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GST remains a distant dream

There has been no mention of GST in the Union Budget 2016-17. But the industry still has hopes for long term benefits. Some experts share their views on how a better tax regime could have been a game changer.

KALPANA LOHUMI

Not a single mention of the goods and services tax (GST) in the Union Budget 2016-17 has left many with a mixed bag of emotions. Experts say that GST presents an opportunity to rationalise and re-engineer transportation and logistics networks, given the inefficiencies with taxes based on the crossing of administrative boundaries or border checkpoints.

The prevailing complicated tax structure in India means that logistics decisions, including the choice of setting up inventory and

distribution centres, are taken based on the tax regime such as central sales tax and state value-added tax (VAT) rates, rather than on operational efficiency.

GST has the potential to unleash a new era of developing logistics infrastructure and take investments to the next level. From the infrastructure point of view, this tax structure would reduce the number of warehouses but increase their sizes. Truck delays due to roadblocks, toll and other stoppages which add to the logistics can be reduced by this new tax structure. Secondly, the 'Make in India' initiative also needs the much-

awaited tax to enable the country to become a manufacturing hub. It is necessary that the foreign investors find it encouraging to do business here and indirect and complicated tax regime possibly will become the impediment to a smooth business. GST would also reduce the cost of manufacturing both from a tax perspective as well as on compliance front. Some experts express their views. Excerpts:

Arnaud Cauchy, Managing Director, Gefco India

"It has been a long wait but we have faith in the system and hope it

takes a positive turn. It is definitely going to benefit the logistics industry as a whole and especially the shipping industry by bringing down the product prices.

The implementation of GST will promote the development of logistics parks, and free-trade warehousing zones will speed up formation of regional hub-based



What GST can bring about

- GST will promote the development of logistics parks and free-trade warehousing zones will speed up formation of regional hub-based infrastructure and an environment conducive for rationalisation of the logistics network.
- GST is a system which is largely going to benefit business entities.
- GST coupled with 'Make in India' would have given a big impetus to the manufacturing sector in particular and economy in general.
- GST in original form that is single window, single law, single declaration, single return, to name a few
- was expected to increase GDP by 1 per cent.
- If not implemented, there may be financial losses due to investment made and underutilisation of resources.
- Deferment of GST will drastically impact the several initiatives taken by the government for the growth of the economy, efforts of making the logistics sector seamless in the country and on ease of doing business.
- GST has the potential to reshape the taxation in India and bring more clarity and transparency into the system.

Contd. on page 6 ▶



Railway Budget 2016-17

PPP model proposed for warehouses

Railway Minister Suresh Prabhakar has presented the expenditure for railway freight sector in the budget 2016-17. The highlights include investment in new freight corridor, logistics parks and warehouses to be created on PPP model and first rail-auto logistics hub in Chennai signals the focus on sound infrastructure.

"To capture the automobile traffic, we will soon inaugurate India's first

Highlights:

- ◆ Rail auto-hub in Chennai
- ◆ 3 more freight corridors
- ◆ Logistics park and warehousing on PPP mode
- ◆ Rationalise freight rate

rail-auto hub in Chennai," Prabhakar informed the Parliament while presenting the Railway Budget 2016-17. According to the minister, inadequacy of warehousing and transportation facilities is one of main reasons that keep potential customers away from the railways. "In order to complete the chain of transportation, it is proposed to

develop rail-side logistics parks and warehousing," the minister said.

A first ever rail auto-hub will come up in Chennai, while freight corridors will come in North-South connecting Delhi to Chennai, East-West will connect Kharagpur to Mumbai and East Coast connecting Kharagpur

to Vijayawada. The proposed investment plan in the Rail Budget 2016-17 includes 'time-tabled' freight container services, a first for the department, parcel and special commodity trains. As per the Budget, Railways will rationalise freight rates so as to make it more competitive as compared to the road sector.

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'Pharma means handling precious lives'

Sanjiv Edward, Head-Cargo, Delhi International Airport (DIAL) and Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management India says Delhi can be a pharma hub. They talk about the facilities at Delhi airport and Celebi terminal to make this possible.



CT BUREAU

Does Delhi have the right infrastructure to become a pharma hub?

Edward: Yes, we are the only airport in the country which has more than 50,000 sqft of space



Sanjiv Edward
Head -Cargo
Delhi International Airport (DIAL)

dedicated for perishables handling including pharmaceuticals. We have the infrastructure to handle different temperature zones and we have also invested in making sure that entire integrity of the temperature is maintained right up to the time when shipment is loaded on the aircraft. We are the first airport in the country to have cool dollies.

Mamidala: From the Celebi point of view, infrastructure wise, in the country we have one of the best equipped airports. We are well prepared with facilities and equipment including automation. We have a piece of equipment, cool dolly, and are happy to invest more money in this. The other innovation such as white cover, we are happier to bring such innovations in the airport.

What challenges are you facing in this process?

Edward: We really need to move from the culture where industry sees pharma as a piece of cargo. It is not just a piece, it could be life for 10 or 100 people. That mindset needs to be changed. When you look at the pharma shipment, it means you are handling precious lives.

Mamidala: It's high time to give the shipment the importance it deserves. Compromise can have a disastrous impact.

What steps have been taken to overcome the challenges?

Edward: We are anchoring envirotainer that gives the stability



Ramesh Mamidala
CEO
Celebi Delhi Cargo Terminal Management India

cargo into reefer. Sessions like road shows are basically for awareness.

Air is the fastest mode of transport but has not been used as much as it could have been.

Edward: The customer needs to have greater visibility and transparency of the pipeline that will increase confidence that 'my cargo is being taken well care of'

down from seven-eight days to three-four days. Air freight is more attractive than sea freight with right equipment and right attitude.

What support do you expect from freight forwarders and CHA agents, carriers?

Edward: My strong and simple appeal to the shipping community is to demand quality. Do not let price

We have a good infrastructure, what is needed is right attitude. With more awareness and efforts by the industry, attitude will definitely change

We really need to move from the culture where industry sees pharma as a piece of cargo. It is not just a piece, it could be life for 10 or 100 people

With the availability of envirotainer containers at airports, the cycle of leasing containers cuts down from seven-eight days to three-four days

to maintain the temperature integrity and deliver it to the shippers. There are some movement where we could get into SEZs and transfer

and the industry has a collective responsibility for this. If everything is working well, air freight is definitely cheaper when it comes to the total cost of the company.

Mamidala: Over the last several years, air freight (including airports and trucking companies) has lost the credibility to the sea freight industry and sea freight has established more credibility in managing such shipments in a better way.

be the only decider. That's how you will make sure your shipments are taking care of the way they are supposed to be.

Mamidala: Absence of the right attitude and not looking at long term. That lack of thinking is killing all of us.

DID YOU Know?

Because of ease of doing pharma business in Delhi, there is a 30 per cent increase in shipment being processed.

In Delhi, the model is in place, and entire support system is also committed. With the availability of envirotainer containers at airports, the cycle of leasing containers cuts

Railway Budget 2016-17

On track with proper execution

Contd. from page 1



Manish Saigal
Managing Director
Alvarez and Marsal

"Overall, the budget appears to be in line with the government's agenda of long term capacity building. The effectiveness of this budget on performance and financials of railways will be the outcome of diligent execution of

stated plans. The setting up of Rail University and increase in track capacity target are good moves. Expansion of DFC and Northeast network expansion plans are encouraging. Chennai Auto hub is an exciting initiative.

Allocation of funds for innovations and use of drones for project monitoring will have a positive impact. More needs to be known about comprehensive freight study. That clearly needs to be the focus for railways."

Vineet Agarwal, Managing Director, TCI Group

"Delivery capabilities of logistics players are set to improve with announcements like Transport Development Corporation and multi-modal depots. We are also

pleased to know that the ministry has put together a proposed investment plan that will include crucial areas like network expansion, high speed rail, elevated corridor, station redevelopment and logistics park. The announcement of logistics and warehouse parks to be created on PPP mode is also a step in the right direction.

The proposal of building dedicated freight corridors to boost North-South, East-West connectivity will also prove very useful. We are keen to see the pilot that would be running around the time-table freight container train.

Commissioning dedicated freight corridors are the need of the hour and we hope that this announcement would be

executed well. Connectivity of airports with railways would give a boost to the perishable goods sector and this would encourage the use of multi-modal transportation."



Raj Somani
Director
Inland World Logistics

"It is a forward looking growth oriented budget. Monetising land on tracks by leasing out for horticulture and tea plantations is a positive development as this will provide optimum usage of the properties. Secondly, the broad-gauge that will connect Lumding-Silchar section connecting Barak Valley with the rest of the country will help the logistics industry and is a welcome move.

As Lumding-Silchar connectivity has always been a critical point of North-East, this development will definitely bring in easy access to the North East section. Logistics and warehouse parks to be created on PPP mode are also a beneficiary side for the logistics industry depending on how the logistics and parks will be created."

No short term benefits

The much-awaited Union Budget 2016-17 had no direct focus on logistics, especially for the air and sea sectors. Finance Minister, Arun Jaitley, has allotted ₹2.80 lakh crore for road and rail. That will be beneficial for providing better multi-modal connectivity. The government's impetus on increasing the efficiency and modernising of ports and improving the road infrastructure will absolutely provide a fillip to the sector.

However, GST still remains one of the promises that government has to deliver. We hope the government will do a better job with the National Civil Aviation Policy specifically in regard to the air cargo sector.

The Railway Budget has focused on capacity creation by three new freight corridor, rational freight rates, time-tabled freight trains, building logistics park and warehouses on PPP mode and rail-auto hub in Chennai.

On the air cargo front, Delhi International Airport has launched the DIAL Cargo app for end-to-end tracking of shipment for end users. Airlines are expanding their horizons to reap the benefits of boom of e-commerce. Companies are making effort for 100 per cent e-freight adoption, even overseas.

Seeing the boom in the e-commerce companies and their growing interest in investing into their own logistics infrastructure, **CARGOTALK** discussed with logistics service providers about the scenario and why e-commerce companies does not want any interference of 3PL.

On the shipping front, more inland container depots are in line with the aim to increase cargo handling capacity.

And insurance is important in warehousing sector. Goods need protection from many sources such as theft, flooding, fire and more. Read the guest column to know how to safeguard the goods.

Boosting air cargo for growth

Under the theme 'Benefit Beyond Borders', PHD Chamber of Commerce organised an Aviation Summit 2016 to discuss the scenario of the aviation industry.



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Air cargo is definitely an indicator of global economic health; it is air cargo that drives the economy globally. Around 35 per cent of the value of goods traded internationally is transported by air and the sector directly employs around two million people. Air cargo represents about



Dr Renu S Parmar

Senior Adviser, Ministry of Civil Aviation
Government of India

12 per cent of global airline industry revenue. Global air cargo market has experienced valuable growth rate in recent past, visibility in oil prices and economic slowdown in Euro zone.



The first trend that has been noticed over the years is the completely divergent growth of the passenger segment and the cargo airline segment. The passenger airlines are driven by the low fare and low cost segment and according to the Boeing current market outlook, it actually

quadrupled since 2000. However, in the cargo segment whether in US, Europe or Asia-Pacific, it is driven by the premium cargo express segment rather than lower cost belly-hold capacity.

Both passenger and cargo airlines have distinct and different requirements and they need to be treated as such. Hence, airport operators must plan their infrastructure accordingly. Freighters are essential to trade to deliver speed and reliability. Around 90 per cent of world's freighters are utilised by air express operators. If we look at the economic indicators, India is very strong and strategically positioned in a growing region. 'Make in India' and Ease of Doing Business mission, if driven correctly could make a difference.

The draft civil aviation policy must include a vision for air cargo. India's domestic consumption requires a strong domestic air cargo network.

Tulsi Mirchandani

Managing Director, Blue Dart Aviation

Draft National Civil Aviation Policy and Air Cargo

- ◆ 'Infrastructure' status for air cargo if co-located with an airport and will be eligible for Sec 801A benefits.
- ◆ Shift to paperless air cargo processing, streamlining and simplifying customs procedure.
- ◆ Promotion of trans-shipment and development of cargo hub.
- ◆ Encouragement for development of cargo villages near airports.
- ◆ Reduction in dwell time.
- ◆ 24x7 processing and handling of cargo
- ◆ Single window system for approval from regulators.
- ◆ Promotion of Free Trade Warehousing Zone (FTWZs), Air Freight Stations (AFSs) and dedicated cargo airports.
- ◆ Competitive user charges.
- ◆ Providing space on long term lease to express cargo freighters.



If you think of a cargo kitchen, we have all the ingredients and fantastic set up and even recipe. What we need is a cargo chef to come and cook. So, what we need today is to deliver.

We already had so much analysis

and research and now it is the time to implement the ideas. Today, the shipment by air is the fastest mode of transportation. Sea freight has improved from weeks to days. So, we need to definitely come from days to hours and for this we require lots of programmes to be brought into action.

Time is very important; we need to keep time factor in mind. Today, we need to make things happen fast. Regulators have become facilitators and facilitators will facilitate but through a system.

The systems need to be upgraded. The key concern of the industry is that we need a robust and dynamic system. e-integration of all facilitators; we need to bring them under one roof. Smaller airports should also have automated system.

