetable saps and extracts	1,189,543.31	0.6273	549,663.51	0.3548	40.	Rubber and articles thereof	1,665,754.81	0.8784	1,392,986.03	0.8991
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	36,609.27	0.0193	35,760.47	0.0231	41.	Raw hides and skins (other than furskins) and leather	814,104.40	0.4293	623,828.39	0.4027
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	595,502.25	0.3140	520,585.51	0.3360	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	1,438,729.83	0.9286
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	95,198.23	0.0502	126,877.58	0.0819	43.	Furskins and artificial fur, manufactures thereof	1,439.53	0.0008	2,804.12	0.0018
17.	Sugars and sugar confectionery	657,472.60	0.3467	999,680.41	0.6453	44.	Wood and articles of wood; wood charcoal	211,789.99	0.1117	267,722.79	0.1728
18.	Cocoa and cocoa preparations	84,865.67	0.0448	111,893.29	0.0722	45.	Cork and articles of cork	1,239.54	0.0007	1,223.71	0.0008
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	299,646.49	0.1580	296,943.36	0.1917	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	2,759.63	0.0015	4,280.83	0.0028
20.	Preparations of vegetables, fruit, nuts or other parts of plants	308,948.46	0.1629	286,970.86	0.1852	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	4,954.02	0.0026	6,737.48	0.0043
21.	Miscellaneous edible preparations	359,104.81	0.1894	329,526.06	0.2127	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	703,696.54	0.3711	677,517.01	0.4373
22.	Beverages, spirits and vinegar	231,522.68	0.1221	192,356.06	0.1242	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	165,573.51	0.0873	173,732.32	0.1121
23.	Residues and waste from the food industries; prepared animal fodder	1,000,615.29	0.5277	476,760.02	0.3077	50.	Silk	82,786.59	0.0437	62,927.67	0.0406
24.	Tobacco and manufactured tobacco substitutes	586,858.67	0.3095	570,834.24	0.3685						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,199,278.27	0.6324	1,053,382.42	0.6799						
26.	Ores, slag and ash	599,229.20	0.3160	398,755.47	0.2574						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	35,111,080.15	18.5151	17,663,814.40	11.4013						

## Department of Commerce

### Export Import Data Bank; Export : Commodity-wise

\* ITC HS Code of the Commodity is either dropped or re-allocated from April 2013

Dated: 27/5/2016; 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	105,200.81	0.0679	77.	Lead and articles thereof	106,170.33	0.0560	108,643.65	0.0701
52.	Cotton	4,724,469.94	2.4914	4,390,818.64	2.8341	78.	Zinc and articles thereof	375,531.44	0.1980	328,526.55	0.2121
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	228,674.20	0.1206	223,203.48	0.1441	79.	Tin and articles thereof	23,722.71	0.0125	36,102.51	0.0233
54.	Man-made filaments	1,462,108.71	0.7710	1,251,064.74	0.8075	80.	Other base metals; cements; articles thereof	37,153.22	0.0196	25,360.57	0.0164
55.	Man-made staple fibres	1,333,421.06	0.7032	1,248,172.16	0.8056	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	544,081.95	0.2869	450,433.22	0.2907
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	206,579.99	0.1089	312,532.72	0.2017	82.	Miscellaneous articles of base metal	343,058.09	0.1809	299,608.28	0.1934
57.	Carpets and other textile floor coverings	1,112,030.92	0.5864	1,031,531.28	0.6658	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	8,443,257.50	4.4524	7,852,953.36	5.0688
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	247,573.94	0.1306	211,172.46	0.1363	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	4,716,770.05	3.0445
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	223,147.50	0.1177	120,345.44	0.0777	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	49,817.03	0.0322
60.	Knitted or crocheted fabrics	157,057.81	0.0828	141,804.72	0.0915	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	8,852,545.59	4.6682	8,486,171.68	5.4775
61.	Articles of apparel and clothing accessories, knitted or crocheted	4,680,411.21	2.4681	4,592,980.14	2.9646	87.	Aircraft, spacecraft, and parts thereof	3,775,464.90	1.9909	2,295,965.42	1.4820
62.	Articles of apparel and clothing accessories, not knitted or crocheted	5,622,087.16	2.9647	5,513,055.30	3.5585	88.	Ships, boats and floating structures	3,265,722.06	1.7221	1,807,372.73	1.1666
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	2,840,596.25	1.4979	2,764,828.73	1.7846	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,445,896.81	0.7625	1,394,069.29	0.8998
64.	Footwear, gaiters and the like; parts of such articles	1,801,237.96	0.9498	1,648,371.69	1.0640	90.	Clocks and watches and parts thereof	56,582.59	0.0298	58,499.53	0.0378
65.	Headgear and parts thereof	26,982.19	0.0142	22,455.53	0.0145	91.	Musical instruments; parts and accessories of such articles	9,921.17	0.0052	8,714.59	0.0056
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	1,385.01	0.0007	15,110.51	0.0098	92.	Arms and ammunition; parts and accessories thereof	37,721.59	0.0199	78,371.96	0.0506
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	175,677.61	0.0926	145,884.04	0.0942	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	780,260.84	0.5036
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	852,549.38	0.4496	784,399.25	0.5063	94.	Toys, games and sports requisites; parts and accessories thereof.	178,620.03	0.0942	173,612.06	0.1121
69.	Ceramic products	514,864.59	0.2715	538,484.04	0.3476	95.	Miscellaneous manufactured articles	324,073.47	0.1709	321,372.78	0.2074
70.	Glass and glassware	428,797.60	0.2261	424,026.16	0.2737	96.	Works of art collectors' pieces and antiques	104,825.36	0.0553	100,141.64	0.0646
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	23,501,260.44	15.1691	97.	Project goods; some special uses	40,525.53	0.0214	51,351.77	0.0331
72.	Iron and steel	5,307,513.71	2.7988	3,354,910.33	2.1655	98.	Miscellaneous goods	586,316.24	0.3092	1,253,804.97	0.8093
73.	Articles of iron or steel	4,644,505.96	2.4492	3,678,555.37	2.3744		<b>India's total export</b>	<b>189,634,841.76</b>		<b>154,928,365.93</b>	
74.	Copper and articles thereof	2,057,558.53	1.0850	1,469,920.11	0.9488						
75.	Nickel and articles thereof	551,741.57	0.2909	315,231.65	0.2035						
76.	Aluminium and articles thereof	1,737,710.32	0.9163	1,528,399.46	0.9865						

