

1 IN CIRCULATION & READERSHIP SOUTH ASIA'S LEADING CARGO MONTHLY

ddppl.com CARGO TALK CargoTalk.in

Published from : ★ India ★ Middle East

PASS IT ON
 Name: _____ Seen:

■ Logistics: Reaching the unexplored markets.....12
 ■ India: A maritime hub?.....16
 ■ Can India leave China behind?.....20

Nominate Now

India Cargo Awards West & South

3rd August, 2016
Hotel Novotel Pune Nagar Road

Supported by Hospitality Partner

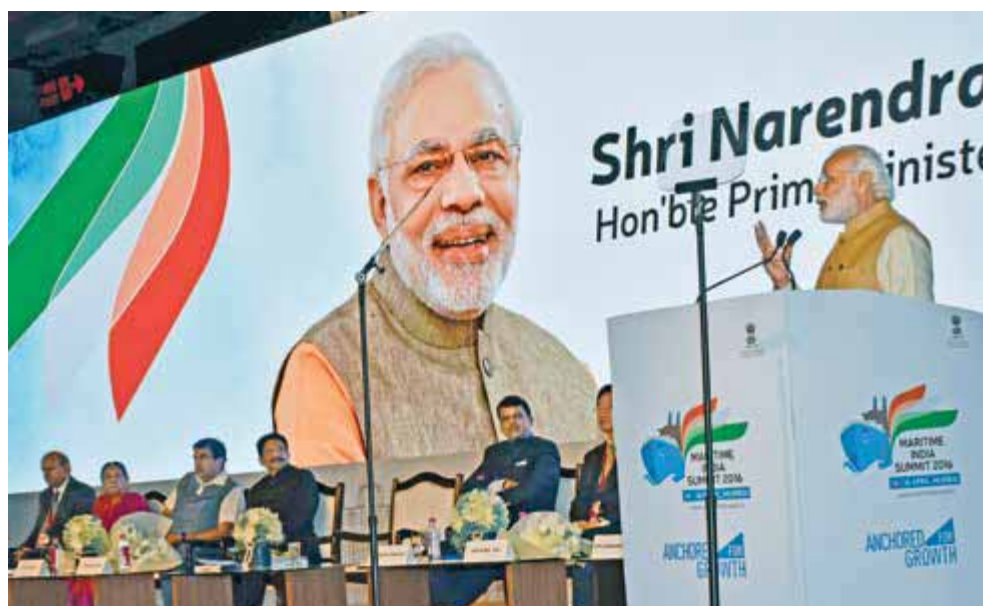
www.indiacargoawards.com

MIS 2016: India sets sail

With an aim to boost the maritime sector and remove unnecessary hurdles, the government organised the maiden Maritime India Summit 2016 in Mumbai in April 2016.

HAZEL JAIN

Under the aegis of 'Make In India' programme initiated by Prime Minister Narendra Modi, the maiden Maritime India Summit 2016 (MIS 2016) and the first of its kind meet in India, focussed on restoring India's position in the global maritime sector. The summit was inaugurated by Prime Minister Narendra Modi on April 14, 2016 which was also the 125th birth anniversary of Dr. Babasaheb Ambedkar who is considered as the architect of the water and navigation policy in India.



include various infrastructure development opportunities in 12 Major Ports, projects in eight maritime states and other agencies. Apart from two halls dedicated to the exhibition, the summit also had a Maritime heritage museum, built in the shape of ship, by the JNPT.

The PM announced the government's plan to mobilise an investment of one trillion rupees (1 lakh crore) in the port sector to channelise economic growth. "Five new ports are planned to meet the increasing demand of the EXIM trade. We want to modernise ports and integrate them with SEZs, port-based smart cities, industrial parks, warehouses, logistics parks. India is promoting coastal shipping in a big way and developing 14,000 km of navigable inland waterways in the country. We are committed to creating an enabling environment for investors and to facilitate investments with an open mind. I call upon the global business community to partner with us to give shape to our process of port-led development," Modi announced. He also interacted with global CEOs from the port and shipping sector.

Contd. on page 6 ▶

Sagarmala is based on four levers

- ◆ Optimising multi-modal transport to reduce cost of domestic cargo
- ◆ Minimising time and cost of export-import cargo logistics
- ◆ Lowering costs for bulk industries by locating them closer to the coast
- ◆ Improving export competitiveness by locating discrete manufacturing clusters near ports

The three-day summit was aimed at attracting investors from around the world in the various components of the maritime sector in India. It showcased projects covering sectors like port development and modernisation, Greenfield ports, port-led development under 'Sagarmala', shipbuilding, ship repair and ship breaking, inland water

The Sagarmala National Perspective Plan identifies specific opportunities for transportation of commodities such as thermal coal, fertilizers

transportation, coastal shipping, lighthouse tourism and cruise shipping, hinterland connectivity and logistics handling facilities.

The Ministry of Shipping was showcasing about 250 projects with investment opportunity in the maritime sector. These projects



Rajive Kumar
Secretary, Ministry of Shipping

No review on new cabotage law rules

The shipping ministry has rejected calls for reviewing its rules issued in March on easing the cabotage law to allow foreign container carriers to operate on local routes for promoting transshipment hubs. "We have tried to bring the best possible package between a need for a pure transshipment hub vis-a-vis the Indian container ship-owners. You can't have a one-

way traffic," says Rajive Kumar, Secretary, Ministry of Shipping. On March 7, the shipping ministry relaxed cabotage restrictions for transportation of export-import (EXIM)



loaded and empty containers on foreign container ships on local routes for aggregation of containers to facilitate transshipment.

The main opposition to the new rules relates to a stipulation that once cabotage relaxation is granted to an existing container handling port, it should be able

to transship at least 50 per cent or more of the total containers handled during the first year, while a new port will have to achieve this level in the second year after a gestation period of one year. Otherwise, the relaxation granted would be revoked and the port/s will not be considered again for such relaxation for the next three years.

HAVE A NICE FLIGHT, CARGO.

WITH SOVIKA,
THE AIRPORT-TO-AIRPORT LOGISTICS SPECIALIST,
YOUR CARGO IS IN GOOD HANDS.

Between the consignee and the consignor, there's Sovika. We have all it takes to efficiently handle cargo between airports. Our technology, manpower, experience and expertise come together to manage guaranteed deliveries. Besides, we are also the domestic Cargo GSA for **Vistara** and **Air Costa**. Count on us for complete logistics services including online cargo booking, warehousing, tracking, shipping and delivery between airports. So your cargo truly benefits from a specialist.

Sovika's Comprehensive Cargo Solutions:

- Cargo management for Domestic Airlines
- Enhanced connectivity for cargo of International Airlines
- Speedy deliveries for large consignors in the E-commerce Segment
- Air charter for large shipments



Connecting the dots, catapulting trade

With the promise of a smoother time for the maritime sector, MIS 2016 has raised hopes. **Ajit Venkataraman**, MD, APM Terminals India, shares his views.

 HAZEL JAIN

How will MIS 2016 benefit the shipping and logistics industry?

Through this initiative, the government has made clear its recognition of existing constraints/issues as well as its commitment to catapult trade in India to the next level. It is also indicative of its holistic vision—focussing equally on infrastructure, education, safety and environment. This is great news for us at APM Terminals Inland Services South Asia, as we are committed to the environment and safety of people, cargo and containers. In addition, we are committed to bringing global best practices and state-of-the-art infrastructure into India.

Several positive measures have been taken: Introduction of new strategies to develop road and rail networks, renewed impetus to the right and modern



Ajit Venkataraman
MD
APM Terminals India

“
Along with investment in infrastructure, other factors such as track and trace have to improve too
”

infrastructure, development of inland waterways as a critical mode of transport, continued emphasis on Public Private Partnership and a professional approach. These will provide a new lease of life to the ailing industry and help it reach its potential.

What aspects/announcements of the event made by Nitin Gadkari do you appreciate the most and why?

The government has addressed some of the pain points that exist today through the Sagarmala project and connectivity of ports by road and rail. These well thought out measures will ensure a significant drop in the cost of logistics, providing an unprecedented fillip to the sector. The development of inland waterways will not only take growth to the Indian hinterland but also drastically release the load on highways and reduce environmental pollution.



Several positive measures have been taken such as introduction of new strategies to develop road and rail networks, modern infrastructure and more

Additionally, the announcements of mobilising ₹1 lakh crore for port sector, doubling the port capacity to 3,000 million tonnes by 2025 and investment agreements to the tune of ₹80,000 crore are milestone developments. ‘Project Unnati’ to modernise our ports will help reduce inefficiencies and improve operations adding to a robust supply chain. The announcements made by the minister dovetails well with what

APM Terminals Inland Services is doing in India. The emphasis on hinterland development, operating efficiencies and enhanced services will enable us to deliver higher benefits, cost savings and ease of doing business for our customers across Nhava Sheva, Dadri, Chennai, Kochi, Tuticorin and Pipavav. We are also more hopeful of reaching unmet needs of the markets across the country. 

Developing Bhiwandi into a logistics hub

Giving a boost to growth centres, experts have been suggesting FSI in the Mumbai Metropolitan Region.

 CT BUREAU


With a focus to develop the town of Bhiwandi into a logistics hub, Mumbai Metropolitan Regional Development Authority (MMRDA) is planning an increase in the Floor Space Index (FSI) in this city near Mumbai. The agency has prepared a development plan

to be taken after receiving nods from other relevant authorities.

Though several landlords and companies have set up logistic parks in and around Bhiwandi based on FSI of 0.2, these are considered informal. They do not conform to building permission and FSI norms, including no proper zones are earmarked for chemical and electronics warehouses. The new formal logistics hub will take these factors into deliberation.

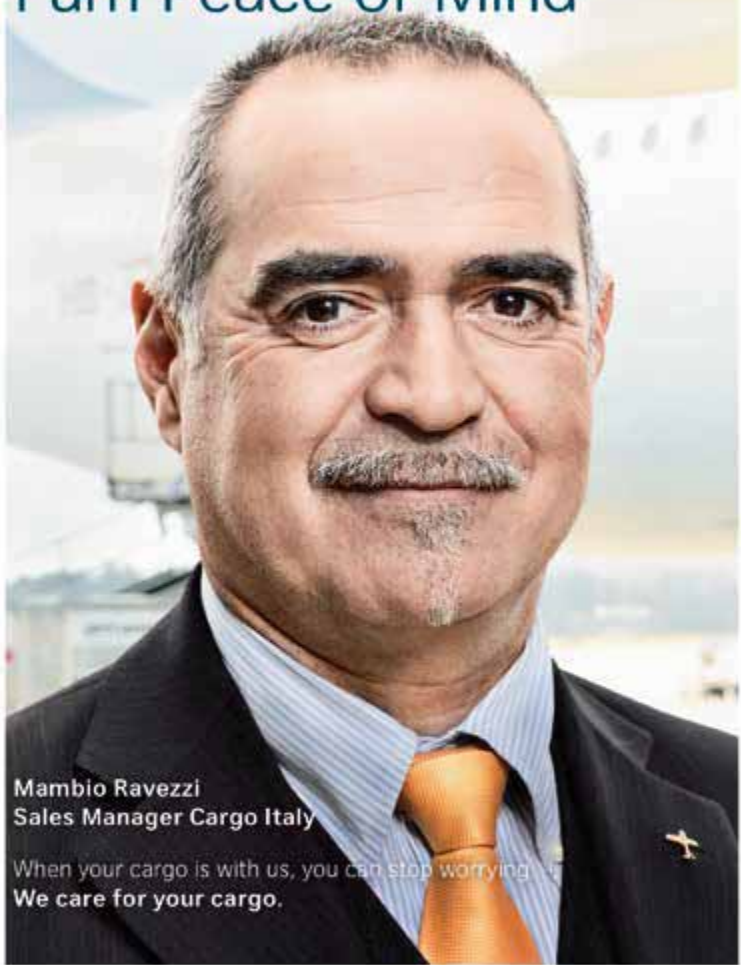


In the last few years, the Maharashtra government has been making efforts, through MMRDA, to develop new growth centres around the Mumbai Metropolitan

Region. Programmes related to improvement in infrastructure and transport have been carried out in Kalyan, Vasai-Virar, Greater Panvel and Pen-Alibaug. 


Region. Programmes related to improvement in infrastructure and transport have been carried out in Kalyan, Vasai-Virar, Greater Panvel and Pen-Alibaug. 

I am Peace of Mind



Mambio Ravezzi
Sales Manager Cargo Italy

When your cargo is with us, you can stop worrying.
We care for your cargo.



SWISSWORLDCARGO.COM

CARGOTALK

EDITORIAL

Changes on the anvil

The maiden Maritime India Summit 2016 intended to give a boost to the shipping sector. And showed the government's commitment to removing hurdles and building the maritime sector at par with global standards. Several pacts were inked with many companies to develop port led projects across its coast. But the sad news is that the industry is not getting relaxation on cabotage law restriction for transportation of export-import. So experts say that a lot needs to be done, reflected upon and acted upon.

On the air cargo front, the one day basic cargo awareness programme, that was initially launched at Delhi Airport, was launched by Bangalore International Airport with the emphasis on highlighting the development of a strong cargo community, economic growth and global recognition.

Seeing the boom in e-commerce sector, we made an attempt to find out the prospects of logistics growth in tier II and tier III cities. The industry is already exploring uncultivated markets and looking at the changing scenario. In the process we learned about the untapped potential of rural India.

The Agility report has ranked India at the third rank in the emerging market logistics index for 2016, after China and UAE. In this issue, you will read about what India can do to rise and reach the number one position. The 'Make in India' campaign has much to give to the industry if correct measures are taken according to the requirements of the logistics industry. And on these lines, with the heavy investment in the shipping, ports and allied sectors, the industry is getting ready for a huge change.

The logistics of metamorphosis

The Logistics Summit 2016 organised by CII in Mumbai reflected on the gradual transformation of the industry and the measures it needs to adopt to reach its full potential.

Logistics contributes around 13 per cent to GDP. But there is possibility to increase this. It is important to see how much we can do improve our profits. Some of the internal challenges are: inventory, damages and delays. The cost of technology has fallen dramatically now and automation is the answer to a lot of problems. But companies need to keep in mind three key factors when adopting it: choice of technology, its usage and the objective of the technology. Companies also need to figure how they can engage the customer better.



Ajit Jangle
Member, CII Committee on Logistics &
Group COO, AllCargo Logistics

Currently, around 15,000 km of road construction is going on. We have a budget of around ₹70,000 crore for roads. The ambitious 'Setu Bharatam' programme with an investment of ₹50,000 crore was flagged off early this year. We will be rolling out electronic toll systems pan-India on selected toll plazas. We will also try to incentivise it by offering a 10 per cent discount. This subsidy will be a burden to the ministry but it will help the end users. At the moment, there are mostly single-owner trucks plying. Wayside amenities are also on the agenda and we have identified 35 locations.



Leena Nandan
Joint Secretary, Ministry of
Road Transport & Highways, GoI



We continue to struggle with problems like infrastructure but it's still good to take stock. In 2000, of the top 10 ports in the world, seven were in Europe and North America. Now, the top seven are in Asia, especially China. At one time, India aspired to be like the US and Europe but today these countries face their own set of challenges like

Prahlad Tanwar
Director - Transport & Logistics, KPMG



aging infrastructure. China, South Korea and Singapore are what we should be aspiring to now. Fortunately, India is moving very quickly in this direction and it is therefore important to take stock.