Sunil Arora

Secretary General, Air Cargo Agents Association
of India (ACAAI)

Air India to tap into the potential of Surat

A team from AI's cargo division visited the city and met textile and diamond associations and also members of 'We Want Working Airport at Surat' (WWWAS) for their views on air cargo potential in the city.



CT BUREAU

The members from the trade and commerce, including the WWWAS, made a detailed presentation of air cargo potential from the airport. In the presentation, Tarun Chugh, Member, WWWAS said that the textile, diamond and horticulture sectors are players for cargo in the diamond city.

Diamond cargo worth ₹40,000 crore is transported every year from Surat to Mumbai. Airports Authority of India (AAI) has given an in-principle

are generated on a daily basis. E H Pathan, Member, WWWAS said, "AI authorities want the Airbus to carry cargo from the city. A 320 may carry 2,000 kg per flight and A319 1,500 kg per flight. This is enough to suffice air cargo movements from the city."

Did You Know?

Until now, SpiceJet was the only carrier that explored cargo potential from Surat. It was carrying about two tonnes of cargo to Delhi and 0.5 tonne to Mumbai on a daily basis

approval for cargo terminal in the city and that a total annual expected cargo is pegged at 40,000 metric tonnes for the first year.

Data gathered by WWWAS suggests that about 50,000 shipments of 30 metric tonnes

e-commerce boom perks SpiceJet cargo

With a booming e-commerce market, SpiceJet plans for a big push in the cargo business. The airline plans to buy 100 mini trucks and open around 40 warehouses across the country to provide fast delivery options to the click-happy Indian consumer who increasingly buys everything from groceries to expensive gadgets from e-commerce platforms.

The airline is planning to launch a door-to-door cargo delivery service as it seeks to explore other revenue streams amid a turnaround plan. With an eye on steady revenue flow, SpiceJet plans to focus more on the cargo and ancillary business in line with many global carriers.

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GST could have benefitted logistics

►Contd. from page 1



Arnaud Cauchy
Managing Director
Gefco India

Also, anticipated job opportunities may shrink.”

Vineet Agarwal, Managing Director, TCI

“GST is the most critical tax reform that India has been longing for. The investments in infrastructure and technology by the logistics players will be absorbed by market demands in coming time. The benefits of GST are immense in terms of reducing economic distortions, creating a nationwide single tax market, widening of tax



Vineet Agarwal
Managing Director
TCI



Rajesh Neelakanta
CEO
BVC Logistics

Employment numbers, hoping for a successful ‘Make in India’ initiative, will also be hit badly.”

Shantanu Bhadkamkar, Managing Director, ATC (Clearing and Shipping)

“It is most unlikely that GST in its true form will be rolled out. GST coupled with ‘Make in India’ would have given a big impetus to the manufacturing sector in particular and economy in general.

Logistics industry, particularly the organised logistics industry, greatly depends on the manufacturing sector for growth. Investments in logistics sector need to be done far ahead of the actual requirement and it needs to be factor while investing, unless the investors have speculated on any particular location. They will anyhow benefit by growth in the manufacturing sector.

GST in original form that is single window, single law, single declaration, single return, to name a few was expected to increase GDP by 1 per cent (which translates in to acceleration of growth rate by about 15 per cent) on count GST alone. This would have contributed hugely to improvement in ‘Ease of Doing Business Index’, and improvement in ranking of ‘Ease of Doing Business Index’ would result



in turn the capital costs will hit business profitability.

This will also affect the preparedness of the government tax mobilisation mechanism as most of the state tax authorities have aligned already for the GST rollout on an imminent basis.

in reduction in cost of doing business that is improvement in transaction cost.

All these improvements will make Indian products competitive in international market, attract investment in manufacturing sector,

Contd. on page 10 ►

“
Our industry has been cautious of investment. We haven’t invested in any major infrastructure as we want to wait for GST to be gazetted



G Balaraju
Managing Director
Sindhu Cargo

“
Deferment of GST will impact several government initiatives for economic growth and efforts to make logistics seamless

Rajesh Neelakanta, CEO, BVC Logistics

“With the emphasis on ‘Make in India’ gaining momentum by the day, the government too will have to climb down a few notches to address contentious issues of ‘fixed tax rates’, one per cent tax on inter-state movement of goods, setting up of independent dispute redressal mechanism and some of which are fair concerns.

A host of LSPs have made preparations in terms of infrastructure network realignments to be ready for the advent of the trade scenario post GST rollout. Deferred rollout is be a huge disappointment.

With a deferment, the opportunity for reduction of logistics transaction costs in India is be lost and this is costly for the country as other emerging markets nations will benefit with investments and economy expansion opportunities.

“
There may be financial losses due to investment made and underutilisation of resources. Also, anticipated job opportunities may shrink

base and eliminating cascading of taxes. Deferment of GST will impact the several initiatives taken by the government for the growth of the economy, efforts of making the logistics sector seamless in the country and on ease of doing business. Again, logistics player will find difficult to get an immediate returns on their heavy investments on infrastructure and technology delay in the bill.”

infrastructure and an environment conducive for rationalisation of the logistics network. At Gefco, we are very cautious of the investments that we make, as we need to keep in mind the topical issues at hand. And thus, we haven’t invested in any major infrastructure as we want to wait for GST to be gazetted.

Our industry has been extremely cautious of the investment plans. The ones who have made some commitments and investments on heavy infrastructure development will have to bear the heat.”

G Balaraju, Managing Director, Sindhu Cargo

“Creating infrastructure like acquiring land and building, vehicles cannot happen overnight. Most of the logistic service providers have started investing on these as they may wish to be first to encash the opportunity GST is expected to provide for this sector. There may be financial losses due to investment made and underutilisation of resources.

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Delhi International Airport (DIAL) has launched its official app for cargo operations at Indira Gandhi International Airport (IGIA) to track movement of shipment on real time basis. The application not

only enables end-to-end tracking of shipment for end users but would also aid in e-clearance of cargo through customs department.

The app offers different levels of authorised access to the cargo terminal operators, customs, Custom House Agents, airlines, freight forwarders, shippers/consignees and other statutory bodies, thereby enabling greater visibility into cargo operations and tangible cost and resource benefits.

I Prabhakara Rao, CEO, DIAL, said, "DIAL Cargo is our second official app after FlyDel. DIAL Cargo app will benefit the entire air trade system where you can transact complete business functionalities such as tracking consignment, paying terminal charges, issuing delivery and carting orders and many such items in a paperless manner.

In line with the vision of Prime Minister's Digital India vision, this is our contribution in supporting the air cargo business at Delhi Airport," he informed.



I Prabhakara Rao
CEO, DIAL

The app provides visibility of shipment/vehicles within cargo terminal and has integration with Celebi and DCSC

GMR's new terminal plans

There are plans to build terminals for perishable and express cargo, shares Hemanth DP, COO (Aero Commercial, Cargo & Asia Pacific Flying School), GMR Hyderabad International Airport Limited.

HAZEL JAIN

How do you see the India market growing?

India has huge potential because the market has not been tapped properly and it can only get better with the 'Make in India' campaign. The PM's project can work efficiently if there is good logistics. Economy is growing at nearly eight per cent which will trigger growth in cargo and aviation. We have put in infrastructure well before time, whether it is a pharmaceutical zone or catchment area marketing where we put up truck connections, so when the growth comes, we are ready, both in and around Hyderabad. We just want better air connectivity – both domestic and international – and 24x7 custom clearance.

What developments does India need to fuel this growth?

We need to connect more destinations, we need more frequencies, and with higher gauge, wide-bodied aircrafts that have

Highlight

After setting up an air freight station in Nagpur and Chennai, GMR will open up an air freight station in Goa and later Vizag

more capacity. If you have a daily flight instead of on alternate days, frequency and connectivity is better,



Hemanth DP
COO - Aero Commercial, Cargo & Asia Pacific Flying School, GHIAL

India is the seventh largest country in the world and needs domestic air connectivity too as the road network is not good

if the size/gauge is higher, you can carry more capacity and more cargo. This also makes it more cost-effective. That is the primary thing.

None of the Indian carriers have any freighters except Blue Dart, which is purely domestic. Both Indian as well as foreign carriers need to increase connectivity. One is international, second, on the

domestic side, we only have one airline that is Blue Dart for so many years and now you have Sovika operated by Quickjet, which is a welcome development. But it's not enough. India is the seventh-largest country in the world and needs air connectivity on the domestic side as well because road network is not that good and it also takes time.

What new services is GMR offering for the industry?

GMR was the first airport to build a Pharma Zone in 2010, which is a temperature-controlled terminal from truck dock to air dock. We don't mix meat or vegetable here. We are now planning exclusive perishable and express terminals. We are also the only one in India with a functional cargo village. We have warehouses, we have a functional free trade zone and a lot of infrastructure specially built for cargo in Hyderabad.

It is our objective to be the logistics hub for India and South Asia. After setting up an air freight station in Nagpur and Chennai, we are now looking at opening up an air freight station in Goa and later Vizag. We have sales teams in key cities like Mumbai, Pune, Nagpur and Hyderabad and they look at hinterlands which do not have an international airport, to connect the cargo by truck both bonded and non-bonded and bring it to Hyderabad to carry it by our airlines.

Emirates: 105,000 tonnes to Kerala's capital

Emirates marked 10 years of operations in Thiruvananthapuram, the capital city of Kerala. It has emerged as an important passenger and cargo destination for the airline. Since the start of its operations, Emirates carried over two million passengers on the route and moved up to 105,000 tonnes of cargo to and from Thiruvananthapuram.

Emirates' Boeing 777 freighter aircraft is capable of carrying 103 tonnes of cargo, with its main deck being the widest of any aircraft, enabling it to uplift oversized cargo.

Quikjet Cargo: New freighter service

From Bengaluru to Delhi, Chennai and Hyderabad, four flights daily via 737-400F, says Quikjet.

CT BUREAU

Quikjet Cargo has launched its new freighter service that begins in Bengaluru and is connected to Delhi, Chennai and Hyderabad with four daily flights. In its second phase, the Quikjet route will be expanded to connect to Mumbai and Kolkata.

So far a 737-400F is in service, but when the two latter destinations are added, it is speculated that an additional aircraft will be needed. The airline arrived at Kempegowda International Airport,



Bengaluru (KIAB) in February 2016. The airline has decided to take up this opportunity because they have

already sold their aircraft space to Mumbai-based Sovika Aviation. "We will take one more Boeing plane by

April, taking the total fleet size to two," said Preetham Philip, Chief Executive Officer, Quikjet Airlines.



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‘Act responsibly to do good work’

Rahul V Bhatia, Director, TK Centenary Cargo Services (winner of Entrepreneur of the Year at India Cargo Awards West & South 2015) says that his family is his motivation which has helped shaped his life and career.



CT BUREAU

Please tell us something about your important milestones.

TK Centenary Cargo Services (TKCC)—as the name says, the company was incorporated in the 100th year of M/s Tulsidas Khimji which was established in 1895. In a world where business success is often primarily defined by cold and hard figures, it is refreshing when other soft factors are additionally considered as important facets in the overall picture. Our company possesses a tradition that dates back to 1895. This makes TKCC one of the oldest family-run firms.

It is unlikely that this ongoing success would have been possible had we purely focused on financial aspects. Acting responsibly is

engrained in our personal beliefs and is the cornerstone of our company’s business strategy. We are certain that this plays an important role in the success that TKCC enjoys today.

What are the major challenges that you are facing in connecting India?

We haven’t faced any major challenge in our network expansion or getting the industry and government to accept our business model. We have a simple business design and we believe that any business model which is designed to impact large scale livelihoods and communities will be successful. Our model is based on trust and we don’t have any challenges to find the same in a community-oriented business model.



“Our model is based on trust and we don’t have any challenges to find the same in a community-oriented business model. Strong leaders are important to any business function, but logistics management demands unique leadership capabilities. Because logistics represents a large investment for most companies, a strong leader must develop innovative solutions and optimise logistics and operations to gain competitive advantage”

Rahul V Bhatia
Director
TK Centenary Cargo Services

What are the beliefs and values that you live and work by?

Our greatest strength is our personnel. The rich experience helps us to look at unique solutions and think out-of-the-box. Also our

commitment to hard work ensures delivering of the highest standards of services in the logistics industry. We endure the professional services of export and import of cargo with safety, cost effectiveness and logistically planned efforts. Of course we believe that no shipment is too big or small as all are handled with the same efforts, efficiency and dedication.

What is the mantra behind the success? What kind of skill sets are needed to be successful in the logistics industry?

Strong leaders are important to any business function, but logistics management demands unique leadership capabilities. Because logistics represents a large investment for most companies, a strong leader must develop innovative solutions and optimise logistics

and operations to gain competitive advantage. Knowing the latest technology systems is also critical; the entire industry has become more technology dependent. Having a broad vision, communicating well, anticipating future trends and staying competitive are among the secrets to leadership success.

Who is your inspiration?

I am the fourth generation in our family-run business and my inspirations have been all my seniors of the logistics industry. I would definitely dedicate my achievements to my family.

They have always been my source of inspiration. I have always looked up to them. Whenever I have failed, they were the ones who believed in me when even I did not believe in myself. Whatever I am today is because of their belief in me.