Source: Ministry of Commerce, Government of India

# New beginnings for IME, Delhi

The Institute of Marine Engineers (India), Delhi Branch was inaugurated by Capt K.R. Sundram, Nautical Surveyor I/C-North Region. Also present on the occasion were the doyens of the shipping and logistics industry. The institute offers a Post Graduate Diploma in Shipping in association with Narottam Morarjee Institute of Shipping (NMIS).



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# Creating more professionals

Despite the huge manpower in India, there is a shortage of skilled professionals in the logistics industry. But some institutes offer programmes to bridge the skill gap.



CT BUREAU

The industry contributes around 13 per cent to the country's GDP but is suffering from skill gap at all levels, from senior and middle management to the operational level. A report by National Skill Development Corporation (NSDC) also says that India will need around 28.4 million strong workforce in transportation, logistics, warehousing and packaging sectors. Make in India is the new buzz word on which hopes lie for creation of millions of jobs. To meet this demand, there is a dire need for adequate skills.

**Capt. Ramanujam**, Chief Executive Officer, Logistics Sector Skill Council, says, "Logistics has not been declared an industry by the government. It is more in the nature of supporting manufacturing functions or clubbed with EXIM cargo movement by sea or air. We need to channelise our efforts to turn this unorganised sector into an organised one. With the evolving business environment creating a strong demand for quality and efficient logistics services, core issues around enabling infrastructure, regulatory environment and the fragmented nature of the industry are being overcome gradually. Better wages and a better work environment



**K V Mahidhar**  
Executive Director  
Confederation of Indian Industry

controller, purchasing manager, transport officer, customer service agent, warehouse supervisor, export manager are in demand as

specialisation in supply chain and logistics with many leading private universities in India to supply talent to junior and middle level management. Also, for the entry level there is a host of long and short term courses.

them more practical logistic professionals. As regards training at the operational level we are lagging behind and that is where MSDE and NSDC /LSC are concentrating their efforts to improve," he adds.

## International v/s Indian logistics tutoring

According to Ramanujam, "Internationally logistics has had a head start and most of the internationally accepted codes such as International Commercial Terms (Incoterms) and Uniform Commercial Practice (UCP) have been framed abroad. Technology used in warehousing, cold chain, MHE and softwares used in freight forwarding, container yard management have emanated from abroad. Having said that, if a logistic player manages to execute cost effective and optimal logistic transactions in India it is much easier in other countries. In that sense India is a demanding operational area for logistics due



**Divya Jain**  
Founder & CEO  
Safeducate

"The industry institute integration can be found at a higher degree in international schools that in turn enhance learning environment," feels Mahidhar. "The CII Institute of Logistics is working in this direction."

Giving his opinion, Sunder says, "International logistics schools are backed by industry and organisation-led professional programmes. Indian logistics schools are matching the global standards and professionals from these institutes are managing challenging roles in global organisations but there is still a long way to go."

## Conclusion

Companies have recognised the importance of logistics and elevated its role from the stock room to the boardroom. As the competition between organisations rises on efficient supply chains, Mahidhar says, "We are working with various stakeholders in logistics sector to identify and propose curriculum focus areas aligned with sectoral changes."



On the need for learning, **Dr Raju Ganesh Sunder**, Professor and Academic Head-Centre for Continuing Education, UPES, notes, "The manufacturing industry has undergone dramatic changes in the last couple of decades. As 'customer is the king', the demand is for best quality with the fastest delivery across continents. The scope for

are the key triggers to making any job aspirational."

"The youth do not know what logistics is and the careers in it.



**Samir J Shah**  
Partner  
JBS Group of Companies

The need is to undertake mass contact programmes in schools and colleges coupled with a media campaign on TV, hoardings," says, **Samir J Shah**, Partner, JBS Group of Companies.

**K V Mahidhar**, Executive Director, Confederation of Indian Industry, opines, "It's not correct to say that logistics is not considered as a career option. Roles such as demand planner, inventory

global SCM is a strategic function. Till date more than 3,000 working professionals have participated in our certificate programmes. Many universities and colleges have been working with us to deliver specialised programmes. This is a clear indication of changing perception about logistics as a career choice."

"Companies now need new kind of supply chain/logistics/operations managers and this need has led to the creation of MBA in Logistics & Supply Chain Management. The MBA programme seeks to provide Indian organisations the knowledge base relating to the operating core, to help them become domestically and internationally competitive," adds Sunder.

"The logistics industry should increase its academic connect. Indian logistics companies can showcase their experts and leaders through media, college events, seminars and events organised by industry associations. This will help in creating more awareness among the young graduates," emphasises **Divya Jain**, Founder & CEO, Safeducate. This company has introduced MBA programmes, with



**Dr Raju Ganesh Sunder**  
Professor and Academic Head - Centre for Continuing Education, UPES

to non-standardisation of standards and operational doctrines and SOPs pan India."

