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SL Sharma, Chairman, SLS Skyways Group was awarded the Gallery of Legends. He is felicitated by Dr Renu Singh Parmar, Sr. Advisor-Ministry of Civil Aviation, Government of India, Vineet Pandey, Chief General Manager Business Development & Marketing Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, Anika Agarwal, Gladrags Mrs Exotic Beauty, and Sanjeet, Mentor, India Cargo Awards

India Cargo Award – North & East travelled to Gurgaon to felicitate the key players of the cargo industry. The second edition was held on October 13, 2016 at Hyatt Regency Gurgaon. The evening was graced by the presence of **Dr Renu Singh Parmar**, Senior Advisor, Ministry of Civil Aviation, Government of India and **Vineet Pandey**, Chief General Manager Business Development and Marketing Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India.

Ensuing the tradition of recognising hard work of those who have taken the industry to heights, Veteran **SL Sharma**, Chairman & Managing Director, Skyways Group and Immediate Past President, Air Cargo Agents Association of India (ACAAI) was awarded with the Gold Maya as he joined Gallery of Legends.

With his vast experience in the industry, **Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management India was honoured with the Gold Maya as the DDP Game Changer.

Rubal Jain, Managing Director, Safexpress was presented with the Gold Maya as the DDP Trail Blazer award.

India Cargo Awards is an initiative to recognise the talent of those people who are working persistently to take the industry to heights. The industry appreciated the much-needed effort of recognising the talent of cargo industry.

► FOR MORE, REFER TO THE CARGO AWARDS SUPPLEMENT

Truck freight rates up by 4-5 per cent

In the month of September, freight rates on trunk routes saw an increase of four to five per cent on the back of strong cargo flow from agriculture and small and medium industry segments on the eve of the festival season.

KALPANA LOHUMI

According to The Indian Foundation of Transport Research and Training (IFTRT), `2.98 per litre hike in diesel price, 20-25 per cent increase in output of fruits, vegetables, pulses and other food items along with improved factory output by 10-15 per cent, especially from small and medium manufacturing units (SMEs) resulted in improved cargo offerings for trucking industry and consequently boosted the truck rentals by four to five per cent during September.

Rental on the Delhi-Mumbai-Delhi round-trip on a 15-tonne payload truck stood at `89,350 on October 1 when compared with

Trivia:

- ◆ Logistics companies engage higher capacity vehicles for maximum capacity utilisation
- ◆ Dynamic operation models will evolve daily route scheduling
- ◆ Operating more direct routes where the freight cost can be minimised

`85,100 on September 2. The Delhi-Bangalore-Delhi round-trip saw a rise of four per cent to `139,000 from `133,700 and the Delhi-Chennai-Delhi trip rental was up five per cent to `140,200 from `133,500.

Thus, with improvements across categories, fleet utilisation level went up after a phase which saw truckers facing over supply issues.

CARGOTALK talks to the logistics service providers and truckers to



know how is it going to affect the logistics players/CV players and how will supply chain and logistics

managers face the increase in trucking rates?

Contd. on page 6 ►

FFFAI to MOCA on reduction in 'free' dwell time

In view of the ongoing initiatives from the Government of India showing keenness to reduce free import air cargo dwell time further, from present 72 hours to 48 hours, the Federation of Freight Forwarders' Associations in India

(FFFAI) has observed that an ad-hoc reduction of free time would be incorrect unless the other areas pertaining to import cargo clearance are rationalised.



“At present, it has been noticed that the time taken by the airlines, custodians and consolidators to make import air

cargo available for clearance takes very long time and eats away free time available at air cargo complex. The erratic working of ICEGATE also adds to the problem,” said **Samir Shah**, Chairman, FFFAI.

He also made it clear that the federation's endeavour always would be to improve the efficacy once the entire process is streamlined, while its global ranking improved automatically.

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AAI launches air cargo, logistics subsidiary

Creating AAICLAS by AAI could bring multiple advantages as there are lot of activities on the cargo front from the AAI in the period ahead. The new subsidiary has an equity base of `20 crore.



Airports Authority of India (AAI) has launched an air cargo and logistics subsidiary AAI Cargo Logistics & Allied Services (AAICLAS). The company is an independent cargo subsidiary company by corporatisation of AAI's cargo department. **Ashok Gajapathi Raju**, Union Minister of Civil Aviation, Government of India did the launch. **Neera Rawat** has been appointed as the Managing Director of the subsidiary and **BK Mehrotra** would be Chief Executive Officer. "The vision of the company is to become the foremost integrated logistics network operator in India with primary focus on air cargo handling and allied services," informs **Guruprasad Mohapatra**, Chairman, AAI.

This new subsidiary will be allowed to develop its own distinct culture, organisation

structure and business model while at the same time draw upon the strength of its large parent organisation, AAI.

"It would be covering all the entire gamut of cargo and air cargo handling and related value added services including ground handling services and security services for securing of cargo," he added.

Raju said that making India a world class destination in cargo and logistics services is his dream. "Cargo somehow has not

reached its potential in our country. With the launch of AAICLAS today, we are a step closer,"

he added. Participating at the launch ceremony, **R N Choubey**, Civil Aviation Secretary said AAICLAS expects to have "an annual turnover of `380 crore in two years' time."

Mohapatra also noted that the company would enter strategic partnerships based on business



demand at airports within the country or abroad.

Neera Rawat, Managing Director, AAICLAS, said, "Despite having numerous challenges, a fine balance would be achieved with this initiative."

With the formation of this subsidiary, AAI would focus its attention on capturing the entire value chain in AAI airports and provide ease of doing business to the importers and exporters of the states.

The new subsidiary will be allowed to develop its own distinct culture, organisation structure and business model

Key Takeaways:

The company will focus on three verticals:

- ◆ Air cargo handling and allied services
- ◆ Warehousing and contract logistics
- ◆ Air cargo road feeder and air freight stations

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The Good and The Not so Good

The trucking industry breathed a sigh of relief as freight rates on trunk routes saw an increase of four to five per cent on the onset of the festival season; while truckers welcomed the increase, the service providers felt that it would destroy the margins further for transportation companies on the agreed fixed long-term rate contracts. **CARGOTALK** tries to find out the factors affecting the increase and how supply chain managers are dealing with the upsurge.

On the air front, efforts are being taken by Airports Authority of India on establishing a subsidiary company - AAICLAS to focus its attention on capturing entire value chain in AAI airports and provide ease of doing business to importers and exporters.

With the aim to enhance the state of perishable commodities, AISATS started its trial operations of India's first integrated on-airport perishable cargo handling centre, 'AISATS COOLPORT', at the Kempegowda International Airport, Bengaluru.

The much-talked about Hanjin Shipping bankruptcy created a chaos in the shipping industry. However, there is a need to analyse it from a different perspective as well. It is high time we learnt a lesson to avoid such anarchy in future.

The industry has seen a great deal of activity, especially as e-commerce picks up pace, but is still highly fragmented. Industry experts talk about the global trends and practices of e-commerce supply chain that keep the industry rising.

On the skill front, the industry is aiming to build a platform to give an opportunity to the thousands of skilled youths by providing suitable courses and diplomas with the objective of holding interest while ensuring that they too move on to higher skill job roles in the logistics sector.

Unravelling Warehouse market

According to India Warehousing Market Report 2016 by Knight Frank India, warehousing space requirement will grow at a CAGR of eight per cent by 2020 in top seven markets of India.



CT BUREAU

Knight Frank India launched the second edition of its flagship India Warehousing Market Report 2016. The report unravels the present scenario of the Indian logistics sector along with providing a definitive view on the country's top seven warehousing markets which includes Mumbai, NCR, Bengaluru, Chennai, Pune, Hyderabad

and speaking about the report, **Balbirsingh Khalsa**, National Director - Industrial, Knight Frank India said, "The demand for warehousing is on the rise in the Manufacturing and Consumption sectors." **Dr. Samantak Das**, Chief Economist & National Director - Research, Knight Frank India added, "With the total warehousing space requirement in the country's top 7 markets expected to grow from

Key Takeaways:

- ◆ The total warehousing space requirement to grow from 621 mn sq ft to 839 mn sq ft by 2020
- ◆ Pune offers the best investment returns to the tune of 22-24% p.a.
- ◆ Warehousing requirements of the E-tail segment to double from 14 mn sq ft in 2016 to 29 mn sq ft in 2020

The table below depicts the Warehousing Space requirement in India's top 7 markets for the period from 2016-2020 (mn sq ft)

	Warehousing space requirement		CAGR*	Total additional space required from 2016-2020	Annual additional space required from 2016-2020
	2016	2020E			
Manufacturing	487	656	8%	168	42
Brick-and-mortar retail	120	154	6%	34	8
E-tail	14	29	19%	14.4	3.6
Total	621	839	8%	218	54

* Compound Annual Growth Rate

Note: The top seven markets include Mumbai, NCR, Bengaluru, Chennai, Pune, Hyderabad and Ahmedabad

Source: Knight Frank Research

The table below depicts the Warehousing Space requirement in India's top 7 markets for the period from 2016-2020 (mn sq ft)

FEASIBLE INVESTOR RETURN IN INDIA'S MAJOR WAREHOUSING MARKETS

Warehousing market	City	Quoted rentals (/sq ft/month)	Quoted land rate (₹ mn/acre)	Feasible Investor return per annum
NH-8 warehousing cluster	NCR	11 - 21	25 - 40	10% - 16%
Ghaziabad warehousing cluster	NCR	14 - 20	20 - 40	12% - 18%
Bhiwandi	Mumbai	10-16	10-50	12%-18%
Panvel	Mumbai	17-25	25-50	12%-18%
Nelamangala-Dabaspete belt	Bengaluru	10-16	10-35	12%-16%
Sriperumbudur-Oragadam warehousing cluster	Chennai	15-28	15-60	12%-16%
Periyapalayam	Chennai	14-22	12-100	14%-16%
Chakan-Talegaon belt	Pune	16-30	10-34	14%-22%
Wagholi-Ranjangaon belt	Pune	14-22	8-45	18%-24%
Jeedimetla-Medchal warehousing cluster	Hyderabad	10-14	15-40	Upto 12%
Aslali-Kheda belt	Ahmedabad	10-20	4.5-32	14%-18%
Changodar-Bagodara belt	Ahmedabad	10-20	4-40	14%-16%

and Ahmedabad. Goods and Services Tax (GST) and Make in India is set to give a thrust from the Manufacturing sector for Warehouse spaces.

Along with unveiling the numerous facets of the Indian warehousing

621 mn sq ft in 2016 to 839 mn sq ft by 2020, the warehousing sector has shown a tremendous traction in the last couple of years. Further, investment in warehousing can provide an opportunity of realising returns in the range of 10-24 per cent per annum. The

renewed regulatory environment for the Indian Real Estate Investment Trust (REIT), which also covers the warehousing segment, has added to this inclination. The warehousing sector is going to experience a sea change in its structure."



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Helming south India with AISATS Coolport

The facility will cater to an extensive range of perishable commodities such as pharmaceutical products, fruits, vegetables, poultry, sea food and flowers.



Air India SATS Airport Services (AISATS) commenced trial operations of India's first integrated on-airport perishable cargo handling centre, 'AISATS COOLPORT', at the Kempegowda International Airport, Bengaluru (KIAB). The state-of-the-art, 11,000 sq. meter facility will meet the ever-increasing demands and handling requirements of temperature-sensitive cargo and will further enhance the state of Karnataka's status as the pharmaceutical and perishables hub of India.

Mike Chew, CEO, AISATS said, "AISATS COOLPORT at Kempegowda International Airport aims to bolster the Government of Karnataka's vision of turning the state into a preferred air cargo hub of South India."

"We firmly believe new logistics that redefine the cargo business will propel us closer to our vision of being the Cargo Gateway to South India," said Hari Marar, President, Airport Operations, BIAL.



Mike Chew
CEO
AISATS



The integrated facility will house a state-of-the-art drug controller lab as well as a plant quarantine inspection and certification office



The facility has a handling capacity of 40,000 tonnes per annum. It is customised to offer the most comprehensive cold storage solutions with 17 dedicated cold rooms with adjustable temperatures ranging from - 25OC to + 25OC. It is designed as a one-stop shop to facilitate the import and export processes of the air cargo industry. The integrated facility will house a state-of-the-art drug controller lab as well as a plant quarantine inspection and certification office.

It will be supplemented by temperature controlled queue lanes for unutilised shipments and cool trolleys to ensure integrity of the cool chain from AISATS COOLPORT to the aircraft and vice versa.

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Streamlining freight forwarders

► Contd. from page 1

OP Harshwal, CEO, V-Xpress, says, "Transport cost is the largest component and accounts for almost one-third of the overall logistics cost. In the current competitive environment, lower freight cost gives customers an edge over the competition. Any increase in freight is bound to directly impact the profit margins for customers who are generally reluctant to increase the freight rates and hence also impact the profitability for the logistics players. As the market is dynamic and evolving, every customer aims at optimising their supply chain and every logistics player looks at reducing their operational cost and provide best

Anjani Mandal, Co-founder and CEO, 4TIGO urged for further rationalisation in freight rates in large number of routes, especially those originating from the South. "At current utilisation levels, they are still inadequate to cover costs and cost of finance. Improvement in their utilisation is entirely dependent on an upswing in demand from themselves. They can achieve this by venturing into under-served routes even if they are not familiar with such routes," he adds.