The Entrepreneur of the Year award was given to **Rahul Bhatia**, Director, T.K.Centenary Cargo Services

FACTS:

- ◆ **Birthday:** April 11, 1971
- ◆ **Education:** Bachelors of Commerce from Mumbai University – Narsee Monjee College Mumbai and IATA Cargo Advance Rating & DGR
- ◆ **Favourite Bollywood movie:** 3 Idiots
- ◆ **Favourite hangout zone:** Love to be at home

Single window, single law, single return

►Contd. from page 6



Shantanu Bhadkamkar
Managing Director
ATC (Clearing and Shipping)

which would be at least partly export driven. Jointly, ‘Make in India’ and ‘GST’ will encourage growth in India, and it will also have

“It is most unlikely that GST in its true form will be rolled out. GST coupled with ‘Make in India’ would have given a big impetus

” some positive impact on global slowdown.”

R Jayakumar, Chairman, Jayem Logistics

It’s unfortunate that such bills which are of common interest to nation get derailed due to political

ambitions. It’s difficult to judge whether it will get implemented or not keeping the 2019 elections in mind. If GST is not rolled out, logistics service providers who have invested heavily in infrastructure will have to take the brunt. Then the possible solution to either leases out the infrastructure or consolidate business. Not only our industry but the nation will also suffer. As per one of the report, implementation of GST is likely to add almost 2 per cent per annum to our national GDP.

Revenue loss due to lack of transparency and stringent taxes, unnecessary stocking points which add to cost, losses in implementing ERP/IT system due to multiple warehouses, heavy transportation

“LSPs who have invested in infrastructure will have to take the brunt. GST has the potential to reshape the taxation in India

” cost in first and last mile deliveries and various tax burdens on end consumer. GST has the potential to reshape the taxation in India and bring more clarity and transparency into the system.”

Areef Patel, Vice Chairman, Patel Integrated Logistics



R Jayakumar
Chairman
Jayem Logistics

“With different stakeholders working at cross purposes, the passage of the uniform taxation structure remains a distant possibility.

Contd. on page 14 ►



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Booming e-commerce: Need for

Going by the statistics, the government is expecting the e-commerce market to grow to \$100 billion by 2020. The sector is moving with a CAGR of 37 per cent. And along with goods, e-commerce companies have also started investing huge in logistics to make the movement of goods easy and smooth. But why are e-commerce companies building their own infrastructure and entering the logistics sector when traditional logistics service providers are adding e-commerce verticals to their existing lines of businesses? Here's what the industry shares. Excerpts:



KALPANA LOHUMI



Dhruvil Sanghavi
Co-Founder, LogiNext Solutions

Attracting customers, facilitating a great shopping experience, unmatched product portfolio are the main competencies of the e-commerce players whereas we completely rely on our tech capabilities to manage a flawless end-to-end logistical service. The products have gone through a steep learning curve by solving problems of many clients and leveraging on the data of the past. This learning has enabled our solutions to efficiently allocate delivery boys for daily deliveries, reducing delivery time and fuel costs by allocating the best routes, reduced missed deliveries and ETAs (Expected Time of Arrival).

Hypermarket giant plans to go online soon and we have been allotted the task to increase the number of deliveries per delivery boy by 10 per cent due to efficient allocation, routing and reporting facilitated through our solutions. Companies like LogiNext are accommodating enterprise level logistics solutions which were earlier only the domain of the likes of FedEx, UPS globally.

Amit Bajaj
Director, Mituj Marketing

e-commerce companies are competing with conventional retailers which provide instant gratification to the customers with touch, feel and immediate delivery of the product. The success of e-commerce business lies in how fast the product ordered by the customer is delivered to him. The shortening of the order and delivery gap becomes of prime importance. The moment the order to delivery gap increases the returns increases.

e-commerce has seen an explosive growth. The infrastructure of the traditional logistics service providers was not ready for handling this growth both in terms of volume and technology. The e-commerce business is technology driven, unfortunately the traditional logistics providers did not have the technology to fulfill and integrate the e-commerce requirements. However, this has changed now and the LSPs have invested heavily in technology and infrastructure to cater to e-commerce companies.

Logistics is one of the prime factors in the success and failure of the e-commerce business. Every e-commerce company would like to control and manage the logistics to their advantage. Therefore the companies prefer to use a combination of self managed and outsourced logistics setup.



Ajay Khosla
DGM, Jaipur Golden Transport Co.

The logistics of e-commerce has become more multifaceted in our enormous country. Till date our infrastructure is not well made to reach most tier III or IV locations. Present taxation procedures are not supporting business transactions. e-commerce is a speedily growing sector and needs robust supply chain management (SCM) to face unfolded needs of future. Flipkart has started own logistics firm eKart, Amazon set-up company Amazon Transport Services and Snapdeal had taken a stake in Gojivas to deliver products directly to end customers. In the present days more than 50 per cent of e-commerce logistics process and end deliveries are taken care of by in-house set-up firms and the rest are controlled by 3PL service providers included existing LSPs and India Post.

In-house set-ups will help to run business as per their set necessities resulting in enhanced performance and customer satisfaction. This concept of having own logistics set-up might not go a long way in the future as core competencies are different for e-commerce companies. The way e-commerce is expected to expand geographically, then it must outsource SCM to scale needed logistics activities at corresponding velocity, as reach is now the key component of filtration for e-commerce companies to chose a single logistics set-up or combination of own and LSPs set-ups, could be value added series (Card Swipe/COD) by their own set-up and simple deliveries by LSPs. Some of the biggies can set-up their own logistics arms but one big share of industry players are mix of mid level, start-up level and small entrepreneurs, these are heavily depending on LSPs only. Same time LSPs need to enhanced their setups for handling such specialised services.

HIGHLIGHTS:

- Flipkart started own logistics firm eKart, Amazon set-up company Amazon Transport Services and Snapdeal had taken stake in Gojivas to deliver products directly to end customers.
- Logistics is one of the prime factors in the success and failure of the e-commerce business.
- There is a big gap in what's being offered by the existing logistics service providers, currently, and what is needed by the e-commerce companies.
- The logistics industry needs to develop the penetrative reach to rural India, far-off villages.
- The role of LSPs cannot be ignored as some of the biggies can set-up their own logistics arms but one big share of industry players are a mix of mid level, start-up level and small entrepreneurs, these are heavily depending on LSPs only.
- One important aspect which e-commerce companies tend to overlook is the cost of managing all these on their own.
- No e-commerce company on its own will be in a position to be able to achieve cost equilibrium based on their captive load alone.
- Companies like LogiNext are accommodating enterprise level logistics solutions which were earlier only the domain of the likes of FedEx, UPS globally.
- The way e-commerce is expected to expand geographically then companies must outsource SCM to scale needed logistics activities at corresponding velocity.

own logistics infrastructure?



Sanjeev Khanna
Business Head-North, BigBasket.com

Yes, there is a big gap in what's being offered by the existing logistics service providers, currently, and what is needed by the e-commerce companies.

It's missing on three fronts: (1) Reach: all the services are available in metros or, at-best in tier-II and tier-III cities but what's missing is the penetration in rural India which remains beyond reach for most (2) Reliability: the whole e-commerce business is dependent on the delightful customer experience with assured delivery timelines

but the 3PL agencies continue to work with the years old traditional network-design with low reliability factor (3) Operating Costs: the reliability of service is coming at an unrealistic cost making the whole delivery business unviable for e-commerce players, it's hampering the growth for user industry, in-turn not allowing even logistics service providers to get any dividend out of this tremendous opportunity, it's a catch-22 situation.

The logistics industry needs to develop the penetrative reach to rural India—far-off villages. This shall start the healthy cycle of business growth for the e-commerce players, which in-turn will benefit the 3PL players as well. If we talk about overall growth, more reach and more customers give business to e-commerce companies and there will be more business for logistics service providers.

Vineet Kanaujia

Vice President – Marketing, Safexpress

Many e-commerce firms are developing their own infrastructure these days, instead of using existing LSPs. The underlying assumptions made by them about LSPs may be many. To start with, the e-commerce firms need high levels of delivery, reliability and speed, and they do not wish to depend upon a service provider given the very high standards set by them for the same.



They also expect the number of errors to be far lesser in case work is managed by their own staff rather than outsourcing. Also, given the fragile nature of many e-commerce products, the firms are very conscious about packing being handled by their own staff.

They also expect that LSPs which use very generic systems and would not be able to match their own unique processing solutions.

While these assumptions may not be altogether untrue, there are a good number of LSPs which offer high service standards. Safexpress B2C provides high level of service quality to e-commerce firms; not only that, even tailor-made solutions are being offered to a number of e-commerce firms.

With an increase in awareness about the high standards of e-commerce focused LSPs, the e-commerce firms will keep shifting towards LSPs more and more.



John Thomas
Associate Director
Realistic Realtors

Though e-commerce as an industry is growing aggressively, the e-commerce companies are fighting hard, to sail through this competition alongside the slow economy. With recurring cost of infrastructure including warehouse, manpower and the aggressive increase in such costs in the past two years, the e-commerce companies have to think towards making their business as viable as

possible. Further with the rise in demand, it could be a heftier task for them to arrange and manage a 3PL company for every new requirement.

On the other hand logistics service providers have been the true strength to these e-commerce companies in helping them managing their sales, stocks and last mile deliveries. With the growing demand and cut throat competition, these logistics service providers are the real partners to the aggressively growing e-commerce companies. Whether to keep seeking the services of the logistics providers or to build and manage everything on their own will depend upon the decision between meeting the current business opportunities v/s long term viability. This is actually a call to be made by the e-commerce companies, especially those who can afford it.

Malay Shankar

Head–e-commerce Logistics, DIESTL

There are multiple reasons why e-commerce companies are building their own infrastructure:

1. They consider this activity (logistics and the allied infrastructure) a part of their core business.
2. 'Customer Experience' is an essential differentiator in e-commerce business and these companies therefore pay a lot of attention to this aspect. e-commerce companies feel that they can influence 'Customer Experience' better if they have their own infrastructure.
3. e-commerce business faces erratic peaks in sales cycle and demand fluctuations. Such unpredictability, companies feel can be better managed if they have a direct control over infrastructure and processes.
4. Negative experiences like adulteration, pilferage and obsolescence leading to brand risk, especially in the grocery/food related business also drive companies to retain infrastructure and fulfillment control.
5. Special service requirements like installation, Try & Buy are often not offered by the traditional logistics/infrastructure service providers, leading to e-commerce companies looking in-house for the same.

One important aspect, which e-commerce companies tend to overlook, is the cost of managing all these on their own. No e-commerce company on its own will be in a position to be able to achieve cost equilibrium based on their captive load alone. They need to capitalise upon the volume-cost benefit by outsourcing their requirements to professional LSPs, while having robust SLAs and technology.



Craftsvilla acquires Sendd for \$5 mn

Even as Craftsvilla has acquired on-demand logistics enabler Sendd for \$5 mn, its Co-Founder and CEO, Manoj Gupta says, "Our vision is to make Sendd one of the largest logistics companies which will power reach and efficiency for us. Even though e-commerce companies are putting up their own logistics in place, we don't think this 'capital efficient'."

Sendd will operate as a separate entity and offer services to other companies too.

Founded by former IIT Bombay students, Nav Agarwal, Sumeet Wadhwa and Sargun Singh Gulati, the virtual logistics company also provides services to international clientele. There is even an app for booking.

Paytm: 500 cr investment in warehousing

A payment wallet to e-commerce companies, Paytm has plans to invest ₹500 crore in the coming fiscal from ₹200 crore it spent this year to spread its logistics network across the country.

Sudhanshu Gupta, AVP-Business, Paytm says that the aim is to have 50 third-party fulfillment centres. Currently

the company is partners with around 20 national and regional courier partners. And the plan is to scale up the courier network in tier II and III cities. Paytm shared that over 50 per cent of the orders come from cities outside the top 10. "Sticking to third-party fulfillment centres and courier partners is a more scalable model as it requires less investment," adds Gupta.

Potential to add 2% per annum to GDP

► Contd. from page 10

If the bill is not passed, warehousing space will remain unutilised and will be a huge burden on the balance sheets of logistics players.

We have so far played the waiting game. We are well placed strategically to leverage the benefits of the new tax regime. As



Areef Patel
Vice Chairman
Patel Integrated Logistics

business like e-commerce and express delivery products which supports our business.

Logistics players will have to bear huge interest burdens on loans which they have taken for setting up infrastructural facilities. One of the main set back is tremendous increase in costs to client and also to the logistics providers. There is also a large amount of confusion among foreign investors as regards the future business environment in the country which can have a negative impact on future investment prospects.



Akash Bansal
Logistics Head
Om Logistics



It will have an overall adverse impact on the business climate of the country. The industry and players across all forums suffer heavily because of the multiple tax system like the TDS on truckers such obsolete system needs to be ironed out to ensure that business is done in the easiest and smoothest possible manner.

Such a delay doesn't help the economy to surge. Reforms like GST, land acquisition and initiatives like 'Make in India' are definitely the way forward for a better environment to achieve double digit growth."

Akash Bansal, Logistics Head, Om Logistics

"GST is a system which is largely going to benefit business entities, manufacturers and service providers. It is surely going to benefit the pan-India market. GST needs to be carried out in any way, as the desired amendments can be done later on, if needed."

Budget 2016-17 reactions

Bhavik Chinai, CEO, Vamaship, opines, "Union Budget 2016-17 is neutral in the short run and positive in the long run for logistics. The government plans to upgrade 50,000 km of state highways to national highways and plans on building 10,000 km of new roads at a targeted speed of 100 km per day, which if achieved would help the bring trucking costs down significantly. Improved fuel efficiency and reduced maintenance cost for trucking companies would reduce prices for long-haul transportation in the long run."