Pramod Sant
VP (Head of Import & Export) Export Control
& Custom, Siemens

There is a need for multiple modes of transport because there are a lot of challenges for using a single mode. Costs are not optimal and therefore may not provide deliveries as per desired schedule. It also may not provide the right capacity nor provide end-to-end connectivity. The key challenges for this are: there are different regulatory/governing bodies for each transport mode, there are multiple regulatory bodies even in single transport mode, and there is a lack of unified vision and planning of transport networks. The easiest way to do this is to start with public transport and extend it to cargo transport.



Srinath Manda
Associate Director - Automotive &
Transportation, MarketsandMarkets

The cost of logistics in a developed country is six to seven per cent while the same in India is about 14 per cent. But how many CFOs of companies go into the nuts and bolts? There is a mandate for logistics head to create a supply chain network which is fast and furious which means it should be cheap and visible and trackable. To ensure zero risks, the operations require 24x7 because the customer who is finally the end-user is going to expect the delivery at any and all times especially with the e-commerce boom. Two ingredients are necessary for transformation: absolute transparency with your service provider and spirit of partnership, instead of having a push-based model have a pull-based model.



Vikram Mansukhani
Head - 3PLS, DIESL



Sanjeet
Editor
Amibica Gulati
Deputy Editor
Kalpna Lohumi
Reporter
Tushar Upadhyay
Nityanand Misra
Design

Gunjan Sabkhi
Asst. Vice President
Harshal Ashar
Deputy General
Manager
Rajiv Sharma
National Head - Sales
Gaganpreet Kaur
Assistant Manager

Vikas Mandotia
Nitin Kumar
Advertisement Designer
Anil Kharbada
Production Manager
Ashok Rana
Circulation Manager

CARGOTALK is a publication of DDP Publications Private Limited. All information in CARGOTALK is derived from sources, which we consider reliable and a sincere effort is made to report accurate information. It is passed on to our readers without any responsibility on our part. The publisher regrets that he cannot accept liability for errors and omissions contained in this publication, however caused. Similarly, opinions/views expressed by third parties in abstract and/or in interviews are not necessarily shared by CARGOTALK. However, we wish to advise our readers that one or more recognized authorities may hold different views than those reported. Material used in this publication is intended

for information purpose only. Readers are advised to seek specific advice before acting on information contained in this publication which is provided for general use and may not be appropriate for the readers' particular circumstances. Contents of this publication are copyright. No part of CARGOTALK or any part of the contents thereof may be reproduced, stored in retrieval system or transmitted in any form without the permission of the publication in writing. The same rule applies when there is a copyright or the article is taken from another publication. An exemption is hereby granted for the extracts used for the purpose of fair review, provided two copies of the same publication are sent to us

for our records. Publications reproducing material either in part or in whole, without permission could face legal action. The publisher assumes no responsibility for returning any material solicited or unsolicited nor is he responsible for material lost or damaged. This publication is not meant to be an endorsement of any specific product or services offered. The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation. All advertisements must comply with the Indian and International Advertisements Code. The publisher will not be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

CARGOTALK is printed, published and edited by Sanjeet on behalf of Durga Das Publications Pvt. Ltd., printed at Cirrus Graphics Pvt. Ltd., B-62/14, Phase II, Naraina Industrial Area, New Delhi - 110 028 and published at 72, Todarmal Road, New Delhi - 110 001
Tel.: +91 11 41689575, 41689576; Fax: +91 11 41689577
E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

MUMBAI:
504, Marine Chambers, 43, New Marine Lines, Opp. SNDT College, Mumbai - 400 020, India. Ph.: +91-22-22070128; 22070130
MIDDLE EAST:
Durga Das Publications Middle East (FZE), Z1-02, PO Box: 9348, Saf Zone, Sharjah, UAE. Ph.: +971-6-5528954, Fax: +971-6-5528956

BIAL: Boosting skill sets for air cargo

BIAL in collaboration with Menzies Aviation Bobba Bangalore (MABB) is offering a programme on skill sets for air cargo staff, providing a learning platform for developing sound knowledge.



CT BUREAU

Bangalore International Airport Limited (BIAL) launched a skills development programme for cargo handling staff at the Kempegowda International Airport, Bengaluru (KIAB) under the directive of the Ministry of Civil Aviation (MoCA). The event was inaugurated by **Dr Renu Singh Parmar**, Senior Advisor, MoCA. The programme was attended by representatives across the cargo value-chain including airlines, trade cargo handling agencies,

KIAB, a first for this airport since it began cargo operations in 2008. This charge was a cost recovery charge for the provision of customs' facilities at the air cargo terminals. This waiver will give the cargo

operators a competitive pricing advantage that will boost the cargo and courier business at KIAB. This reduction was effective from April 1, 2016. BIAL is committed to creating an ecosystem that

supports and propels the growth of not just Karnataka, but the entire south Indian region in the global cargo supply chain. To sustain this growth in the long term, it continues to enhance and build on its world-

class infrastructure, standards, best practices and introduces initiatives to ensure that it consistently raises the bar in easing the movement of goods and products to and from South India. ↴

Did You Know?

In FY 2015-16 KIAB handled 291,920 MT and has become one of the top cargo hubs in the country.

ground handlers and officials from other departments. The one-day training programme highlighted the development of a strong cargo community, emphasising key aspects like economic growth of the community and global recognition of the industry amongst others.

In yet another development in the cargo business, Bengaluru Customs have now waived off the Cargo Customs Service Provider (CCSP) charges to cargo custodians (MABB and AISATS) at

Maersk Line: Ease of Landing Certificate

Maersk Line India has taken a major leap towards simplifying the landing certificate process by drastically reducing the time of issuance to just 12 hours. The process requires the customers to request for the certificate that they will receive via email. This simplified process of issuing the Landing Certificate is effective from May 1, 2016 and will provide a hassle free transaction experience for the customers. **Franck Dedenis**, Managing Director, Maersk (India, Sri Lanka and Bangladesh) said, "We are committed towards ease of doing business and customer satisfaction."

GANDHI
Automations Pvt Ltd

India's No.1 Entrance Automation & Loading Bay Equipment Company

Before the test

120 minutes of test

180 minutes of test

240 minutes of test

Fire Rated Rolling Shutters (American (UL/FM) / British Standard)

- Fire Rated Rolling Shutters with up to 4 hours fire rating tested for structural stability and integrity as per BS 476: Part 22: 1987 certified by Exova Warringtonfire, Australia Pty Ltd.
 - The operating system can be directly wired for activation by fire alarm systems or smoke detectors.
- Constructed of galvanized steel or stainless steel in a variety of gauges, profile designs and finishes for unsurpassed strength, durability and style.
 - Automatic closing of the door in the event of fire detection by means of fusible link activated at 70°C.

High Speed Doors | Sectional Overhead Doors | Dock Levelers | Dock Shelters | Motorised Rolling Shutters

Corporate Office :
Chawda Commercial Centre, Link Road,
Malad (W), Mumbai-400064, India
Tel : +91 22 6672 0200 / 0300 (200 Lines)
Fax : +91 22 6672 0201
Email : sales@geapl.co.in | Website : www.geapl.co.in

TOLL FREE
1800 209 0200
From Anywhere in India

Indian Green Building Council
MEMBER

An ISO 9001:2008 Company

Ahmedabad - 93273 01555	Chandigarh - 93176 41324	Hyderabad - 93473 75737	Kolkata - 93300 60855	New Delhi - 93131 99044	Surat - 93270 97410
Bengaluru - 93435 09090	Chennai - 93809 31777	Indore - 93034 64410	Lucknow - 93055 67760	Pune - 93245 30710	Vadodara - 93756 41357
Bhopal - 93292 94939	Coimbatore - 93452 99944	Jalpur - 93520 41024	Mangalore - 93797 41352	Raipur - 93524 40068	Visakhapatnam - 93463 34102
Bhubaneswar - 93385 69889	Goa - 93731 37970	Kochi - 93882 04774	Nagpur - 93250 45410	Ranchi - 93044 95570	

Modernisation of existing ports needed

► Contd. from page 1

South Korea as partner country

The summit had a dedicated pavilion for exhibitors from South Korea with a delegation of over 100 participants. A MoU was signed by Nitin Gadkari, Minister of Road, Transport, Highways & Shipping, Government of India and Kim Young Suk, Minister of Oceans & Fisheries, Government of the

Hopes on Sagarmala

The potential for port-led development in India had been constrained by high logistics costs, long lead times and poor linkages between industrial and logistics infrastructure. Growth was hindered by inadequate port capacity and the fact that solutions were often not tailored for coastal communities.

tracked for completion from five to 10 years and offers investment opportunities of ₹12 lakh crore.

Gadkari said the plan had been crafted after detailed consultations with key stakeholders in the central and state governments, public sector companies as well as private players from shipping, ports, ship-building,

Plan identifies specific opportunities for transportation of commodities such as thermal coal, fertilizers, food grains, cement and steel by coastal shipping and inland waterways.

cost in India is very high. In China it is around 8-10 per cent, sometimes even six per cent. In India it is more than 18 per cent—three times more expensive

India's vast coastline of 7,500 km offers a huge investment opportunity. Apart from the length of the coastline, India's maritime potential also lies in its strategic location on all major shipping highways



Republic of Korea, for cooperation and mutual assistance between the two countries in port related matters.

The MoU is expected to help both countries to encourage and facilitate the development of ports, port related industry, maritime relationship and cooperate in the tasks of sharing of technology, experiences in the fields of port development and operation, exchange of information on construction, building, engineering and related aspects in the field of port development, joint participation in port-related construction, building and engineering projects that both parties are interested in, exchange of experts including officials from the relevant ministries of each country in the field of port and related education and training.

India stands to gain from this agreement as South Korea has considerable expertise in port and shipping sector and can help India to modernise its ports and develop the shipping industry.

Transportation by waterways has remained under-utilised in India, although waterways are cheaper compared to road and railways.

With the Sagarmala proposal being approved by the Cabinet, the government is pinning high hopes on the project that aims to promote port-led development in the country. The release of the National Perspective Plan that was done during the MIS 2016 is the first step towards this. The plan also takes forward the government's core philosophy of cooperative federalism. The project will be fast-

power, cement and steel sectors. It takes forward Sagarmala's vision of substantially reducing export-import and domestic trade costs with a minimal investment. The report estimates that the Sagarmala programme could lead to annual logistics cost savings of close to ₹35,000 crore and boost India's merchandise exports to \$110 billion by 2025. About one crore jobs are estimated to be created, of which 40 lakh will be direct employment.

The Sagarmala programme of the Ministry of Shipping, aims to replicate the successes that the United States, Japan, Korea and more recently, China has witnessed. The Sagarmala National Perspective



Sagarmala aims to deliver impact through over 150 projects and initiatives in four broad areas: modernisation of existing ports and set up 5-6 new ports, focus on port connectivity through heavy haul rail corridor, freight-friendly expressways and development of strategic inland waterways, tapping into the potential of port-led industrialisation through coastal SEZs housing a number of industrial

than China. In European countries, it is 10-12 per cent. The reason behind this is that in China, more than 47 per cent of transport happens over water. In Japan and Korea it is 43-44 per cent. In Europe it is 40 per cent. We need to do that."

He added that another reason for low costs in these countries is the proximity of industrial areas

New bill for PPP model in port sector

- ◆ The Centre will table a new bill that will facilitate a model agreement by way of Public-Private Partnership in the port sector. "In the next two months, we will have a new model agreement, hopefully by June 30. Ministry of Shipping is coming up with a separate bill that can handle long-term concessional arrangement between port and terminal operators," said Rajive Kumar, Secretary, Ministry of Shipping. He said there are several investment opportunities in the dredging and barges development as the coastal cargo movement is set to rise by six times in the next 10 years.
- ◆ To make the coastal cargo and inland cargo movement economically feasible, Kumar pointed out that duty on bunker fuel has been removed for containers, adding that the objective is to bring down bunker fuel cost further for all cargoes. States have been requested to bring down VAT on bunker fuel and three states have responded, he said. The government is also seriously considering revamping the role of the Port Regulator-TAMP (Tariff Authority for Major Ports). It wants to close TAMP chapter immediately and the process is on to replace it with a new system.

clusters, and harnessing potential of coastal communities through skill development and increased economic opportunities.

Gadkari said, "This is the beginning. India suffers from excise and custom problems, rules and charges, fuel problems. We have been trying to understand these problems and look for solutions. The Sagarmala project is closely related to our industrial growth but most importantly for employment generation. Logistics and transport

to the water body. "India did not pay attention to this after 1947. We currently have road length of 52 lakh km. Of this, only 96,000 km is the National Highway that takes 40 per cent of our overall traffic.

We have now decided to take the National Highway to two lakh km—it is already 1.5 lakh at the moment," Gadkari said, adding that the Sagarmala project alone can bring down the logistics cost to 10 per cent. ↴

DRIVING THE GREEN REVOLUTION

Call: 1800 113 113
info@safexpress.com
www.safexpress.com



SAFEXPRESS
Distribution Redefined

LARGEST LOGISTICS NETWORK IN NORTHEAST

Covering every square inch of Assam, Meghalaya, Nagaland, Manipur,
Mizoram, Arunachal Pradesh, Tripura and Sikkim

NORTHEAST'S LARGEST
LOGISTICS PARK
AT GUWAHATI

LAND AREA OF
1 MILLION
SQUARE FEET

INDIA'S FASTEST
TRANSIT TIME
TO & FROM NORTHEAST

1800 113 113
www.safexpress.com
info@safexpress.com



Distribution Redefined

Need to develop better last mile delivery

E-commerce is the new *mantra* and is the engine of economic growth. And **Praveen Somani**, Director, Inland World Logistics talks about the changes it has brought in the express logistics industry.



How is the express logistics industry doing?

The express logistics industry has been improving with the incoming of e-commerce business, though there was a certain stagnancy almost three years back. Even the traditional logistics service providers were competing with the express cargo companies.

With the advent of e-commerce and the last mile delivery there is a good response for the express cargo industry, not only in terms of volume but also in terms of profitability. 3PL warehousing has also been an addition to the industry. With GST, the company will be able to offer last mile delivery for CHA related goods.

What is the biggest hurdle in the growth?

At the moment, I do not see many hurdles in growth, apart from internal competition. Disruptions are always

part of any industry. Overall from an industry perspective there has to be more growth coming in. I do not see any flip side to the industry. I expect it to be growing.

Do you feel that infrastructure is still not ready to the extent it should be, if we talk about the condition of roads and connectivity issues?

Definitely, infrastructure is a concern but most of the companies are taking it as an excuse. More than infrastructure, it is last mile delivery they need to develop.

If we compare the infrastructure and see the passage of the last 25 years, infrastructure has improved. And there is no reason to understand that infrastructure is not going to improve because of the way the government is consistently talking about infrastructure investment in the logistics seminars.

I do not see that it is going to be a bottleneck in the future. Every industry has some issues but I would

say if someone is not able to deliver, it is mainly due to their internal failure. Infrastructure is not such a main issue. Until and unless you do not consider remote areas but apart from that if we talk about any of the largest cities or states (except certain northeast cities and J&K), I do not see any area which is not connected to today's infrastructure. There might be a little bit of delay but it's not inaccessible.

Remote areas will definitely take some time to connect. But if we see the short term horizon of five years and at the pace of investment which has been announced, it should not be much of the issue.

Where do you see the industry five years down the line?

I assume in the next five years we will see lot of consolidation happening because there are two constraints which are basically hindering MNCs to invest in India. One is people management and the second is border management. The border management issue will surely come down, it will mainly be people management.

Why are e-commerce companies setting up their own logistics companies?

Yes, nowadays e-commerce companies are adding their logistics arm and I would say that it is going to create more opportunities. Competition is a value addition to the industry. There are two reasons for this. One that there is a lot of gap between the overall active markets. Rural India does not have that much access to the retail market which is available

to tier I and II cities. That's why e-commerce companies want rural presence because if they are able to connect rural cities, disposable income will increase. Whether it is a generalised logistics company or an e-commerce company, there are multiple chains. The value addition

accept it and develop our skills in relation to that.