DID YOU Know?
Rental on the Delhi-Mumbai-Delhi round-trip on a 15-tonne payload truck stood at ₹ 89,350 on October 1

four years, only the prices of fuel have increased more than 10 times and still increasing. The increase in fuel cost makes transportation cost higher which affect directly and indirectly to the rest of the economy because all the production need to be transport to different channels to reach ultimately end consumer."

the road transportation only as this sector demand highest fuel based energy. These all-time high fuel prices adding significant cost to truck owners cannot be compensate through fuel surcharge only. Thus, these are calculated based on loaded mile as other than dedicated contract movements all carrier must run empty when unload one shipment and move to pick another one," Khosla adds.

"It will erode the margins further for transportation companies in case they have agreed on a fixed long term rate contracts. Even when they are not committed it is not easy to get equivalent increases from the users and squeezes the

Gagan Klaire, Director, Majha Transport, shares, "Being a trucker, we welcome an increase in freight rates, which have been long overdue. Although the increase seems to be more because of



OP Harshwal
CEO
V-Xpress



Anjani Mandal
Co-founder and CEO
4TIGO



Hari Om Prasad
Regional Head-Transportation
Haiko Logistics



R Jayakumar
Chairman
Jayem Logistics

FMCGs increased due to festive season resulting higher demand of supply of trucks. Those who are working with these companies on adhoc basis will have no impact. However, consumer will pay higher rates for the goods.

R Jayakumar, Chairman, Jayem Logistics points two major factors directly associated with the increase or decrease of freight rates; one is diesel and other is demand. "Although the diesel prices have been fluctuating over the past few months, demand has also gone up because of festive seasons and big bang sale from E-commerce companies. Lot of demand has been generated by SMEs and logistics companies will have good time in terms of their revenue but operational inefficiencies will add to customer woes. Trunk routes like Delhi - Mumbai/Delhi - Chennai/Delhi - Bangalore/Chennai - Bangalore and vice versa will witness lot of movement. CV players must match the demand and gear up their supplies. GST will play a very big role in capacity enhancement of CV players, hence the lot of thrust will be on supply of HMV/LMVs," he adds.

Ajay Khosla, DGM (Delhi & Uttarakhand), Jaipur Golden Transport Company, says, "In last

Logistics players having contracts with the companies on annual, half annual basis is losing money due to increase in rate

overall margins in the business," notes **Aditya Gupta**, Head - 3PLS Business Development, DIESEL.

"Fuel cost is the focal element of the overall transportation cost and these recent hikes affected all modes of transportation (Road/Air/Train) but this impact utmost to

Lot of demand has been generated by SMEs and logistics companies will have good time in terms of their revenue but operational inefficiencies add to customer woes

the festive season around, and historically month September has always seen an upward increase in freights. However, in some lanes like Delhi-Mumbai the freight has only increased, whereas there has been no increase the other way around."

Contd. on page 8 ►

Every customer aims at optimising their supply chain and every logistics player looks at reducing their operational cost and provide best customer service

customer service. Customers will tend to consolidate their loads and try to move as much material as possible through Full Truck Loads (FTL) as against sundry loads. So, logistics players will see a shift from sundry loads moving into FTL loads."

At current utilisation levels, it is still inadequate to cover costs and cost of finance. Improvement in utilisation is dependent on an upswing in demand

According to **Hari Om Prasad**, Regional Head-Transportation, Haiko Logistics, it is affecting the project cost higher. Logistics players having contracts with the companies on annual, half annual basis is losing money due to increase in rate. During September, the loads from

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Rising fuel prices, toll tax & increased fleet

► Contd. from page 6

“On a larger picture, the freight increase is indication of correction in demand-supply of trucks. There has been an abnormal increase of fleet over the last few years. The last 10 months have been corrected by negative addition on fleet, immense drop in trucker’s revenue, fall in demand in industrial and infrastructure sectors, NGT implication of 10 years’ registration of fleet has led to a good number of scarping of old fleet around NCR (which is a home for majority of the fleet registration),” he adds.



Ajay Khosla
DGM (Delhi & Uttarakhand)
Jaipur Golden Transport Company



Aditya Gupta
Head - 3PLS Business Development
DIESL



Gagan Klaire
Director
Majha Transport

cost component of the freight charges) along the highways.

- Purchase of new trucks by vendors have also lead to increase in freight as they must recover the cost of the vehicle.

According to Mandal, it is a consequence in part due to supply vs demand mismatch for the route and partly because an increase in fuel and manpower costs. However, there are correspondingly, an equivalent number of routes where the prices are going down.

Trucking rates

“Rather than stating, ‘keeping the rates low’, business owners must understand that cost increases will come. They may rather take the other means of transportation. Railway may be an option. They may hire the alternative vehicles with proper packaging of the material,” informs Prasad. Sharing the trucker’s perspective, Klaire says, “As most of the 3PL and big companies have enjoyed the drop-in trucker freight rates over past few years accordingly they should be gearing themselves for quantum leaps in freight rates over the next few years.”

What influences the increase?

If one see the entire supply chain value, there are many elements which can any time add up to the freight rate. Harshwal listed the following points for the increase:

- Rising fuel prices is the primary and direct reason for freight rate increase. The diesel prices have gone up to 20 per cent as compared to last year, which is also because we have seen crude prices gradually rise over the past several months.
- Increase in the toll taxes (which is the second highest

“
The increase in fuel cost makes transportation cost higher which affect directly and indirectly to the rest of the economy transport
”

“
These all-time high fuel prices adding significant cost to truck owners cannot be compensate through fuel surcharge only
”

“
We welcome an increase in freight rates. The increase seems to be more because of the festive season, which is always seen an upward increase in freights
”



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'Spearing' ahead in Indian logistics

With its international mastery in different verticals of supply chain and Spear Logistics' strong base in Indian market, **Herve Dujardin**, Global Sales Director, FM Logistics, talks about trends and expansion plans.

CT BUREAU

FM Logistics has recently acquired a majority stake in Spear Logistics, why you have chosen Spear Logistics for the partnership?

FM Logistics is one of the international logistics players in the different fields of supply chain management. The company is being



Herve Dujardin
Global Sales Director, FM Logistics

India is a complex country, with its own specification and culture but I totally respect the legal environment of the country

recognised as proficient in the consumer goods, retail, perfume/cosmetics, industrial and health markets. With a presence in 13 countries, FM Logistics is a company of 22,000 people.

When it was about entering Indian market, Spear Logistics was the perfect choice for investment. Only about eight to 10 per cent of the market is catered to by

organised players like Spear. Seeing the presence of the company from last 15 years and its growth over the years, FM Logistics global expertise in this domain will help Spear move to the next trajectory of growth.

What are your expansion plans and strategy for revenue?

Our strategy is to establish ourselves in a promising country. India is a complex country, with its own specification and culture but I totally respect the legal environment of the country. We are planning to transfer some good practices in the country which we have already

Proficient in the industrial and health markets and having a presence in 13 countries, FM Logistics is a company of 22,000 people

explored in other places such as co-packing and co-manufacturing. We have 200 machines for various kind of co-packing.

This is an un-touched business in Indian market, no one could have thought that a 3PL or contract logistics company could do such kind of business. In Indian scenario, this business is being outsourced



of the opportunity we are looking in India. One of our other strategies will be bringing our global customers on Indian market board as well. We have few global customers, we are working with them in multiple countries. We have decided to invest in main towns of the country where we imagine the big potential year after year.

How much growth you expect post GST scenario?

Though it is quite difficult to answer the growth in numbers, but when one talk about contract logistics market, everyone has a pan India network. The scenario will get change, as the number of warehouses will get reduced but the size will increase. Hence, business potential will increase. We expect minimum 20-25 per cent growth.

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Sweep out contamination

Go Green has been an accessible jingle in every business and now the logistics industry is also raising the slogan. Going green offers a positive impact on the return of investment of a business. **CARGOTALK** finds out what service providers are offering to reduce carbon footprint and how it is impacting the bottom line of business?



KALPANA LOHUMI



Rajesh Neelakanta
ED & CEO, BVC Logistics

There has been, over the past few years, a great amount of digitisation or automation of logistics processes but the dependence on the physical set of shipment documents is still in vogue. All stakeholders in this sector, including government agencies, shippers/importers, logistics service providers have all been working together to reduce the usage of paper in transactions. In addition, the consumption of fuel in the transportation of cargo is a major contributor too. Every industry and individual, globally, is a stakeholder in this endeavour to cut down on our carbon footprint and ensure conservation of our natural habitat. Thus, it becomes imperative for the logistics trade to contribute its mite.

BVC have been consciously running campaigns to promote green supply chain practices. We had initiated e-Billing for our customers as well as from our vendors. On the shipment side, ePOD is strongly relied upon to confirm the delivery of a shipment assigned to us for transportation. We are promoting energy saving initiatives with our own workforce and vehicle fleet. We encourage usage of public transport to the extent possible as well as creating car-pools amongst employees.

From amongst a host of initiatives taken up by BVC Logistics to promote a green supply chain, in the services domain, ensures all its vehicles are regularly serviced and checked for any defective parts, thus ensuring emission within permissible limits. In addition, the culture of use – reuse – reduce is quite strongly spelt out in the everyday working life of all.

Practice of Green supply chain does contribute significantly to portray the brand as a friend of nature and thus contributes to an intrinsic value enhancement of a Brand. Though intangible, the effect of green supply chain practices contributes very significantly to an organisation's bottom-line.

Piyush Kumar Singh
CEO, Indus B2B Solutions



Logistics companies in India are waking up to the global trend of offering green services to their customers and are showcasing what they do to reduce their carbon footprint. Building bypass roads for managing congestion, adding capacity at specific chokepoints and speeding up traffic are obvious solutions, as despite increase in travelling distances CO₂ emissions are lesser due to optimal speed.

Yet, we have not been able to do this in New Delhi; almost 80,000 trucks pass through the capital every night for want of bypass roads. Reverse logistics industry that takes care of recovery—retrieval of parts, recycling of products and disposal of packaging waste—is almost non-existent in India. With the rise of e-commerce, there is a concomitant rise in packaging waste. Though many e-retailers no longer provide paper receipts to enhance their green-image, they still do not provide consumers with the option of disposing of packaging material, even at a nominal cost.

We started offering a packaging optimisation service in 2010 to reduce total logistics costs by 10 per cent and minimise the environmental impact. We launched a green logistics product in 2011 that helped estimate and reduce carbon-dioxide emissions from the customer's logistics activities. It also offers a Supply Chain Carbon Dashboard to its customers, delivering a quarterly graphical representation of a customer's logistics footprint at shipment, product group and mode of transport (ocean, rail, truck, barge and air) levels.

Aditya Kapoor
North Zonal Head, DIESEL

Green initiatives not only help in reducing the carbon footprint of the company but also help in curbing cost for themselves and for their clients. They also help to create a better image and brand for the logistics companies. DIESEL is committed towards green initiatives and we have taken several initiatives to reduce our carbon footprint. A great percentage of all our large warehouses have transparent sheets installed on the rooftop to allow natural illumination during day time and save on electricity. Turbo ventilators are also installed in the warehouses to manage the temperature and rain water harvesting is also done in some facilities. In one of our bigger warehouses we have installed solar panels on the roof. To the extent possible we try to use CNG fitted vehicles for our in-city distribution. Other Initiatives include tree plantation projects taken at warehouses. The good part about green initiatives is that they not only reduce environmental impact of logistics activities but they also reduce the cost of operations. Initiatives promoting natural light in warehouses reduce expenses on electricity consumption. PUC certified vehicles also help due to less breakdowns thus improving efficiencies.

HIGHLIGHTS :

- All stakeholders in this sector, including government agencies, shippers/importers, logistics service providers have all been working together to reduce the usage of paper in transactions. In addition, the consumption of fuel in the transportation of cargo is a major contributor too.
- Around a quarter of global CO₂ emissions are due to fossil fuel combustion in transport sector alone, according to International Energy Association.
- Building bypass roads for managing congestion, adding capacity at specific chokepoints and speeding up traffic are obvious solutions, as despite increase in travelling distances CO₂ emissions are lesser due to optimal speed.
- With logistics driving growth, it's time for every company in the sector to understand the importance of "Going Green" and execute the steps that will be the key for social well-being.
- The good part about green initiatives is that they not only reduce environmental impact of logistics activities but they also reduce the cost of operations.
- The solar panels project has made the warehouse completely self-sufficient with respect to power requirement.
- 'Go Green' is not a word perhaps, it is a concept that needs to be adapted for new and better world.
- For service providers reducing the carbon foot prints are the most easy and workable way to operate.



with Green Logistics



Adarsh Hegde

Joint Managing Director, Allcargo Logistics



For long, 'going green' has been an important exercise for corporates, indicating their obligation towards preserving environment. Our corporate office building today is entirely powered by solar energy. So are our other facilities, including CFSes, warehouses and operations and engineering centres. To make power-saving a way of life, we have installed LED lights and energy efficient air conditioning systems across our facilities. Also, the glass façade of our corporate office building helps in using natural light during the day, thereby enabling us to reduce nearly 70 per cent of our electricity consumption. Our coastal shipping services are environment-friendly and lead to reduction of carbon emission. It increases fuel efficiency and decreases cost of operation through which our customers have benefited.