"Logistics Middle Level Management utilises international knowledge but during operational delivery have to deal with multitude of distinctly Indian issues making



**Capt. Ramanujam**  
Chief Executive Officer  
Logistics Sector Skill Council

the field is increasing with supply chain spending growing faster than the overall economy and industry recognising the importance of Supply Chain Management (SCM)."

## Bridging the gap: Logistics Sector Skill Council

- ◆ Laying special focus on commercial driver training for heavy motor vehicles utilising simulators to bring down costs.
- ◆ Employing trained candidates for warehouses for functions such as picking/packing. This will reduce rework and accidents.
- ◆ Emphasis is on handling MHE and this will improve efficiency and service delivery.
- ◆ There is a need to have trained middle management and this will be done by introducing placement linked job role oriented courses in colleges pitched at level 4 of the NSQF.
- ◆ There is a thrust on Port expansion and Port-led growth of the coastal areas and to develop the much neglected inland waterway system which will create numerous jobs.

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# Dock Levelers for maintaining quality

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The cost of loading and unloading the goods can be calculated precisely and is exactly definable, which allows for a scientific approach to find out the investment that goes into the process. The company has always designed solutions based on such scientific approach and feedback from clients. The Dock Levelers offered by the company ensure loading and unloading with lesser effort and minimal cost.

It is possible to load and unload your products in a safe way and in the process obtain remarkable energy savings.

The loading bay remains with the Dock Leveler in rest position and the Sectional Overhead Door closed, until the vehicle is positioned. The driver drives back centring to the Dock Shelter and stops the vehicle the moment it gets in contact with the bumpers.

The Sectional Overhead Door is then opened only when the vehicle is positioned, brakes applied and engines shut off. This eliminates the exit of hot air, intake of cold air (or the opposite in hot and inside conditioned places) and intake of exhausting gases in

a) **Radius Lip Dock Levelers:** allow the dock to connect with the truck bed, thus making it possible to drive directly on and off with forklift trucks etc. The self-cleaning lip hinging system does not retain rubbish with automatic end-of-run, so

The cost of loading and unloading the goods can be calculated precisely and is exactly definable which allows for a scientific approach to find out the investment that goes into the process

the warehouse. After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck bed for loading / unloading to take place.

At the end of the loading/unloading the Dock Leveler is put in rest position and the Sectional Overhead Door is closed, without moving the vehicle. Following are the two types of Dock Levelers:

b) **Telescopic Lip Dock Levelers:** are ideal for connecting vehicles unable to drive near dock i.e. sea containers, side loading railway wagons etc. These types can be supplied with a lip extending up to one m.



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# Logistics Infrastructure – A Promising Real Estate Investment

Simple storage godowns or warehouses in the country are making way for big logistics parks that are not only getting private equity (PE) funds, but are also catching the fancy of Indian companies. Most Indian logistics parks are upgraded godowns or modern warehouses, according to experts, but what differentiates a logistics park from a warehouse, they add, are domestic- and foreign-trading activities, value-added services such as warehousing, cold storage, multi-modal transport facilities, and the presence of an inland container depot and a container freight station. The emergence of logistics parks is largely due to changes in the taxation structure, fast growth of sectors such as E Commerce, automobiles, pharmaceuticals and organized retail, and an increase in export-import trade and manufacturing activity.

The Planning Commission has budgeted for an initial logistics infrastructure investment of Rs 4.1 trillion over the 12th Five Year Plan period (2012-2017), double that proposed under the 11th Five Year Plan (2007-2012).

## Growth of Logistics Parks

Major players in the market are focusing on establishing Logistics Parks. About 110 logistics parks spread over approximately 3500 acres at an estimated cost of \$1 bn are expected to be operational and an estimated 45 mn Sq Ft of warehousing space with an investment of \$500 mn is expected to be developed by various logistics companies by 2020.



## Benefits of Logistics Parks to Tenants/Owners

Expert says that the global logistics industry portrays a financial stability of US\$ 3500 billion whereas, India's logistics industry figures only around US\$ 66 billion. Setting up of logistics parks at optimal locations will result in savings of US \$13-16 billion in logistics costs in India.

The emergence of logistics parks will help many companies consolidate their multiple warehouses across the country into limited mega warehouses or logistics parks which will reduce the overall costing of the companies in terms of their operational and manpower expenses.

The owners/ investors get the advantage of premium on the rentals compared to the conventional warehouse. Not only the rentals, they get better lease terms such as lock in period, security deposit etc. The customers also give long term lease commitment in such logistics parks.

The facilities that logistics parks offers are as follows: • Strategic location with good road, rail and air connectivity; • Large amount of warehousing space at specific place; • Space for multiple clients and industries and for future expansion; • Ample truck and office parking space; • Utilities like weigh bridge, commercial complex with facilities like cafeteria, guest house for transporters, transport office, courier service, general stores etc; • Secured place with CCTV, high compound wall, lightning arrester, boom barriers and fire protection systems; • Integrated park management taking care of general maintenance, landscaping, security & waste management; • Reduce price in case of perishable commodities; • Perishable commodities are available throughout the year; • Storage facility will reduce cost of production

## Investment in Logistics Park

In the last five years, 2011 saw the highest PE investment into the sector at \$288.32 million. It dropped to \$32.94 million in 2014 due to drop in freight volume in ports, increase in cost of capital, perceived risk by PEs and increase in the duration of return from investments etc. However, with the changing dynamics in logistics sector and several factors connecting to the growth of this sector, logistics experts have a quite high expectation to have investments back in this industry in a big way. Various Government initiatives and planning, the booming e-commerce and many other factors adds to this positive approach of the experts.