The other point is a long term strategy wherein the e-commerce company does not want to depend on a seller mindset and want to own the service channel. Recently

Rural India does not have that much access to the retail market which is available to tier I and II cities. That's why e-commerce companies want rural presence

e-commerce companies are giving is that they are able to deliver cargo within a 'citing difference'. By 'citing' I mean, they are completely able to take your cargo with specifications and within a time frame while a

Amazon leased 20 cargo planes and the company also has plans to buy ships to move their cargo from China to US, so they are thinking of a long term strategy. Traditional providers won't be able to invest this heavily.

What makes Inland World Logistics different?

We are basically a single window solution provider to our customer. A lot of companies are either into bulk cargo transportation or into express cargo business or into warehousing, to name a few. But we are into all services—be it consolidated cargo, last mile delivery, third party logistics warehousing and movements to/from Nepal, Bhutan or Bangladesh. We provide the entire value chain services and we are extending our services from the consumer's perspective.

We have also started Last Mile Delivery (LMD) solutions. In the past 2008-09, the market was too immature to understand the LMD concept, however we are once again focusing on developing LMD.



Praveen Somani, Director, Inland World Logistics

DID YOU Know?

Inland World Logistics has currently 137 offices across the country; in terms of location it would be 325 and in terms of branches it all depends on the requirement of the customers.

generalised company will take it as general cargo and not being able to give that value-add to the consumer.

There is a lot of work which I have seen that an e-commerce company has done. Yes, it has built competition as well and it will add further competition, but we expect this with technology. So instead of fighting, we have to

Two weekly flights by Cargolux



Cargolux, an all-cargo airlines, introduced two weekly flights between Luxembourg and Mumbai. The first Cargolux

Boeing 747 freighter landed at Mumbai's Chhatrapati Shivaji International Airport on March 9.

Better March, Weak Feb'16

The two airlines (Cathay Pacific and Dragonair) carried 1,57,006 tonnes of cargo and mail in March, a drop of 0.4 per cent compared to the same month last year. The cargo and mail load factor fell by 5.4 percentage points to 63.0 per cent. Capacity, measured in available cargo/mail tonne kilometres, increased by 4.1 per cent while cargo and mail revenue tonne kilometres (RTKs) fell by 4.1 per cent.

In the first quarter of the year, the tonnage carried fell by 3.1 per cent against a 2.6 per cent increase in capacity and a 4.8 per cent drop in RTKs.

Mark Sutch, General Manager - Cargo Sales & Marketing, Cathay Pacific, said, "Following a generally weak February, there was improvement in air freight demand in March. This



was helped by the shipment of new consumer IT products out of the major manufacturing cities of Western China.

There was a pickup in traffic on key transpacific routes and we mounted a number of additional flights into India in response to continued robust demand. Overall, however, the air cargo markets remain soft and yield remains under pressure in what is a highly competitive environment."



EMBASSY FREIGHT
GLOBAL FREIGHT FORWARDERS



When the customer matters...

...call Embassy

Time Critical / Aerospace

Founder member of WCA Time Critical
aog@embassyfreight.co.uk • +44 780 194 4157 (24/7)



Defence / Military with a Section 5 Licence

Class 1 and Section 5 Specialists
dg@embassyfreight.co.uk



Seafreight

Liner and part charter services worldwide (for Class 1 cargo, see above)
seaexports@embassyfreight.co.uk • seaimports@embassyfreight.co.uk



Number 1 Independent from UK for Airfreight to India

From zero to number 1 in 2 years
airopsindia@embassyfreight.co.uk



Only Freight Forwarder at LHR in the heart of the cargo centre

We have the advantage when it counts
airexports@embassyfreight.co.uk • airimports@embassyfreight.co.uk



Building 554 • Shoreham Road • London Heathrow Airport • TW6 3RG
Telephone +44 (0) 208 897 9142 (Office)



www.embassyfreight.co.uk

When Maya glittered in Jaipur

The first of its kind awards, India Cargo Awards North and East 2015 honoured the best in the industry. Going down memory lane, CARGOTALK spoke to a few to know what it had brought for them.

CT BUREAU



Parwinder Singh
Managing Director
Hans Infomatic

We have been providing IT services to the cargo industry for 15 years and it has been a great journey for us. Getting the awards and recognition was a wonderful feeling.



Ramesh Mamidala
CEO
Celebi Delhi Cargo Terminal Management

This award was a reflection of all the hard work that Celebi had done over the last five years. We took over the Brownfield terminal and it came at a time when the industry was growing substantially. We are looking to expand at least two or three more airports in cargo over the next three years. This award was a stepping stone in the right direction.



Sarini Sachdeva
CEO
Aardour Worldwide Logistics

It was a fabulous feeling indeed as there were a lot of people from the trade and we were quite a new company. DDP recognised our talent. It was such an awesome evening; excellent job done by the team.



Shubhendu Das
Managing Director
Hellmann Worldwide

It's great to have the beautiful 'Maya' and I was so pleased. It was a boost for us in terms of international freight forwarding. I am sure we will see the awards for many years to come. It was a very good evening and would like to congratulate the whole team for making the event successful.

'Get airports ready for disaster': DHL & UNDP

Deutsche Post DHL Group and UNDP bring disaster preparedness expertise to Chennai International Airport.

CT BUREAU

DHL Group and the United Nations Development Programme (UNDP) organised a four-day 'Get Airports Ready for Disaster' (GARD) workshop with Chennai International Airport to help enhance its function as an aid and relief hub during natural disasters. After a natural disaster, the nearest airport can quickly

transport of life-saving supplies. With Chennai and its surrounding region prone to heavy flooding, the GARD workshop has helped airports like Chennai to develop a clear and adaptable action blueprint to support immediate relief efforts in the wake of a natural disaster. **Chris Weeks**, Director of Humanitarian Affairs, DHL, said, "The workshops have seen DHL and the UNDP



become overwhelmed due to the large volume of incoming relief supplies. This can often delay or even stop the onward

collaborate with authorities to analyse the capacities needed at airports in case of natural disasters."

Freight Systems new facility

The company will open an advanced warehouse and distribution centre at Sanand. It will provide value-added services to the automotive, engineering and other industries in the region.

CT BUREAU

Freight Systems broke ground on April 11, 2016 for an advanced warehouse and distribution center at Sanand. The company is building a state-of-the-art world class logistics and distribution centre.

The facility will be constructed over approximately, 19,250 sq m of land, and will have a built-up area of approximately 11,250 sq m. The logistics centre will provide just-in-time and just-in-sequence logistics and value-added services to the automotive, engineering and other industries in the region.

It will also feature a cool storage zone to maintain temperature-sensitive goods, primarily related to

retail, pharmaceutical and healthcare. The facility will have approximately 10,000 pallet locations in a G+6 configuration. It will deploy cutting-edge technology and automation solutions to optimise workflow processes and minimise delivery times.

David Phillips, Managing Director, Freight Systems Group, said, "At Freight Systems, our approach is simple: identify customer needs, provide timely solutions, measure customer satisfaction and improve the service speed.

Our planned facilities at Sanand are calculated to help us achieve



From Left to Right- David Phillips, Sameer Shah, Manu Raj Bhalla, P. Shiva Prasad Reddy, Rahul Vakil

higher degrees of excellence and allow us closer collaboration with our customers by offering them services that are always top of the line." The Guest of Honour was P Shiva Prasad Reddy, Manager Material Flow Engineering, Material Planning & Logistics, Ford India, Sanand.



LASER SCREED FLOORING

FM-2/ SUPERFLAT/ JOINTLESS/
SEAMLESS & SFRC FLOOR



SPECIALIST IN INDUSTRIAL, WAREHOUSE AND COLD STORAGE (DEEP FREEZE) FLOORING

Including Lythic Nano Silica Densification & Concrete Polishing

OUR PRESENCE



COMPLETED > 1 CRORE SQFT OF HIGH END FLOORING PROJECTS
WITH > 75 ESTEEMED CLIENTS ACROSS 15 STATES IN LAST 5 YEARS



...**DELIVERING FASTER-FLATTER-FLOORS FOR FUTURE!**

Our floors are occupied by



For all your flooring needs contact:- Mr. Pradeep Lamba: + 91 9717854400, LTFSP@l@gmail.com

Mr. Ritesh Jain: +91 8470854405, riteshjain@Ltf solutions.co.in

Visit Us: www.Ltf solutions.co.in



Branch Offices: Haryana, Rajasthan, Karnataka, Tamil Nadu, Gujarat, Maharashtra



Logistics: Reaching

With the rise of e-commerce players in the market, the logistics sector in tier II and III cities is also undergoing a shift. CARGOTALK speaks to a few experts to know the industry requirements, where it is heading and whether more LSPs are needed to fulfill the burgeoning needs. Excerpts:



KALPANA LOHUMI



Shesh Kulkarni

Managing Director India, MIQ Logistics India

The truth is that India's future is in tier I and II cities. Urbanisation is growing at the rate of 15 per cent per annum. Electronic media and mobile connectivity reach is increasing day by day. The power of rural India is coming to the surface. And e-commerce companies, such as Flipkart, Snapdeal and many others, are pushing the demand for improved delivery. New generation logistics companies are growing and making place for themselves at a fast pace. Some of these last mile domestic delivery companies are way ahead of many old traditional companies.

They are geared up for cash-on-delivery (COD) service in the hinterlands of India. FMCG companies are still to a large extent following the distributor and stockist model but e-commerce companies are a perfect ally for new generation (last mile domestic delivery) logistics companies which are growing in leaps and bound both in reach, infrastructure and in adopting new technology. Tier II and III cities hold the promise of a bright future.

Vineet Chadha

Managing Director, Combined Logistics

India's interest and curiosity in the e-commerce retail logistics is on the rise. The e-commerce retail market is among India's fastest-growing markets and is expected to grow at a CAGR of 52 per cent to touch US \$ 36.7 billion by 2020. Moreover, growth in this industry has resulted in the emergence of new service requirements and hence, a new class or section of logistics operators. Several e-commerce retail companies have also invested in building their logistics networks and capability, recognising logistics as a key variable to drive customer experience and reach. The logistics needs of the industry are evolving rapidly with the changing business requirements.

The industry has been witnessing a rapid scale-up in service orientation and complexity with an ever-increasing emphasis on service levels, increased penetration in tier II and III cities, surged COD services, geographic penetration and supply chain security requirements. This evolution takes place while coping with the legacy of infrastructure and regulatory woes which have long hampered logistics efficiency. Logistics is thus a key enabler for growth of the e-commerce retail sector and is increasingly emerging as a differentiator in terms of customer service and satisfaction.



HIGHLIGHTS :

- The government recently allowed 100 per cent FDI in the e-tailing, giving yet another trigger to the sector.
- Warehousing will be a key beneficiary out of this new policy.
- We don't need more LSPs for the sake of numbers but we need more organised players.
- The growth in e-commerce in coming times is expected to account for approximately 55 per cent of the orders from tier II and III cities.
- More investments are needed to create logistics infrastructure and get better transportation vehicles and hire more manpower.
- Capabilities in terms of connectivity, air and surface are key areas that need a jumpstart to enable a seamless flow.
- Race to cover maximum pin codes, handling COD complexities in these cities and faster and safe delivery options would be some of the key, why LSPs cannot avoid smaller multiple local logistics players.
- Catering to different demands of customers has led to an increase in the logistics requirements in these cities.
- But it does not necessarily mean a sheer increase in the LSPs for meeting these demands.
- The power of rural India is coming to the surface.

the unexplored markets

Rajesh Neelakanta
ED & CEO, BVC Logistics



Tier II and III cities are the new mecca for retail sales. It is expected that over 50 per cent of business growth for the next decade is from these cities. This is true across different industry verticals of apparel, FMCG, lifestyle, home appliances and jewellery. With increased penetration of telecommunication services like mobile telephony, internet access, the sellers of different products are reaching out to the masses in tier II and III cities.

The lifestyle trend seen in urban India has made its way to these cities. Employment opportunities in these cities have increased with the setting up of business enterprises from metro areas and purchase power has gained. In my opinion, the logistics requirements to cater to this surge in distribution base for manufacturers /traders is a big positive albeit, bringing along with it a host of capacity and capability challenges. Capabilities in terms of connectivity, air and surface are key areas that need a jumpstart to enable a seamless flow. Coupled with this, the roll out of GST is expected to provide impetus for uninhibited growth of trade and commerce in tier II and III cities of India.

The number of existing LSPs is certainly more than sufficient to cater to the business volume increase for at least another three to five years. However, the skill and capacity of people resources working presently with LSPs needs to be enhanced to meet the upcoming market demands of the new-age customers.



Bipin Kulkarni
VP – Sales, Spear Logistics

With exposure from social media and internet penetration, the consumers of tier II and III cities are increasingly following lifestyles of their counterparts from bigger metros. The growing disposable income and rising aspirations of consumers from these cities has fuelled the growth of the Indian retail sector, especially the e-commerce segment. The growth of e-commerce retail has led to the development of logistics and support services. The logistics industry is a prime beneficiary of the rising e-commerce trend in India. Logistics companies have further extended their network from metros and large cities to cater to smaller cities and speed up their delivery cycle. The infrastructure costs in tier II

and III cities is low as compared to larger metros, inciting sellers and regional entrepreneurs to establish warehouses to expand their business in the online marketplace by stocking their own goods, as well as that of other brands. With logistics becoming efficient in these cities, sellers in these cities are now able to facilitate brands to reach out to a wider audience as well.

Consumers in rural India have a high interest in e-commerce categories like fashion, footwear, kids and toys due to the lack of choices available to them locally. With delivery companies expanding across the country to deliver goods to more pin codes, reaching tier II and III cities will become easier for sellers. The growth in e-commerce in coming times is expected to account for approximately 55 per cent of the orders from tier II and III cities.

E-commerce retailers are expected to continue to shift towards the marketplace model, with multiple merchants across categories from various parts of the country. Warehouses are being planned across the country to serve a dispersed set of vendors and customers. This decentralisation of demand and supply could also help improve the market share of surface movement.

Technology and logistics are keys to the success of e-commerce businesses. Time definite deliveries including same day and next day deliveries as well as delivery within a particular time window could continue to gain prominence in the future. The ability to handle cash for COD transactions and timely cash remittance could be imperative for servicing the sector.

More investments are needed to create logistics infrastructure and get better transportation vehicles and hire more manpower. Some of the key issues:

- The rising relevance of tier II and III cities necessitates a wider presence of logistics infrastructure.
- These cities will need professional fulfilment capabilities.
- The sheer volume of COD orders will require fundamentally different cash handling capabilities, major issue in tier III cities.
- A shift of focus to surface movement will create a need to develop a strong multi-modal mix.
- With delivery companies need to expand across the country to deliver goods to more pin codes.

Professional and bigger logistics players need to align with local players in tier II and III cities for deliveries. Race to cover maximum pin codes, handling COD complexities in these cities and faster and safe delivery options would be some of the key, why LSPs cannot avoid smaller multiple local logistics players.