We have always believed in supporting norms and rules initiated by the government and so our facilities pay greater emphasis on adherence to government accepted safety and security norms and certification. Our facilities are OHSAS, ISO and CT-PAT certified. Additionally, we were India's first CFS to install brand new RTGCs making us a trendsetter in the logistics space. This is step taken to reduce the fuel consumption by other equipment.

With logistics driving growth, it's time for every company in the sector to understand the importance of 'going green' and execute the steps that will be the key for social well-being.



Rajiv Kochhar

Vice-President (Commercial & Operations), Worlds Window Infrastructure & Logistics



For resuscitating and implementing green logistics in India, we need to address the issue at three levels: public policy, business and individual. These three tiers interact with and influence one another. In any case, government intervention for right pricing, incentivising, laying down regulations and enforcing them is imperative. Players in the Indian logistics industry are yet to appreciate that green logistics is compatible with their bottom-line. Fuel efficiency, payload management, routing and driving techniques matter a lot in saving costs. For small trucking companies masquerading as logistics operators, performance metrics for monitoring these aspects are alien practices. ICD Loni has achieved ISO 14001:2004 for Environment Management System, ISO 9001:2008 for Quality Management System, OHSAS 28001:2007 for Security Management System and OHSAS 18001:2007 for Occupational Health & Safety Analysis System. ICD Loni is also compliant with C-TPAT and WCO – Safe framework norms.

At ICD Loni, Safety, Health and Environment related trainings and workshops for employees and users are organised on regular intervals and related slogans and information is displayed at prominent places. All maintenance generated waste is properly stored and sold and no disposal/burning of the same is allowed. Regular testing of air, noise and water quality is carried out. Warehouse lighting arrangements are made in a way to avoid wiring inside the warehouses. All equipment operators, helping staff and people working in yards are required to wear PPEs always. Also, rail water accumulation system is being made operational to further contribute to ground water level.



Jatinder Panjwani

AVP-Logistics, Micromax

'Go Green' is not a word perhaps, it is a concept that needs to be adapted for new and better world. There is a need to focus on five things:

Technology and world of logistics: Many companies are getting changed into systematic approach, whereby, they've to just connect the cords and all the information flow happens from one end to another. There are lots of paperwork and manual approvals required even today in our world of logistics. Now, imagine a situation, where all approvals are working on green initiatives and working without taking a single printout. There are ways and means to do this.

For service providers **reducing the carbon foot prints** are the most easy and workable way to operate. In fact, integrate your ERPs with customers' ERP as most of the customers are already on ERP like oracle or SAP. There are lot of external partners who can support the integration between customers and their vendors. This would enable MIS, PODs, Sales closures etc in digitalised form.

Reduce cost with Go Green initiatives by no manual track; all movement of stocks are controlled by online movements, digitisation of records rather physical stocks up holding. It is easy to store, share and records for ages.

Customer satisfaction and records management: Since the customer today asked for faster mode of information and sharing the records without wasting the time, energy and money on such non-value added services. There are agencies to keep the records in digital form and can share the records when required.

Customer focus and preferences are given to those working with digital form of information. There are companies which would work with modern way of working and share the information on as and when required basis.



Utilising capacity optimally through Porter

To enhance the capacity utilisation of vehicles and create a huge economic surplus so that customers would end up saving 20-25 per cent on logistics and the drivers would earn 50 per cent more revenue, **Pranav Goel**, Co-founder and CEO, Porter, shares insights.



CT BUREAU

What services do you offer to the trade?

Porter is an online market place which offers mini-trucks (LCVs) to SMEs, small businesses and individuals on on-demand as well as on fixed arrangement basis. On Porter's booking platform, individuals and SMEs can connect to the nearest available vehicle depending on their requirement. The app offers the convenience of real time tracking of vehicles and also enables payments through the Porter wallet. Currently our services can be availed in five cities - Delhi, Bangalore, Mumbai, Chennai and Hyderabad and plan to expand our presence in 15 major cities.

What is the idea behind placing the brand's media content over the body of the vehicle?

Using commercial vehicles as an advertising medium is largely untapped in India, but we are seeing a change in the trend as many brands have approached us for advertising partnerships. This medium has the benefit of having larger advertising space (for example, TATA Ace has 35 sq.



ft on both sides) and the potential to create large brand visibility



within the city as the vehicles are continuously in transit. Being one of the largest intra-city logistic players with 3,000 vehicles in five major cities and having a strong analytical approach, we are in a position to provide customised advertising solutions.

Who are your targeted customers?

Approximately, 95 per cent of our business is B2B i.e. SMEs,



Pranav Goel
Co-founder and CEO
Porter

core focus would be in B2B even though B2C segment has shown steep growth in recent times. Since our launch in 2014, we have seen phenomenal traction and have a customer base of 25,000+ regular clients and 75,000+ one time users. Porter has a record of 4,00,000 deliveries till date. We aim to achieve approximately 100k trips/day with 30,000+ partnered vehicles by 2020.

What is your USP?

Unlike other traditional business process where a lot of manual intervention is needed, most of the processes in Porter are end-to-end technologically integrated. Because of this automation, minimal manual intervention is needed, resulting in near zero errors and enables the firm to scale rapidly with a lean team. Porter's customer mobile application offers a complete user experience. The app shows the vehicles available nearby and the ETA of the nearest vehicle. Once the trip is booked, customer receives the trip details to track their consignment in real-time and pay either at pickup or drop.

“ On Porter's booking platform, individuals and SMEs can connect to the nearest available vehicle depending on their requirement. The app offers real time tracking

” small businesses and institutional players. In future as well, our

Accessing aggregators for transport

Logistics Junction (LJ) is an aggregator platform available for transporters in search of load and companies in search of transport. **BB Somani**, CEO, Logistics Junction, talks about what role Logistics Junction plays by providing an aggregator platform to the transporters.



CT BUREAU

Please brief us about your business model?

This is a mobile application plus desktop based platform. We have different applications for company, transporter, driver and franchisee designed as per their specific requirement. Transporters also can post their load requirement which will be made available to the companies. It is a completely online process from posting load/vehicle to the payment part. Once the load posted by the company is visible, the interested transporters can submit their quotation with other terms and conditions.

What is the reason behind coming up of SR group?

SR group is already in lime stone and minerals business.

They own their captive logistics company of around 100 fleets. With the experience of this and success of Ola and Uber, it inspired us to venture into this.

How will the transporter and driver community get a facelift with the launch of Logistics Junction?

The company's goal is to provide the truck drivers with a good quality of basic daily living facilities. Few of the essentials we are planning to offer them are:

- Subsidised fuels & lubricants
- Tyre/tubes, spare parts and other consumables on a discounted rate
- Assistance in case of breakdown or unfortunate incidents
- Hygienic lodging and resting facilities



BB Somani
CEO
Logistics Junction

- Medical and Insurance services

What technology are you offering?

We offer complete clarity of all the transactions through its customised online dashboard,

customers can see and analyse transactions which enable them to review the transportation process.

We have tied up with companies with regular transportation requirement across various parts of the country, in this way we are able to provide return loads to our transporters, making their trip efficient.

Would you like to comment on the current scenario of trucking industry?

There is however a huge demand for goods transportation services in India. Because of various factors such as improved road infrastructure, GST and new companies with innovative concepts and technologies, the sector has a huge growth potential.

What are your expansion plans?

Regular and high volume business from over 4,000+ transporters with 2.25 lakh+ vehicles and 3,900 customers presently. We expect this figure to reach to 50,000 transporters and 10 lakh vehicles by the end of March, 2017. On a realistic measure, we hope to scale business between `20 Cr in 2017 to `100 crore in 2019.

“ TMS is very expensive, so when LJ integrates the technology, you save money, plus get more accessibility to capacity

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Hanjin bankruptcy: A lesson to all

Hanjin Shipping Line's bankruptcy hogged the headlines around the world and has thrown several questions to ports and retailers, what's going to happen with the tonnes of cargo that were supposed to reach their concerned shelves. Though there could be a lot of reasons, internal and external, for its happening, **Nihar Parida**, Director – Supply Chain, Uniworld Logistics, shared his viewpoint.

Containerised cargo happens to be one of the major driving force for the shipping lines. The growth of the shipping company is driven by this volume. Till few years back, all the shipping lines use to be dependent on freight forwarders to fill in their ships. Suddenly we saw a trend where shipping lines opened their freight forwarding units and entered into contract with the customers directly.

Now, the moot question remains how did the scenario change? With dependency on



justified. With the world economy in doldrums, I feel that the capacity growth was not required. With high capacity and low demand the rates started going down with it came low margins. I feel Hanjin fell to this and may be few more will also face this.



Nihar Parida
Director – Supply Chain
Uniworld Logistics

Year	(Container volumes million TEU)	Compound average growth rate over previous period
1980	13.5	—
1990	28.7	7.8%
2000	68.7	9.1%
2010	138.9	7.3%
2015	177.6	5.0%

Source: Study estimates

freight forwarders there was an element of uncertainty as regard to capacity and the market was driven as per the demand and supply. Suddenly with contracts signed directly with the customers, the shipping lines got their confirmation either for six months or one year.

With this trend, there was a false sense of capacity growth. Shipping lines started increasing their capacity based on this.

With one look at the trend it shows that the growth in containerised cargo we can make out that the capacity growth by individual shipping lines was not

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Enabling least transit logistics

Dinesh Singh, Chief Mentor, Dexters Logistics talks about the pre and post GST scenario and importance of companies that can assure delivery with less transit time.



CT BUREAU

Please brief your business model and industries you are catering.

We are working on a transit-time based model where we do the 24-48 hours' transit time model. This model is not just limited to the Tier-I & Tier-II cities, but also to the Tier-III and Tier-IV cities with the exact replica in service.

We cater to all kinds of industries from high end electronic equipment, consumer durables, pharma products, tyres and even the milk which is being consumed daily in the morning. The electronics industry is rapidly innovating and updating day by day.

So, the products meant for a respective market in a respective season should not be affected by logistics delays. And while we consider automotive industry, JIT model is the well accepted model



Dinesh Singh
Chief Mentor
Dexters Logistics

where the transporters are a key part. We provide the remotest penetration to anywhere in the western region. We assure every square inch of the region's delivery in less than 48 hours.

Which are the latest trends in 3PL business?

GST is the hot trending topic of the industry. And the trend is

“
We provide the remotest penetration to anywhere in the western region. We assure every square inch of the region's delivery in less than 48 hours
”

going to be determined by such tax regimes and associated scenarios. There are two different scenarios, by which one is the current situation or pre-GST period where the manufacturing units are having warehouses everywhere to avail tax-benefits.

So, the distributors are used with the habit of getting the goods delivered for the raised demands from the market. So, there lies

the importance of companies like us, where we can assure delivery with very less transit time and un-comparable in the same.

And in the second scenario all the industry players will be ready to consolidate the goods into their major warehouse rather than having more than one or two warehouses in the same state. Thus, the distribution will be moving in consolidated form and we benefit the industry in this way and I see a drastic change in 3PL services.

What are the key points that you think is important while moving your goods?

We believe safety, curtailed transit time and consignment

tracking system are the three key points which I consider important while moving the goods of our customers by our astonishingly least transit.

Any expansion plans in the pipeline?

We have our full-fledged service and reachability in our core region with around 155+ districts covered with Taluka & Panchayat level delivery. By March 2017, we will be fully functional in the Northern region covering around 180 districts. And by the month of September 2017, we will be active into South, West and Northern region. Altogether by the end of 2017, we will have our reachability expanded to around 455+ districts.



Confederation of Indian Industry




SUPPLY CHAIN AND LOGISTICS EXCELLENCE AWARDS

Third Edition

DATE: 15 & 16 Dec '16 VENUE: Hotel Le Meridien, New Delhi

Confederation of Indian Industry (CII) through its Institute of Logistics is organizing the third edition of Supply Chain and Logistics Excellence Awards (SCALE) to recognize the industry players and to drive excellence in the field. The recognition shall encompass excellence among Logistics Service Players and the Supply Chain aspects of the User Industry.