Investments in logistics parks can provide an opportunity of realizing returns in the range of 12 -20 Percent per annum to investors willing to explore this sector. Further, the said IRR shall be in the range of 20 – 25 Percent (average) if considered in long term. Currently, one of the biggest challenges facing an investor is the lack of understanding of the various nuances of this sector.

## Ongoing Rental Across North India

SUBMARKETS	INDUSTRIAL RENT INR/sqft/month	WAREHOUSING RENT INR/Sqft/month
<b>DELHI NCR</b>		
<b>DELHI</b>		
Mundka	20 -30	15 - 25
Alipur		13 - 20
Near Airport/ Dwarka		20 - 35
Okhla / Mohan Cooperative	30 -100	30 - 50
Central Delhi	30 -100	25 -60
East Delhi	40-100	18-22
<b>Gurgaon</b>		
Udyog Vihar	20-55	20-45
IMT Manesar	14-25	14-18
Hero Honda Chowk		15-22
Sohna Road		17-25
Gopalpur		14-16
Farukhnagar		10-15
Jamalpur		12-18
Luhari/ Patauda		15-18
Bohra Kalan	18-22	18-22
Tauru Road		14-20
Bilaspur		16-20
Dharuhera/ Rewari		12-18
Old Gurgaon		14-18
Sultanpur		13-16
Binola		16-20
Pataudi Road		11-18
<b>NCR-Rajasthan</b>		
Bhiwadi	15-17	15-17
Khushkhera	14-15	14-15
Neemrana	14-16	14-16
Bawal	15-18	12-14

SUBMARKETS	INDUSTRIAL RENT INR/sqft/month	WAREHOUSING RENT INR/Sqft/month
<b>NCR-Haryana</b>		
Faridabad	18-22	17-25
Hasangarh		11 -14
Kundali	18-22	11-16
Palwal	14-15	13-15
Ballabhgarh	16-18	16-18
Bahadurgarh		12-15
<b>NCR-UP</b>		
Noida Phase-1	25-30	35-40
Noida Phase-2	15-20	15-18
Noida Phase-3	15-25	20-30
Greater Noida		15-22
Ghaziabad		13-20
<b>Lucknow</b>		
Transport Nagar		12-17
Bijnor Road		13-15
Nadarganj		14-16
Sitapur Road		12-14
<b>Kanpur</b>		
Sachendi		13-15
Fazalgarj		12-17
Goraurpur		15-17
<b>Jaipur</b>		
VKI	15 - 25	12-20
Sitapura		15-25
<b>Jammu</b>		
Bari Bralma		16-35
Ganjyal		25-35
SIDCO	25 - 40	20-30
Birpur	25 - 40	20-30

# ACFI-CEOs round table

Air Cargo Forum India (ACFI) organised its fifth annual conference which focussed on improving India's ranking in ease of doing business in the air cargo sector. The conference was graced by Najib Shah, Chairman, CBEC and attended by various government officials, airlines, DIAL officials, freight forwarders, custom brokers.



# dnata: 90% increase in 5 yrs

dnata exceeds one million tonnes of air freight handled at Dubai World Central (DWC) since its first full year of operation in 2011.



CT BUREAU

In only five years dnata has seen a staggering 90 per cent increase in freight volume, recording 170,260 tonnes in 2015, up from 89,729 tonnes in 2011. The performance has exceeded the original growth forecast of 20 per cent. In the Indian market, a total of 1,076 tonnes of

cargo was imported in FY 15-16 and a total of 964 tonnes of cargo was exported in FY 15-16 to DWC.

**Bernd Struck**, Senior Vice President - UAE Cargo, dnata, said, "This is a hugely significant milestone for all of us at Dubai World Central. DWC is the gateway offering competitive pricing as well

as flexibility and the necessary infrastructure to accommodate all customers' requirements.

"Throughout it all dnata has played a vital role in ensuring our mutual airline customers receive great service. Dubai Airports remains committed to investing in the provision of top notch infrastructure that facilitates traffic growth," said Majed Al Joker, Senior Vice President of Operations - DWC, Dubai Airports.

DID YOU Know?

Since first opening for cargo operations in June 2010 DWC has rapidly ascended airport rankings for international freight volumes and now sits in the top 20 worldwide



# Cathay & Lufthansa: Bilateral agreement

The joint agreement between the two airlines will lead to more flights between Hong Kong and Europe.



CT BUREAU

Cathay Pacific and Lufthansa Cargo have entered into a joint agreement which they say would bring numerous benefits to customers between Hong Kong and Europe. More direct connections, greater flexibility and time savings combined with service enhancements are just some of the benefits customers will enjoy in the future because of the cooperation between the cargo division of Cathay Pacific Airways, the Asian air cargo carrier and Lufthansa Cargo, Europe's air cargo carrier.

**Simon Large**, Director Cargo, Cathay Pacific, and **Peter Gerber**, CEO & Chairman-Executive Board, Lufthansa Cargo signed an agreement for a highly integrated

bilateral cooperation in Frankfurt. With respect to the cooperation routes between Hong Kong and Europe, both airlines will in the future work closely together on network planning, as well as sales, IT and ground-handling. This will bring Hong Kong, the world's busiest air cargo hub, closer to Europe, strengthening one of the world's great trade lanes.