Areef Patel
Executive Vice Chairman
Patel Logistics



Led by a revolution in mobile technology, the logistics market in tier II and III cities are witnessing a steady growth. Still we have tapped only a miniscule of the vast potential lying ahead. Around 50 per cent of shoppers in tier III cities have access to mobile phones, accentuating their shopping experience. This, in turn, has led to a huge surge in e-commerce transactions in tier II and III cities. Leading logistics players are taking steps to ensure a reduction in delivery time. For bringing about an improvement in their delivery network and enhance their presence in these emerging markets, leading logistics players are partnering or acquiring their local peers and adopting a hyper-local delivery network approach to business.

e-commerce is the flavour of the time. And within the vertical, the highest transaction growth was seen in the apparel segment in 2015 at 69.5 per cent as compared to 2014. This was followed by electronic items and baby care products which recorded a YOY growth of 62 per cent and 53 per cent respectively, if market data is to be believed. The industry is undoubtedly heading northwards. The government recently allowed 100 per cent FDI in e-tailing, giving yet another trigger to the sector. This will have a cascading impact on the logistics sector. Warehousing will be a key beneficiary out of this new policy. So, raising money is still going to be easier for the e-commerce players but the real task is a competitive supply chain.

Some e-commerce players have either stepped into logistics sector with dedicated arms or strengthened massively their existing resources. But, given the potential and requirements, this alone cannot serve the purpose. What will thrive is a cohesive environment. Technically speaking, we don't need more LSPs for the sake of numbers. But we need more organised players, as currently only 80 per cent of the players are in the unorganised sector where technology, skill, network, efficiency and speed take a backseat.



Dhruvil Sanghavi
Co-Founder, LogiNext Solutions

With the increase in the purchasing power and penetration of smartphones and the internet, deep in tier II and III cities, we have seen an exponential rise in the orders of e-commerce and FMCG companies. Catering to different demands of customers has led to an increase in the logistics requirements in these cities. But it does not necessarily mean a sheer increase in the LSPs for meeting these demands. A way out is a partnership or plug deliveries.

We (LogiNext) also use this mode of operation, where we partner with local logistics players with the help of our technology. So whenever there is a demand, it is fulfilled in the appropriate time span by pushing orders to the efficient local logistics players.

Development of waterways for betterment

Despite the many hurdles that India faces, **Brijesh Lohia**, Managing Director, Global Ocean Group, forecasts a positive outlook for the logistics industry, saying the time has never been better.



HAZEL JAIN

What is your perspective of the Indian logistics industry as it is today?

Today, transportation accounts for about 60 per cent of the market revenues. The logistics industry has undergone a major transformation especially with the advent of e-commerce companies in India. Start-up companies rely hugely on their supply chain management, which presents a great opportunity for us to tap going ahead too. Also, India's focus on manufacturing growth has been highlighted in the recent times. This will only create growth in the logistics market. The time has never been better.

Even tier II and III cities are gearing up to the idea of buying the latest in fashion and brands. As the retail sector steps up its presence in the key markets, there will continue to be a huge dependence on logistics to get innovative and more reliable. It only means more players and more competition in the logistics service business as well.

What kind of initiatives is the government taking to improve the ease of doing business in this sector?

The government's focus on the 'Make in India' policy which is also supported by an infrastructural growth, creates a positive picture for us. Then, there is also a start-up push from the government, with an objective to create more jobs.

Logistics, which forms the backbone of any e-commerce company, exactly fits the requirement. By which I mean that it requires a huge workforce investment and management, so we have reasons to feel more optimistic. Also, Indian exports and



Brijesh Lohia
Managing Director
Global Ocean Group

Certain measures by the government such as its aim to increase the cargo and passenger movement through waterways are very optimistic

imports industry is going places, and there have been deliberated efforts by the government to do an image makeover. This broadly means bringing down clearance time at the port, and therefore, creating a more favourable business climate in the country.

What are your views on the government planning to cut the time for clearing export and import consignments by half?

Any kind of support from the government is a big encouragement for us. Reducing the time for clearance of duties will only help us move towards a more comprehensive and directed approach to boost foreign

exchange. Also, this is in line with the government's view to highlight India as a manufacturing superpower. Ease of doing business is the first step towards making things more favourable.

The 'Make in India' week announced some developments for ports and shipping. Your views on this.

Certain recent measures by the government such as its aim to increase the cargo and passenger movement through waterways are very optimistic. Also, another notable move is enhancement of transportation through inland waterways with the development of 101 waterways across the country is a positive step forward.

greater accessibility in remote area management. Also, India's manufacturing base is more rooted in its tradition. This means that there is a potential from every nook and corner of India. If only we can tap this potential to the fullest, we will be able to do greater justice.

What are your views on GST?

GST will help in providing uniformity in tax structure for the business. It has the potential to change the shape of logistics network in India. If implemented, it will neutralise the interstate sales tax transaction. It will also help in bringing down the logistics cost significantly. It will, in addition rationalise taxation which will be done at

FACTS:

Global Ocean Group has branches in Chennai, Mundra, Kandla, Tuticorin, Bengaluru, Coimbatore, Karur, Vizag and Cochin. Its services include:

- ◆ Sea Freight (Imports & Export)
- ◆ Air Freight (Imports & Export)
- ◆ Custom Clearance
- ◆ Warehousing
- ◆ Ex Works – Pickup
- ◆ Transportation

have recently stepped up our presence in Pune, Nagpur, and Aurangabad, by launching our branches in each of these cities.



What are the key challenges faced by the industry?

One of the major challenges is infrastructure management. With online retail knocking the doors of consumers spread across the country, there is an urgent need to develop the transportation mode, build roadways and provide

a national level and not at a state level.

What are the new developments at Global Ocean Group?

One immediate requirement, we felt, is to expand our presence – to penetrate deeper into each region. We

We have further plans to open more branches in India, and overseas too. We are also laying more focus on our capabilities to offer warehousing and supply chain management services, since we see this as a major trigger for growth in logistics going forward too.

Gangavaram Port distributes water

Gangavaram Port's deepest and multi-purpose port has started a drinking water distribution programme for the nearby villages of Srinagar colony and Gangavaram which are hit by water shortage. Due to ongoing heat wave Vizag city has been suffering water issues with local people not having access to proper drinking water facilities. The initiative which is a part of Gangavaram



Port CSR programme is a step to provide essential elements like drinking water to the neighbouring villages.

According to Gangavaram Port management, "With the inauguration of Water Distribution programme we aim to support the local villagers by providing free drinking water and help them meet their basic requirements".

The programme was inaugurated by Palla Srinivasa Rao, MLA, Gajuwaka constituency at Srinagar colony and presided over by Tippala Gurumurthy Reddy (Ex MLA), Cheekati Appa Rao and other village elders. K Raja Ratnam Naidu, Senior Vice President, and L P S Ramu Naidu, Vice President, Gangavaram Port were also present at the occasion.

Beyond States • Across the Country

Serving the nation for years



www.jgtcl.com



www.exlindia.com

Toll Free: 1800 1800 777 / 0124-2378741 (Round the clock service)
Administrative Office: 117, Sector - 44, Gurgaon - 122003, Tel: 0124-4836500-510

India: A maritime hub?



Despite having a long coastline, India is not benefitting with port trade. Countries such as Hong Kong, Singapore and Dubai are reaping benefits because India does not have the appropriate infrastructure and regulatory reforms in place. CARGOTALK looks at what India can do to leverage the opportunities.



KALPANA LOHUMI

The maritime industry is as old as the Indian civilisation and as vast as the Indian Ocean. With almost 7,500 km of coastline, Indian maritime sector has all the ingredients to become competitive in the global scenario and script a success story, as the Maritime India Summit 2016 discussed. The only need is to keep up with the changing trends in the international trade to become competitive. India's growth is needed to propel by fast-tracking regulatory reforms and implementation of projects.

Talking about the prospects of India becoming a maritime hub, **Dinesh Gautama**, President, Navkar Corporation, says, "India has a huge coastline of 7,517 km and a large sub-continental area along with a huge population for consumption and production. Ideally the requirements of creating a maritime hub for logistics are available and should be pursued. All types of products and goods are already moving in various supply chains but they need to be better managed so that the overall cost can be reduced and efficiency increased."



Dinesh Gautama
President
Navkar Corporation

The requirements of creating a maritime hub for logistics are available. We should actively pursue the 'hub-and-spoke' principle in logistics

Commenting from the port's perspective, **Keld Pedersen**, Managing Director, APM Terminals

Pipavav, says, "Development of port infrastructure remains the most critical factor in the equation of world trade of India. The need of the hour is to equip the ports with facilities that are at par with global standards. Ports in the global arena are also equipped with advanced technology."

According to Pedersen, India needs to address following points to be at par with the best ports in the world.

- Ease of doing business
- Raise our level to global standards. Ports operations in India lag behind international standards, especially in terms of adopting new technologies and practices, cargo handling, cargo evacuation, customs clearance, tracking, hinterland connectivity or innovative logistics practices.
- How to make the shipping of cargo more efficient yet economical for all stakeholders
- Supporting infrastructure leading up to the ports such as roadways and railways network needs improvement to reduce bottlenecks
- Timely completion of various projects undertaken by Dedicated Freight Corridor Corporation of India (DFCCIL) and Delhi Mumbai Industrial Corridor (DMIC) will not only help improve connectivity between the hinterland and ICDs but it will also increase business via coastal shipping.

Vivek Kele, President, AMTOI, opines, "The development of Vizhinham port has a potential to make a transshipment hub, however making India a maritime hub is a long drawn out process and consistent government policies for next 20-30 years will see India emerge as a maritime hub.

Maritime hub means ship building, trading in ships, commercial activities like ship finance, broking, training." On the other hand, **Gur Prasad Kohli**, Managing

India? Can we move liquid cargoes (in parcels of 20 tonnes) easily within the country and outside? Can we move reefer cargoes easily from port to the hinterland?

The developed countries have reached a high level of 'container penetration' which may be even around 70 to 80 per cent. In India that has not happened and have just reached about 18 to 20 per cent



Director-India, WWL, says, "The location of Indian ports require deviation from East and West Shipping lanes and this will be a challenge to have a maritime hub in India. Another challenge is lack of a

In most cases the answer lies in the negative."

However, Kele believes, "We need to first believe in ourselves that we can not only achieve but surpass international standards,

cargo as compared to other nations."

"Relaxed cabotage regulation by the Ministry of Shipping to the special vessels could have given further impetus to the coastal shipping in becoming a preferred mode of transporting vehicles via coastal mode," he added.

Gautama says, "All our shipping laws are more than 50 years old. We are in the 'containerisation' era

but none of our laws define the word 'container'. For example, the Major Port Trusts Act 1963, Customs Act 1962, Merchant Shipping Act 1958,



Keld Pedersen
Managing Director
APM Terminals Pipavav

The need of the hour is to equip the ports with facilities that are at par with global standards. Ports in the global arena are also equipped with advanced technology

The Light House Act 1927, Carriage of Goods by Sea Act, 1925, The Inland (Steam) Vessels Act 1917,

Policies and structural reforms initiated by government

- ◆ Sagarmala project for port-led development
- ◆ Passing of Inland Waterways Bill
- ◆ Promotion of Coastal Shipping and pact with Bangladesh
- ◆ Development of Western and Eastern Dedicated Freight Corridors
- ◆ Announcement of Private Freight Terminals in the recent Rail budget
- ◆ Construction of new highways, modernisation of rails
- ◆ Development of International Container Transshipment Terminals

unified customs and tax infrastructure that adds to logistic costs within India."

Talking on the issues ahead on being at international standards Gautama points, "Internally, the developed countries have reached a high level of 'container penetration' which may be even around 70 to 80 per cent. In India that has not happened and have just reached about 18 to 20 per cent. More and more goods can be containerised and moved. So, why is that not happening? Do we not have enough containers or are the containers very costly to procure and use for movements? Are containers manufactured in

so we need a mindset change, this is the first challenge. Talking about prospects, we have huge prospects in not only achieving international standards but surpassing them."

Bridging the gap

Accelerating policies, fast-tracking regulatory reforms and implementation of projects for the benefit of trade will definitely propel maritime development towards the aspiring goals. The only need is to address the gaps in physical achievement of infrastructure projects, investments and trade facilitation.

Pedersen avers, "Coastal shipping in India is currently underutilised mode of transporting



Silkway West Airlines



Silkways West Announces the Start of Weekly Freighter from First Week of May 2016. Every Tuesday /100 Tons / Boeing 747 -200



**GSA India
Hercules Aviation Pvt. Ltd.**

Head Office:

Office No. 708, 7th.Floor D.D.A. Building No.2, Janak Palace, District Center JanakPuri, New Delhi - 110058 (India)
Tel. No: +91-42690000/(100-H.Lines), Email : info@herculesaviation.com, ARINC : DELHAXH AFTN : KDENXAAH

Airport Office:

Room No. 210, 2nd, floor, DCSC Building, Cargo Complex, Terminal-II, IGI Airport, New Delhi - 110037,
Phone: +91-11- 41440965, Duty Manager 24 Hrs: , +91-8800398161 Email: dispatch@herculesaviation.com

Amritsar Office:

ATQ OFF. : Room No. 9, 4th Floor, Nagpal Tower, 1 SCO - 128, District Shopping Centre Ranjit Avenue, Amritsar-143001
Tel: +91-183-2507718/19, Fax No.: +91-183-2507719, AFTN : KDENXAAH, Email: salil@herculesaviation.com

Hyderabad Office:

House No: 1-11-222/2 Begumpet, Hyderabad. Andhra Pradesh-500016, Phone: +91-140-42217772 ,
Mobile: +91-7673904054, Email: krishna@herculesaviation.com

Mumbai Office:

Room No. 105, First Floor Lok Centre Building,Marol Maroshi Road, Marol, Andheri East, Mumbai- 400059,
Phone: +91-22-29200157/158. Fax: +91-22-29200159. Mobile: +91-9833320933, Email: shakti@herculesaviation.com

Sprintr: Hyper local last mile on demand delivery

LogiNext has launched its maiden last mile delivery platform, Sprintr, to offer an innovative, robust and tech-driven platform to both clients and delivery partners. The clients can easily push orders and delivery requests via the platform. It has a pan-India delivery network. The delivery partners may sign up independently at the mobile app. The platform bundles different orders on the basis of the location, capacity, resource availability, time preferences, traffic and weather patterns, distance and many other parameters and hence saving costs and implementing unit economics.

Dhruvil Sanghvi, CEO and Co-Founder, LogiNext Solutions said, "We cater to bundled deliveries within a locality across different verticals, including apparels, groceries, food and more. With 250 delivery personnel currently working with us, managing over 5,000 daily deliveries, we hope to expand and serve more clients."

Emulate or create own models?

► Contd. from page 16

Indian Ports Act 1908, Bill of Lading Act 1856 and Coasting Vessels Act of 1838 approved during the time of Bahadur Shah Zafar."

Addressing the gaps in physical achievements of infrastructure projects, investment and trade facilitation, Gautama, says, "If a paper is required for a transaction, then somewhere there is a failure in improvisation. Today, shipping lines issue e-BLs and even e-DOs (Delivery Orders), stamp duty being paid online, longstanding containers and abandoned cargoes should be disposed of speedily."

Any successful model overseas that can be followed?

Gautama answers, "We need to emulate the models used in Hong Kong, Shanghai, Singapore, Rotterdam, Antwerp where ports and terminals are just used for loading and discharging containers. A port like Shanghai has a throughput of about 30m TEUs. India's complete throughput for year ending 31 March 2015 was 11.54m TEUs. If containers are to be transhipped, no more than a simple list should be needed. Regulatory



Vivek Kele
President
AMTOI

The development of Vizitham port has a potential to make a transshipment hub, however making India a maritime hub is a long drawn out process

processes should give way to facilitation processes."