SECTOR OF PARTICIPATION:

LOGISTICS INDUSTRY	USER INDUSTRY
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Delhi International Airport Cargo Department, IGI Airport, New Delhi

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

S.No	Airlines	Export (MTs)	Import (MTs)	Total	%Share	S.No	Airlines	Export (MTs)	Import (MTs)	Total	%Share
1	Air India	2920	3005	5925	13.1%	24	Indigo Cargo	304	240	544	1.2%
2	Emirates	2398	1315	3713	8.2%	25	M/S All Nippon Airways	234	301	535	1.2%
3	Jet Airways	1455	1818	3273	7.2%	26	Saudia	408	104	512	1.1%
4	Cathay Pacific	882	2190	3073	6.8%	27	Japan Airlines	140	363	503	1.1%
5	Qatar Airways	1805	954	2759	6.1%	28	Air Bridge Cargo Airlines	0	492	492	1.1%
6	Etihad Airways	1049	1356	2405	5.3%	29	China Air	216	207	423	0.9%
7	Singapore	668	1022	1690	3.7%	30	Air France	249	141	390	0.9%
8	Fedex Express Corporation	847	840	1687	3.7%	31	United Airlines	271	86	357	0.8%
9	Lufthansa Cargo Airline	886	489	1375	3.0%	32	Air Asiac	227	129	357	0.8%
10	British Airways	908	409	1317	2.9%	33	China Eastern Airlines	132	214	346	0.8%
11	Kalitta Air	508	610	1118	2.5%	34	Finnair	153	98	251	0.6%
12	Thai Airways	211	832	1043	2.3%	35	Uni-Top Airlines	0	245	245	0.5%
13	DHL Express	489	547	1037	2.3%	36	Spice Jet	129	89	218	0.5%
14	Atlas Air	0	998	998	2.2%	37	Air China	107	100	206	0.5%
15	Uzbekistan	559	319	877	1.9%	38	Gulf Air	140	32	173	0.4%
16	Turkish Airlines	497	366	863	1.9%	39	Air Canada	106	55	161	0.4%
17	Hercules Aviation	847	13	860	1.9%	40	Oman Air	109	38	147	0.3%
18	Ethopean Airlines	251	536	787	1.7%	41	Ariana Afghan Airlines	62	81	142	0.3%
19	Swiss Intl Airline Ltd	435	320	755	1.7%	42	Air Arabia	77	52	129	0.3%
20	KLM	429	295	723	1.6%	43	Asiana Airlines	80	45	125	0.3%
21	Virgin Atlantic	476	235	710	1.6%	44	Aerotech FMS P.Ltd	0	103	103	0.2%
22	Malaysian Airline System	364	328	692	1.5%	45	Others	440	278	718	1.6%
23	Kuwait Airlines	343	249	593	1.3%						
							Total	22814	22537	45351	

Traffic Handled at Major Ports

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

(*) TENTATIVE

(IN '000 TONNES)

PORTS	APRIL TO SEPTEMBER TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC	PORTS	APRIL TO SEPTEMBER TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC
	2016*	2015			2016*	2015	
1	2	3	4	1	2	3	4
KOLKATA				V.O. Chidambaranar	19321	18668	3.50
Kolkata Dock System	7692	8487	-9.37	Cochin	11924	11331	5.23
Haldia Dock Complex	16242	17199	-5.56	New Mangalore	17499	16927	3.38
TOTAL: KOLKATA	23934	25686	-6.82	Mormugao	13070	8117	61.02
Paradip	42668	36068	18.30	Mumbai	30813	31117	-0.98
Visakhapatnam	30670	27637	10.97	JNPT	30783	32230	-4.49
Kamarajar (Ennore)	14891	15979	-6.81	Kandla	53963	50383	7.11
Chennai	25892	25811	0.31	TOTAL :	315428	299954	5.16



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Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)							
		For the Month			For the period April to July		
S.N	Airport	JULY 2016	JULY 2015	%Change	2016-17	2015-16	%Change
(A) 18 INTERNATIONAL AIRPORTS							
1	Chennai	7605	7586	0.3	29500	28723	2.7
2	Kolkata	8490	7727	9.9	32822	30565	7.4
3	Ahmedabad	3776	4251	-11.2	14446	15448	-6.5
4	Goa	270	258	4.7	970	1171	-17.2
5	Trivandrum	99	78	26.9	624	256	143.8
6	Lucknow	216	260	-16.9	744	880	-15.5
7	Jaipur	1275	441	189.1	4241	1295	227.5
8	Guwahati	1520	1221	24.5	4978	4923	1.1
9	Srinagar	161	428	-62.4	1968	1747	12.7
10	Calicut	59	49	20.4	137	143	-4.2
11	Bhubaneswar	669	590	13.4	2535	2194	15.5
12	Coimbatore	680	539	26.2	2403	2220	8.2
13	Mangalore	44	32	37.5	133	90	47.8
14	Varanasi	110	55	100.0	407	240	69.6
15	Trichy	1	0	-	6	0	-
16	Amritsar	18	15	20.0	75	59	27.1
17	Port Blair	357	282	26.6	1468	1135	29.3
18	Imphal	329	359	-8.4	1430	1427	0.2
Total		25679	24171	6.2	98887	92516	6.9
(B) 6 JV INTERNATIONAL AIRPORTS							
19	Delhi (DIAL)	25671	26720	-3.9	95148	96127	-1.0
20	Mumbai (MIAL)	20219	17682	14.3	74509	69172	7.7
21	Bangalore (BIAL)	11619	10450	11.2	40218	38415	4.7
22	Hyderabad (GHIAL)	4432	4435	-0.1	16504	16619	-0.7
23	Cochin (CIAL)	1175	984	19.4	4490	3884	15.6
24	Nagpur (MIPL)	569	511	11.4	2198	2203	-0.2
Total		63685	60782	4.8	233067	226420	2.9
(C) 7 CUSTOM AIRPORTS							
25	Chandigarh	436	363	20.1	2351	1741	35.0
26	Pune	2873	2603	10.4	11247	9404	19.6
27	Visakhapatnam	406	122	232.8	1646	406	305.4
Total		4015	1588	152.1	15644	2151	618.0
(D) 22 DOMESTIC AIRPORTS							
28	Patna	499	367	36.0	1727	1703	1.4
29	Bagdogra	331	255	29.8	1318	985	33.8
30	Madurai	51	65	-21.5	237	285	-16.8
31	Aurangabad	125	90	38.9	563	406	38.7
Total		4721	3865	22.1	19089	14930	27.9
(E) 1 ST.GOV'T. / PVT AIRPORTS							
54	Lengpui(AIZWAL)	59	22	168.2	207	94	120.2
Total		59	22	168.2	207	94	120.2
Grand Total (A+B+C+D+E)		97045	91136	6.5	362023	343552	5.4

Traffic Statistics

International Freight

Freight (in tonnes)							
		For the Month			For the period April to July		
S.N	Airport	JULY 2016	JULY 2015	%Change	2016-17	2015-16	%Change
(A) 14 INTERNATIONAL AIRPORTS							
1	Chennai	24094	20122	19.7	89341	77019	16.0
2	Kolkata*	4570	4306	6.1	17429	16175	7.8
3	Ahmedabad	2339	1975	18.4	9752	7526	29.6
4	Goa	101	120	-15.8	382	358	6.7
5	Trivandrum	2397	3424	-30.0	9644	11155	-13.5
6	Lucknow	200	155	29.0	1035	901	14.9
7	Jaipur	212	104	103.8	885	327	170.6
8	Guwahati	0	1	-100.0	2	2	0.0
9	Calicut	1032	1029	0.3	4085	5436	-24.9
10	Coimbatore	110	94	17.0	400	376	6.4
11	Mangalore	76	41	85.4	225	268	-16.0
12	Varanasi	0	0	-	0	2	-100.0
13	Trichy	578	597	-3.2	2235	2327	-4.0
14	Amritsar	124	86	44.2	313	177	76.8
Total		35833	32054	11.8	135728	122049	11.2
(B) 6 JV INTERNATIONAL AIRPORTS							
15	Delhi (DIAL)	45070	42292	6.6	183717	167583	9.6
16	Mumbai (MIAL)	40581	38835	4.5	170523	166644	2.3
17	Bengaluru (BIAL)	17201	15254	12.8	66345	58099	14.2
18	Hyderabad (GHIAL)	5174	4600	12.5	21369	19986	6.9
19	Cochin (CIAL)	5909	5608	5.4	23538	21611	8.9
20	Nagpur (MIPL)	21	33	-36.4	104	141	-26.2
Total		113956	106622	6.9	465596	434064	7.3
(C) 2 CUSTOM AIRPORTS							
21	Visakhapatnam	0	4	-100.0	0	14	-100.0
22	Madurai	0	5	-100.0	0	7	-100.0
Total		0	9	-100.0	0	21	-100.0
GRAND TOTAL (A+B+C)		149789	138685	8.0	601324	556134	8.1

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Culling out the untapped potential

Sandeep Harit, Managing Director, Movex Services, talks about the trends and opportunities lying in the industry while highlighting the steps taken to combat the obstacles hindering the growth of the sector.



CT BUREAU

What are the important trends in the logistics and freight forwarding industry?

The Indian logistics business is valued at US\$ 14bn and has been growing at a CAGR of seven

to eight per cent. However, the cost represents 13-14 per cent of the country's GDP. The impending is bright after the entry of large third party logistics (3PL) carriers like Federal Express and DHL and the expansion of domestic networks of

Indian firms like Gati and other shipping companies is transforming the nature of services and the business practices.

Another trend driving growth in this sector has been the consolidation amongst the logistics

player. Mergers and acquisitions amongst Indian and MNC logistics firms is starting to increase the reach of multi-national 3PLs in the domestic market.

Growth prospects for the Indian logistics sector looks promising

with government's avowed focus on logistics infrastructure development, numerous policy initiatives in the areas of trade and industry promotion, as well as the much-anticipated GST tax reform.

What are the major obstacles hindering the Indian logistics industry's growth?

Lack of infrastructures at major cargo ports; these must be upgraded per world class cargo

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Sandeep Harit
Managing Director
Movex Services

“

Growth prospects for the Indian logistics sector looks promising with government's avowed focus on logistics infrastructure development

”

hubs to tackle the increasing load. Secondly, our centralised automated system is also not fully capable to handle the load. It gets hanged often when there are two to three continues holidays. Last

TRIVIA:

- ◆ The company has registered approximately 30 per cent growth in 2015-16 and expecting 35-40 per cent in this financial year
- ◆ The company is planning to open an office in Bangalore, India & Dubai, UAE. And, also looking for diversifying in to bonded trucking

but not the lease, problems in road transports due to so much documentation and harassments at state borders. ↴



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CEO
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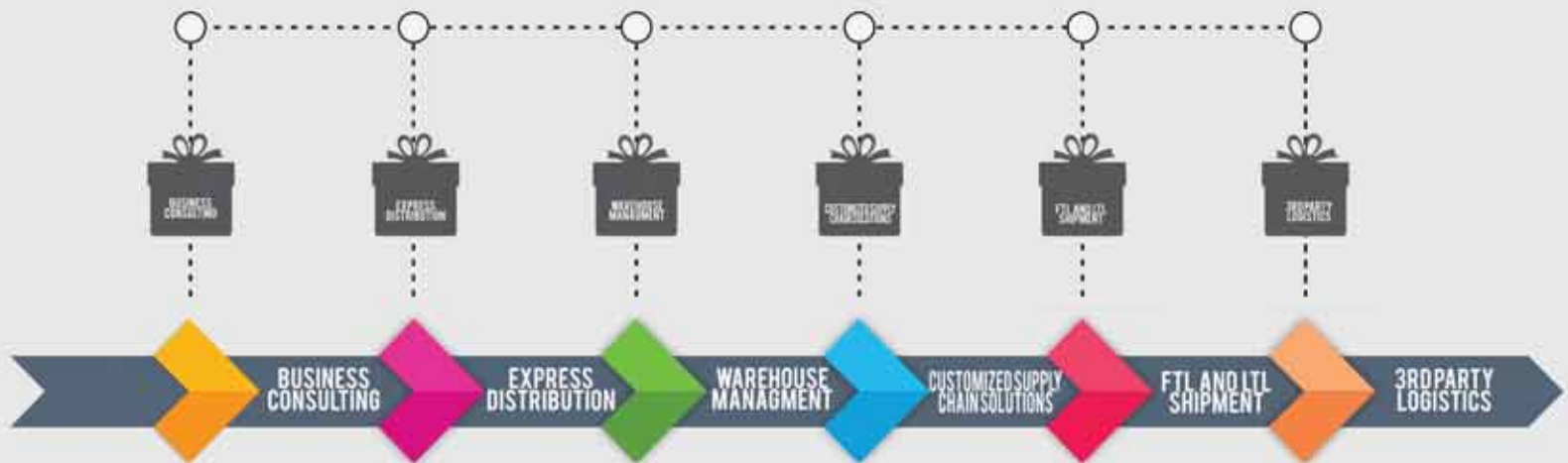
Department of Commerce