Bharat J Thakkar, Past President and Permanent Member-Board of Adviser, ACAA and Joint Managing Director, Zeus Air Services, says, "The budget is giving major importers duty payment credit which is in line with WCO recommendation and followed globally as deferment a/c. This will help importers and in reduction of dwell time. What was not expected though was that the interest on delayed payment which has been increased from 6% to 9%. This is a burden to EXIM and timely clearance."

Vipin Jain, Regional manager – Logistics, South Asia & Middle East, Lufthansa Cargo, says that the budget has allocated ₹2.18 lakh crore for the development of road and rail in 2016-17. "This will provide better connectivity to work towards multi-modal logistics systems. As moving cargo within or outside the city is a challenge, better connectivity gives a good scope of providing regional connectivity within India," he adds.

Shashi Kiran Shetty, Founder & Chairman, Allcargo Logistics, says, "The government's impetus on increasing the efficiency and modernising of ports and improving the road infrastructure will definitely provide a fillip to our sector."

The industry suffers due to multiple tax systems like the TDS on truckers; it is an obsolete system that needs to be ironed out

GST should go ahead as quickly as possible. GST is going to benefit the pan-India market and amendments can be made later too

far as our operations are concerned the traditional business and the agribusiness movement in India has surely taken a hit due to non-implementation of GST but we have moved into next generation

Policy for logistics hubs to reduce costs

At the 'Make in India' week, Minister of Road Transport & Highways **Nitin Gadkari** unveiled grand plan for creating logistics hubs using 350 ring roads, development of 2,000 ports and introduction of e-tolling.

CT BUREAU

Nitin Gadkari, Minister of Road Transport & Highways, GoI announced policies for developing logistics hubs using 350 ring roads, development of 2,000 ports along 14,000 km of coast and introduction of e-tolling across 360 toll plazas on the national highways to avoid manual toll payment.

"On the logistic hub, the objective was to reduce logistics cost (currently 18 per cent of the

total). It was eight per cent in China and eight to 10 per cent in European countries. The proposed logistic hubs will house godowns, storages, pre-cooling centres, cold storages and residential units. They will be spread over 2,000 to 3,000 acres along the 350 ring roads," Gadkari said.

Gadkari said the ministry had firmed up a plan for development of 2,000 ports in five years. "The tenders will be issued by the end of 2016 for the Wadhavan



Nitin Gadkari
Minister of Road Transport & Highways, GoI

(Maharashtra), Colachel (Tamil Nadu) and Sagar (West Bengal) Corporation and Cochin Shipyards together posted yearly profit of ₹6,000 crore and will contribute

21 decisions have been taken to expedite the development of roads and highways. Seven projects worth ₹20,000 crore are the stressed ones

₹18,000 crore on the expansion of 12 ports. Funds won't be a problem. Government undertakings Shipping Corporation of India, Dredging

The rest would be raised from banks, financial institutions and through multiple instruments," he adds.

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Linking maritime experts

SeaFolks is providing a networking platform to maritime businesses and professionals. **Umesh Dhekane**, Founder & Managing Director, SeaFolk.com shares more about it.

CT BUREAU

Please share an overview of your business model.

SeaFolks is a networking portal similar to LinkedIn but focused on maritime industry. SeaFolks helps businesses and professionals by creating a professional identity and business profile to build a relevant network for their respective growth. While the core offering is free for the network members, the premium offering comes for a price. The core offerings include professional profile, business listing and product/service listing. While the premium features include aggressive visibility, premium listing and HR solutions.



Umesh Dhekane
Founder & Managing Director
SeaFolk.com

What is the aim behind this business and platform?

Sea transport has been the largest carrier of freight. More than 90 per cent of the world's international trade is carried via ships. You can virtually transport any material by water, except cases where material is highly time-bound. Road and rail transports are primarily local in nature which form part of the multimodal chain.

SeaFolks connects the unconnected markets and introduces technology to solve crucial problems because of physical barriers. I am a marine engineer and have sailed for almost 10 years on various ships.

Please elaborate on the network and expansion plans.

“SeaFolks generates relevant traffic and leads from the maritime industry, so it acts as a perfect marketing tool and branding platform”

SeaFolks is a strong network of almost 9,000 members. Professionals and businesses from more than 25 countries are part of this network. UAE and London have strong impact on global maritime industry and we are looking for avenues to have physical presence in the UAE and Europe.

What is your USP?

The USP of SeaFolks is its ability to be able to tap in to the maritime market other than their

own country, which is otherwise not accessible to a business. SeaFolks is a niche marine-specific networking portal, which brands you and your company in the global maritime industry. It also generates all relevant traffic and leads from the maritime industry, as being industry specific portal. So it acts as a perfect marketing tool.

Would you like to comment on the skill sets of the maritime industry?

The growth of Indian education market is reaching legendary proportions. India targets to create 500 million skilled workers by 2020 to maintain its economic escalation. In general there is lack of awareness about career opportunities available in the maritime industry, especially those other than merchant navy.

SeaFolks has taken an initiative to generate awareness about these career opportunities, as certain quality students are joining the industry. Maximum participation of right talent will help the industry grow faster.

Trivia

- ◆ SeaFolks.com currently has its corporate office in Navi Mumbai, Belapur and registered office is in Pune.
- ◆ SeaFolk.com is organising a conference and exhibition called MariLeap 2016 (A Leap towards Maritime career) at Pune from April 8-10, 2016.

Digital interface saves time and cost

Anil Batra, VP, Global Vertical Head-Travel, Transport and Logistics Vertical, NIIT Technologies, talks about digitalisation.

CT BUREAU

What was NIIT Technologies offering to the logistics industry in the initial stages?

NIIT Technologies partnered with SATS for marketing implementation of COSYS-IS (Cargo Operating System – Intelligent Solutions) to automate and simplify the process of cargo



Anil Batra
Vice President, Global Vertical Head-Travel
Transport and Logistics Vertical, NIIT Technologies

and ground handling solutions. Subsequently we implemented those solutions in 14 airports across the world. COSYS-IS is a unique IP-based product that enhances ROI, delivers higher operational efficiency and increased productivity at cargo terminal. These solutions fundamentally changed the way cargo and ground handling was managed at airports.

We have various technologies to figure out where the specific truck is in the terminal and guide them into the right bay so as to minimise the time it takes to decide where it has to go.

What is your USP?

We are the very early adapters of digital technologies where we let digital technologies provide specific business benefits to customers. We understand the cargo business very well, we understand technology and we are able to apply these technologies in the industry in a right way.

How tech-savvy is the Indian logistics market?

The Indian logistics industry requires a lot of updated technology for efficiency. As the mobile devices are cheap, we will soon see good adoption of technology. The fundamental driver is always cost; our logistics industry is labour intensive and technology cost is almost double as comparison to employment of labour.

“The app provides visibility of shipment/vehicles within cargo terminal and has integration with Celebi and DCSC”

IndoSpace to invest \$ 1.75 bn

IndoSpace plans to invest \$1 billion in the country in the next five years to take its total investment to \$1.75 billion. This additional investment will increase its development pipeline from 20mn sqft to 50 mn sq ft.

CT BUREAU

“In addition to growth in consumption and e-commerce, we see India's great manufacturing potential being unlocked by the government's 'Make in India' programme,” said **Rajesh Jaggi**, Managing Partner-Everstone Real Estate and Co-CEO, IndoSpace. The company has robust plans to fund and expand its 17



industrial real estate projects across the country to support manufacturing, consumer

and 3PL (third-party logistics) companies operating in India's rapidly growing economy. “It

is critical that the enabling infrastructure such as land and facilities to manufacture and store goods are in place as India's manufacturing engine gathers speed,” said **Brian Oravec**, CEO, IndoSpace.

IndoSpace Chakan I is an industrial hub near Pune. It houses Ericsson and other global companies including Bosch, DHL, Leoni, Steelcase, Kubota and Delphi.

Form - IV

Statement about ownership and other particulars about newspaper CargoTalk to be published in the first issue every year after the last day of February

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From urban to rural: Connect India

Connecting rural India to urban India with a seamless eco-system, Connect India aims to cover 25,000 pin codes and 50,000 Connect India Centres. **LR Sridhar**, Founder & CEO, Connect India discusses his business model and expansion plans with **CARGOTALK**.



CT BUREAU

What steps have you taken to create a logistics pipeline between rural and urban India?

Connect India model is designed to deliver with the assurance of time definiteness and convenience by establishing a locally rooted neighbourhood distribution network across India. The objective is to leverage existing underutilised economic infrastructure like neighbourhood kirana stores, medical shops, mobile stores and internet cafes as a last mile delivery point where these hubs serve as the Connect India Centers (CICs). Connect India has tied up with CSC.

These centres, which have been helping people in rural areas avail various e-governance services, will also serve as last-mile delivery centres and cater to the e-commerce demands in the clusters of villages. Each CSC is expected to serve a cluster of six to seven villages, covering more than six lakh villages across India.

The robust momentum created by strong networking in the past months will drive Connect India to establish 15,000 CICs through the CSC Channel and other small entrepreneurs in over 12,000 pin-codes by March 2016. The company's vision is to eventually cover 25,000 pin codes and establish 50,000 Connect India Centers by the end of FY 16-17.



LR Sridhar
Founder & CEO
Connect India

The company's vision is to cover 25,000 pin codes and establish 50,000 Connect India Centers by the end of FY 16-17

What major challenges are you facing in connecting India?

We haven't faced any major challenge from the government. We believe that any business model which is designed to impact large scale livelihoods and communities will be successful. Our model is based on trust and the challenge is to find the same in a community-oriented business model.

What is your present geographical network across the country?

We are currently present in 380 locations, 207 districts and 3,200 pin codes through 500 CICs. Connect India has created access to 221 towns with more than 50,000 population out of 1,033 towns in the country in six months.

Will you be expanding services beyond the e-commerce industry?

Our services extend beyond the e-commerce industry for last mile and first mile services, by aggregating multiple services for its CICs under the STEMS (Single Terminal with Multiple Services) model.

CICs will also provide services such as reverse logistics, cash on delivery and aided commerce, domestic and international courier services, banking and e-Governance services, secured documents delivery, micro warehousing among others ensuring economic sustainability to the centres. Our recent tie-up with UPS will help connect potential economic village clusters in India to the 220 countries through trade lines.

Any other expansion plans on the anvil?

Our plan for the next two years is to expand to 26,000 pin-codes and reach over 50,000 distribution centres. We will be creating state-

of-the-art infrastructure through automated sorting centres by way of hub and spoke model.

We will create a seamless eco-system to enable e-commerce on time definite basis. Millions of rural household and small enterprises will be benefited from the re-commerce (rural commerce)

What are the trends in the logistics and supply chain industry?

- The ability to have a product delivered anywhere at any time will be a common trend. More companies will come forward to offer same day delivery with less or no extra cost.
- Warehouse automation.

We plan to develop an eco-friendly environment where batteries will power vans in cities and last mile will be delivered by burning calories



environment that Connect India will create. We plan to develop an eco-friendly environment where batteries will power vans in cities and last mile will be delivered by burning calories and not carbon fuel. To create this infrastructure in the next six months we will be looking for more investments in the next round of our funding plan.

- Multi-channel sourcing will become common which the logistics and supply chain industry has to support.
- Sustainable logistics will come into play in a large manner with customers preferring products that are made the right way; decreasing social, economic and environmental impact on society.

Freight Systems relocated

Integrating key business and operations teams of Freight Systems, the company has moved to a new campus in the Summit Business Bay.



CT BUREAU

Freight Systems has been relocated to its Mumbai branch into a custom-built

corporate campus covering 17,000 sqft in the Summit Business Bay, Mumbai.

"The new facility brings our team members together under one roof, increasing collaboration and enabling us to provide even better support for our internal and external customers," said David Philips, Managing Director, Freight Systems. "This new location comfortably accommodates the growing employee base as well as allows room for more growth."



Freight corridor on the anvil

Manoj Sinha, Minister of State for Railways, has said that tenders worth ₹17,500 crore pertaining to the DFC project will be finalised soon



CT BUREAU

The land acquisition and statutory clearances for Dedicated Freight Corridor (DFC) have been obtained. Project execution has begun with the award of civil contracts for the 1,100-km route. The

ambitious ₹81,459-crore project envisages developing freight rail lines along the western corridor between Delhi and Mumbai and the eastern corridor between Ludhiana and Howrah, running through Delhi. Work on DFC will be completed in phases between 2017 and 2019.

Trivia

- ♦ The entire western corridor is being funded by Japan International Cooperation Agency (JICA), while the World Bank is providing financial assistance for the eastern corridor from Mughalsarai to Ludhiana.

Indian Railways is constructing the western corridor from Dadri to Jawaharalal Nehru Port (1,502km) and the eastern corridor from Ludhiana to Dankuni (West Bengal) (1,840km). The separate corridors are built to speed up the transportation of goods.



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VRL COO Mr. K.N. Umesh receiving the 'Road Transport Company of the Year award at ET Logistics Awards 2016' from Mr. Samir Shah, President of Freight Transport Association, at the award program in Gandhinagar, Gujarat.