"Our joint network will cover more than 140 direct flights per week between Hong Kong and 13 European destinations", says Large. Both partners plan to transport the first shipments under the framework of the cooperation from early next year, initially from Hong Kong to Europe. The ability to also book eastbound shipments from Europe to Hong Kong will then follow in the course of the year.

# Ramco Systems ropes in Viadux

The partnership will see Australia-based Viadux incorporate Ramco's end-to-end technology applications.



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Enterprise software provider, Ramco Systems announced a new customer win in Australia, bringing on board Viadux—a local manufacturer and distributor of water and environmental solutions. Over 50-year-old Viadux (formerly Pentair Water and prior to that Tyco Water) was facing challenges with its high cost of aging technology, multiple systems and less than efficient business processes.



Virender Aggarwal  
CEO  
Ramco Systems

The five-year contract with Ramco will help Viadux retire its legacy applications and move to a completely cloud-based,

fully integrated platform-as-a-service solution.

The 5-yr contract with Ramco will help Viadux retire its legacy applications and move to a completely cloud-based, mobile and analytics enabled ERP

mobile and analytics enabled ERP as an innovation platform to streamline processes and take advantage of the single,

**Virender Aggarwal**, CEO, Ramco Systems, said, "We find Australia open to embracing cloud and innovative technology."

# TVS SCS: Warehousing in UK

TVS Supply Chain Solutions (subsidiary of TVS Logistics) now provides customs warehousing solutions in UK to Non-EU import challenges.



CT BUREAU

This authorisation has significantly strengthened its vendor managed inventory value



proposition to OEMs and their international suppliers by addressing the challenges associated with non EU imports providing significant cash flow benefits and mitigating any risks associated with inventory liability.

Across all sectors, UK OEMs are facing challenges with non-EU imports from their suppliers who are not established as an entity or VAT registered in the UK. Although the imported stock is maintained

and called off as required from a third party UK warehouse, the following challenges remain:

- OEMs taking the title of stock at the time of customs clearance at the UK port.
- Taking on inventory liability for a 4-6 week safety stock on their books in accordance with legislation.
- Incurring payment of 20 per cent VAT on the total value of the goods in addition to the duty as well as providing associated bank guarantees.

## TRIVIA

As a next step, TVS SCS has also planned for adoption of Union Customs Code (UCC) and to achieve the Authorised Economic Operator (AEO) status, which is an internationally recognised quality mark indicating that TVS SCS' role in the international supply chain is secure.

## TVS SCS solutions

Solutions come through their Type A Customs Warehousing Service by helping the OEMs to defer the VAT, the applicable duties, the title of goods and therefore the declaration of inventory liability in the books, until the stock is called off from TVS SCS warehouse.

This provides significant cash flow benefits and mitigates any risks associated with inventory liability.

# Mounting logistics cost a consistent issue

The 'National Summit Logistics India 2016' organised by ASSOCHAM focused on issues such as national integrated logistics policy, simplification of tax structure and issues and opportunities in logistics industry. The summit was graced by Ram Kripal Yadav, Minister of State for Drinking Water & Sanitation, Manoj Kumar Tiwari, MP & Member of Department Related Committee on Transport, Tourism & Culture, and experts.



# Europe Cargo, now loading aluminium bars

Europe Cargo was the appointed charterers' agent, and arranged and supervised all aspects of the loading and lashing of the 30,000 tonnes of aluminium.



Europe Cargo, the Belgian member of the FPS Group network of independent forwarders and consolidators, has undertaken the loading of an unusual shipment: over 30,000 tonnes of aluminium bar, comprising almost 40,000 individual pieces. The massive shipment was bound for New Orleans, USA, on board the chartered bulk carrier Interlink Sagacity. The loading took place at two different loading terminals and storage areas in the Port of Antwerp, and took 14 days to

Great care was taken throughout the stowing process, to ensure the cargo was loaded evenly fore and aft and on both sides, so that the vessel was not rendered unstable.

After each successive layer of bar had been loaded, chocked and lashed, portable driving plates were laid on top to cover the gaps, so allowing the forklifts to position the next layer of bar. This process continued until the bar was stacked up to 14 tiers deep, in all five holds of the bulk carrier.



complete using two shore cranes and two gangs per shift.

The job involved stowing a staggering 39,877 separate pieces, each measuring 105 x 75 x 40 cms and weighing an average of 762 kilos. Large skids were loaded onshore by forklift with up to 18 pieces, which were then craned into the hold. The skids were then unloaded and the bars were manoeuvred into place using two forklifts; they were finally packed out with wood and sea-fastened with Hercules rope.

All the wood packing used had to be heat-treated, fumigated, stamped and certified in full compliance with US import regulations.



# CEVA upgrades procedures in Brazil

CEVA Logistics has upgraded its clearance procedures in Brazil to provide a more streamlined customer experience across the complex and frequently changing arena of customs processes.



A number of these procedures are unique to importing and exporting goods to and from Brazil and it is vital that customers have the latest information at their fingertips to ensure their shipments are handled in the most efficient way. "Our aim is to improve our own process so that we can further enhance our productivity and therefore make our customers' supply chains more competitive.

We have specific Customs expertise in São Paulo and Campinas which allows us to focus on the technical and operational phases of the Customs clearance process," says **Rubio Guimarães**, Director, CEVA Customs Clearance, Brazil.

partner who is fully conversant in all aspects of their operation.