"APM Terminals port Yokohama in Japan, ranked as the top productive port with 186 crane moves per hour (MPH) with a vessel alongside. APM Terminals' Maasvlakte II terminal at the Port of Rotterdam with 2.7 million TEU annual capacity has the world's safest and most advanced container handling equipment for horizontal transport of containers: Battery-powered Lift-Automated Guided Vehicles (Battery Lift AGVs). The terminal is equipped with 37 battery-powered lift-AGVs, 87 battery packs and two robotic battery exchange stations allowing automated exchange of the battery pack. And Port of Singapore is the busiest port in the world in terms of shipping tonnage. It serves as the export hub of goods coming from Asian countries into the US and developed European nations. The port has 67 berths out of which 44 are container berths and it is spread in an area of 436 hectares with a design capacity of 24,700 TEU," informs Pedersen.

However, Kele feels, "We need to see and observe what is best that is available in the world and adopt what is suitable for India. We can create our own models. We



Gur Prasad Kohli
Managing Director-India
WWL

The location of Indian ports requires deviation from East and West Shipping lanes and this will be a challenge for a maritime hub in India

have the intelligence and the resources to do it."

Aerial work platform India: Mtantd-RUTHMANN

Mtantd which provides solutions for lifting people and material at height, joins hand with the aerial work platform manufacturer RUTHMANN for their truck mounted aerial work platform business in India. Through this partnership, Mtantd will have exclusive sales and service rights for entire product range of RUTHMANNSTEIGER® in the territory of India.

"Today the most influential companies are using Aerial Work Equipments and Safety Systems supplied by the group to reach and work at height safely," said **Rakesh Modi**, Managing Director, Mtantd Group.

Mtantd will bring RUTHMANN machines for demonstration purposes in order to present the strength of the STEIGER® product range to Indian customers as well as to exhibit these at the BAUMA CONEXPO shows in Gurgaon in December 2016.

Kale Logistics: CODEX goes mobile

Kale Logistics Solutions launched a mobile app for accelerating container throughput in association with the V.O. Chidamabaranar (Tuticorin) Port Trust and Tuticorin CFS Association at Maritime India Summit 2016.



Kale Logistics Solutions developed the Container Digital Exchange-CODEX, which is operational at Tuticorin Port. Now complementing this, the company announced the launch of a container tracking mobile app - CODEX for various container stakeholders operating at Tuticorin Port. This app is available for container stakeholders and accessible from Google Play store for Android phones.

CODEX is designed to automate the container movement at Tuticorin Port and reduce the container dwell times considerably. It is an EDI-based electronic platform through which communication, information exchange, connectivity and electronic processing of key business transactions/operations can be facilitated between all container stakeholders at the port and its related logistics value chain.



From Left- 2nd- S Anantha Chandra Bose, Chairman V.O. Chidamabaranar (Tuticorin) Port Trust; 3rd- Vineet Malhotra, Director, Kale Logistics Solutions and 4th- David Raja- President, TCFSA and 5th- CK Prabhu, Secretary, TCFSA at the Launch of India's first CODEX Mobile App during Maritime India Summit 2016, Mumbai

S Anantha Chandra Bose, Chairman, V.O. Chidamabaranar (Tuticorin) Port Trust said, "This initiative is for enabling ease of business, following the Prime Minister's initiative of 'Digital India'. We have expanded the Port Gates and are introducing toll gate to enable seamless access to the

FACTS:

- ◆ CODEX will reduce the current documentation process from two hours to almost one-fourth its time
- ◆ The container mobile app will allow all stakeholders to track the container on real-time basis

port. CODEX promises to reduce the current documentation process from two hours to almost one-fourth its time and the container mobile app as an extension of CODEX will allow all stakeholders to track the container on real-time basis."

David Raja, President, TCFSA, stated, "With this app, we look forward to making real-time information available to container stakeholders at Tuticorin Port."

"With our proven experience of creating seamless digital communication for stakeholders across logistics value chain, the next step for us was to extend our services for the maritime community as well," said **Vineet Malhotra**, Director, Kale Logistics Solutions.



PINKCITY LOGISTICS LIMITED



We do it for you...
on time, Every time....



SERVICES

- Freight Booking
- Clearing & Forwarding
- Multimodal Transportation

PINKCITY LOGISTICS LIMITED

Registered Office:

V5 04, Ansal Garg Enclave, 122/235, Sarojini Nagar, Kanpur-208 012
Tel: +91-512-2224641/2217001/2216976, Fax: +91-512-2234911

Corporate Office:

216 Chawla Complex, Sector-15, CBD Belapur, Navi Mumbai-400 614
Tel: +91-22-27562739/49, +91 22 61400500, Fax: +91-022-27565396

DDP/Cargo Talk/Map-16

• Agra • Aurangabad • Bhopal • Bhiwadi • Bhilwara • Delhi • Gwalior • Gandhidham • Indore
• Jaipur • Jodhpur • Kutch • Kanpur • Kolkata • Ludhiana • Mumbai • Nagpur • Nashik • Varanasi

www.pinkcitysilica.com

Can India leave China behind?

The Indian cargo industry is seeing signs of growth with the country's jump to third rank in the Agility report. But the report places China on the top. So what can India do to rise faster? Some experts share their views.



Economic growth means growth in the country's transportation and logistics industry. While India ranked third in the emerging markets logistics index for 2016 by Agility which rates countries based on business environment, China and the United Arab Emirates were first and second respectively.

China has good port infrastructure facilities. India, being a peninsula country, has the potential to utilise its location and reap benefits of the waterways. Also, there is a need for better infrastructure for sea transportation for growth of the industry. So what can India do to go beyond China? According to the Agility report nearly 42 per cent optimists and logistics professionals sense India needs more structural reform to sustain its current growth and more than 21 per cent believe the country needs more than economic reform if it is to unlock its potential.

investors, which in result would accelerate the growth rate and help logistics companies optimise their operations to reduce costs and expand their business."

"The relative success of China lies in its ability to provide better physical



infrastructure and easy availability of cheap credit. Within infrastructure funding, the contribution of India's

Rajendra Singh Rao, Director, ASR Logistics India.

"Lower transaction costs have also given Chinese exports a much-needed competitive edge. For example, it takes around 40 days to book a

with high-speed connectivity to key ports and urban centres," he says.

When asked about the logistics tactics and strategies that should be used in making the country's logistics industry stronger across the world, Cauchy says, "First of all, there is a need for a more mature mindset of this industry in the supply chain market. Secondly,

for world class ports if east coast ports (Vizag, Chennai, Kolkata) could be developed and connected with hinterlands via dedicated railway freight corridors and road infrastructure could be improved. With this east bound in/out marine traffic do not need to call at western ports that are Nhava Sheva, Mundra or Pipava. Let all container traffic run on inland rails and connect with Eastern India ports. Similarly with west bound marine traffic to be operating from western ports. This way we would be optimistically utilising domestic freight services and also decongest the ports."

India on the move

According to **Ajay Khosla**, DGM, Jaipur Golden Transport, "India has already created a showground for global businesses to invest here with changing government policies. There is gigantic investment and plans in our present budgets to totally revamp Indian ground transportation to reach every inch and corner of the country. Although Indian logistics

container for exports in India as compared to just one day in China," adds Rao.

we also strongly feel that India definitely needs to accelerate the implementation of the GST

"Major reason for China being on first position is because they have invested heavily and indeed taken utmost care of logistics infrastructure because the key to higher export is a smooth infrastructure to support," notes **GS Chawla**, Managing Director, Ocean King Shipping.

According to Cauchy, India has a vast landscape and the demography here is favourable as compared to China. He adds, "However, to match up to the global standards, India needs to adopt newer technologies, innovation and better fundamental infrastructure in the logistics industry. A better connectivity via air, road and sea is required as it poses a hindrance and minimises the outreach currently. The deployment of a robust infrastructure will provide panoramic advantage for the future both in terms of skill development, business facilities and consumption."

Echoing similar views, Rao points infrastructure as an obstacle to growth. "Infrastructure in India's metros is inadequate for serving existing trade needs. Challenges range from the availability of assets to congestion, regulation and monitoring. In future, industrial clusters will need Dedicated Freight Corridors (DFCs) such as the Delhi-Mumbai Industrial Corridor



GS Chawla
Managing Director
Ocean King Shipping



Ajay Khosla
DGM
Jaipur Golden Transport



Arnaud Cauchy
MD
GEFCO India



Rajendra Singh Rao
Director
ASR Logistics India

“ There is a need of implementation of GST to make India an attractive destination for investors, which would accelerate the growth rate ”

Arnaud Cauchy, MD, GEFCO India, feels, "Observing the growth and acceptance of the global practices, India is going to get steady further but at a slower growth rate. There is a need of implementation of GST to make India an attractive destination for

“ The relative success of China lies in its ability to provide better physical infrastructure and easy availability of cheap credit ”

private sector is only 36 per cent in comparison to China's 48 per cent. This is notwithstanding the fact that China's GDP is almost four times the size of India's GDP. Inadequate infrastructure is responsible for holding back GDP growth by roughly two per cent," says

“ India has two sides of large coastal line which can strategically be utilised for world-class ports if east coast ports could be connected with hinterlands ”

bill which in turn will favour the global logistics development and prepare India to be the logistic hub of the world."

According to Chawla, "India has two sides of large coastal line which can strategically be utilised

“ There is gigantic investment and plans in our present budgets to totally revamp Indian ground transportation to reach every inch and corner of the country ”

sector has come a long way but still lot to attain to face global markets. Today where world overall economy environment is slowdown, Indian economy is growing with steady speed, already recorded 7.3 per

Nominate now

india CARGO awards West & South

3rd August, 2016

Hotel Novotel-Pune Nagar Road

“Recognises hard work and
applauds the true leaders
of the industry for their
commitment and dedication”

For further details, please contact:

Gunjan: +91 96503 99905 gunjan@ddppl.com, Amit: +91 96509 13334 amit.bhasin@ddppl.com,
Arit: +91 88003 96007 arit.gandhi@ddppl.com, Seema: +91 96501 96531 seema.datt@ddppl.com



Supported by

Ministry of Civil Aviation
Government of India



Hospitality Partner



PUNE

Endorsed by



Kerry Logistics raises stake in Indev

Indev will become the key member of Kerry logistics network in India to further strengthen the capabilities.



Kerry Logistics Network has entered into a MoU to increase its stake in Indev Logistics (INDEV) as the company takes on an increasingly positive view to India's economic prospects. The announcement was made by **Nirmala Sitharaman**, Minister



for Commerce and Industry of India, who was the Guest of Honour. The strategic move will see INDEV rebranded as Kerry-INDEV, reflecting Kerry Logistics' growing capabilities and ambition

to becoming a major pan-Indian logistics company with India focus and member of a China Specialist Global Network. Kerry has the expertise in Supply Chain Management. In alignment with Government's 'Make in India' policy, Kerry INDEV will design industry specific products and solutions to move goods across to continents using the Kerry Logistics Global Network to bring down the logistics cost.

George Yeo, Chairman, Kerry Logistics, said, "We have always held an optimistic view of India's potential, and strengthening our partnership with Indev to tap into the opportunities that are emerging." **S Xavier Britto**, Chairman, Kerry Indev Logistics, said, "India has become one of the fastest-growing economies in Asia. We see the introduction of GST and 'Make in India' as very positive for the logistics industry."

Big consumer base in India

► Contd. from page 20

cent and moving toward eight to nine per cent, by this speed Indian can easily reinstate China as the driver of world economy."

"India has a bigger advantage to consume the product within the country as India has already been nominated amongst the world's biggest consumer market and it is a temptation for business houses to produce and place in India while China is producing maximum for exporting in other countries.

In the present scenario, India is becoming a better base for pharmaceutical, white goods, automobile, telecom and retail verticals besides our market size is also expanding which further adding to opportunities for LSPs," Khosla adds.

Other key factors boosting Indian logistics:

- Cost of labour which is an average of `100 per hour, the lowest globally and in China this is almost double.
- Indian logistics cost is 13 per cent of GDP and at the same time in China this is 17 per cent, although this is not the lowest and slightly high

in comparison to Japan and the US.

- The implementation of GST in India not only adds value to the GDP but also gives strength

to LSPs for hassle free faster movement across India.

"Any country's progress is visible from what the country is offering to

India needs a lot of investment in developing a world-class infrastructure in industrial areas, DFCs and redevelopment of export zones



its citizens and more importantly to its industrialists who are bringing in the country's revenue. India needs a lot of investment in developing a world-class infrastructure in industrial areas, dedicated freight corridors and redevelopment of export zones," opines Chawla.

India vs China

- ◆ Despite the Chinese economy slowing down, the export figure for China in 2014 was recorded at \$2,342.3 billion in comparison to India's \$317.5 billion.
- ◆ If one considers items such as iron and steel, chemicals, machines and telecommunication equipment, textiles and clothing, where China and India compete with each other in international market, the former's share in the world market is much higher.
- ◆ Indian businesses are losing competitiveness due to high borrowing costs and because of country's long-standing weaknesses such as bad infrastructure, red tape and corruption.

Muscat-Delhi: Increased cargo rates

Cargo agents, who deliver goods at the door steps of Indian expatriates, have decided to raise their door-to-door air cargo charge. All the airlines operating in Muscat-New Delhi sector have a quota for cargoes.



The new door-to-door air cargo delivery charges from Muscat to New Delhi have been increased to RO1.300 per kg with effect from April 1. The price rise was announced by representatives of 35 cargo agencies in Muscat recently.

Increased cargo rates by airlines and hike in transportation costs are some of the reasons cited by agents for the decision. Besides, there has also been an increase in cargo handling charges at Muscat airport. India now allows such cargoes only at the New Delhi airport and the cargo agents have to dispatch their consignments to other states from Delhi airport.

Indian expatriates working overseas are making use of a government facility to send gift parcels not exceeding `20,000 in total value to their friends and family members. The non-residents



Ram Menen
Retired Aviation and Air Cargo Executive

Indians depend on door-to-door agents for delivering such gifts.

It takes anywhere between 15 and 25 days for cargo agents to deliver a parcel, after booking in Muscat. Few industry veterans told CARGOTALK how this is going to affect the trade between the two countries.

"Compared to general cost of living the increase of 100 baisa is

“There will not be any major effect on the trade between the two countries. For a few weeks, the traffic volumes might come down and then pick up”

not a phenomenal increase in an industry which has been plagued with declining yields and increase in costs. I don't think it will have any major effect on the trade between the two countries. At the most, for a few weeks, the traffic volumes might come down and then pick up again. The fact remains that New Delhi is a landlocked city and there are not many other direct alternatives without incurring more costs and time. At the end of the day, rates will find its own levels in a free market



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

environment and will flow from and too via routes which are more cost efficient," says **Ram Menen**, Retired Aviation and Air Cargo Executive.

"Today, embracing available technology can greatly simplify trade starting from production to logistics to transportation and the border clearance processes. Time is money and the more

“Customers are fully aware what is best for them and its best to use air freight service and get goods delivered fast instead of shipping by ocean”

simplifications brought in, the better cost efficiencies it will produce. Taking the paper out of transactions in itself will go a long way in simplification of all aspects of commerce," adds Menen.

On a similar note, **Bharat Thakkar**, Past President and Permanent Member-Board of Adviser, ACAAI and Joint Managing Director, Zeus Air Services, says, "Air freight is prime service between India and Oman and

Air freight: A prime service

every customer knows its cost, implication on arrival. Hence when ultimate consumer is ready to pay and wants product in time, door-to-door being value added and effective service is most reliable. As a forwarder at origin in partnership with destination agent is single point of contact for customer. They have to co-ordinate through various agencies on arrival in India (Airlines/Terminal Operators) by paying their charges and customs in case duty payments post processing of import formalities.

Every business has its own commercials and this case, being door-to-door, forwarder at origin and destination has to outsource transportation as unlike integrators they do not have own transportation. Such costs are part of EXIM and will not affect trade, as one cannot have an objection."