Export Import Data Bank; Export : Commodity-wise

Dated: 01/11/2016; Values in ` Lacs

S. No.	Commodity	2015-2016	%Share	2016-2017 (Apr-July)	% Share	S. No.	Commodity	2015-2016	%Share	2016-2017 (Apr-July)	% Share
01.	Live animals	46,627.38	0.0272	11,042.62	0.0190	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	791,343.04	0.4611	265,121.50	0.4562
02.	Meat and edible meat offal	2,760,392.10	1.6083	769,759.49	1.3245	29.	Organic chemicals	7,532,518.01	4.3886	2,467,811.34	4.2462
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	2,937,891.53	1.7117	1,058,914.22	1.8220	30.	Pharmaceutical products	8,448,121.15	4.9221	2,885,319.46	4.9646
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	214,578.69	0.1250	62,833.90	0.1081	31.	Fertilisers	67,336.73	0.0392	10,563.53	0.0182
05.	Products of animal origin, not elsewhere specified or included	60,251.44	0.0351	16,307.44	0.0281	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,616,513.81	0.9418	586,381.74	1.0089
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	48,341.34	0.0282	17,207.14	0.0296	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	973,263.76	0.5670	349,629.84	0.6016
07.	Edible vegetables and certain roots and tubers	826,752.91	0.4817	229,430.20	0.3948	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	316,335.54	0.1843	114,612.26	0.1972
08.	Edible fruit and nuts; peel or citrus fruit or melons	1,040,375.82	0.6061	329,403.89	0.5668	35.	Albuminoidal substances; modified starches; glues; enzymes	163,326.46	0.0952	52,031.37	0.0895
09.	Coffee, tea, mate and spices	1,932,655.68	1.1260	701,851.12	1.2076	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	53,701.95	0.0313	25,367.96	0.0436
10.	Cereals	4,096,626.34	2.3868	1,453,698.13	2.5013 9	37.	Photographic or cinematographic goods	9,820.22	0.0057	3,825.52	0.0066
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	195,504.34	0.1139	51,319.09	0.0883	38.	Miscellaneous chemical products	2,008,316.50	1.1701	660,189.25	1.1359
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,096,777.74	0.6390	395,111.86	0.6798	39.	Plastic and articles thereof	3,433,855.62	2.0006	1,194,833.39	2.0559
13.	Lac; gums, resins and other vegetable saps and extracts	567,190.49	0.3305	163,839.45	0.2819	40.	Rubber and articles thereof	1,550,116.87	0.9031	525,011.46	0.9033
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	43,426.09	0.0253	14,100.51	0.0243	41.	Raw hides and skins (other than furskins) and leather	685,278.56	0.3993	207,732.40	0.3574
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	574,181.47	0.3345	180,553.92	0.3107	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	1,561,828.54	0.9100	527,562.27	0.9077
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	138,744.77	0.0808	63,219.56	0.1088	43.	Furskins and artificial fur, manufactures thereof	3,330.14	0.0019	2,986.42	0.0051
17.	Sugars and sugar confectionery	1,160,777.59	0.6763	355,828.50	0.6122	44.	Wood and articles of wood; wood charcoal	291,193.67	0.1697	89,876.52	0.1546
18.	Cocoa and cocoa preparations	126,760.66	0.0739	37,076.31	0.0638	45.	Cork and articles of cork	1,306.41	0.0008	503.32	0.0009
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	331,359.18	0.1931	115,711.73	0.1991	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	4,935.53	0.0029	2,276.68	0.0039
20.	Preparations of vegetables, fruit, nuts or other parts of plants	320,094.91	0.1865	94,722.42	0.1630	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	7,393.02	0.0043	2,819.25	0.0049
21.	Miscellaneous edible preparations	372,659.29	0.2171	141,126.60	0.2428	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	749,373.60	0.4366	291,758.44	0.5020
22.	Beverages, spirits and vinegar	209,761.27	0.1222	66,892.91	0.1151	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	189,801.12	0.1106	67,324.15	0.1158 6
23.	Residues and waste from the food industries; prepared animal fodder	523,662.31	0.3051	139,053.19	0.2393	50.	Silk	68,142.48	0.0397	21,669.94	0.0373
24.	Tobacco and manufactured tobacco substitutes	645,235.85	0.3759	216,718.09	0.3729						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,213,031.81	0.7067	412,728.26	0.7102						
26.	Ores, slag and ash	452,382.88	0.2636	266,537.27	0.4586						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	20,388,514.49	11.8788	6,001,564.57	10.3265						

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Department of Commerce

Export Import Data Bank; Export : Commodity-wise

Dated: 01/11/2016; Values in ` Lacs

S. No.	Commodity	2015-2016	%Share	2016-2017 (Apr-July)	% Share	S. No.	Commodity	2015-2016	%Share	2016-2017 (Apr-July)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	116,601.36	0.0679	37,458.45	0.0645	77.	Lead and articles thereof	118,831.45	0.0692	26,816.33	0.0461
52.	Cotton	4,798,343.67	2.7956	1,208,406.48	2.0792	78.	Zinc and articles thereof	343,456.71	0.2001	45,862.73	0.0789
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	252,973.61	0.1474	82,583.59	0.1421	79.	Tin and articles thereof	38,298.40	0.0223	1,816.74	0.0031
54.	Man-made filaments	1,345,961.94	0.7842	463,174.50	0.7970	80.	Other base metals; cements; articles thereof	27,742.63	0.0162	9,389.02	0.0162
55.	Man-made staple fibres	1,362,462.26	0.7938	440,235.37	0.7575	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	493,019.43	0.2872	174,990.23	0.3011
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	333,849.66	0.1945	71,317.00	0.1227	82.	Miscellaneous articles of base metal	329,684.52	0.1921	116,945.91	0.2012
57.	Carpets and other textile floor coverings	1,129,810.21	0.6583	381,857.39	0.6570	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	8,673,139.92	5.0532	3,052,197.77	5.2517
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	230,250.64	0.1341	88,230.28	0.1518	84.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	5,241,161.17	3.0536	1,790,002.75	3.0799
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	132,381.14	0.0771	47,598.73	0.0819	85.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	72,362.81	0.0422	40,420.86	0.0695
60.	Knitted or crocheted fabrics	158,419.90	0.0923	56,509.38	0.0972	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	9,403,953.01	5.4790	3,194,081.52	5.4958
61.	Articles of apparel and clothing accessories, knitted or crocheted	5,015,336.86	2.9220	1,804,656.20	3.1051	87.	Aircraft, spacecraft, and parts thereof	2,420,472.33	1.4102	761,651.38	1.3105
62.	Articles of apparel and clothing accessories, not knitted or crocheted	6,102,945.07	3.5557	2,110,595.88	3.6315	88.	Ships, boats and floating structures	2,002,775.71	1.1669	1,356,528.04	2.3341
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	3,001,554.21	1.7488	1,023,112.28	1.7604	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,563,693.21	0.9110	591,078.04	1.0170
64.	Footwear, gaiters and the like; parts of such articles	1,793,223.40	1.0448	655,213.85	1.1274	90.	Clocks and watches and parts thereof	63,779.86	0.0372	21,221.59	0.0365
65.	Headgear and parts thereof	24,958.55	0.0145	8,468.59	0.0146	91.	Musical instruments; parts and accessories of such articles	9,574.20	0.0056	3,704.60	0.0064
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	15,296.65	0.0089	527.08	0.0009	92.	Arms and ammunition; parts and accessories thereof	80,644.70	0.0470	17,515.54	0.0301
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	164,477.75	0.0958	56,983.12	0.0980	93.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	828,744.77	0.4828	282,467.07	0.4860
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	872,491.59	0.5083	316,740.49	0.5450	94.	Toys, games and sports requisites; parts and accessories thereof.	189,384.38	0.1103	68,406.42	0.1177
69.	Ceramic products	598,230.80	0.3485	255,454.19	0.4395	95.	Miscellaneous manufactured articles	359,745.30	0.2096	133,303.90	0.2294
70.	Glass and glassware	459,398.60	0.2677	148,622.44	0.2557	96.	Works of art collectors' pieces and antiques	108,842.04	0.0634	100,705.00	0.1733
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	25,917,780.46	15.1003	9,520,094.16	16.3805	97.	Project goods; some special uses	46,720.59	0.0272	39,853.55	0.0686
72.	Iron and steel	3,583,023.21	2.0875	1,326,752.02	2.2828	98.	Miscellaneous goods	1,285,031.15	0.7487	181,202.95	0.3118
73.	Articles of iron or steel	4,025,163.87	2.3451	1,244,271.98	2.1409		India's total export	171,637,804.58		58,118,323.23	
74.	Copper and articles thereof	1,617,412.07	0.9423	455,448.76	0.7837						
75.	Nickel and articles thereof	320,732.85	0.1869	37,998.46	0.0654						
76.	Aluminium and articles thereof	1,711,954.45	0.9974	544,089.86	0.9362						

Source: Ministry of Commerce, Government of India

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Benchmarking innovation with ease

A Transportation Management System (TMS) can take many forms. It could be a standalone product, or a component of a broader supply chain management. **Sumit Sharma**, Co-Founder, GoBolt, talks about how technology is bringing in ease.

A TMS is technology for managing the part of the supply chain that puts commodities in motion. It helps companies move

increasing adoption, a trend that started a couple of years back in the Western World and is rapidly catching up in India.

These new TMS systems will encompass and enhance transparent information sharing, digitisation of data, shipment

costs while boosting equipment and facility productivity.

second is a decline in the available workforce that is appropriately skilled and ready to be absorbed in the industry. Finding enough skilled labour for the logistics industry could become extremely difficult or even impossible. The solution to this is supplementing workers with collaborative robots, effectively allowing to do more tasks while improving productivity.

What is the impact of Internet of Things (IOT) in logistics?

The usage of Internet of Things (IoT) in logistics can help with - the supply chains operating faster, cheaper and better to meet customer expectations. The IoT revolution will allow us to enhance those solutions by intelligently connecting people, processes, data, and things via devices and sensors, as id like a SCM 2.0 automation of the manufacturing process to improved visibility within the warehouse. Many businesses have already discovered the advantages of using mobile technologies; however, with visibility into personnel, equipment and transactions, enterprises can better support peak operations in real time - bettering operational efficiency and performance.



freight efficiently, reliably, and cost effectively from origin to destination. Historically, only shippers with extraordinarily high volume could take advantage of TMS. For many smaller shippers, utilising a TMS was simply too costly. However, the rise of the cloud-based logistics solutions has changed that.

The rise of software-as-a-service, or SaaS, applications will further level the playing field between large and small to medium-sized shipping companies. This logistics technology helps shippers allocate funds and brings forth savings to their transportation budgets.

This is the change brought forth with TMS helping the flow of things become more prevalent and affordable as the technology (as well as quality) spreads at a frantic pace. The market is growing purely because technology is becoming more affordable. The small, mid-segment shippers and logistics companies that did not even consider deploying a TMS in the past are now

The functions included in a TMS vary from one product to the next, but systems often do and will include the following:

- Procurement conducts bidding events, RFQs and manages contracts with carriers.
- Planning and optimisation chooses the most efficient modes and routes, and finds opportunities to implement efficient strategies such as load consolidation leading to better asset utilisation.
- Execution conducts day-to-day shipping activities, such as matching loads with appropriate carriers, tendering and dispatching loads, generating shipping documents etc.
- Freight bill auditing and settlement manages the financial aspects of a freight transaction.
- Reporting and analytics analyses carrier performance, internal performance, transportation costs and the profitable vs loss-making customers.

“
We are entering a point in time when robots will become more visible and impact our lives more directly; in our stores, in our offices, and in our homes
”

security and adherence to basic compliances by removing manual interventions throughout the system.

How are autonomous vehicles and drones is changing the logistics industry?

Companies would be able to reshape their supply chains as the growing AV technologies could help to optimise the industry supply chains and logistics operations of the future, bringing in an increase in efficiency and flexibility. AVs in combination with smart technologies could reduce labour

A fully automated and lean supply chain can help reduce load sizes and stocks by leveraging smart distribution technologies and smaller AVs. As per the current studies and research, on-highway trucks will likely be the first vehicles to feature the full technology on public roads, not any time before 2040. Although, its prototypes already exist, and companies are currently developing the software algorithms needed to handle complex driving situations.

Trains provide an excellent way of moving plenty of goods across the country, but it is too limited. If transport drones could be deployed from a train to deliver packages as they approach certain destinations, so as to send all of a manufacturer's products by train across the country and have them delivered without requiring any additional time before the train reaches the destination.

How is the use of robots in warehouses, loading, unloading, and delivery changing the industry?

We are entering a point in time when robots will become more visible and impact our lives more directly; in our stores, in our offices, and in our homes. They are soon to enter the world of logistics, here in India as the interest for such services are significantly increasing. One of the biggest challenges facing the logistics industry today is labour availability. It's not easy for companies around the world to find enough high-quality employees to move goods from suppliers to customers. Two competing factors are making this especially difficult; the first is an increasing need for more logistics workers and this is being driven by the e-commerce revolution and its need for more parcel shipments; the



Sumit Sharma
Co-Founder
GoBolt

SODs for industrial and commercial requirements

Gandhi Automations offers Porto and Max Vista - Automatic Sectional Overhead Doors (SOD)- the ideal solution for all industrial and commercial needs. Porto Sectional Overhead Doors are for all industrial and logistics needs. The design and different solutions offered ensure


the door to be aesthetically pleasing and perfectly suited to any architectural environment - from modern and traditional industrial buildings to fine commercial buildings. As these doors slide vertically, stopping in the proximity of the ceiling, they blend in with the architectural

features of the building. Porto doors are built to ensure the highest ease and flexibility of use which, in turn ensures a quick, hassle free and accurate replacement of old doors. Max Vista Sectional Overhead Doors are for industrial and commercial buildings. The doors are made

with a combination of aluminum panels and transparent acrylic, gridded or meshed windows giving it a distinctive look and enhancing the look of a building. Gandhi SODs provide heat insulation and sound proofing thus improving the working conditions on the premises and saving energy.