The main reason why goods get stuck at Brazilian customs is the lack of proper documentation that needs to be presented whenever goods need to be cleared. Goods which do become stuck at Brazilian customs then have a maximum deadline to be cleared, otherwise



Rubio Guimarães  
Director, CEVA Customs Clearance, Brazil

## TRIVIA:

- ◆ At Viracopos Airport (São Paulo) CEVA has received a positive ranking from the airport authority for its customs performance.
- ◆ During 2015 CEVA increased the efficiency of its Customs procedures at the airport by approximately 67 per cent.
- ◆ Every month, the company carries out about 800 customs clearance processes at Viracopos Airport and more than 3,000 throughout Brazil.

The complex nature of Brazilian customs processes can lead to delays for those companies not working with a

they can be either seized by the federal revenue and then auctioned or destroyed.



The new model keeps the customer service, technical support and implementation of innovative procedures for customs processes wholly within the branch offices. Internal operational activities are centralised to increase efficiency and scale gains, giving CEVA greater time to focus on the individual needs of our customers.

# B&H Worldwide: Climate controlled facility in Sydney



B&H Worldwide has opened a new climate controlled storage facility to support its aviation customers at Sydney airport in Australia. The company currently provides a suite of specialist logistics

services to aviation customers including airside collection and delivery, unserviceable parts processing and repair management as well as brakes and wheels management and aviation tyres storage and distribution. Following consultations with customers and

their vendors the new purpose-built facility which features temperature, humidity and contaminant control capabilities was created within B&H's existing premises.

"Having access to climate controlled storage so close

to the airport is becoming an increasingly important feature for many of our customers," states **Steve Moralee**, Regional Director, B&H Worldwide. "We are now able to provide the reassurance that their climate sensitive components will retain their quality

and integrity and can be called upon for urgent delivery without the time and cost impositions. The new facility, which has built-in, expansion capabilities can cater for storing a variety of aviation related shipments from gels and adhesives through to avionics components.

# AMTOI's effort to make its presence in Delhi

Association of Multimodal Transport Operators of India (AMTOI) organised a road show at DCSC cargo terminal followed by high tea. The objective was to discuss the benefits of joining AMTOI in the changing logistics scenario and the assistance the association can provide to custom brokers, freight forwarders, shipping lines, NVOCC.



# 'People and skills are the pain points'

For last 10 years, logistics trade in India was always considered a sector with a positive future and veterans felt encouraged. But at the ground level things have not moved till now and did not take the path they were expected to. Much of it was due to lack of political will in earlier days, now (maybe) it's again political but for a different reason.



CT BUREAU

Future of warehousing and road surface transportation, logistics, and overall industry in India is now largely dependent on GST, sooner the parliament passes it, within a year of that economy will see benefits trickling in. It will improve the ease of doing business in india, industries such as FMCG, apparel, electronics, automotive, pharma, will have good reasons to celebrate. This one aspect of introducing GST will directly and indirectly will reduce product cost by close five to 10 per cent if not more, depending on industry segment. Currently as per study it is indicated that logistics cost of the total product cost close to 21 to 23 per cent in India. This is

Cold chain vertical is huge opportunity in india. Vegetables, cold packed food, perishables, pharmacy today experience enormous wastage which adds hugely to cost escalation hence sourcing is much restricted to local or reachable zones; good supply chain infrastructure and warehouses in cold chain will discipline this.

GST will change the landscape of this country; at first it will give huge positive flip to logistics and supply chain management industry (including warehousing). Currently our trucking industry is too fragmented and faces enormous challenges with regard to skills training for drivers and much of the



competition in market place, end user will be paying for service and predictability, not for hidden costs.

People and skills are large pain points of this industry which strangely have gone unaddressed or have not been addressed adequately. If quality people with right skills have to be deployed in hinterlands of the country which is where future hubs will be coming up, that is a challenge today, in order to overcome that companies need to build training institutes, resource pools on very large scales; this is very essential.

All these call for investments and holding power, which many Indian companies are not keen on, as cost of raising capital here india is very high, average rate of interest being 12 to 14 per cent. Hence we need global players to invest and build this infrastructure, politics of politicians has to take back seat in the interest of India.

We have to have (logistics, supply chain management and warehousing) long term view. In my opinion, India will go the same way the USA and Europe or other developed economies around the world have evolved, with regard to logistics and supply chain management aspect is concerned.

costing and visibility and be seen using latest technology. We have waited for long and change is around the corner, though this turn around the bend has been real long. Hopefully we will see the wait end soon, like in past, its same today, prospects and future of warehousing and logistics and supply chain industry here in india continues to be bright.

**GST will change the landscape of this country. It will give huge positive flip to logistics and supply chain management industry (including warehousing). Cold chain vertical gives huge opportunity**

high. While in developed economy it's close to 3 to 5 per cent.

If one were to speak to real estate companies, who have in anticipation been and have acquired huge land banks across the country, particularly closer to major potential hubs or gateway points for north, south, east and west of India. Many are ready to build state-of-the-art multiuser facility, catering to cross section of industries including cold chain products.

costing hinges on variable demand and supply of vehicles in the market place, at times this scarcity is staged.

While large manufacturing and trading companies manage and have some sense of predictability (while they suffer too), medium and smaller companies are larger victims of it, they end up mapping variable costs on month on month basis. These pain points will get addressed with global players entering market and Indian players will have to scale up with increased



**The challenge lies in deploying quality people with right skills in the hinterlands of the country which is where the future hubs will be coming up**



Shesh Kulkarni  
Managing Director India  
MIQ Logistics India

We have to have supply chain process which is predictable with

## TCI's cold chain warehouse in Gurgaon

TCI forayed into temperature controlled warehouses as part of an overall strategy to build a cold chain network of warehouses and refrigerated trucks.