"From the viewpoint of terminal charges, as long as they guarantee meeting global benchmarks and do not create additional cosmetic charges, like charging 25 per cent

more when goods arrive on express service. All shipments arriving by fully aware what is best for them and in such cases its best to use

ocean blocking product cost/loss of interest/

Every business has its own commercials and in this case, being door-to-door forwarder at origin and destination has to outsource transportation

air must be ready for delivery with six to eight hours. Customers are air freight service and get goods delivered fast instead of shipping by

higher insurance/longer transit time/ possibility of damage and such customer will always be air freight shipper on such lanes, where logistics transit times are an issue," informs Thakkar. ↴



Australia's biggest automotive terminal opens in Melbourne

Phase one of Australia's largest ro-ro and automotive terminal has opened at Webb Dock West, Melbourne. The Melbourne international ro-ro and automotive terminal (MIRRAT) has been under construction for the last 18 months and includes a new 185,000 sqm facility north of the current Webb Dock West car terminal. A second phase involving expansion of the current automotive terminal at the south end of Webb Dock West is due to start operating in January 2018.

Wallenius Wilhelmsen Logistics (WWL) will operate both terminals through its subsidiary MIRRAT after winning the bid to design, construct and operate the new terminal in 2014. Expansion of the automotive facility at Webb Dock, which is being entirely funded by the Port of Melbourne Corporation, will cost some A\$400m (\$303m) and is part of a bigger A\$1.6 billion (\$1.21 billion) development project at Australia's largest port. The terminal design includes 4,800 automotive laydown bays, 20,000 sqm of heavy-duty hardstanding, two vehicle washing bays.

**CII School of Logistics
AMITY UNIVERSITY**

An Industry-Led Academic Institution for Best Employability

- * Faculty comprising of Industry Professionals
- * Curriculum designed by Industry Experts
- * Competency based Learning Approach
- * UGC recognized degrees

**2016 Session Admissions Open for:
MBA- Supply Chain Management
MBA- Logistics**

Excellent Career Opportunities
facilitated by CII's strong Industry network in two major pathways

Supply Chain: FMCG, Auto, Pharma, Retail, Food Processing, Consumer Electronics, IT/ITES

Logistics: 3PL/4PL, Freight Forwarding, Ports, Shipping Lines, Transportation, Express Courier, CFS/ICD, IT/ITES

Please Visit www.ciischooloflogistics.com
CII Helpline: 044 42928906, 9788116600, 9500049947, varghese.john@cii.in
Amity Helpline: 0120-2445252, 4713600, 4392228

Flooring at par with global standards

The two critical aspects of a warehouse are roof and floor. **Ritesh Jain**, Chief Operations Officer, Lamba Techno Flooring Solutions, talks about the significance of good flooring in a warehouse and the latest trends and technology that raises flooring standards across the globe.



CT BUREAU

What are the global standards that help in making a warehouse floor of particular specifications and tolerance levels?

For high-end flooring, the most popular code is TR 34 3rd Edition 2003 as per UK Concrete society; this is the most followed code, second is ASTM E1155; another USA code which is in practice and third is DIN15185/ 18202; the European or German code. These are the three most popular and preferred codes in making/ laying of floor supported on Ground (Grade Slab).

These codes are being followed in the warehouse floors. But normally only e-commerce companies are following this such as Amazon, Snapdeal, Metro and Flipkart. Also, Realterm Indospace, Future Supply Chain, DHL, OM Logistics, Safexpress, Bharti and Reliance to name a few are also following the international codes for grade slab casting. There are few developers who would like to graduate because they can get good rents due to good floors.

Which technology is being used in flooring?

There are three floors—saw cut floor, joint-less floor and combi-slab floors. In the third which is a combination of first two, one can go for any shape, any size and it is absolutely free of joints. There are joints but the construction joints are converted into tied joints and made as monolithic. It is one single piece of concrete free of joints.

Furthermore, there are three reinforcement technologies as well, that is steel rebar, steel fibre and a combination of steel rebar and steel fibre. A widely used socket floor is made with steel rebar. The joint-less floor is made of steel fibre concrete;



*Ritesh Jain
Chief Operations Officer
Lamba Techno Flooring Solutions*

across the world out of 10 floors, 8-9 would be using only steel fibre that and too of a very high dosage, say 30 to 45 Kg/M3. However the third one which is a combination or a hybrid version of steel rebar as well as special double hook end steel fibre. Again, the dosage is high, say 35 to 40 Kg/m3, but in a combination of steel rebar and steel fibre.

What changes can you see in the industry with the acceptance of international code of practice?

Conventionally people were only talking about levelling of a floor but now with international codes what comes in is flatness as part of surface regularity and also auditing/ surveying of floors (with Digital



Profileograph and micrometers) is now becoming a norm so as to ensure flocon's walk the talk. With

international codes and statutory guidelines, the eminence of floor can be judged.

Another thing which has happened is use of high-tech equipments (like Large Line Laser Screed S-15 R with a Telescopic Boom and Copper Head, ROT, Bumb Cutters, Topping Spreader, Highway Straight Edge, Trowels) and the selection of equipments depends on the size of warehouse. However, India is missing here because there is no good equipment manufacturer and one has to rely on import. There is a high cost involved in it. And, that is why not many people are going for high-end flooring or with international codes.

Where are we lagging behind in making flooring at par with the international standards?

Firstly there is a knowledge gap, secondly the technology, thirdly the equipment and fourth is the skill set. There is a lack of knowledge and lack of will also. Big players stocking their materials are not going to the developer level. What is the knowledge level of developer? Yes, there are guidelines to control it. But the will of that particular developer is also essential.

There is a tussle between a developer and flooring contractors

that does become a bottleneck. People need to understand, investing in good floors in the initial

stage is a long term investment. It is not cheaper today but in a lifecycle it will be cheaper.

How can the skill gap be conquered?

We have invested time and money to train our people by bringing professionals from abroad. The big change can be brought by keeping people on pay rolls. And everyone in a team has to perform his part correct.

How can one make a difference in the market?

There is a knowledge gap with the consultants. However with time it is bridging up but needs to

minimum specification which we know is essential for flooring, otherwise how we will make a difference in the market.

What is your message to the logistics and warehousing industry?

There is a knowledge gap where flooring is concerned. There are lots of talks about automation, monitoring, management of warehouses but civilisation grows with some civil work. As far as knowledge base, data management, warehouse management, automation, bar-coding, total flow is concerned, there is a lot of discussion about



do more. Good companies like BASF which are into construction chemicals, SKA or Fosroc are available in the country for the last 30 years. We are also using their products. But we are saying that we are better because we are doing it in a different way be it equipment, technology or skill part of it.

it. But the entire operation is happening over the table and if the table is not good, your work will definitely get affected. Fortunately a super structure has been taken

DID YOU Know?

Lamba Techno Flooring Solutions is among the few companies in the country which has delivered four VNA floor both for wire and channel guided VNA's including Jointless, Slab on Pile and Combi-Slab floors.

care of by PEB but as per as the flooring is concerned, the civil part is still missing.

Gandhi Automations offers High Speed Doors

High Speed Doors designed and manufactured by Gandhi Automations are sturdy, dependable and are the ideal solution for medium and large entrances. The doors are manufactured with European collaboration and technology with innovative and creative engineering.

Fast moving functional and reliable doors are needed in industrial and commercial contexts. Gandhi designed and manufactured High Speed Doors are versatile and solid ensuring long-lasting reliability. The modular structure of the curtains, assembled and joined by anodized aluminium

extrusions, provides for a wide range of polyester sections available in a variety of colours. Wide, full-width window panels ensure a safer traffic and allow more light in. Their fast and easy replacement, in case of accidental tearing, saves money and time. The alternating metal tubular

structure there inserted ensures high wind-resistance.

Prime High Speed Doors are the ideal solution for internal and external entrances and effectively operate in any situation, even when strong winds are blowing and in rooms with high

volume traffic. Sturdy and dependable, Prime is the intelligent door for medium and large entrances. High Speed Doors for external entrance are equipped with spring steel wind lock in curtain pocket that ensures silent door travel, higher wind loads and curtain stability.

**THE ANNUAL MEETING PLACE FOR WAREHOUSING,
 MATERIAL HANDLING & SUPPLY CHAIN INDUSTRY**

Warehousing | Material Handling | Storage | AIDC
 Automation | Packaging | Supply Chain | e-Commerce

Are you looking
 for storage
 solutions for
 your factory?



Are you looking
 for e-commerce
 logistics solution?



Do you want to
 see the latest
 technology in
 material handling?



Are you looking
 for a warehousing
 facility?

Free visitor registration @ www.IndiaWarehousingShow.com

START-UP WORKSHOP @ SPIRITZ CAFÉ

"I have land and I want
 to open a warehouse"

lets address this most common question on
 9th June 2016, 4.00 pm onwards

INDIA WAREHOUSING CONFERENCE

8-9 JUNE, 2016

Pragati Maidan, New Delhi

'Exploring New Opportunities in
 Supply Chain Sector in Changing Times'

For delegate booking, contact: Bharani Prasad | +91 98 7162 8542 | bharani.prasad@reedmanch.com

Foundation Partner



VIP Partner



Warehouse Partner



Gold Partner



Official Supply Chain Partner



MHE Partner



Silver Partner



Premier Media Partner



Visitor Helpdesk:

Janish Jafri

+91 9999686007

janish.jafri@reedmanch.com

Co-located Show



Pharma growing in India: Pharmexcil

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. Pharmaceuticals Export Promotion Council of India (Pharmexcil) has come up with a finding that for the last three years ending 2014, India has been bagging around 30 per cent of the total ANDAs granted by USFDA.

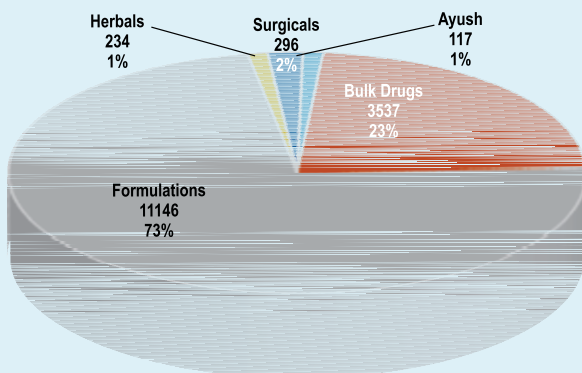
INDIAN PHARMACEUTICAL INDUSTRY IN 2014-15 – AN OVERVIEW

Global pharma has added an additional \$ 81 billion to its size in the year 2014 and reached \$1,060 billion as per IMS. India's total (APIs, Generics and Alternative system of medicine) during FY-15 was \$15.33 billion with a growth of 2.64%. India's exports in INR terms has recorded a growth of 4.35% and was valued at `94,275 crore during FY-15. India's exports during the last five years are as shown in the chart.

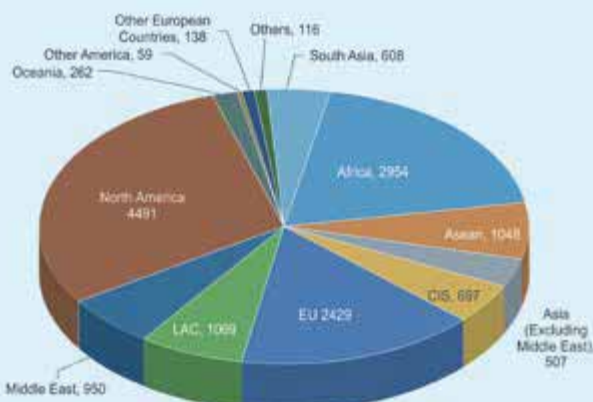
India's Pharmaceutical exports during the last Five Years



The composition of India's exports during Fy 15



India's Pharmaceutical exports during FY-15- A regional View in \$ million



INDIA'S PHARMA EXPORTS TO TOP 25 DESTINATIONS IN A\$ MN

Rank	Country	2014-15 Exports	Gr%	Contbn%	Cumulative Contbn%
1	USA	4283.66	8.10	27.94	27.94
2	UK	539.78	2.41	3.52	31.47
3	SOUTH AFRICA	508.32	9.47	3.32	34.78
4	RUSSIA	422.61	22.64	2.76	37.54
5	NIGERIA	418.00	8.77	2.73	40.27
6	BRAZIL	373.53	19.48	2.44	42.70
7	GERMANY	370.20	8.02	2.41	45.12
8	KENYA	282.51	17.58	1.84	46.96
9	NETHERLANDS	241.97	3.54	1.58	48.54
10	VIETNAM SOC REP	231.92	9.30	1.51	50.05
11	FRANCE	207.74	0.42	1.36	51.41
12	CANADA	206.89	8.77	1.35	52.76
13	AUSTRALIA	204.97	4.08	1.34	54.09
14	TANZANIA REP	186.32	18.52	1.22	55.31
15	IRAN	173.77	4.80	1.13	56.44
16	SRI LANKA	172.14	3.13	1.12	57.57
17	MYANMAR	171.58	23.52	1.12	58.68
18	NEPAL	167.66	17.88	1.09	59.78
19	GHANA	163.86	7.86	1.07	60.85
20	UGANDA	157.34	1.20	1.03	61.87
21	THAILAND	156.27	43.46	1.02	62.89
22	PHILIPPINES	155.06	10.57	1.01	63.90
23	BELGIUM	152.99	19.22	1.00	64.90
24	TURKEY	146.74	6.20	0.96	65.86
25	VENEZUELA	146.44	68.85	0.96	66.81
Total of Top 25 Destination Countries		10242.27	5.27	67.00	
Grand Total		15,329.34	2.64	100	

Weekly service: Krishnapatnam to Salalah

CONCOR has commenced rake service (two rakes per week) from ICD Bangalore to KPCT, thereby providing hot connection to the vessel for exports to/from Bangalore and also the fastest connection for imports clearance.



Krishnapatnam Port has inaugurated the maiden call of 'M V Maersk Bentonville' as part of the direct weekly service from Krishpatnam to Salalah (Oman). The first voyage of Maersk Bentonville discharged 551 TEU's and loaded 770 TEU's of exports. The weekly service is expected to provide fastest and most competitive service to the exporters and importers of Andhra Pradesh, Telangana, Karnataka and Northern Tamil Nadu to the ports of US East Coast, Mediterranean, Europe and Africa.

A formal inaugural ceremony was held to commemorate the maiden call in the presence of Anil Yendluri, CEO, Krishnapatnam Port and Jithendra Nimmagadda, COO, KPCT. The senior representatives of Maersk and Safmarine along with KPCT representatives were present. "The new service will substantially minimise the cost and transit time in these areas, which will be of a huge benefit to our customers.



The service will further get a boost from CONCOR's new rake service," said Yendluri.

Dr Anup Dayanand Sadhu, GGM, CONCOR said "The new rake service between ICD Bangalore and KPCT can be increased

into a daily service as per the requirements of the trade. Maersk team is pleased to announce this service due to the world class infrastructure available at KPCT and are very happy with the immense support received from the EXIM trade."

Snowman Logistics Jaipur facility ready

Snowman Logistics, in line with its expansion plans, has completed the construction of its new facility at Jaipur and it is now ready for operations. The capacity of this facility is 4,200 pallets, taking the total capacity of the company to 98,500 pallets.

The state-of-the-art warehouse offers frozen, chilled and ambient temperature warehousing to cater to the needs of customers in and round Jaipur, Ajmer, Neemrana and other areas in the Northern Rajasthan region.

Prem Kishan Gupta, Chairman, Snowman Logistics, said "Snowman will continue to expand its footprint across the country at a steady rate with a focus on enhancing its cold storage business. Very soon, we will be commissioning our new facility in Kochi, which will take us over the important milestone of 100,000 pallets."