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Safeducate to refine skills through RPL

Through RPL assessment and certification, candidates will be able to align their competencies for better opportunities in employment and higher education.



CT BUREAU

Safeducate has launched Recognition of Prior Learning (RPL) programme under Pradhan Mantri Kaushal Vikas Yojna

(PMKVY). This is a skill certification programme of the Ministry of Skill Development and Entrepreneurship. The chief guest was **Rajiv Pratap Rudy**, Union Minister of State, Skill Development & Entrepreneurship.

The launch saw the presence of **Manish Kumar**, Managing Director & CEO, National Skill Development Corporation (NSDC).

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Rudy said, "Through recognition of RPL scheme, the government focuses on reaching out to people in the informal sector. These people are engaged in unskilled jobs, earning low wages and underpaid. The government's motive is to provide them recognition for their skills."

"NSDC facilitates skilling initiatives that can potentially have a multiplier effect. In doing so, it strives to involve the industry in all aspects of skill development," informs Kumar.

Talking about the programme, **Divya Jain**, Founder & CEO, Safeducate, said, "The aim of PMKVY scheme is to encourage aptitude towards employable skills and to increase working efficiency of probable and existing daily wage earners, by giving monetary awards and rewards and by providing quality training to them."

9th batch of IIFF/FIATA Diploma starts

Indian Institute of Freight Forwarders (IIFF) announced its ninth batch of IIFF/FIATA Diploma in Logistics, Shipping and Freight Forwarding. This diploma is a complete course on customs clearance and freight forwarding, where in over 300 hrs on Customs Regulations, Air, Sea, Land & Road transport, Insurance and International Conventions will be covered. **Tej Contractor**, President, IIFF maintained that IIFF has set in motion some new ways of conceptualising the unique IIFF/FIATA Diploma that would benefit candidates opting for the diploma.

"It is important that people who want to be in freight forwarding business need to have very clear knowledge on their domain and can constantly look at new changes," said **Samir Shah**, Chairman, FFFAI.



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Lufthansa strengthens pharma shipment

Alexis Von Hoensbroech, Board Member Products & Sales, Lufthansa Cargo AG, shares how the company has set a benchmark to ape suitable practice for shipping pharmaceutical products through IATA CEIV certification.



CT BUREAU

How has IATA CEIV certification helped the airlines to increase transportation of pharmaceutical products?

Pharmaceutical shipments are very sensitive and demand maximum reliability from airlines. Adhering to the required temperature is crucial to ensure medication can be used as planned

following shipping. Being one of the first airlines worldwide to receive IATA's new international certificate is the fruit of the work we have done on our Cool/td product over the last few years. Over recent months' independent specialists have reviewed our processes when transporting pharmaceuticals and have assessed Lufthansa Cargo as exhibiting superior reliability and expertise.



Alexis Von Hoensbroech
Board Member Products & Sales
Lufthansa Cargo AG

What are the issues that have got solved with this certification?

Many freight forwarders and consignors currently carry out elaborate and expensive audits across the process chain. With a common, independent and meaningful standard, it may be

CEIV certification by IATA will help make us an even more attractive proposition to our customers from the pharmaceutical industry

possible to reduce these audits in the medium term, since the IATA CEIV certification integrates a wide range of international requirements.

Where do you see the pharmaceuticals movement by air five years down the line?

We continue to see good growth opportunities in pharmaceutical shipping. CEIV certification by IATA, combined with further innovations

and product improvements, will help make us an even more attractive proposition to our customers from the pharmaceutical industry.

What technology is Lufthansa Cargo using with respect to temperature controlled shipments?

To meet the high demands when it comes to transporting pharmaceuticals, Cool/td Active and Cool/td Passive products are used. Together with Dokasch, we even developed the Opticooler. It is a refrigerated container, which functions exceptionally reliably due to compressor technology, with no need for dry ice. Furthermore, the Lufthansa Cargo Cool Center, which opened in 2011 offering 4,500 square meters with direct access onto the apron, is one of the most innovative hubs for handling temperature-sensitive cargo across the world.



Cathay Pacific expands its operations

The company will become the first dedicated international freighter service to Brisbane West Wellcamp, and will operate on routing every Monday.



CT BUREAU

Cathay Pacific Airways has announced an expansion of its freighter services in Southwest Pacific with the addition of a weekly scheduled service to Brisbane West Wellcamp Airport in southern Queensland, Australia from November 21, 2016, subject to government approval. Cathay Pacific will deploy its newest and biggest freighter, the Boeing 747-8F on the route, following a successful trial flight to Brisbane West Wellcamp Airport last year.

The Boeing 747-8F aircraft offers more cargo space to carry the anticipated high volumes of fresh

support mining projects and other manufacturing activities in the local and surrounding regions.

The service will meet growing demand to move a wide range of commodities from southern Queensland and its catchment area to key markets in Asia, Europe and North America, providing shippers with greater choice and flexibility when connecting to Cathay Pacific's international cargo network through the Hong Kong hub.

Simon Large, Director Cargo, Cathay Pacific, said, "Cathay Pacific is always looking for opportunities to grow our freighter business, and

Flight no	Routing	Departure	Arrival	Day of the week
CX023	HKG-SYD	22:30	10:25+1	Monday
CX022	SYD-MEL	12:20	13:50	Tuesday
	MEL-WTB	15:35	16:45	
	WTB-HKG	18:15	00:45 +1	

produce from one of Australia's most productive agricultural regions as well as machineries needed to

at the same time boost Hong Kong's standing as one of the world's key international airfreight hubs.

Freighter service to Oslo

The new weekly freighter service from Oslo will facilitate increasing exports of seafood, salmon, from Norway.



CT BUREAU

Emirates SkyCargo has expanded its presence in Scandinavia with the launch of a new weekly freighter service from Oslo to Dubai started from October 11, 2016. The service is operated by an Emirates Skycargo Boeing 777 Freighter aircraft which has the capacity to carry just over 100 tonnes of cargo. Large and outsized shipments can also be easily uplifted through the aircraft's wide main deck cargo doors.

The cargo capacity offered through the weekly freighter is in addition to the 175 tonnes of belly hold capacity offered on the five weekly Boeing 777-300ER passenger flights from Oslo.

The last six years have witnessed a doubling of Norwegian seafood exports because of increased demand from global customers for Norwegian salmon, trout, cod and crab. Emirates SkyCargo remains an important

EK 9370 arrives at Oslo every Tuesday at 10.05hrs and will depart from Oslo at 12.00hrs reaching Dubai at 18.40hrs on the same day. The Norwegian capital is the latest to join Emirates SkyCargo's network of over 50

Emirates SkyCargo remains an important facilitator of trade between Scandinavia and the rest of the world

facilitator of trade between Scandinavia and the rest of the world, offering nearly 600 tonnes of weekly cargo capacity through passenger flights to Copenhagen, Oslo and Stockholm and freighter services to Copenhagen and Oslo.

freighter destinations across the world. Emirates SkyCargo operates a fleet of 15 dedicated freighters - 13 Boeing 777-Fs and two B747-400ERFs out of its Emirates SkyCentral freighter hub at Dubai World Central.





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AAI launches its subsidiary company

Seeing the multiple advantages in the cargo front, AAI has launched a subsidiary company – AAICLAS. The prospects for the company will be decided by the way humanity responds to three momentous opportunities-specific forces driving the next boom, global catalyst and constraints.





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Security

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- Mobility of people is better controlled
- Elimination of multiple agencies

Benchmarking and Quality

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- Competitive environment leads to better quality standards

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FFFAI discusses impact of GST

The Federation of Freight Forwarders' Associations in India (FFFAI) held its 6th executive committee meeting and 53rd AGM at Madurai. K Vaitheeswaran, Advocate and Tax Consultant, spoke on the impact of the ensuing Goods and Services Tax (GST) on customs brokers, freight forwarders and the logistics industry in India. Samir Shah, Chairman, FFFAI, spoke on the rapidly changing ecosystem of the freight forwarding and logistics business.



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Gala and grandeur at ACCD Diwali festivity

Air Cargo Club of Delhi (ACCD) celebrated Diwali with full sparkle and shine. The celebration saw a presence of many members along with their spouses. The evening was further complemented by the Casino Royale theme along with several performances by the dance troupe, concluding yet another memorable event for ACCD.





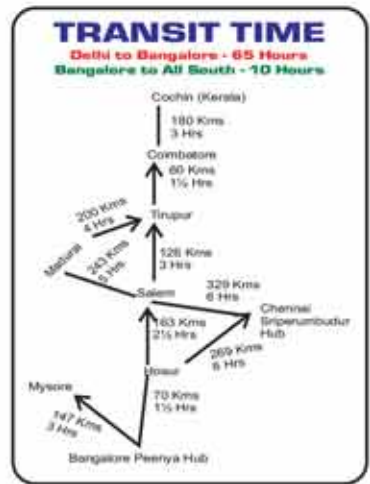
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CONquest 2017	New Delhi	17
Middle Cargo Meet 2017	Dubai, UAE	16-19
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FEBRUARY 2017

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

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Evolving with e-commerce

Vijay Kumar, COO, Express Industry Council of India (EICI), speaks about how e-commerce is helping the express industry evolve and the domino effect that the impending GST might have.



HAZEL JAIN

Has the growth of e-commerce changed the way the express industry works in India?

Yes, and its growth has had a positive impact on the express industry simply because a door-to-door delivery is very critical. Recent reports show that e-commerce space should grow about 10 times in the next five years.

Has it helped grow the express industry?

While e-commerce isn't the only growth driver for the express industry, it is one of the bigger opportunity areas. A lot of SMEs need logistic providers for the express industry and with e-commerce growing, there is an automatic growth for the express industry. Internationally too, e-commerce provides a huge opportunity for our exporters – like micro and mini exporters. They probably work out of 100 sqft space. The pace with which these entrepreneurs are actually taking on the world is exciting to watch. But they can be successful only if they have someone to deliver their goods. E-commerce in effect is creating entrepreneurs and our members are providing a vital service for them.

How has EICI helped evolve the industry?

Well, for one, we were the first ones to set up express terminals in Mumbai, Delhi and other major cities years ago – not just for our members but for the benefit of the entire trade. It was funded by us at a time when that initiative was completely loss-making.

Is there any issue that EICI is working towards?

One of the major initiatives we have undertaken is the relook at the Foreign Trade Policy 2015-20 where Directorate General of Foreign Trade had announced that commercial exports cannot go through courier. This probably makes India the only country to do so. So even small packages go through cargo and there is no expedited delivery. We have made representations to the Ministry to allow exporters to courier.

What is your take on GST?

We are bullish about the long-term impact of the GST – if it comes



Vijay Kumar
COO
Express Industry Council of India (EICI)

A lot of SMEs need logistic providers for the express industry and with e-commerce growing, there is an automatic growth for the express industry

the way we envisage it – it will be very good for us. However, we have identified a few concern areas.

We need to move all border



checkposts out. It leads to increasing transaction costs, and the trucks are idling, leading to inefficient operation.

Would GST bring with it complications in documentation?

Our members are network operators serving pan-India. They pay Service Tax in one single registration to operate across the country; they don't need multiple registrations. They take input credit

against services which can be done anywhere in the country. It's a seamless flow and it's a very well established taxation regime. With GST, there seems to be multiple registrations in each state. That is going to be a killer for us. Members will have to register themselves in each state.

As far as GST returns are concerned, they will have to file a return every month. So instead of filing returns twice a year under Service Tax, under GST there will be one for IGST, one for CGST and one for state GSTs. This makes it three returns multiplied by 34 administrations. That is close to 900-odd returns. So it's a huge compliance cost. Also, the oversight will be with 34 administrations. Instead of having an easy regime which facilitates business, here you are actually constraining business.