VRL CFO Mr. Sunil Nalavadi, receiving the 'Best Practice Adopter of the Year award at Apollo CV Awards 2016' from Mr. Markus Villinger, Managing Director of Bharat Benz, at the award program in Mumbai.

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Express cargo to match e-commerce pace

The big wave is e-commerce and cashing on to this is the express logistics industry. **Chander Agarwal**, Joint Managing Director, TCI XPS discusses how this synergy is working and the current trends of the industry.



CT BUREAU

How is the express logistics industry doing?

The express industry is basically a clear cut indicator of how the economy is doing. For instance, if we are growing at 10-12 per cent, then the economy should also do about five or six per cent. So, the express logistics industry is slow.

What do you feel is the biggest impediment to growth?

The obstacles are many. GST which is supposed to come has delayed our investment plans. The challenge is we don't know exactly what would be the blueprint of the tax regime. Thus, we can't really be investing in new vehicles and any of our new business because then everything we worked on needs to be changed.

Secondly, we have an infrastructure problem. There is no way people talk about same day deliveries but it is possible only if you have removed the local obstacles. For instance, in Maharashtra you have Octroi which is such a big problem. The condition of roads is an issue as there is no space for vehicles to move. The investment environment is also very poor now.



Chander Agarwal
Joint Managing Director
TCI XPS

“ We have the legacy of TCI. The way we have defined our principals is very strong, our corporate governance is very strong ”

Have any initiatives been taken for digitisation?

The e-commerce sector is totally dependent on digital technologies. Consequently, the logistics industry

has also felt the need to undergo major transformations in order to stay in the competitive scenario. We, as a company, got established 15 years back and we have been using the latest ERP system, docnet, to name a few. Moreover, XPS is part of the TCS groups so it is not something which we are seeing now in our company.

We have implemented various digital initiatives to make sure that customers get seamless multichannel experiences. TCI XPS offers time definite solutions. Other companies which are coming up are trying to adopt this system. The industry has to move beyond excel sheet. It is not feasible or practical in TCI XPS because

already invested enough. We have a whole network which is on the barcode scanners.

What makes TCI XPS different from other express companies?

We have our own offices, 99.99 per cent companies do not have their own offices, and they have franchises. We have our own employees and all our offices are

have defined our principals is very strong, our corporate governance is very strong.

Do you feel the tie up with e-commerce companies can improve the efficiency of logistics companies?

Yes, it can definitely improve the efficiency because you tend to do what they expect you to do. The tie-ups with e-commerce

There are lot of logistical challenges which probably get sorted out in times to come but in general, it is just a whole gamut of things which are slowing down the growth of express logistics industry



of the magnitude of the number of consignments we have. We have

connected by ERPs and we have the legacy of TCI. The way we

companies not only improve the efficiency of logistics companies, but also help improve the delivery time and service of these companies.

What impact will 'Make in India' have on the industry?

It is going to add business opportunity for express cargo industry and is a great initiative for the country. So, if logistics is smooth then 'Make in India' will also be smooth. And, GST is also needed. ↴

DHL's new Green Danmar to reduce CO2 footprint

DHL Global Forwarding, the air and ocean freight specialist within Deutsche Post DHL Group, has launched a new Green Danmar service. It is offered through Danmar Lines, DHL's own NVOCC (Non-Vessel Operating Common Carrier), enabling customers to select a carrier for full container shipping which is over five per cent more carbon efficient than the industry average.

Dominique von Orelli, Senior Vice President, FCL Product & Capacity Management, DHL Global Forwarding, says, "There is the choice of combining this with DHL's offsetting solution and turning consignment into a CO2 free shipment." The service can be selected by customers using DHL Ocean Direct FCL (Full Container Load) product.

Safexpress: Painting for SCM

Go Green has been painted all over a Safexpress container, highlighting the need for taking environmental responsibility seriously. It partnered with public art festival Publica to spread this message.



CT BUREAU

Safexpress partnered with the 2016 edition of public art festival Publica to spread its Go Green message. The company has been driving its 'Go Green with Safexpress' campaign for the last decade with an aim to develop a green supply chain.

The old truck containers were used as an art medium and artist Bhuwal Prasad created the masterwork with the theme of Go Green. Anchored by **Surbhi Modi**, Publica is an art initiative that involves top Indian

and international artist create site-specific works.

Divya Jain, Founder & CEO, Safeducate, says, "This remarkable public art festival involved the creation of a unique artwork, where an artist has spent two weeks in painting a truck container and making it a canvas for his expression. Trucks are rarely



the subject of casual conversation, unless of course one is voicing their negative. This project seeks to change that."

The trucks were placed at Select Citywalk mall at New Delhi and Prasad created his masterwork

live on the theme of Go Green. "The container itself is a unique green innovation by Safexpress Group, wherein we have been continuously refurbishing old, end-life of containers to develop mobile Container Schools. Here, we are creating a mobile artwork which will spread the vital message about conserving our resources

and saving our environment," Jain added.

"We are touching every vertical to bring art in public," says Modi when asked the grounds behind partnership with the logistics company. ↴

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New service calls at Krishnapatnam Port

Committed to providing varied options to the growing EXIM trade, Krishnapatnam Port offers new opportunities.



CT BUREAU

Hanjin Shipping India made its maiden call at Krishnapatnam Port Container Terminal on 1 February 2016. Vessel MV Hanjin Florida had exchanged 553 TEU out of which 109 TEU

service will cater to all import/export businesses.

This direct container shipping service will open several trade opportunities for exporters and importers between these countries and is expected to give a fillip to the



are imports and 444 TEU are exports. KPCT, whose volume during April 2015–January 2016 has already surpassed FY 2014-15 container volume, offers immense opportunities for new service calls to tap its huge hinterland. This

trade on the East Coast. This new service will offer varied options to the growing EXIM trade in Andhra Pradesh, Telangana, Karnataka and Northern Tamil Nadu. Krishnapatnam Port will continue to tap new opportunities.

Call for 100% e-freight

A thought leadership summit in Dubai by Kale Logistics Solutions for air cargo saw participation from 25 industry leaders from global organisations and consultants from Europe and Canada.



CT BUREAU

The summit was designed to be an interactive platform and went on to discuss industry issues in a round table format involving all the participants. The Clear View summit aimed to ensure that a collective voice of the industry gets collated and the industry itself can now prepare a charter for enabling 'doable' activities so as to provide practical solutions to the issues such as Statutory Compliances, Regulations and Customs Processes, e-Freight and the need for Change Management.

There was an intense discussion around e-freight and e-AWB, where the leaders agreed that there needs to be a mechanism for looking at 100 per cent e-freight adoption. The Clear View 'Call for Action' programme will ensure making 100 per cent e-freight adoption a reality at one of the leading Middle Eastern airports.

Sanjiv Edward, Chairman, TIACA said, "Challenges were deliberated and there were some excellent ideas that have come up. But more important was the notion of way forward; how as an industry we ought to be constantly moving forward."

"The round table conference was very nice and well organised and was absolutely an eye opener.

Aviation Handling Company) NahcoAviance Plc.

Vipul Jain, Chairman, Kale Logistics said, "The energy, enthusiasm and response we got from the industry leaders at the summit were truly overwhelming. Clear View summit is a small attempt by us to enable innovation and transformation in this Industry. The next phase of work

The Clear View 'Call for Action' programme will ensure making 100 per cent e-freight adoption a reality at one of the leading Middle Eastern airports

There were some topics that were touched upon, which we would not even have dreamt of. I really look forward to another similar conference on other subjects," said Norbert Bielderman- MD, (Nigerian

involves certain identified initiatives where leaders from different stakeholders have volunteered their support to take it forward. The outcome from these will be discussed and shared at the next edition of Clear View."

AA Cargo: Online revamp

The enhanced tracking capabilities will improve shipment visibility for all customers from booking to delivery.



CT BUREAU

American Airlines (AA) Cargo introduced new redesigned tracking functionalities on its website. It is developed to increase visibility into the entire shipping process and offer a more customised experience. The enhanced features include:

- Live 'at-a-glance' status updates via colour-coded progress bars
- Detailed flight, AWB and Customs information
- Simple access and navigation to shipping history
- Added sorting and viewing capabilities for logged-in users

Logged-in users can also sort their shipments by origin and destination, which gives them the ability to quickly simplify and consolidate the information displayed on their screens. "We gathered feedback from our customers on the tracking process and used that valuable information to make needed changes; overall it's just a simpler and more user-friendly experience," said Eric Mathieu, Director-



American Airlines Cargo introduced new redesigned tracking functionalities on its website. It will increase visibility and offer a more customised experience

Customer Experience, American Airlines Cargo.

"Our customers wanted better organisation, increased transparency into their flights and

shipments, and real time updates from point A to point B. This is a much easier tool to use Now, our website contains all of these enhanced functionalities and more," he adds.

CEVA Logistics now working with ACE

In sync with US laws, the company has introduced state-of-the-art systems in this sector to file its entries.



CT BUREAU

CEVA Logistics has completed the implementation of a new customs brokerage system across its US operation. CEVA initiated the move to introduce state-of-the-art systems in this sector. The company did this following a mandate from US Customs, which states that all forwarders must file their entries using the Automated Commercial Environment (ACE) by the end of February 2016. "Our implementation with CargoWise One, offering full ACE functionality, is a major step forward for our business," states Jane Pedersen Sorensen, Vice President Customs Brokerage and Import Services, CEVA Logistics.

The company is also planning to launch a new customer portal, which will allow importers to better manage their business.



Jane Pedersen Sorensen
Vice President Customs Brokerage and Import Services, CEVA Logistics

The company has plans to launch a new customer portal, which will allow importers to better manage their business with Ceva

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DICT acts as ICT hub for Delhi-NCR

In only two years time, Delhi International Cargo Terminal (DICT) has become the single-point solution for the logistics needs of many customers, due to its wide range of infrastructural facilities, says **Kumar Pulkeshin**, Senior General Manager – Marketing & Sales (International Cargo Terminal), JM Baxi Group.



CT BUREAU

How is DICT benefitting the EXIM and domestic cargo fraternity in NCR?

The National Capital Region (NCR) and its surrounding areas are among the largest cargo generating hinterlands of India, both for EXIM trade and for domestic end-use, but the industrial hub had the problem of lack of integrated logistics services. With the advent of DICT, an ICD of the J M Baxi Group, this problem has now turned into an opportunity. The integrated rail-linked logistics park cum inland container depot which has been built on a sprawling 85 acres of land situated near Sonapat, off the National Highway No 1, is re-defining bulk and container logistics. DICT is acting as a hub and distribution centre for the entire North India. It is therefore rightly termed as an 'ICT' (International Cargo Terminal) and not just another 'ICD'.

It is also one of the preferred terminals for handling domestic cargo and runs a dedicated weekly service to Mumbai for domestic cargo. To support dedicated rail service to gateway ports, DICT has also managed a pool of empty inventories to move rakes between gateway ports and DICT. It has invested in



Kumar Pulkeshin
Senior General Manager – Marketing & Sales
(International Cargo Terminal), JM Baxi Group

To support dedicated rail service to gateway ports, DICT has also managed a pool of empty inventories to move rakes between gateway ports and DICT

power packs to run dedicated train services for reefer containers.

USP of DICT.

The biggest advantage of DICT is the fact that it is located at

a critical position on the outskirts of NCR and is the central artery for cargoes like rice, meat, yarn, woollen rags, blankets and scrap. DICT is also positioned at the mouth of the funnel where all traffic from the North East–North West quadrant converges to gain entry into Delhi. Now the terminal has a good mix of cargo like food grain, handloom, machinery, polymers, used clothing, liquid chemicals and perishables.

What is your volume per month?

DICT has achieved a volume of more than 3,500 TEUs/month and has captured a three per cent market share of NCR's EXIM container market. DICT's target is to reach a volume of 6,000 TEUs/month by end of this financial year. It has already

raised the tempo in the shipping community to achieve this target.

Expansion plans

DICT is developing progressively towards capabilities to handle over one million containers, over eight million tonnes of bulk and liquid cargocapacity, completely mechanised bagging

Did you Know?

The well rail-linked terminal runs three services to Mundra, two to Pipavav and two to JNPT every week.



plants and multi-temperature controlled cold storage capabilities of over 8,000 tonnes. DICT has invested in specialised equipments and infrastructure build up to handle cargo like used clothing and meat.

DICT has 35 gensets fitted tractor trailers to support for the first mile and last mile connectivity for perishable goods.

JNPT extends DPD facility

Making terminals congestion free and to expedite deliveries, the Jawaharlal Nehru Port Trust (JNPT) now has Container Freight Stations (CFS) beyond terminal premises.



CT BUREAU

JNPT has been built with a concept of operating Container Freight Stations (CFS) beyond terminal premises to where normally the laden import containers are delivered immediately after landing. The main idea behind this was to have congestion-free terminals and expedite deliveries to Custom Stations. As per the existing practice, cargo is cleared at CFS by the Importer/CHA after completion of Customs formalities.

To facilitate Direct Port Delivery (DPD), keeping in view various constraints like yard, additional equipment, manpower and unfruitful/multiple shifting, a bench



mark of 50 TEUs per voyage to be imported by the agency was fixed as the eligibility criteria for availing DPD facility. However, over a period of time, with improvements in the operating system, in order to reduce the transaction cost per container, JNPT liberalised the minimum

volume of containers to be imported by ACP clients to 300 TEUs on an average per month covering all three terminals of JN Port as a part of our policy to extend the benefit of DPD facility to more number of ACP clients.