TCI inaugurated its first state-of-the-art cold chain warehouse on Pataudi Road, Gurgaon in the NCR region. The opening ceremony was graced with the presence of clients from various industries like, retail, pharma, chemical, QSR and food and apparel. The warehouse will be managed by TCI Supply Chain Solutions, a division of TCI for multi-user customer requirements.

Vineet Agarwal, Managing Director, TCI Group, said, "Our plan is to build a nationwide cold chain logistics network comprising five large-scale cold storage facilities by 2020."

Jasjit Sethi, CEO, TCI Supply Chain Solutions shared technical aspects of the warehouse and mentioned, "Clients from many industries like grocery, fruits an

vegetables, pharmaceuticals, QSR, milk and dairy, marine and meat and specialty chemicals can meet their cold storage requirements and also avail value added services like cutting, dicing, mixing, packing, processing, to name a few at the warehouse."

The new cold storage facility is a part of a large 2,50,000 sq. ft. multi-user warehouse facility. The

cold warehouse has 5,000 pallet positions, totaling 11,700 CMT of temperature-controlled space. The warehouse is divided into seven zones, with full temperature control ranging from -30 to +25 degrees celsius. It can also maintain relative humidity levels upto 35 RH. The facility incorporates warehouse



design and technology, offering integrated cold chain services, encompassing multi-temperature refrigerated storage, blast freezer, ante room, processing area, warehouse and inventory management services and more.

# Jaipur Golden Transport annual meet

Jaipur Golden Transport organised an annual meet on April 29-30, 2016 at The Bristol Hotel – Gurgaon. The senior management group participated and discussed the roadmap of the company for 2016-17. Achievers got recognition for their hard work. The meet ended with cocktails and dinner.





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# An evening to remember olden golden days

The Air Cargo Terminal, IGI Airport, New Delhi has completed 30 years (commissioned on May 1, 1986). Sushant Nigam, associated with this air cargo terminal since its construction during mid-eighties and commissioning, organised a private get together of invitees from AAI, cargo agents and airlines who were also associated during the initial period. Some of the veterans present were PS Nair, KS Rajan, KS Kunwar, VK Chaudhary, SL Sharma, Brij Rastogi, KS Wadhwa, Rakesh Chandra, Sita Ram, Piyush Singhal and the lone lady Alpana Chaturvedi. PS Atree and Vipin Vohra hosted the dinner and drinks.





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## ACFI: Ease of doing business for air cargo

ACFI's fifth conference in Delhi brought together CEOs from the air cargo logistics sectors and policy makers in the government to discuss the challenges faced by the air cargo industry. The theme was 'Improving India's ranking in ease of doing business (air cargo)'. It is responsible for transportation of 30 per cent of the total international trade and commerce in value terms, the existing bottlenecks of the air cargo logistics industry and possible solutions for improving India's

Though right initiatives have been taken and the trade is moving in a right direction but Tulsi N Mirchandaney, Managing Director, Blue Dart, feels, "We need to work together and discuss what needs to be done to achieve our targets."

Commenting on the many successful hubs the industry can have in another 10 years, **Venugopal Bangera**, CEO, DCSC, says, "Hubs are important but from an exporter's point of view cargo has to move. And, for this everybody has to think alike." However, **Reshma Zaheer**, COO, TT Aviation, finds trucking a great way for transshipment.

**Vaibhav Vohra**, Director, Continental Carriers, finds infrastructure and congestion a challenge.

On the skilling part, **Parvinder Singh**, Managing Director,

Hans Infomatic, states, "We need skills to use technology, and the problem is that we do not get skilled people."



present ranking in ease of doing business. "To make a difference we need to change our attitude," says **Najib Shah**, Chairman, CBEC.

## AMTOI's road show at Delhi

All the MTOs from North India and stakeholders such as the CHAs, shipping lines, terminal operators and government agencies came together along with Managing Committee members from the Mumbai, Chennai & Kolkata chapters of AMTOI.



CT BUREAU

The Northern Region (NR) chapter of AMTOI has finally taken off and had organised a road show at International Cargo Terminal 2, DCSC, IGI Airport. The aim of the road show was primarily to introduce and highlight

the trade, specific to the north India hinterland.

**Vivek Kele**, President, AMTOI briefed the gathering on the effective role and importance of AMTOI and on the initiative taken by AMTOI in the area of skill development for the benefit of the

assist in the renewal formalities. The event was graced by **H. D. Gujrati**, who updated all about the government's plans to develop the Dedicated Freight Corridor (DFC) and pointed out that the work order for Delhi-Mumbai sector was already awarded and that the work contract



the presence of the AMTOI's NR chapter and its activities focusing on issues and concerns of

trade. It was also referred how AMTOI could help any member to become a registered MTO and

was under process for Delhi/CCU, CCU/Chennai, Mumbai/Chennai and Kolkata sectors.

## EVENTS Calendar

### INTERNATIONAL EVENTS

June 2016

7-9

**SIL International Logistics Exhibition**  
Barcelona



June 2016

14-16

**Air Cargo China**  
Shanghai, China

June 2016

20-22

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

June 2016

20-22

**18th Annual EMEA Supply Chain & Logistics Summit & Expo**  
Hotel Rey Juan Carlos, Barcelona, Spain



### DOMESTIC EVENTS

June 2016

8-10

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



June 2016

9

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

July 2016

10-11

**Cargo Scope**  
Chennai Trade Centre  
Chennai



June 2016

24-26

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

September 2016

21-22

**Logistics & Supply Chain Conference**  
Taj Lands End, Mumbai



July 2016

27-30

**Supply Plus**  
Pragati Maidan  
New Delhi

September 2016

21-22

**Express Logistics & Supply Chain Conclave**  
Mumbai



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**Lufthansa Cargo**

**Europe & Africa**

Lufthansa Cargo has appointed **Achim Martinka** as in-charge of Sales and Handling in Europe & Africa. He succeeds Carsten Wirths, who had started his new position as Managing Director of Lufthansa CityLine GmbH.