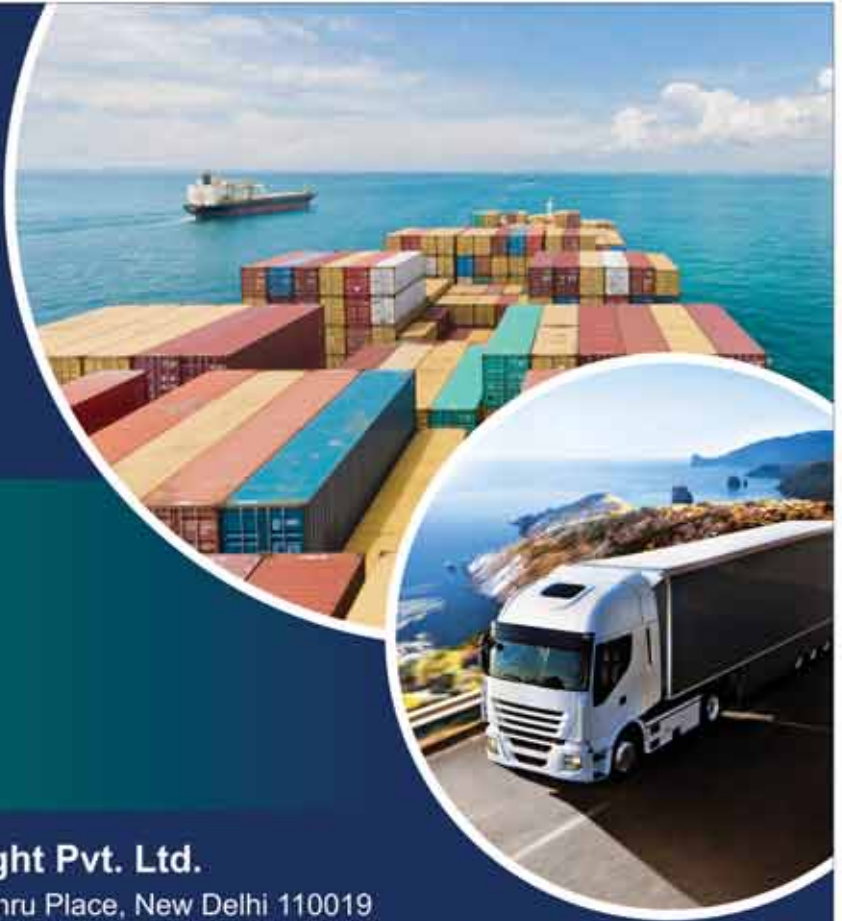
Would GST have any effect on input credits?

Yes, there may be credit blockages with GST. Members will not be able to get whatever taxation that has gone into the input set off. So there will again be cascading of duties. The fact that GST is coming in is to do away with this cascading effect of duties. In this case, this will actually start happening.

Another issue is specific to freighter operators and probably the airlines. It deals with ATF (even though we cannot claim input credit for petrol products) what they have done for ATF is the CENVAT credit, that is excise on ATF. There is an input credit that we can set off against the service tax. But in the new regime in GST, ATF has been plugged along with petroleum which is outside of GST. We have also asked for zero rating of international shipments.

Do you have anything on the bucket list?

Apart from more and better infrastructure, we need a single window clearance. Customs clearance is not only that, you also need to have NoCs from a lot of allied agencies. We are happy with the Air Cargo Policy. We had requested that express should be included as a separate segment. With this policy, any airport operator will now have to figure in the express industry as part of the overall plan.



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APM Terminals

The Netherlands

Morten Engelstoft has been appointed APM Terminals CEO effective November 1, 2016. Engelstoft has a strong track record of delivering results, deep operational experience and is an excellent people leader. He succeeds Kim Fejfer, who will take up a new role in APM Holding A/S in Copenhagen, Denmark. Engelstoft added, "I look forward to joining APM Terminals. Kim has done an excellent job and over the years. I look forward to working with the team as we enter the next chapter which will see us focus on getting more efficiency and utilisation from our terminal network while continuing to build business with our global customers."



CEVA Logistics

The Netherlands

CEVA Logistics has announced the appointment of **Peter Waller** as Chief Finance Officer and member of the Executive Board with immediate effect. Waller brings experience in the travel, logistics, business services and internet/e-commerce industries. He has previously been Group CFO at Eurofins Scientific and spent over eight years with the Thomas Cook Group in London and Frankfurt where he held roles including CFO of its online division, as Investor Relations Director and as Group Financial Controller for its German airline subsidiary Condor. Waller received his MBA from ESSEC and the University of Mannheim and a PhD in Strategy from the University of Paderborn in Germany.



Peel Ports

Mersey

Peel Ports has announced the appointment of **Amanda Harvey** as Head of Bulk Terminal Operations. Harvey joins the business from a strong operations and logistics background, having held responsibilities for several business units and operational teams including operations and general management roles with Sainsbury's, B&M Retail and most recently Hermes Logistics. She began her career with Safeway, working her way up to become a distribution centre operations manager. She will manage teams of biomass, rail and dry bulks.



Freightbazaar.com

Hyderabad

Hanumanta Rao has joined FreightBazaar.com as President of Sales and Operations, India's first Integrated and the most trusted online platform for Inter-city Freight Transport. Over his career spanning 28 years, Rao has held a series of leadership positions in the TCI group. He has served as Vice President of TCI - Freight Division in his previous role. As a Vice President, he headed FTL and ODC segments as National Head. He also played a pioneering role in outlining the business and delivery models. At TCI, Rao worked in different parts of India heading Express Cargo division XPS for region in eastern, western sectors and heading Freight Division for north sector.



Tritax Big Box

UK

The Board of Directors of Tritax Big Box REIT has announced the appointment of **Susanne Given** as Non-Executive Director and a member of the Audit Committee. Given has served shareholders' interests in several public and private companies in senior management positions. She brings more than 20 years' experience in the retail industry, most recently at SuperGroup where she was Chief Operating Officer for three years from April 2012. Previously, Susanne was Director of Fashion and Beauty at John Lewis Department Store Group, held senior positions at TK Maxx (UK Ireland) from 2005 until 2010, latterly as Managing Director, and was General Merchandise Director at Harrods.



Peel Ports

Mersey

Peel Ports has announced the appointment of **Rachel Hinton** as the Head of Sales. Hinton also has a strong supply chain and commercial background, having held responsibilities for many sales and account management teams, manufacturing and logistics sectors. She headed up sales at Flextronics as their Business Unit Director supporting several strategic accounts including Sony and Hewlett Packard. She will be responsible for sales for commodity groups. Her team will look at multi-user warehousing sales.



TALKING People

JK Arora, Managing Director, Cargo Movers is active as a Secretary of Resident Welfare Association (RWA), BNI member, IIFT alumni member and Rajasthan academy. He loves to teach children in his free time. Arora is into yoga to keep himself fit and focused. "My favourite sports are badminton, chess and swimming," he informs. Arora prefers Indian vegetarian cuisine because of the sheer variety the food carries. Arora finds peace in Canada Niagara falls.



Iyyanar A, Director, Bullet Logistics India is a nature-loving person. He always slips down to any of the hill stations to relish nature. "His favourite sport is cricket," Iyyanar informs. He loves to eat Chicken Biryani. Talking about his favourite vacation spot, he says, "He loves Kerala and in particular Kumarakom; the village laced with canals. Its beauty slip me to the village from the hustle-bustle of the city," he adds.



Manish Sharma, Managing Director, Freight Logistics, loves to play sports in his free time. "I love playing badminton and squash" he adds. Watching movies is his next hobby to enjoy whenever gets time from work. "My favourite cuisine is Mughlai," Sharma informs. Talking about his favourite holiday destination, Sharma says, "New York is anytime my favourite vacation spot to go. It is always nice to be there. It was fun covering the East Coast with my family."



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India

CARGO AWARDS

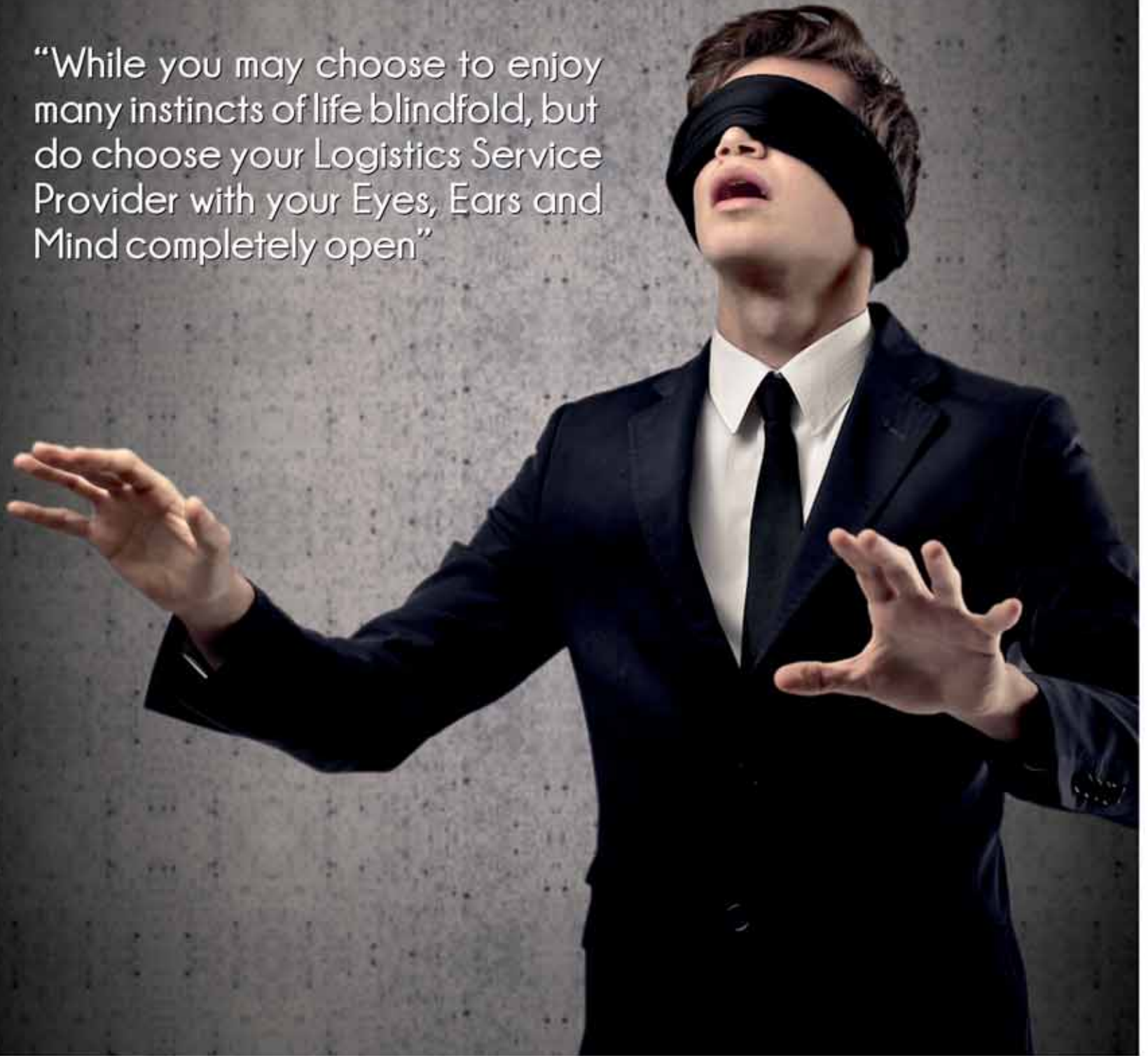
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2nd edition of North & East India Cargo Awards



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www.skyways-group.com



PUBLISHER'S NOTE

The cargo industry is the backbone of the economy but it seldom gets the acknowledgement and recognition that it deserves. The sector needs a lot of encouragement to grow further. Hence, India Cargo Awards decided to give the much-awaited recognition to the real heroes and the movers and shakers of the industry, people with initiative and foresight to take the cargo industry to even greater heights. These stalwarts need to be acknowledged, appreciated and encouraged in every region of the country - East, West, North and South.

As an endeavour to recognise the achievers of the cargo industry, who have worked strenuously towards taking the industry to its heights, India Cargo Awards travelled to Gurgaon to pay accolade to the hard work of the players in North and East India.

Our top-most honour, the Gold Maya, is awarded to those stalwarts who have shaped the industry to the way it is today and created innovative ways to take the industry a notch higher.

The award ceremony is brought to life by a charismatic anchor and singer who makes everyone dance and sing to her beats. At the black-tie, Silver Service event, various performers enthral and amuse the audience. The second edition of India Cargo Awards - North & East was the beginning of a new journey of long-term association for some and renewal of a bond we share with many others.

India Cargo Awards will be travelling to various other cities in India in its subsequent edition.

SanJeet

India Cargo Awards

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Maya sparkles at North

The second edition of India Cargo Awards - North & East honoured the stalwarts of the northern and eastern region of the cargo industry. The dazzling ceremony brought together the eminent faces of the sector in one platform.

Kalpana Lohumi

After the grand success of the first edition in Jaipur, India Cargo Awards - North & East travelled to Gurgaon to rejoice in the achiever's success at the regional level again. The ceremony was held on October 13, 2016 at

Hyatt Regency, Gurgaon. The evening was embellished by the presence of **Dr Renu Singh Parmar**, Senior Advisor, Ministry of Civil Aviation, Government of India and **Vineet Pandey**, Chief General Manager (Business Development and

Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India. The ceremony was attended by **Anika Agrawal**, Gladrags Mrs Exotic Beauty and leaders of the cargo industry.



(L-R): SanJeet, Anika Agarwal, Vipin Vohra, Tushar Jani, Vineet Pandey, Renu Parmar, Ravinder Katyal and Gunjan Sabikhi





The winners of India Cargo Awards North & East 2016 with their trophies at Hyatt Regency Gurgaon on October 13, 2016

& East India Cargo Awards

Appreciating the efforts of the DDP Group in encouraging the cargo industry with recognition for their hard work, Parmar said, "Cargo is an important sector in the economy; it depends on how manufacturing picks up in the country and how the GDP is impacted. It is a sector which has seen constant growth over the years. And, I am proud to say that now we are going to touch the magic figure of seven per cent annual growth rate, despite the downturn in the global market. The glory for this achievement goes to the industry people's dedication which is showing results now."