Presently 10-14 agencies are availing DPD facility at JNPT which are fulfilling the criteria of importing not less than 300 TEUs on an average per month covering all three terminals as a benchmark. As understood, CBEC has issued accreditation to 357 ACP clients so far.

Gujarat gets a private freight terminal

The terminal will house an ICD to handle EXIM cargo with monthly cargo handling capacity of 4,500 to 5,000 TEUs.



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Continental Warehousing Corporation (NhavaSeva), the flagship company of NDR Group, inaugurated a new private freight terminal at Sachana, Viramgam in Ahmedabad district with Manoj

Sinha, Union Minister of State for Railways, flagging off the train.

The terminal boasts of a new logistics hub with three dedicated rail sidings, capable of handling both containerised and bulk cargo. These are low-speed track sections. It is capable of handling 125-130 trains a month. Warehouses aggregating five lakh sqft, equipped with gantries and other handling equipment, offer storage options.

This will be the NDR Group's second such facility after Hyderabad. The third freight terminal is expected to be commissioned in Panipat.

Did you Know?

The group's network is in Gujarat, Haryana, Karnataka, Maharashtra, Madhya Pradesh, Tamil Nadu, Telangana and West Bengal

RoRo vessel facility at APM Terminals Pipavav

APM Terminals Pipavav (Gujarat Pipavav Port Ltd) hosted the maiden call by RoRo operator Höegh Autoliners vessel—m.v. HOEGH ANTWERP at Pipavav Port.



HOEGH ANTWERP berthed at Pipavav Port in late January 2016 to load Ford's small and mid-sized cars, being exported from its Sanand plant in Gujarat. In August 2015, APM Terminals Pipavav commenced operations of its RoRo facility and successfully berthed its first RoRo vessel m.v. Grand Dahlia at the port. So far over 10,000 cars have been shipped from Pipavav Port since the commencement of the RoRo facility.

Commenting on the occasion, **Keld Pedersen**, Managing Director, APM Terminals Pipavav, said, "This is a proud moment for us at APM Terminals Pipavav as we are in line with our commitment of providing multiple services by adding value to our existing portfolio."

The berthing of the vessel HOEGH ANTWERP underlines that RoRo facility at Pipavav Port has been developed with most modern facilities and well trained staffs. With Gujarat becoming a hub for manufacturing, we hope to contribute by offering best logistic support going forward as well".

APM Terminals Pipavav [Gujarat Pipavav Port Ltd.] is a part of the APM Terminals Global Terminal Network of 64 operating ports, terminal facilities and 135 Inland services, employing 20,600

professionals across 58 countries around the world. It is India's first Public Private Partnership (PPP) Port with excellent connectivity to the Gujarat Region and the Northern hinterlands of India.

Revised port development policy: Maharashtra

The Maharashtra government has passed a revised port development policy emphasising an integrated port development by creating inland connectivity through road, rail and water transport network even though experts are not convinced as the state has not focussed on any operational measures.

The new policy includes several duty waivers for building greenfield ports and shipyards. The policy will be applicable to the contracts that Maharashtra Maritime Board (MMB) has signed earlier with private developers for building greenfield ports, captive jetties, multi-purpose jetties and shipyards. The policy seeks to address all issues pertaining to port and shipping in the entire lifecycle of a port project. The policy authorises MMB to operate as a single window for all clearances and concessions.

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Delhi International Airport Cargo Department, IGI Airport, New Delhi

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

| S.No | Airlines | Export | Import | Total Intl. | % Share Tonnage | S.No | Airlines | Export | Import | Total Intl. | % Share Tonnage |
|--------------|--------------------------|--------------|--------------|--------------|-----------------|------|-------------------------|--------|--------|-------------|-----------------|
| 1 | Cathay Pacific | 926 | 2588 | 3514 | 8.6% | 27 | Atlas Air | 0 | 354 | 354 | 0.9% |
| 2 | Emirates | 2138 | 1083 | 3221 | 7.9% | 28 | Lufthansa Cargo Ag | 218 | 131 | 349 | 0.9% |
| 3 | Air India | 1604 | 1579 | 3183 | 7.8% | 29 | China Southern Airlines | 32 | 300 | 332 | 0.8% |
| 4 | Jet Airways | 1399 | 1602 | 3001 | 7.4% | 30 | United Airlines | 195 | 108 | 303 | 0.7% |
| 5 | Singapore | 1026 | 1784 | 2810 | 6.9% | 31 | Aerotech Fms P.Ltd | 0 | 205 | 205 | 0.5% |
| 6 | Etihad Airways | 1201 | 1420 | 2621 | 6.4% | 32 | China Air | 105 | 80 | 185 | 0.5% |
| 7 | DHL | 1047 | 1465 | 2513 | 6.2% | 33 | Air China | 95 | 80 | 175 | 0.4% |
| 8 | Qatar Airways | 1370 | 934 | 2304 | 5.7% | 34 | Gulf Air | 143 | 27 | 170 | 0.4% |
| 9 | Fedex Express Corpation | 666 | 609 | 1275 | 3.1% | 35 | Aeroflot Cargo Airlines | 152 | 10 | 162 | 0.4% |
| 10 | British Airways | 818 | 393 | 1210 | 3.0% | 36 | Oman Air | 87 | 59 | 146 | 0.4% |
| 11 | Thai Airways | 168 | 923 | 1091 | 2.7% | 37 | Air Arabia | 98 | 45 | 143 | 0.4% |
| 12 | Lufthansa Cargo Airline | 770 | 269 | 1040 | 2.6% | 38 | Spice Jet | 113 | 27 | 141 | 0.3% |
| 13 | Air France | 533 | 363 | 896 | 2.2% | 39 | Aerologic | 0 | 134 | 134 | 0.3% |
| 14 | Swiss Intl Airline Ltd | 480 | 323 | 803 | 2.0% | 40 | Sri Lankan Airlines Ltd | 60 | 72 | 131 | 0.3% |
| 15 | Malaysian Airline System | 342 | 399 | 742 | 1.8% | 41 | Air Shagoon Pvt. Ltd. | 127 | 3 | 131 | 0.3% |
| 16 | Virgin Atlantic | 432 | 281 | 713 | 1.8% | 42 | Kuwait Airlines | 76 | 51 | 127 | 0.3% |
| 17 | Ethopean Airlines | 235 | 457 | 692 | 1.7% | 43 | Air Canada | 77 | 46 | 124 | 0.3% |
| 18 | Turkish Airlines | 339 | 332 | 670 | 1.6% | 44 | Asiana Airlines | 92 | 23 | 114 | 0.3% |
| 19 | Japan Airlines | 266 | 404 | 669 | 1.6% | 45 | Ariana Afghan Airlines | 79 | 26 | 106 | 0.3% |
| 20 | Uzbekistan | 468 | 188 | 656 | 1.6% | 46 | Uni-Top Airlines | 0 | 103 | 103 | 0.3% |
| 21 | Hercules Aviation | 601 | 30 | 631 | 1.5% | 47 | Indigo Cargo | 92 | 10 | 102 | 0.3% |
| 22 | Finnair | 313 | 192 | 505 | 1.2% | 48 | Blue Dart | 58 | 6 | 64 | 0.2% |
| 23 | M/S All Nippon Airways | 396 | 99 | 495 | 1.2% | 49 | Flydubai | 51 | 9 | 60 | 0.1% |
| 24 | KLM | 311 | 176 | 487 | 1.2% | 50 | Other | 222 | 54 | 277 | 0.7% |
| 25 | Saudia | 407 | 78 | 485 | 1.2% | | | | | | |
| 26 | China Eastern Airlines | 101 | 271 | 372 | 0.9% | | | | | | |
| Total | | 20530 | 20207 | 40737 | 100.0% | | | | | | |

Note: International Tonnage @ IGIA

Traffic Handled at Major Ports

(DURING APRIL TO JANUARY, 2016* VIS-A-VIS APRIL TO JANUARY, 2015)

(*) Tentative

| PORTS | APRIL TO JANUARY TRAFFIC | | % VARIATION AGAINST PREVIOUS YEAR TRAFFIC | PORTS | APRIL TO JANUARY TRAFFIC | | % VARIATION AGAINST PREVIOUS YEAR TRAFFIC |
|---------------------|--------------------------|-------|---|--------------------|--------------------------|---------------|---|
| | 2016* | 2015 | | | 2016* | 2015 | |
| 1 | 2 | 3 | 4 | 1 | 2 | 3 | 4 |
| KOLKATA | | | | V.O. Chidambaranar | 30862 | 25744 | 19.88 |
| Kolkata Dock System | 13662 | 12422 | 9.98 | Cochin | 18494 | 18022 | 2.62 |
| Haldia Dock Complex | 27478 | 24723 | 11.14 | New Mangalore | 28528 | 30409 | -6.19 |
| TOTAL: KOLKATA | 41140 | 37145 | 10.76 | Mormugao | 16094 | 11680 | 37.79 |
| Paradip | 61676 | 58878 | 4.75 | Mumbai | 51401 | 51569 | -0.33 |
| Visakhapatnam | 47114 | 48376 | -2.61 | JNPT | 53547 | 53304 | 0.46 |
| Kamarajar (Ennore) | 25936 | 25146 | 3.14 | Kandla | 82912 | 78294 | 5.90 |
| Chennai | 41528 | 44451 | -6.58 | TOTAL : | 499232 | 483018 | 3.36 |

Airports Authority of India, Traffic Statistics

Domestic Freight

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|---------------|-------------|-------------------------------|---------------|------------|
| S.N | Airport | For the Month | | | For the period April-November | | |
| | | November 2015 | November 2014 | %Change | 2015-16 | 2014-15 | %Change |
| (A) 17 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 9670 | 6940 | 39.3 | 59747 | 53885 | 10.9 |
| 2 | Kolkata | 7337 | 7486 | -2.0 | 60530 | 61673 | -1.9 |
| 3 | Ahmedabad | 3369 | 3454 | -2.5 | 30368 | 28173 | 7.8 |
| 4 | Goa | 276 | 268 | 3.0 | 2407 | 2060 | 16.8 |
| 5 | Trivandrum | 79 | 76 | 3.9 | 568 | 821 | -30.8 |
| 6 | Calicut | 33 | 24 | 37.5 | 288 | 252 | 14.3 |
| 7 | Lucknow | 270 | 365 | -26.0 | 1854 | 2261 | -18.0 |
| 8 | Guwahati | 1468 | 766 | 91.6 | 10633 | 6325 | 68.1 |
| 9 | Jaipur | 1177 | 211 | 457.8 | 3745 | 1064 | 252.0 |
| 10 | Srinagar | 462 | 440 | 5.0 | 3413 | 4458 | -23.4 |
| 11 | Bhubaneswar | 562 | 487 | 15.4 | 4457 | 3720 | 19.8 |
| 12 | Coimbatore | 535 | 592 | -9.6 | 4568 | 5116 | -10.7 |
| 13 | Mangalore | 43 | 24 | 79.2 | 253 | 242 | 4.5 |
| 14 | Amritsar | 17 | 32 | -46.9 | 132 | 273 | -51.6 |
| 15 | Varanasi | 68 | 33 | 106.1 | 614 | 429 | 43.1 |
| 16 | Port Blair | 372 | 397 | -6.3 | 2453 | 1916 | 28.0 |
| 17 | Imphal | 392 | 369 | 6.2 | 3077 | 3013 | 2.1 |
| Total | | 26130 | 21964 | 19.0 | 189107 | 175681 | 7.6 |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 18 | Delhi (DIAL) | 23566 | 24083 | -2.1 | 197051 | 180761 | 9.0 |
| 19 | Mumbai (MIAL) | 17464 | 17858 | -2.2 | 139928 | 141543 | -1.1 |
| 20 | Bangalore (BIAL) | 9327 | 9672 | -3.6 | 77904 | 76216 | 2.2 |
| 21 | Hyderabad (GHIAL) | 4103 | 3698 | 11.0 | 33985 | 28701 | 18.4 |
| 22 | Cochin (CIAL) | 946 | 949 | -0.3 | 8012 | 7539 | 6.3 |
| 23 | Nagpur (MIPL) | 518 | 309 | 67.6 | 4055 | 3766 | 7.7 |
| Total | | 55924 | 56569 | -1.1 | 460935 | 438526 | 5.1 |
| (C) 7 CUSTOM AIRPORTS | | | | | | | |
| 24 | Pune | 2849 | 2678 | 6.4 | 20512 | 18343 | 11.8 |
| 25 | Chandigarh | 315 | 413 | -23.7 | 3183 | 3987 | -20.2 |
| 26 | Patna | 336 | 452 | -25.7 | 3000 | 3512 | -14.6 |