Sindhu's Services Spectrum

 FREIGHT FORWARDING	 CUSTOMS BROKER	 DOMESTIC TRANSPORTATION
 WAREHOUSING & DISTRIBUTION	 CONSULTANCY	 EDUCATIONAL INSTITUTE

Sindhu Network Present

Bangalore	Pune	Nashik
Chennai	Coimbatore	Vizag
Delhi	Ludhiana	Vijayawada
Mumbai	Gurgon	Hosur
Hyderabad	Ahmedabad	Krishnapatnam
Kolkata	Raipur	Tuticorin
Cochin	Nagpur	Mundra

Sindhu Cargo Services Private Limited

No 34, Block 3, Sindhu Logistics park, Behind MVIT college, Bettahalasuru, Bangalore North Taluk, Bangalore - 562157

Phone: 080 - 3391 3391

Email: info@sindhucargo.com | Visit: www.sindhucargo.com

Delhi International Airport Cargo Department, IGI Airport, New Delhi

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

S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage	S.No	Airlines	Export	Import	Total Intl.	% Share Tonnage
1	Cathay Pacific	1409	2895	4304	10%	25	Finnair	304	149	454	1%
2	Air India	1716	1872	3588	8%	26	Lufthansa Cargo Ag	203	167	370	1%
3	Emirates	2253	1064	3317	7%	27	Air Asiac	160	182	342	1%
4	Jet Airways	1539	1743	3281	7%	28	China Eastern Airlines	106	230	335	1%
5	Qatar Airways	2023	1125	3148	7%	29	United Airlines	221	114	335	1%
6	Etihad Airways	1526	1491	3017	7%	30	Aeroflot Cargo Airlines	226	20	246	1%
7	DHL	1477	1383	2860	6%	31	Indigo Cargo	231	9	240	1%
8	Singapore	1110	1104	2215	5%	32	China Southern Airlines	52	187	239	1%
9	Lufthansa Cargo Airline	705	651	1356	3%	33	Air China	116	111	227	1%
10	British Airways	826	369	1195	3%	34	Air Arabia	159	45	204	0%
11	Fedex Express Corporation	513	635	1149	3%	35	Kuwait Airlines	118	75	192	0%
12	Turkish Airlines	645	470	1115	2%	36	Aerologic	0	187	187	0%
13	Thai Airways	229	801	1030	2%	37	China Air	117	67	184	0%
14	Uzbekistan	714	271	985	2%	38	Gulf Air	145	39	184	0%
15	Ethiopean Airlines	309	572	881	2%	39	Spice Jet	125	58	183	0%
16	Air France	485	353	839	2%	40	Oman Air	130	49	179	0%
17	Japan Airlines	345	478	823	2%	41	Air Canada	103	51	154	0%
18	Swiss Intl Airline Ltd	487	313	800	2%	42	Sri Lankan Airlines Ltd	55	73	127	0%
19	Virgin Atlantic	440	245	685	2%	43	Asiana Airlines	83	40	122	0%
20	Malaysian Airline System	361	304	665	1%	44	Ariana Afghan Airlines	71	44	115	0%
21	Hercules Aviation	635	8	643	1%	45	Flydubai	54	20	75	0%
22	M/S All Nippon Airways	420	193	613	1%	46	Others	296	96	393	
23	Saudia	497	105	602	1%						
24	KLM	317	213	531	1%						
Total		24054	20674	44728	100%						

Note: International Tonnage @ IGIA

Traffic Handled at Major Ports

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

(*) Tentative

(In ' 000 Tonnes)

PORTS	APRIL TO FEBRUARY TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC	PORTS	APRIL TO FEBRUARY TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC
	2016*	2015			2016*	2015	
1	2	3	4	1	2	3	4
KOLKATA				V.O. Chidambaranar	33320	28979	14.98
Kolkata Dock System	15114	13775	9.72	Cochin	20416	19659	3.85
Haldia Dock Complex	30067	27328	10.02	New Mangalore	32141	32802	-2.02
TOTAL: KOLKATA	45181	41103	9.92	Mormugao	18019	13001	38.60
Paradip	68770	64524	6.58	Mumbai	56082	56340	-0.46
Visakhapatnam	51966	52937	-1.83	JNPT	58615	58230	0.66
Kamarajar (Ennore)	29003	27549	5.28	Kandla	91109	84650	7.63
Chennai	45366	48155	-5.79	TOTAL :	549988	527929	4.18

(Source: Indian Ports Association)

Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-January		
		January 2016	January 2015	%Change	2015-16	2014-15	%Change
(A) 17 INTERNATIONAL AIRPORTS							
1	Chennai	6644	6284	5.7	69406	67365	3.0
2	Kolkata*	7415	6768	9.6	75182	75333	-0.2
3	Ahmedabad	3497	3324	5.2	37337	35058	6.5
4	Goa	270	302	-10.6	2898	2699	7.4
5	Trivandrum	93	165	-43.6	768	1044	-26.4
6	Calicut	19	19	0.0	322	292	10.3
7	Lucknow	87	275	-68.4	2064	2846	-27.5
8	Guwahati	1317	962	36.9	13016	8320	56.4
9	Jaipur	1093	329	232.2	6015	1747	244.3
10	Srinagar	454	346	31.2	4453	5201	-14.4
11	Bhubaneswar	604	581	4.0	5682	4787	18.7
12	Coimbatore	503	537	-6.3	5643	6339	-11.0
13	Mangalore	23	27	-14.8	315	302	4.3
14	Amritsar	23	12	91.7	172	297	-42.1
15	Varanasi	71	72	-1.4	758	552	37.3
16	Port Blair	355	231	53.7	3147	2509	25.4
17	Imphal	294	386	-23.8	3709	3785	-2.0
Total		22762	20620	10.4	230887	218476	5.7
(B) 6 JV INTERNATIONAL AIRPORTS							
18	Delhi (DIAL)	24664	23107	6.7	246993	226985	8.8
19	Mumbai (MIAL)	15766	16305	-3.3	173462	175227	-1.0
20	Bangalore (BIAL)	8984	9260	-3.0	96937	95204	1.8
21	Hyderabad (GHIAL)	4179	3892	7.4	42489	36481	16.5
22	Cochin (CIAL)	1050	904	16.2	10093	9362	7.8
23	Nagpur (MIPL)	507	480	5.6	5073	4722	7.4
Total		55150	53948	2.2	575047	547981	4.9
(C) 7 CUSTOM AIRPORTS							
24	Pune	2839	2203	28.9	25834	23017	12.2
25	Chandigarh	298	175	70.3	3782	4437	-14.8
26	Patna	396	435	-9.0	3745	4368	-14.3

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-January		
		January 2016	January 2015	%Change	2015-16	2014-15	%Change
27	Visakhapatnam	305	72	323.6	1639	1075	52.5
28	Bagdogra	294	13	2161.5	3699	2232	65.7
29	Madurai	52	67	-22.4	782	926	-15.6
30	Aurangabad	91	96	-5.2	1153	1058	9.0
Total		4275	3061	39.7	40634	37113	9.5
(D) 24 DOMESTIC AIRPORTS							
31	Indore	610	508	20.1	5768	5354	7.7
32	Jammu	156	120	30.0	1380	1375	0.4
33	Raipur	368	361	1.9	3697	3391	9.0
34	Agartala	551	325	69.5	4455	4934	-9.7
35	Vadodara	168	197	-14.7	1748	1696	3.1
36	Ranchi	368	320	15.0	3390	2801	21.0
37	Udaipur	10	4	150.0	49	22	122.7
38	Bhopal	98	78	25.6	990	773	28.1
39	Leh	161	113	42.5	1119	1099	1.8
40	Dehradun	8	4	100.0	83	32	159.4
41	Rajkot	11	11	0.0	127	109	16.5
42	Dibrugarh	39	42	-7.1	308	254	21.3
43	Jodhpur	1	1	0.0	11	10	10.0
44	Tirupati	0	6	-100.0	0	6	-100.0
44	Silchar	27	40	-32.5	381	354	7.6
45	Lengpui(AIZWAL)	16	26	-38.5	238	232	2.6
46	Juhu	37	36	2.8	323	328	-1.5
47	Rajahmundry	0	1	-100.0	4	2	100.0
48	Bhuj	2	1	100.0	19	16	18.8
49	Tuticorin	8	10	-20.0	51	46	10.9
50	Jamnagar	5	17	-70.6	69	141	-51.1
51	Bhavnagar	0	0	-	1	1	0.0
52	Dimapur	10	12	-16.7	181	153	18.3
53	Jorhat	3	2	50.0	10	14	-28.6
54	Agatti	0	1	-100.0	2	3	-33.3
Total		2657	2236	18.8	24404	23146	5.4
Grand Total (A+B+C+D)		84844	79865	6.2	870972	826716	5.4

Traffic Statistics

International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-January		
		January 2016	January 2015	%Change	2015-16	2014-15	%Change
(A) 15 INTERNATIONAL AIRPORTS							
1	Chennai	17250	16113	7.1	188386	184791	1.9
2	Kolkata	3551	3822	-7.1	41174	40405	1.9
3	Ahmedabad	2023	1214	66.6	19674	14638	34.4
4	Goa	152	97	56.7	1202	997	20.6
5	Trivandrum	2291	2576	-11.1	29394	23706	24.0
6	Calicut	812	1886	-56.9	11324	18193	-37.8
7	Lucknow	239	108	121.3	2186	1152	89.8
8	Guwahati	2	1	100.0	10	13	-23.1
9	Jaipur	216	76	184.2	1106	557	98.6
10	Srinagar	0	0	-	2	0	-
11	Coimbatore	85	55	54.5	911	742	22.8
12	Mangalore	33	38	-13.2	481	261	84.3
13	Trichy	452	484	-6.6	5507	3929	40.2
14	Amritsar	18	17	5.9	502	416	20.7
15	Varanasi	1	0	-	5	0	-
Total		27125	26487	2.4	301864	289800	4.2

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April-January		
		January 2016	January 2015	%Change	2015-16	2014-15	%Change
(B) 6 JV INTERNATIONAL AIRPORTS							
16	Delhi (DIAL)	40737	33391	22.0	408307	355569	14.8
17	Mumbai (MIAL)	38129	38758	-1.6	406939	402155	1.2
18	Bengaluru (BIAL)	14372	12666	13.5	145232	137782	5.4
19	Hyderabad (GHIAL)	4629	4094	13.1	49231	45397	8.4
20	Cochin (CIAL)	5235	3736	40.1	55307	51654	7.1
21	Nagpur (MIPL)	33	46	-28.3	349	347	0.6
Total		103135	92691	11.3	1065365	992904	7.3
(C) 4 CUSTOM AIRPORTS							
22	Pune	0	0	-	1	0	-
23	Visakhapatnam	1	0	-	22	0	-
24	Bagdogra	0	0	-	0	3	-100.0
25	Madurai	0	0	-	22	1	2100.0
Total		1	0	-	45	4	1025.0
(D) 45 DOMESTIC AIRPORTS							
Total		0	0	-	88	86	2.3
Grand Total (A+B+C+D)		130261	119178	9.3	1367362	1282794	6.6

Maritime India Summit 2016

Several initiatives to make the maritime sector more vibrant were discussed at the Maritime India Summit 2016. Held in Mumbai, the focus was on faster and sustainable growth. The three-day exhibition during the summit also drew an enthusiastic response from 197 exhibitors including 81 international companies, 80 Indian private sector companies and 36 government owned entities.



PINKCITY CARGO & LOGISTICS SERVICES

Moving your goods....
with passion



Containerised Movement To Madhya Pradesh | Gujarat | Uttar Pradesh

- Fleet of More Than 200+ Vehicle with Vehicle Tracking System (GPS)
- Specialist in Export / Import Container & Destuffed Cargo Movement
 - Real Time Information to Client & Close Co-ordination
 - We have started from Mundra & Hazira to Madhya Pradesh

PINKCITY CARGO & LOGISTICS SERVICES

407, Chawla Complex, Sector-15, CBD Belapur, Navi Mumbai-400614 | Tel: +91-22-27562739/49, +91-22-27565382/4/5

Contact Person: Mr. Ramchandra Yadav: +918693099923, rcy@pinkcitysilica.com

Mr. Pankaj Pandey: +919702999239, trailor@pinkcitysilica.com

Implementing new EDI formats

By implementing Single Window System the applications and permissions related to all the allied agencies like Drug Controller, WCCB, Plant Quarantine, ADC, FSSAI have to gear up for online filing EDI documents to ICEGATE.

There is a need of disseminating information and knowledge about the implication of new EDI formats and requirements to the trade. Here are the following important features on the implementation of new EDI formats, its implications on the Indian Customs Single Window System and plans of the government to facilitate smooth and faster clearance and documentation of import and export cargo at all the customs airports in India.

1. Automated Cargo Processes:

- (a) Automated Regulatory Clearance
- (b) Indian Customs EDI System
- (c) Indian Customs e-Commerce Gateway
- (d) Indian Customs Single Window (implementation is underway)

2. Automated Cargo Clearance:

- (a) Customs integration with Port and Cargo Community Systems
- (b) EDI with stakeholders
- (c) e-Freight

3. Indian Customs EDI System:

- (a) Complete automation of Customs operations which supports automated cargo clearance processes and covers over 99 per cent of Air cargo operations.
- (b) Nearly 100 per cent electronic payment of Customs duties
- (c) Online management of Bonds and Bank Guarantees
- (d) Processing with ground handlers

4. Indian Customs e-Commerce Gateway (ICEGATE) takes care the following:-

- (a) A million EDI messages every day
- (b) Remote EDI filing is over 95 per cent
- (c) Digital signatures and authentication
- (d) Connectivity with Airlines, Consol Agents and Ground handlers
- (e) Transferring Trade Statistics

5. Customs Single Window System has the following key features:

- (a) Integrated Declaration Submission of data at one entry point
- (b) Automated Routing
- (c) Integrated Risk Assessment
- (d) Online Release
- (e) Paperless Processing

Information contained in Customs declarations will be re-used by PGAs. Formats for import and export declarations will be updated with additional requirements. NSW Data Set

- data will be filed at a single point (ICEGATE) as an 'integrated declaration'. Trade does not have to approach different agencies and file different forms/checklists.

6. Online clearances Importer/Exporter will receive clearances online:

- ICES will collate all agency clearances and provide final release to trader
- Agency will deliver online response/clearance message to Customs via ICEGATE, Or
- Agency will enter NOC/Permits into ICES application
- Custodian will receive Out of Charge Message electronically

7. Paperless processes:

- Importer/exporter/CHA can scan, digitally sign and upload supporting documents
- Includes invoices, packing lists, licenses, certificates, permits issued by other government agencies

- PDFs of supporting documents to be accessed via hyperlinks in Customs Declaration
- Supporting documents to be dematerialised progressively
- Routine printouts at Customs to be eliminated

8. Automatic license Verification:

Applies for all Licenses/Permits/Certificates that are issued electronically referred to as a 'supporting document'.



SP Sahu
Commissioner (Single Window), CBEC,
Department of Revenue, Ministry of Finance

Implementation of new EDI formats can facilitate faster clearance and documentation of import and export cargo at all the airports



CII Logistics Summit 2016

CII's Logistics Summit 2016 aimed at drawing a rough sketch of what the industry should look like. It touched upon crucial issues.



Boost your brand visibility

by reaching your targeted audiences



Largest readership of over

3,00,000

Circulated to the
top executives
of the cargo industry

BOOK NOW

The most widely circulated cargo monthly

For further information, please contact:

Rajiv: +91 9650399910, rajiv.sharma@ddppl.com

Gaganpreet: +91 9650399934, gaganpreet@ddppl.com

Gunjan: +91 9650399905, gunjan@ddppl.com

Balance your work and life for bliss

Air Cargo Club of Delhi organised a speaker lunch at Four Points by Sheraton. The guest speaker was Dilshad Master, Director-Operations and Business Development, Mercury Himalayan. The lunch revolved around the theme 'From corporate challenges to nature and its adventures'. Master talked about the importance of balancing work and life. The lunch was attended by more than 110 members of the club.