Since October 2010 Martinka has been in charge of Lufthansa Cargo's activities in North and South America as Vice President Area Management The Americas. Previously, the holder of a degree in business administration, had been responsible for the markets France, Switzerland and the Benelux countries as Regional Director Sales & Handling.



**Lufthansa Cargo**

**Atlanta**

**Bernhard Kindelbacher**, Lufthansa Cargo Manager moved to Atlanta to take over as Head of Area Management The Americas as of 1 June 2016. Since 2010 Kindelbacher has been in charge of Strategy, Subsidiaries & Business Development at Lufthansa Cargo. In that position, he was responsible for strategy development and equity investment management as well as cooperation agreements and the cargo airline's long-term fleet strategy. From 2000 to 2004 he had already worked for Lufthansa Cargo in the USA as Director of Sales USA Northeast & Midwest and Canada, based in New York.



**Lufthansa Cargo**

**Germany**

**Dr Jan-Wilhelm Breithaupt** is the cargo airline's Director of Global Handling Management. The holder of a doctorate in engineering has been with Lufthansa Cargo since July 2010 and is currently in charge of Global Handling Development & Solutions. Breithaupt had previously served as Director Global Passenger Processes with responsibility for the digitalisation of world-wide check-in and gate processes for Lufthansa Passage. Breithaupt succeeds Thilo Schäfer, who had left Lufthansa Cargo in late February.



**DK Fulfilment**

**UK**

DK Fulfilment (DKF) has announced the appointment of **Steve Lacey** to the position of Operations Director Designate. He has held senior roles at *ChemistDirect.com* and *Amazon.com* and joins DKF from iForce. He will be based at DKF's multi-user facility in the West Midlands but his remit will include responsibility for the smooth running of the company's other UK and European stores.

Lacey commented, As the client base is growing all the time, Lacey is looking forward to playing his part in helping deliver the quality of service that the customers expect.



**CEVA Logistics**

**The Netherlands**

CEVA Logistics has appointed **Alain Souto** to the position of Vice President Global Contract Logistics – Aerospace Sector Operations. He will be based in Madrid, Spain reporting to Chief Operating Officer Contract Logistics, Brett Bissell. One of Souto's first priorities will be to drive the standardisation of CEVA's existing Aerospace operations while also developing growth and improvement strategies for the sector. Souto joins CEVA from Kuehne & Nagel where he was most recently Director of Industry and Aerospace Logistics. Prior to that he held management positions at Christian Salvesen and Hays Logistics.



**CEVA Logistics**

**Italy**

CEVA Logistics has announced the appointment of **Christophe Poirineau** to the position of Executive Vice President and head of its Italy cluster. Poirineau has a long and distinguished career in global logistics and supply chain services and was most recently Vice President Asia at GEFCO Logistics; a role he combined with a six year tenure as Managing Director GEFCO Italia SPA. He has held other executive roles in both Italy and France. He will be based at CEVA's Milan facility and will report directly to CEO Xavier Urbain.



**TALKING PEOPLE**

**Mahesh Trikha**, Managing Director, Aargus Global Logistics loves to watch TV with his family and read.

"I love playing with my granddaughter too," adds Trikha. His favourite cuisine is Indian and his preferred sport is golf. His favourite holiday destination—he loves to visit Gold Coast in Australia. "The food is delicious. I had a wonderful time there a couple of years back and would always like to go back again soon."



"When I am not at work, I love spending my time with my family," informs **Sanjay Malhotra**, General Manager, Northern India, Penta Freight. "I

passionate about cooking and photography." He is not much into sports but loves watching cricket and soccer. His favourite vacation spots are Switzerland and Middle East. "I love to visit Dubai."



"I love to travel and explore remote places and historic monuments/forts/tombs in India. I search for places to go for trekking, rafting and adventure sports," says **Raman Kaul**, General Manager-Corporate Planning, Jayem Logistics. His favourite sport is cricket. Kashmiri Wazwan is a cuisine he relishes the most and the other one is Chinese. His all time favourite vacation spot is Goa. "The vibrant culture and liveliness of the Goan people makes this place incredible. One of my memorable holidays was in 2004-05, when I went to Palakkad (Kerala) with my colleagues and trekked almost nine km in the forest to reach the top of mountain and camped for four days," he shares.



## Perfecting Solutions

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### AGILE

Powered by AGILITY and our commitment to perfection, we sculpt modes, methods and time for that perfect balance in meeting customer requirements.

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DRIVEN by a passion for excellence, our dynamic teams of professionals are constantly evolving, rising to challenges above conventional standards, to handle the complexities of your shipments efficaciously. We go that extra "nautical" mile for you.



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UNITED by purpose and operate in cohesion to make sure we offer comprehensive and customized solutions all under one roof to suit your business requirements



### EFFICIENT

EFFICIENT & EFFECTIVE and we are propelled towards providing cutting-edge logistic solutions that have been translated into a state-of-the-art deliverance – The Uniworld Integrated Logistics Park, has thus gained momentum. Experience our reach. Experience that winning stroke.



### Vision

To be a market leader, providing unique solutions, committed to deliver by passion for excellence

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In our organization we aspire to perfect every decision and action with a sense of commitment. We value time and the need of quick actions. We handle customer needs with passion. We are here to create a niche in the market and stand apart with our solid team of professionals. We believe in perfection!

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