| Freight (in tonnes) | | | | | | | |
|---------------------------------|-----------------|---------------|---------------|-------------|-------------------------------|---------------|------------|
| S.N | Airport | For the Month | | | For the period April-November | | |
| | | November 2015 | November 2014 | %Change | 2015-16 | 2014-15 | %Change |
| 27 | Visakhapatnam | 222 | 133 | 66.9 | 1081 | 933 | 15.9 |
| 28 | Bagdogra | 1104 | 280 | 294.3 | 3012 | 1955 | 54.1 |
| 29 | Madurai | 67 | 88 | -23.9 | 678 | 786 | -13.7 |
| 30 | Aurangabad | 123 | 146 | -15.8 | 937 | 868 | 7.9 |
| Total | | 5016 | 4190 | 19.7 | 32403 | 30384 | 6.6 |
| (D) 25 DOMESTIC AIRPORTS | | | | | | | |
| 31 | Indore | 604 | 524 | 15.3 | 4537 | 4332 | 4.7 |
| 32 | Jammu | 134 | 147 | -8.8 | 1106 | 1165 | -5.1 |
| 33 | Raipur | 345 | 371 | -7.0 | 2976 | 2679 | 11.1 |
| 34 | Agartala | 432 | 423 | 2.1 | 3626 | 4208 | -13.8 |
| 35 | Vadodara | 216 | 214 | 0.9 | 1346 | 1286 | 4.7 |
| 36 | Ranchi | 342 | 207 | 65.2 | 2700 | 2165 | 24.7 |
| 37 | Udaipur | 3 | 5 | -40.0 | 33 | 14 | 135.7 |
| 38 | Bhopal | 96 | 46 | 108.7 | 803 | 622 | 29.1 |
| 39 | Leh | 128 | 136 | -5.9 | 862 | 862 | 0.0 |
| 40 | Dehradun | 6 | 4 | 50.0 | 69 | 23 | 200.0 |
| 41 | Rajkot | 9 | 11 | -18.2 | 104 | 84 | 23.8 |
| 42 | Dibrugarh | 51 | 25 | 104.0 | 233 | 189 | 23.3 |
| 43 | Jodhpur | 1 | 2 | -50.0 | 10 | 8 | 25.0 |
| 44 | Tirupati | 1 | 0 | - | 1 | 0 | - |
| 45 | Silchar | 75 | 42 | 78.6 | 318 | 273 | 16.5 |
| 46 | Lengpui(AIZWAL) | 41 | 34 | 20.6 | 199 | 182 | 9.3 |
| 47 | Juhu | 33 | 32 | 3.1 | 251 | 258 | -2.7 |
| 48 | Rajahmundry | 1 | 0 | - | 4 | 0 | - |
| 49 | Bhuj | 1 | 2 | -50.0 | 15 | 13 | 15.4 |
| 50 | Tuticorin | 7 | 5 | 40.0 | 38 | 26 | 46.2 |
| 51 | Jamnagar | 8 | 13 | -38.5 | 57 | 103 | -44.7 |
| 52 | Bhavnagar | 0 | 0 | - | 1 | 0 | - |
| 53 | Dimapur | 12 | 51 | -76.5 | 149 | 119 | 25.2 |
| 54 | Jorhat | 2 | 1 | 100.0 | 7 | 11 | -36.4 |
| 55 | Agatti | 0 | 1 | -100.0 | 2 | 2 | 0.0 |
| Total | | 2548 | 2296 | 11.0 | 19447 | 18624 | 4.4 |
| Grand Total (A+B+C+D) | | 89618 | 85019 | 5.4 | 701892 | 663215 | 5.8 |

Traffic Statistics

International Freight

| Freight (in tonnes) | | | | | | | |
|--------------------------------------|------------|---------------|---------------|------------|-------------------------------|---------------|------------|
| S.N | Airport | For the Month | | | For the period April-November | | |
| | | November 2015 | November 2014 | %Change | 2015-16 | 2014-15 | %Change |
| (A) 15 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 17730 | 17739 | -0.1 | 153579 | 151127 | 1.6 |
| 2 | Kolkata* | 4525 | 4309 | 5.0 | 33481 | 32494 | 3.0 |
| 3 | Ahmedabad | 2109 | 1701 | 24.0 | 15461 | 12124 | 27.5 |
| 4 | Goa | 143 | 105 | 36.2 | 940 | 801 | 17.4 |
| 5 | Trivandrum | 3168 | 2406 | 31.7 | 24044 | 18598 | 29.3 |
| 6 | Calicut | 970 | 1758 | -44.8 | 9755 | 14534 | -32.9 |
| 7 | Lucknow | 247 | 106 | 133.0 | 1755 | 910 | 92.9 |
| 8 | Guwahati | 1 | 1 | 0.0 | 5 | 12 | -58.3 |
| 9 | Jaipur | 158 | 80 | 97.5 | 702 | 421 | 66.7 |
| 10 | Srinagar | 0 | 0 | - | 2 | 0 | - |
| 11 | Coimbatore | 87 | 88 | -1.1 | 744 | 617 | 20.6 |
| 12 | Mangalore | 31 | 38 | -18.4 | 419 | 193 | 117.1 |
| 13 | Trichy | 457 | 332 | 37.7 | 4652 | 3051 | 52.5 |
| 14 | Amritsar | 45 | 83 | -45.8 | 455 | 348 | 30.7 |
| 15 | Varanasi | 2 | 0 | - | 4 | 0 | - |
| Total | | 29673 | 28746 | 3.2 | 245998 | 235230 | 4.6 |

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|---------------|------------|-------------------------------|---------------|--------------|
| S.N | Airport | For the Month | | | For the period April-November | | |
| | | November 2015 | November 2014 | %Change | 2015-16 | 2014-15 | %Change |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 16 | Delhi (DIAL) | 37991 | 35719 | 6.4 | 326993 | 288414 | 13.4 |
| 17 | Mumbai (MIAL) | 39121 | 40660 | -3.8 | 327916 | 320738 | 2.2 |
| 18 | Bengaluru (BIAL) | 13305 | 13748 | -3.2 | 114637 | 111653 | 2.7 |
| 19 | Hyderabad (GHIAL) | 5013 | 4642 | 8.0 | 39766 | 36744 | 8.2 |
| 20 | Cochin (CIAL) | 5088 | 3689 | 37.9 | 44576 | 44226 | 0.8 |
| 21 | Nagpur (MIPL) | 34 | 61 | -44.3 | 257 | 253 | 1.6 |
| Total | | 100552 | 98519 | 2.1 | 854145 | 802028 | 6.5 |
| (C) 4 CUSTOM AIRPORTS | | | | | | | |
| 22 | Pune | 0 | 0 | - | 1 | 0 | - |
| 23 | Visakhapatnam | 2 | 0 | - | 20 | 0 | - |
| 24 | Bagdogra | 0 | 2 | -100.0 | 0 | 3 | -100.0 |
| 25 | Madurai | 0 | 0 | - | 22 | 1 | 2100.0 |
| Total | | 2 | 2 | 0.0 | 43 | 4 | 975.0 |

India Aviation Summit 2016

PHD Chamber of Commerce organised the India Aviation Summit 2016 in the capital. The summit saw a gathering of government officials and cargo fraternity who discussed the future outlook of international and domestic cargo sector, e-commerce, to name a few.



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For pharma to grow,

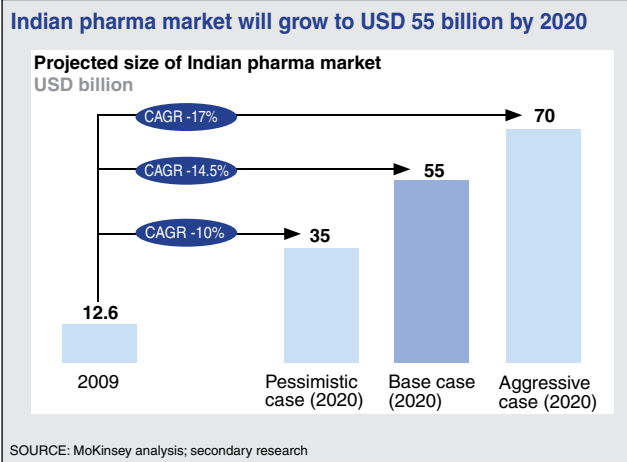
Pharmaceuticals industry has a huge potential to grow with the visibility and standardisation in the supply chain management. CARGOTALK explores the challenges and requirements of pharma shipment.

CT BUREAU

According to the India Pharma 2020 report by Mckinsey, the Indian pharmaceuticals market will grow to US\$55 billion by 2020, with a potential to reach US\$70 billion in an aggressive growth scenario. In a pessimistic growth scenario characterised by regulatory growth and economic slowdown, pharma market is expected to reach US\$35 billion. The rapidly growing pharmaceutical industry is insisting pharma logistics providers to make supply chain efficient and transparent. As per the reports, the logistics service providers need to invest more heavily in infrastructure, technology, packaging, to name a few to reach US\$55 billion by 2020. And, for this there is a dire need to look at the challenges that service providers and shippers are facing and what they want from each other to make the shipment successful.

temperature. Today unfortunately this crucial point is compromised due to the cost involved in maintaining the cold chain. The lack

“There are quite a few challenges to ensure cost effective transportation of pharmaceuticals to the international market. The modern



of knowledge on its effect looks like the main issue. Moreover, some are also compromising it to keep their cost under control.”

day requirement of the customer is specific equipments and cold chain storage facilities at all transit points and during transportation. Lastly there should be harmonised procedures and cooperation among cold chain partners,” informs **Joy John**, Executive Director, East West Freight Carriers.

All temperature-sensitive pharmaceutical products, including blood plasma, tablets, medicines and anaesthetics, must be kept within different temperature ranges in compliance with industry and regulatory guidelines, to ensure the products retain their integrity and are protected from degradation due to exposure to heat and cold during the transportation process.

“The second crucial point is security of the products. It is not only safeguarding from spurious drugs but also ensuring that the product is not contaminated or cross contaminated due to wrong handling or bundling it with certain products during transit. This can affect the quality of the products,” notify Parida.

“The least we logistics service providers can expect from manufactures is proper planning and packaging of the pharma shipments for smooth and safe carriage with the least transit time. Any special handling can be intimated to the forwarder to ensure the shipment reaches the consignees warehouse as per the requirement,” tells John.

According to Parida, what logistics people require from the manufacturer are clear training and awareness of the product, complete paper works as per the laws of the land, “importance of time as it is very crucial while maintaining cold chain, proper packaging to maintain security and reasonable cost reduction by understanding what we invest in giving the best service required”.

What do the shippers demand?



Bharat Bhushan, DGM-Logistics, Jubilant Generic, stressed on quality service including deliveries as per the goods distribution practices (GDP) by the logistics service providers. According to Bhushan, logistics providers are not fully equipped

Ronnie Chatterjee, SRE Export Logistics, India Glycols, emphasised on security of product, controlling temperatures for the entire movement and data recording facility and cost reduction but not effecting in opening additional loopholes in supply chain. “From factory till the product reaches APEDA at airport and even at transshipment point, the dependability increases on third party. It is necessary to monitor temperature during the entire movement, hence data



Nihar Parida
Director - Supply Chain
Uniworld Logistics

“What the people in logistics require from the manufacturer are clear training and awareness of the product, paper work. Time is crucial too”

When asked about the challenges while transporting pharmaceuticals, **Nihar Parida**, Director- Supply Chain, Uniworld Logistics, says, “The major parameters while transporting pharmaceuticals is its packing and handling. The most crucial point is to ensure that the specified drugs move under its specified



Joy John
Executive Director
East West Freight Carriers

“The modern day requirement of the customer is specific equipments, cold chain storage facilities at all transit points and during transportation”



Bharat Bhushan
Deputy General Manager - Logistics
Jubilant Generic

“Temperature excursions at customs bonded facilities, APEDA, needs to be improved where two to eight degree facilities for unloading the material”

in delivering pharmaceuticals, they need to move extra mile in order to maintain the desired temperature by way of astute planning with the airlines as per the GDP guidelines.



Ronnie Chatterjee
SRE Export Logistics
India Glycols

“What is required is advancement of information sharing and availability of information for the cargo in transit. It is critical to provide this”

better logistics needed



recording facility should be provided for the in transit cargo even though if the shipment is moving under passive cargo. How many airlines maintain the temperature as requested during in-flight till the time there are relevant documented details regarding the same available? The service providers have to be accountable for the same without any stipulation," Chatterjee added.

Echoing similar views, Bhushan said, "Temperature excursions at customs bonded facilities, APEDA, needs to be improved where two to eight degree facilities for unloading the material are not available. They should fix extra data loggers to provide readings after every 15 minutes of interval as and when required by the exporters. Secondly, enviroainers/unicoilers/ opti coolers should be allowed to stiff in the cargo at factory premises in order to maintain the temperature throughout the transit."

Trivia

◆ According to 11th Annual Report 2014-15 of Pharmexcil, India's finished Dosage forms exports constitute 73% and has grown by 4.4% during the period which was on par with global generic market growth.

On the other side, Chatterjee notes, "The service providers are fairly adequate to handle temp-sensitive cargo, what is required is further advancement of information sharing and availability of information for the cargo in transit. It is very critical to provide and equally important for time bound, temperature-controlled shipment. They must enhance the real time information sharing with the carrier and LSP and the shipper. Currently there is no such system to look into."

Leveraging the potential

India is one of the major vaccine exporters to the world. Indian pharma industry has evolved to be a world leader in production of generic drugs and that too at a competitive price. By 2020, India is likely to be among the top three pharmaceutical markets by incremental growth and sixth largest market globally in absolute size.

According to John, the pharmaceutical industry growth is set to be the fastest in the coming decade and air freight will be a major transport module for this industry. "India has become a

pharma hub and has a high potential of growth. All the leading health organisations are looking forward

to India for manufacturing and supply of medicines to developing countries as well as developed

countries. Government has to think about giving better benefits to the Indian Pharma companies so that exports can grow," notes Parida.

and demands of the shipper and the consignee.