NEC-DMIC to provide visualisation services

This joint venture will aid in shortening shipping lead times, reducing inventory levels and improving the accuracy of production plans.



CT BUREAU

NEC Corporation and the Delhi Mumbai Industrial Corridor (DMIC) Trust have set up a joint venture company, DMICDC Logistics Data Services Limited, to provide logistics visualisation services in India. NEC and DMIC Trust will each hold 50 per cent in the joint venture's total capital of around ₹8 million.

The new company will provide shippers and transport operators with logistics visualisation services, enabling them to perform real-time searches based on accurate positional information, showing the location of containers being transported by rail or road between Delhi and Mumbai. To provide these services, the new company will affix RFID tags to shipping containers being loaded and unloaded at ports in Mumbai.

It will also install RFID reader/writers at locations such as port entrances and exits, toll plazas on the expressway between Delhi and Mumbai, and inland container depots where customs inspections are carried out and cargo reloaded. Positional information obtained by RFID reader/writers will then be gathered in real time via a cloud-based logistics visualisation system.

"Development of logistics infrastructure in India is struggling

to keep pace with the country's rapid economic growth, causing issues such as longer shipping lead times and delays, and difficulties checking progress with goods in transit," said Hiroshi Hashimoto, GM, Transportation

and Logistics Solutions Division, NEC Corporation. "This project will enable quicker decision making that improves competitiveness of logistics and manufacturing industries, and also will provide better governance

and complete transparent and visible management for performance evaluation of ports, inland container depots and truckers," said Alkesh Sharma, CEO and Managing Director, DMICDC and CEO - DMIC Trust.

DID YOU Know?

This commercial project from the Smart Community initiatives of the DMIC is being promoted by the Indian and Japanese governments.



100 YEARS OF GIVING 100%.

There hasn't been a day that Jeena & Co. hasn't delivered its entire capacity in the past 100 years. As the top Supply Chain and Logistics company, we know we've deserved this spot. An array of services, pioneer offerings, intuitive consultancy, a global network, with affiliations and awards on top, we're enjoying our birthday cake and we promise to save a piece for you.

- Air & Sea Freight • 3PL Logistics • Door to Door
- Quality Inspection • Specialised & Value - Added Service



Jeena & Co.

Elphinstone Building 10, Veer Nariman Road, Fort, Mumbai-400 001, India
Tel.: +91 (22) 2204 2032/ 4230 4100, Email : info@jeena.co.in

Branches :

- Delhi | Chennai | Kolkata | Bangalore | Agra | Ahmedabad | Baroda
- Chandigarh | Cochin | Hyderabad | Jaipur | Kanpur | Ludhiana | Pune

www.jeena.com

India US to share military logistics

India and the US agreed 'in principle' on a logistics exchange deal to enable both militaries to use each other's assets and bases for repair and the replenishment of supplies. The Logistics Exchange Memorandum of Agreement (LEMOA) was the highlight of U.S. Defence Secretary Ash Carter's three-day visit to India in April 2016. Both sides agreed to set up a new bilateral Maritime Security Dialogue between officials from their defence and foreign affairs ministries.

LEMOA is a tweaked version of the Logistics Support Agreement (LSA), which facilitates the provision of logistical support, supplies and services between the US military and the armed forces of partner countries on a reimbursable basis.

CNS Partnership Conference 2016

The 26th CNS Partnership Conference 2016 was held in Nashville Tennessee, US with the theme 'Change. Challenge. Opportunity.' The conference aimed to make a concerted effort to identify and break down the challenges facing the air cargo industry. It also looked towards future opportunities and solutions in the dynamic global supply chain.

"We cannot continue doing things as we always have and

Walt, President, Cargo Network Services (CNS).

Walt thinks that what is required at the moment is to adjust our mindset. "If we stop for just a moment and think about what our lives would be like without air cargo, they would be very different.

As an industry it is up to us to remind governments and others outside of the air cargo orbit of the tremendous contribution our industry makes to global



expect different outcomes. The world we live in moves quickly and we must adapt to, and where we can, anticipate change.

Unfortunately as an industry we have not always done this well. And while it is a major challenge it is also one of our biggest opportunities," said **Lionel van der**

economies and the overall well-being of people all over the world," he said.

Each year the event brings together close to 600 highly placed air cargo professionals from the US and around the world, including executives from airlines, freight forwarders and shippers.

India Warehousing Show 2016

The India Warehousing Show (IWS) is scheduled from June 8-10, 2016 at Pragati Maidan, New Delhi with almost double the number of exhibitors than last year.



In its 6th edition this year, IWS has come a long way to become the only event focusing on intra-logistics industry in India. The show hosts buyers from 3PL/4PL companies, automobile, OEM, FMCG, electronics, manufacturing units, retail companies, government departments, architects and consultants. "This year's event has over 180 international and Indian companies showcasing their latest products and technology for the sector. If you are looking to set up a manufacturing plant, warehouse, supply chain network or upgrade the existing facilities, IWS is a must attend event," said **Anuj Mathur**, Managing Director, Reed Manch Exhibitions.

The special focus on e-commerce is to recognise this booming industry and have a wide range of products and technology displayed for this sector. "Many of our exhibitors are already catering to this industry and their solution would be showcased on the exhibition floor," shares Mathur.



What's new in 2016?

- ◆ A special focus on e-commerce companies with a wide range of relevant equipment and technology on display.
- ◆ Over 50 product launches from industry leaders like Godrej & Boyce, Armstrong Machine Builders, Maini Materials Movement, Hi-Tech Robotics, Kelley Material Handling, NWCC, A V Engineers and many more.
- ◆ Investment talk with an impressive lineup of speaker panel including private equity, consultant and warehouse facility owner on 8th June 2016 at Spiritz Café.
- ◆ Start-up workshop for potential entrants in logistics sector discussing the road map to establish a successful business model on 9th June 2016 at Spiritz Café.

Start-up workshop is for the new and prospective entrants in the logistics business and would be a crash course to set up a successful business model in the industry.

EVENTS Calendar

INTERNATIONAL EVENTS

<p>May 2016</p> <p>10-12</p> <p>Multimodal 2016 Birmingham, United Kingdom</p>		<p>May 2016</p> <p>21-24</p> <p>Logist Eurasia Istanbul, Turkey</p>
<p>May 2016</p> <p>24</p> <p>Indo-UAE Global Investment Summit Hotel Crowne Plaza, Dubai (UAE)</p>		<p>May 2016</p> <p>26-28</p> <p>Guangzhou International Logistics Equipment & Informationization Exhibition China</p>
<p>June 2016</p> <p>7-9</p> <p>SIL International Logistics Exhibition Barcelona</p>		

DOMESTIC EVENTS

<p>May 2016</p> <p>19</p> <p>India Logistics Expo 2016 Bombay Exhibition Centre, Mumbai</p>		<p>May 2016</p> <p>20</p> <p>eTailing India Bengaluru</p>	<p>May 2016</p> <p>19-21</p> <p>India Logistics Expo Mumbai</p>
<p>May 2016</p> <p>31</p> <p>National Conclave on Strengthening of Farm-to-Consumer Cold-Chain Infrastructure PHD House, New Delhi</p>	<p>June 2016</p> <p>9</p> <p>India Dry Bulk Cargo Summit 2016 Holiday Inn, Andheri (East), Mumbai</p>	<p>June 2016</p> <p>24-26</p> <p>Logistics, Storage, Warehousing & Material Handling Expo (LOGMAT) Chennai Trade Centre, Chennai</p>	
<p>June 2016</p> <p>8-10</p> <p>India Warehousing Show Pragati Maidan, New Delhi</p>		<p>July 2016</p> <p>10-11</p> <p>Cargo Scope Chennai Trade Centre, Chennai</p>	
<p>September 2016</p> <p>21-22</p> <p>Express Logistics & Supply Chain Conclave Mumbai</p>			



The EXTRA EDGE

- Scheduled rail service between ACTL & Nhava Sheva/Mundra/Pipavav
- Dedicated Railway Siding equipped to handle EXIM as well as Domestic Cargo.
- State of the art infrastructure for reefers containers with plug in points and power packs.
- Shortest Transit Time from NCR to Nhava Sheva.
- QC facility within Bonded Area.
- Special dust free enclosure for GOH in the export warehouse with provision of temperature control.
- CTPAT Compliant and AEO Certified.
- Bonding of Import Cargo in warehouse as well as containers.
- Provision of clearing and consolidating air cargo.
- Security: CCTV surveillance, intruder alarms and motion sensors.
- Online tracking of shipments.
- Value adds like Palletisation, shrink wrapping, Sorting, Segregation, Snake loading, Bar coding, etc. All equipment owned and operated by ACTL.
- EDI, Bank, Dedicated Customs teams.
- Customized daily reports for customers via email
- Impeccable cargo handling.
- Provision for customs clearance on Sundays/ holidays.
- Door-to-Door delivery/ handling of cargo.



ASSOCIATED CONTAINER TERMINALS LTD.

Terminal: ICD, Sector 59, Faridabad, Haryana.
 Phone: 0129 - 4259300
 Fax No: 0129 - 4259311
 E-mail: info@actlindia.com

CORPORATE OFFICE:

M 26, Main Market, Greater Kailash-II, New Delhi - 110 048.
 Phone: 011-49488900/ 901
 Fax No.: 011-49488910
 E-mail: info@actlindia.com

MUMBAI OFFICE:

16 Friends Society,
 227 P.D' Mello Road, Fort, Mumbai 400001
 Telefax: 91-22-22616170
 Email mumops@actlindia.com

GAC

India

Mark Delaney has been appointed Managing Director of GAC India, following the retirement of Paul Haegeman, who has held the position since 2004. Delaney brings over 30 years of industry experience to his new role, where he will be responsible for overseeing the continued growth of GAC's shipping and logistics businesses in India. Having worked at GAC for 23 years, Delaney has held various managerial positions, including Managing Director of GAC Thailand, Managing Director of GAC Abu Dhabi, Commercial Director of GAC Marine and Commercial Development Manager of GAC China.



Toshiba

New Delhi

Toshiba Corporation, Japan has appointed **Tomohiko Okada** as Managing Director at Toshiba India. Effective April 01, 2016, Okada will lead Toshiba India to the path of next level of growth across Group's storage, social infrastructure, and energy businesses in the country. Okada will replace Kenji Urai, who has been committed to India success story and played an integral role in Toshiba's growth and development in India. Okada brings extensive experience in the Group's Energy operations across market segments and geographies and has led several successful project acquisitions across global operations.



IATA

Geneva

The International Air Transport Association (IATA) has announced that **Alexandre de Juniac** is the Chairman and CEO of Air France-KLM, succeeding the retiring Director General and CEO, Tony Tyler. de Juniac will take up duties as the Head of the association after a short handover period. de Juniac joins IATA from Air France-KLM where he has served as Chairman and CEO since 2013. Prior to that, he was the Chairman and CEO of Air France (2011-2013). From 1995 to 2009 de Juniac held various leadership positions in Thales (the French aerospace, defense and Transport Company previously known as Thomson-CSF).



B&H Worldwide

London Heathrow

Aerospace logistics provider B&H Worldwide has appointed **Gary Wilson** to the newly created position of Non-Executive Finance Director. Wilson is an accomplished financial director with significant board level experience in driving efficiency and growth in international businesses. He will be based from the company's London Heathrow headquarters and will work alongside the company's existing finance team. Speaking of his new role Wilson says, "B&H has an excellent pedigree and is embarking on an exciting journey to develop and expand its business."



CEVA Logistics

Houston TX, USA

CEVA Logistics has added to the experience and expertise of its contract logistics team in its North America cluster by appointing **Stephen Dean** as Senior Vice President Business Development-Contract Logistics. He will be based at the company's Jacksonville, Florida facility in the USA and will report to Executive Vice President Business Development North America, Casey Fisher. Dean brings over 30 years logistics industry experience to CEVA including 25 in contract logistics.



GEFCO

Courbevoie, France

GEFCO Group has appointed **Pavel Ilichev** as Executive Vice President for Strategy and Finance and member of the GEFCO Management Board. Former Deputy Head of Corporate Finance at Russian Railways (RZD), Ilichev is bringing to GEFCO his financial and banking expertise and his experience in the transport and logistics sectors in addition to his knowledge of the Russian market, a strategic area for GEFCO's development. He is replacing Philippe Cossé who retired after 15 years within the GEFCO Group. The mission of Ilichev is to pilot the Group's performance and to guide the Group's strategic decisions.



TALKING PEOPLE

"Most of my free time is spent with my family and we love to travel," says **Huned Gandhi**, Managing Director India – Air & Sea Logistics, Dachser India.



"We often drive often to my hometown Pune to spend time with my parents. We love to hangout in places like Koregaon Park, MG Road," he adds. His favourite sport has always been cricket. "I play badminton and tennis with my daughter now and go swimming too." His family vacations are near the sea or in the mountains.

"I prefer spending time with my family and friends in my free time," says **Amit Tandon**, Managing Director, Asia Shipping India. "I am an avid traveller, so with friends I like to be at Balneario Camboriu, Brazil as this is a place where you can relax and evenings are energetic." His favourite sports are cricket and squash. When asked about the cuisine he likes, Tandon says, "I love to have Japanese, Mexican and Indian food."



Col RP Shukla, Secretary General, DACAAI is also a public speaker and trainer. "When not working at DACAAI, I spend time on social causes. I love to write blogs and contact people on social media, participate in TV debates and discussion on social and strategic issues." He loves to play tennis and cricket. Being a vegetarian, his favourite cuisine belongs from North and South India and Gujarat. He loves to slip away to the hills of Dharamsala for trekking.



SEA FREIGHT



LAND FREIGHT



AIR FREIGHT



LOGISTICS & WAREHOUSING



PROJECTS



FREIGHT SYSTEMS

FREIGHT SYSTEMS is a leading Freight forwarding, Logistics and Supply Chain Company headquartered in Dubai, UAE. Founded in 1988 the organization has grown rapidly and now has offices in 42 cities with a presence in 16 countries employing over 1500 professionals.

At **FREIGHT SYSTEMS**, customer experience is always at the core of our operations. Our approach to work is simple - identify customer needs, provide timely solutions, measure customer satisfaction and improve the speed at which services are brought to the customer's work place. We strive to achieve excellence for all our customer's needs. We focus on value creation, collaboration with customer's, innovation & continuous improvement and it is these attributes that differentiate us.

Our Service Portfolio:

- Air & Sea Freight – LCL/FCL
- Buyer Consolidation
- Contract logistics and Supply chain solutions
- Customs Clearance
- Land Freight
- Project Handling
- Warehousing & Distribution

Key Industries:

- Automobiles
- Fashion & Apparel
- FMCG
- Hi-tech
- Pharma
- Retail/e-retail
- Telecom

**FLEXIBLE
DEPENDABLE
TRUSTWORTHY**

+91 124 4500830
+91 95993 18404



marketing@freightsystems.com



www.freightsystems.com



Emirates
SkyCargo

Hello Tomorrow

Connecting healthcare and well-being

Being at the centre is a real advantage when facilitating worldwide pharmaceutical trade. Our innovative Cool Chain solutions maintain complete product integrity. Our ever expanding network connecting 6 continents and our state-of-the-art Emirates SkyCentral facilities in Dubai offer you access to new markets and new opportunities, every day and everywhere.



skycargo.com