The challenge is not only storage but also transportation of the same from the warehouse to the aircraft and also ensures the temperature required maintained in transit and at the destination airport till final delivery," adds John.

By 2020, India is likely to be among the top three pharmaceutical markets by incremental growth and sixth largest market globally in absolute size



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Arty message for responsible logistics

Safexpress partnered this year's edition of public art festival Publica to spread its Go Green message. The company uses the container as an art medium and artist Bhuwal Prasad created the masterpiece with the theme of 'Go Green'.





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4 food parks, entailing ₹500 cr investment

Harsimrat Kaur Badal, Food Processing Minister, said that the government is likely to allocate four food parks, entailing an investment of ₹500 crore under Mega Food Parks scheme. Under this scheme (2008-09), the Food Processing Ministry had sanctioned 42 projects throughout the country. Of these, 25 parks have already been allocated. Based on the cluster approach, they are modelled on hub and spoke architecture and facilitate the establishment of a strong food processing industry.

This is to be backed by an efficient supply chain which includes collection centres, central processing centres (CPC) and cold chain infrastructure.

In March 2015, the government had allocated 17 mega food parks, out of which 10 were to private companies including the Adani Group and Ruchi Soya and the remaining seven were allocated to the state government PSUs.

Warehousing app by NCDEX

After launching an online space for booking warehouse space, National Commodity & Derivatives Exchange has launched an app. Traders can now book warehouse space in advance through this app before the commodity is transported for dematerialisation. They will need to pay seven days rent in advance. This will be forfeited if the space is not utilised within seven days.

Commenting on this, Samir Shah, Managing Director, NCDEX said that the app was needed to end favouritism by Warehousing Service Providers' (WSP) in accepting goods from traders. "This will work like a railway ticket booking system, it has an option of waitlist for space and knowing exact position of traders booking by the end of the day," he added.

With these reforms, the number of complaints has now fallen to only two to three per year from about two to three a week earlier. And shortly, NCDEX intends to have 466 accredited warehouses on the online platform.

3 insurance risks in warehousing

Incidences of loss in warehouses are evidence of the vulnerability of these facilities. Insurance risk engineers study these vulnerabilities and assess the risk associated with hiring or building such facilities.

Warehouses must be designed and built according to the general location with respect to natural calamities and external influences. It is important to assess the safety and security of the establishment (nearest fire stations and police stations). Storage areas should be built with specific consideration of the items being stored. National, regional and local regulations should be adhered to and the industrial proximity and connectivity to a multi-modal

Theft

Two key factors for theft are value of goods stored and the ease with which the goods can be stolen. Valuable goods that are heavy or difficult to transport are not as attractive as those that are easily transported. The anti-intrusion and anti-theft measures fitted in warehouses vary as widely as the products stored in them. Protection systems need to be looked at on an individual basis, selecting the most suitable measures according to

have secure locks fitted. Installing steel bars on window and skylights are the best preventive delay methods. Also, if the warehouse keys are easily accessible to anyone, any security system is useless.

Anti-intrusion protection in warehouses is often based on the use of motion and infra-red detectors. The detectors should be installed as necessitated by the layout of warehouse that must include openings such as doors,

Flooding

The recent Chennai deluge brought forth many incidents of poor warehousing in the city. The 'godowns' were not capable of handling such emergency and caused damages worth several crore. To reduce the water damage to warehouse buildings and goods stored broad line preventive measures can be adopted. Construction measures aimed at containing and transporting water in a controlled manner, such as walls or drainage channels around the building. Measures should be undertaken to elevate structures and buildings. These should be considered at the building design stage. Water which enters buildings in an uncontrolled manner can affect machinery and stored goods. This can be prevented by stacking the goods on wooden or plastic pallets rather than directly on the floor, reducing the possibility of damage due to rain or leaking pipes.

Roofs can collapse due to structural faults resulting from poor design or an excessive accumulation of hailstones or snow on the roof. Proper design of roofs and gutters can prevent such damages.

The principal purpose of a well-designed and adequately maintained warehouse is to ensure that the receipt, protection and dispatch of goods are carried out as efficiently as possible. To achieve this goal, the important requirements should not only include factors such as location near the final customer, ease of transport, flexible storage spaces and proper sizing of the warehouse. It is also vital to guarantee the safety of the stored goods and the warehouse itself. In conclusion, the company must have a proper maintenance policy for its warehousing facilities and the best housekeeping and cleaning practices must be followed.



transport network should be ensured. Given the wide range of potential threats, warehouse safety management requires operators to have a comprehensive vision of risk. The three main threats to warehousing are:

Fire

When a fire occurs in a warehouse, it can have a devastating consequence. Extensive damages occur as a result due to delay in discovery of the fire, rapid fire spread, poor layout and design, lack of separate compartments/rooms, poor housekeeping, densely stored goods and poor emergency training and action plan in the event of emergency.

The safest and best way to prevent a warehouse fire from spreading is to install automated sprinklers and fire detection systems which allow fire fighting to begin as soon as the fire starts. Manual fire extinguishing equipment like fire extinguishers, fire lines, fire pumps, gravity water tanks, hoses, nozzles and fire hydrants must be laid out as per approved fire plan and its regular maintenance is of utmost importance. Finally, the effectiveness of any fire protection systems depends on practical training of warehouse staff in the use of such equipment.

each risk and as per the minimum level of protection necessary. The general measures can be divided into three categories:

- Passive protection measures intended to delay intrusion

The aim of passive protection measures is to delay entry into the warehouse for as long as possible. Access is usually gained through openings in the structure of the building, such as doors or windows

- Active protection measures intended to detect the intruder and raise an alarm in the event of intrusion
- Organisational measures which include the relationships between the agents involved in intrusion protection

The aim of passive protection measures is to delay entry into the warehouse for as long as possible. Access is usually gained through openings in the structure of the building, such as doors or windows. Implementing suitable security measures in these areas can be one of the most simple and effective ways to prevent thefts in warehouses. Door, windows, skylights or similar openings should be sturdy and preferably made of steel. Doors and windows must

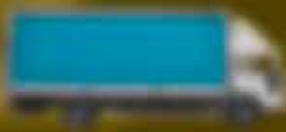
gates and windows through which an intruder can probably enter. All possible access routes to the building must be made secure. This should include emergency staircases leading to access doors

and even peripheral fences and gates. Organisational measures comprise of formal surveillance by professional security staff or security guards and Closed Circuit Television Cameras (CCTV) to record images. Warehouses, where employees work 24x7 during the whole year should provide them with electronic cards or establish a security station at the entrance.

External warehouse lighting is generally an effective deterrent to potential intruders since most thefts occur at night. Another aid to surveillance involves maintaining good visibility conditions in the warehouse surroundings by eliminating obstacles that may offer thieves a place to hide from surveillance measures.



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EVENTS Calendar

INTERNATIONAL EVENTS

March 2016

8-9

The cargo Show MENA
Dubai, UAE



March 2016

9-10

LogiSYM
NUSS Kent Ridge
Guild House,
Singapore

March 2016

15-17

World Cargo Symposium
Berlin,
Germany



March 2016

21-22

2016 SCALE
Latin America
Conference
MIT Campus,
Latin America

April 2016

19-21

LogiMAT 2016
Nanjing, China



April 2016

10-12

CNS Partnership
Conference 2016
Nashville,
Tennessee



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



Maritime India Summit

Encouraged by the government initiatives, sector leaders took part in the first road show of the Maritime India Summit 2016 which served as a run up to the much-awaited summit.



Abhishek Chandra, IAS, Deputy Secretary, Ministry of Shipping, speaking at the inaugural road show in Kolkata ahead of The Maritime India Summit 2016



Maritime India Summit (MIS) is being organised by the Ministry of Shipping in Mumbai. The summit was inaugurated by Prime Minister Narendra Modi. This event will comprise an investors' summit and an exhibition. The Republic of Korea has consented to be a partner country for the MIS 2016 and the summit will have participation of the delegation of maritime companies and government officials from South Korea. Government of India has also invited governments of

30 other maritime nations to attend the summit.

Echoing the government's resolve to become one of the top maritime business destinations in Asia, Nitin Gadkari, Minister of Road Transport & Highways, GoI said, "A strong maritime sector will create economic growth and jobs. I am committed to bringing the sector into focus to achieve our goal of port-led economic development."

The roadshow witnessed active participation from the members of the shipping ministry

as well as from various industry bodies. Abhishek Chandra, Deputy Secretary, Ministry of Shipping made a detailed presentation at the Kolkata roadshow as a run up to the upcoming Maritime India Summit.

Manish Jain, Deputy Chairman, HDC, Kolkata Port Trust, said "This is an excellent opportunity for us to showcase the new upcoming projects along the West Bengal coastline and draw the attention of potential national and international investors to build maritime infrastructure in eastern India, to international standard."

DOMESTIC EVENTS

March 2016

16-20

India Aviation
2016
Begumpet Airport,
Hyderabad



April 2016

7-8

ChemLogistics
India 2016
Bombay Exhibition
Centre, Mumbai



March 2016

19-20

International Conference
on Supply Chain &
Logistics Management 2016
BIMTECH, Greater Noida

May 2016

19

India Logistics
Expo 2016
Bombay Exhibition
Centre, Mumbai



June 2016

8-10

India Warehousing
Show
Pragati Maidan,
New Delhi



June 2016

24-26

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

July 2016

10-11

Cargo Scope
Chennai Trade Centre
Chennai

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Uniworld Logistics

Delhi

Uniworld Logistics has announced the appointment of **Nihar Parida** as Director Supply Chain. He served as Director-Sales & Marketing in Uniworld for two years and before that he was COO-Supply Chain Management. After that, he moved to Omani Integrated Logistics Services SAOC, spent 10 months and created the freight forwarding network to grow sea and air freight business from Europe, USA and China. He also worked in ICEBERG Agro Cold Chain as COO for six months. In his new role, he will be creating an integrated multiuser pharma supply chain platform.



Jaipur Golden Transport

Delhi

Jaipur Golden Transport has appointed **Prem Prakash** as DGM-IT. Prakash holds a degree of B.E. in Computer Science and is a Post Graduate in advance computing (C-DAC) with an excellent working knowledge of SAP implementation and IT Operations. He has a vast experience of working in multiple industries. In his previous organisation, he implemented SAP and re-engineered business processes.



CEVA Logistics

Netherlands

CEVA Logistics has announced that it has appointed **Fuat Adoran** to lead its Balkan, Middle East & Africa cluster. He served as Managing Director, CEVA Turkey for the last three years. Adoran will continue to be based in Istanbul and will report to company CEO, Xavier Urbain. He has worked at CEVA since the company was established in Turkey in 2001. In his new position, Adoran will be responsible for some 4,500 staff across nine countries.



ENOC

Dubai, United Arab Emirates

Emirates National Oil Company (ENOC) announced the appointment of **Nader Al Fardanas** as Director, Gas Business, ENOC & General Manager of Emirates Gas (EMGAS). In his new role, Al Fardanas will spearhead EMGAS management, playing a strategic role in driving the company's expansion plans. His appointment comes at a crucial juncture for EMGAS, as the company is poised to increase its global footprint.



DHL Express

Asia Pacific

DHL Express has named **Ken Lee** as the new CEO of Asia Pacific. Lee's track record in Operations and Sales led to the doubling of Hong Kong and Macau revenues during his time as Managing Director. In his role as Head of Commercial for Asia Pacific, Lee was a key driver in strengthening DHL's market share between 2012 and 2015. Both Lee and Wu have joined the DHL Express Global Management Board. He has also held the position of Managing Director, DHL Express Hong Kong and Macau, and Executive Vice President of Commercial, Asia Pacific.



CEVA Logistics

Netherlands

CEVA Logistics has appointed **Nadia Ribeiro** to the position of Executive Vice President and head of the South America cluster. Ribeiro has extensive knowledge of the international freight and logistics market and global experience of many vertical markets in both commercial and operational roles. Ribeiro previously worked for Ceva for 13 years.



Halim Modassir, Cargo Manager – Karnataka, Emirates Skycargo is fond of watching movies with his family in his free time. "He loves to play soccer as it is a sport that combines many positive attributes into one activity. It keeps me fresh and active at work too," says Modassir. He loves the flavour of Asian cuisine. When asked about his favourite vacation spot, "I simply love being next to the sea and Goa is a fantastic place to chill out", he says. A vacation he can't forget is 2011 New Year celebrations in Dubai.



Suraj Agrawal, Managing Director, Monopoly Carriers and Cargo loves to listen to Bollywood retro songs in his time away from work. "These retros have a flavour to relish," he adds. His favourite sport is cricket. "I love to have Indian cuisine," says Agrawal. "I love to slip away to Phuket whenever I am up to my vacation. I get immense peace over there."



Gurmeet Singh, Regional Manager–Cargo, Namaste India Aviation tries to spend time with family and friends as much as possible when he is not working. "Also, whenever I get time from work I do try and read books on varied subjects as it keeps expanding horizons of your thinking abilities," he says. He is an avid trekker and an aspiring mountaineer. "I have trekked to Pindari Glacier, Khafni Glacier, Manimahesh and other popular trails," Singh informs. "I relish South Indian cuisine for its vegetarian variety. And I like vegetarian Chinese and Russian dishes."



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PROJECTS



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