Pandey says, "I am very proud to be associated with the India Cargo Awards as it falls in the week when we celebrated the National Postal Week, which commenced on October 9 with the World Post Day. It is a privilege to be here."

SL Sharma, Chairman & Managing Director, Skyways Group and Immediate Past President, Air Cargo Agents Association of India (ACAAI), was awarded with the Gallery of Legends. Being in this industry for more than four decades, Sharma is a legend in the logistics industry. He holds several positions in the trade associations and chambers.

"The way the government is working for the industry, be it coming up with reforms such as ease of doing business, to name a few, and regular interaction with industry stakeholders; it has a bright future ahead. All these activities show a sign of progress for the industry," says Sharma.

The coveted 'DDP Game Changer' award went to **Ramesh Mamidala**, CEO, Celebi Delhi Cargo

Terminal Management India. Mamidala has been associated with the global air cargo and logistics industry for more than 20 years.

"This year, so far, has been in line with the plan we had in place," informs Mamidala. Speaking about the trends for the next year, he adds, "Domestic cargo is expected to be quite bullish, but we still see growth for e-commerce."

Rubal Jain, Managing Director, Safexpress, was honoured with the esteemed DDP Trail Blazer Award. Jain is the Founding Investor and Director of a eWaste recycling and reverse logistics startup, Karma Recycling.

Talking from the industry perspective, Jain shares, "It's a great time for the logistics industry with the GST coming in. It will change the transportation sector, especially, with the management of interstate movement and consolidation of central warehouses."

The dignitaries appreciated the DDP Group for this initiative. **Sanjeet**, Mentor, India Cargo Awards, said, "The cargo industry has many awards at the national and global level but not at the regional platform. The real heroes of the industry come from the different regions and far corners of India. These awards recognise the extraordinary effort of people who have been the backbone of the industry."





Gallery of Legends | SL SHARMA

“I thank DDP Publications for honouring a self-made man to experience the triumph of this award,” says SL Sharma, Chairman, Skyways Group & Immediate Past President, Air Cargo Agents Association of India (ACAAI). Sharma feels, “The industry is going well. This is also the first time that the Ministry of Civil Aviation has given required focus to the cargo industry. The industry is motivated and inspired with the attention being given to the logistics sector.” He also adds that with the amount of hard work put in by the industry, along with the ministry’s regular interaction with the stakeholders, the industry will scale new heights.

► SL Sharma, Chairman, SLS Skyways Group was awarded the Gallery of Legends. He is felicitated by Dr Renu Singh Parmar, Sr. Advisor-Ministry of Civil Aviation, Government of India, Vineet Pandey, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, Anika Agarwal, Gladrags Mrs. Exotic Beauty, and SanJeet, Mentor, India Cargo Awards



DDP Game Changer | RAMESH MAMIDALA

“I would like to congratulate India Cargo Awards for organising this wonderful event. This has become a major event that the industry looks forward to every year,” says **Ramesh Mamidala**, CEO, Cebebi Delhi Cargo Terminal Management India. He also adds, “I am feeling blessed to receive this award, and more importantly, I got this award from someone who is helping the industry to revolutionise the system and processes across the country. This award is the result of the trust that the industry stakeholders and my management team have on me, while continuously supporting me.”

► **Ramesh Mamidala**, CEO, Cebebi Delhi Cargo Terminal Management India was awarded the DDP Game Changer. He is felicitated by **Dr Renu Singh Parmar**, Sr. Advisor-Ministry of Civil Aviation, Government of India, **Vineet Pandey**, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, **Anika Agarwal**, Gladrags Mrs. Exotic Beauty, and **SanJeet**, Mentor, India Cargo Awards





DDP Trailblazer | RUBAL JAIN

“I am humbled to get this award. An interesting boom time is coming up in 2017 with the GST. This will be a long-term solution for the country and I think over time its going to become a smooth environment to start working,” says **Rubal Jain**, MD - Safexpress.

► **Rubal Jain**, MD - Safexpress, was awarded the DDP Trailblazer. He is felicitated by **Dr Renu Singh Parmar**, Sr. Advisor Ministry of Civil Aviation, Government of India, **Vineet Pandey**, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, **Anika Agarwal**, Gladrags Mrs. Exotic Beauty, and **SanJeet**, Mentor, India Cargo Awards





Mentor Cargo Industry

SUNIL ARORA

Sunil Arora, Managing Director, Delta Air freight, says, "I am thankful to DDP Publication for doing a great job in the industry." He adds, "Industry is prospering especially with the government initiatives. The government has woken up after decades; new policies, new system, and new integration have given a solid platform for the newer generation."

► Sunil Arora, MD, Delta Air Freight, was awarded Mentor Cargo Industry. He is felicitated by Dr Renu Singh Parmar, Sr. Advisor-Ministry of Civil Aviation, Government of India, Vineet Pandey, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, Anika Agarwal, Gladrags Mrs. Exotic Beauty, and SanJeet, Mentor, India Cargo Awards

Entrepreneur of the Year

MOHAN K JHA

Mohan K Jha, Managing Director, Innovative Logistics Services, says, "I would like to thank India Cargo Awards for choosing me for the category. It was a pleasant evening." Jha adds, "As it has been rightly said, it is not only the award but the responsibility to take the legacy forward. We will try our best to come next year also."

► Mohan K Jha, MD, Innovative Logistics Services, was awarded Entrepreneur of the year. He is felicitated by Dr Renu Singh Parmar, Sr. Advisor-Ministry of Civil Aviation, Government of India, Vineet Pandey, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, Anika Agarwal, Gladrags Mrs. Exotic Beauty, and SanJeet, Mentor, India Cargo Awards



Business Professional of the Year

KAMAL DOGRA

Nishu Dogra, Director, Kamal Translink, on behalf of Kamal Dogra says, "I am very thankful to DDP Group for choosing my father for such an honoured category. He adds, "We are one of the country's leading commercial vehicles delivery companies. We are into distribution of commercial vehicles like trucks, trailers, dumpers, cranes, buses, machines from manufacturing plants to all India depots, and end customers."

► Nishu Dogra, Director, Kamal Translink, received the award Business Professional of the Year on behalf of Kamal Dogra. He is felicitated by Dr Renu Singh Parmar, Sr. Advisor-Ministry of Civil Aviation, Government of India, Vineet Pandey, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, Anika Agarwal, Gladrags Mrs. Exotic Beauty

Best End-to-End Supply Chain Management Company

NORTH WEST CARRYING COMPANY LLP

Harjeet Singh Sachdeva, Director, North West Carrying Company LLP, says, "It is a pan India end-to-end supply chain organisation. And, with the changing scenario and the requirement of 3PL solution organisations, we see ourselves as a front runner in that level."

► The award was given to North West Carrying Company LLP and received by Directors, Harjeet Singh Sachdeva and Harpreet Singh Sachdeva



Best Integrated Logistics Service Provider

INNOVATIVE LOGISTICS SERVICES

Mohan K Jha, Managing Director, Innovative Logistics Services, says, "As going with the name, we always innovate our services." He also adds, "Upright growth is expected in the industry post GST. However, the question remains, how the industry changes after implementation of it."

► The award was given to Innovative Logistics Services and received by its Managing Director, Mohan K Jha and Team



Best 3PL Company - Aerospace
CONTINENTAL CARRIERS

Vipin Vohra, Chairman, Continental Group, says, "Continental Carriers is a 60-year-old company. The business is going to grow in next one or two years." He also adds, "The 'Make in India' campaign is gaining momentum, once the production starts from India, the export trade is going to increase."

► The award was given to Continental Carriers and received by Chairman, Vipin Vohra and Director, Viraj Vohra

Best Road Transport Company
SAFEXPRESS

Vineet Kanaujia, Vice President-Marketing, Safexpress, says, "The company has been focusing on GST ready for the past six years and has developed a countrywide network in warehouses and long distance route, covering all 22,000 pin codes of India."

► The award was given to Safexpress and received by its Vice President-Marketing, Vineet Kanaujia and Corporate Manager - 3PL, Kunal Kalra



Best Cargo Airline - Customer Service
SWISS WORLDCARGO

Sumit Mathur, Cargo Manager – Delhi, Swiss WorldCargo, says, "It was a great event. I am thrilled to get this recognition for Swiss Worldcargo. I think it is our outstanding customer service that made us the best cargo airline." He also adds, "I would like to thank to all the customers who voted for us."

► The award was given to Swiss WorldCargo and received by its Cargo Manager - Delhi, Sumit Mathur and Sr. Sales Executive, Sameer Kaul

Best 3PL Company - Pharma
AARGUS GLOBAL LOGISTICS

Sujata Trikha, Director, Aargus Global Logistics, says, "Our company is 20-years-old and relatively 20-years young. It is a matter of honour and pride to take this recognition and of course it comes with the responsibility. We hope to get more awards in the years to come."

► The award was given to Aargus Global Logistics and received by its Director, Sujata Trikha



Premier Freight Forwarder - Air
SLS SKYWAYS GROUP

Yashpal Sharma, Director, Skyways Group, says, "We are present in 21 cities across the country. We have been in the industry from the last 33 years and have presence almost in all the important cities and major airports of the country." He also adds, "The company is on the top five in the export side. We have three more coming up in cities in India before the end of this year, and the one in Bangladesh will start in a couple of months."

► The award was given to SLS Skyways Group and received by its Directors, Yashpal Sharma and Tarun Sharma



Best Air Cargo Terminal Operator DELHI CARGO SERVICE CENTER

Venu gopal Bangera, CEO, Delhi Cargo Service Center, says, "I would like to thank India Cargo Awards for this recognition. The concept of recognising talent at regional level is virtuous and this will encourage people to come up with more new ideas." He also adds, "Delhi Cargo Service Centre is one of the greenfield cargo terminals and has come up with lots of innovation."

► The award was given to Delhi Cargo Service Center and received by its CEO, Venugopal Bangera and Team

Best E-Fulfilment Center DTDC SUPPLY CHAIN SOLUTIONS

Suresh Bansal, Director, DTDC Supply Chain Solutions, says, "The e-fulfillment service aims at managing online orders directly from the seller's websites as well as from multiple domestic and international channels such as Lazda, Zalora, Rakuten, Amazon, Flipkart etc." He adds, "We have been customising our business offerings to focus on specialised needs and cater to specific demand of our clientele."

► The award was given to DTDC Supply Chain Solutions and received by its Director, Suresh Bansal and Team



Best Warehousing Company CENTRAL RAILSIDE WAREHOUSE COMPANY

KU Thankachen, Managing Director, Central Railside Warehousing Company, says, "India Cargo Awards is a great platform for the North & East fraternity. These awards are giving more opportunities to the industry to share innovative ideas." He also adds, "Our company is mandate to run with railside warehouses and excels in bulk commodity movement."

► The award was given to Central RailSide Warehouse Company and received by its Managing Director, K.U. Thankachen and Team

Best Road Freight Forwarding Company – Nepal & North-East India SUGAM PARIVAHAN

Kaustubh Mittal, Managing Director, Sugam Parivahan, says, "Since the 1950s, the company has evolved into a multinational group with over 200 offices and 1,000 people giving single window multi-modal logistics solutions across the entire SAARC region via road, railways, seaways and air."

► The award was given to Sugam Parivahan and received by its Managing Director, Kaustubh Mittal and Team



Fastest Growing Freight Forwarder - Air ASIA SHIPPING INTERNATIONAL TRANSPORT

Amit Tandon, Managing Director, Asia Shipping International Transport, says, "I would like to thank India Cargo Awards for bringing out this great initiative." He also adds, "With more than 20 years of experience, 35 offices in nine countries and a network of representatives on five continents, we provide the best integrated solution."

► The award was given to Asia Shipping International Transport and received by its Managing Director, Amit Tandon and Team

Lauding true leaders



of the cargo industry





Best Commercial Vehicle Delivery Company | DALJEET SINGH TRANSPORT

Pritam Kaur, CEO, Daljeet Singh Transport, says, "We deliver commercial vehicles throughout the country. Transporting a vehicle is difficult as it is one of the largest goods and the vehicle is also not registered when we deliver it from Point A to point B across the country. I am thankful to the DDP Group, that they have selected us in this category."

► The award was given to Daljeet Singh Transport and received by its Managing Director, Daljeet Singh and CEO, Pritam Kaur

Best National Express Cargo Service Institution | INDIA POST

Amitabh Kharkwal, General Manager (Marketing), India Post, says, "For more than 150 years, India has been the backbone of the country's communication which has played a crucial role in the country's socio-economic development." Talking from the industry perspective, he adds, "For providers, a very huge field has been opened, be it for logistic players, processing, transport provider, processing transmission, delivery, etc."

► The award was given to India Post and received by its General Manager (Marketing), Amitabh Kharkwal and Dy. General Manager (Parcel & Logistics), Binti Choudhury



Best Airport | DELHI INTERNATIONAL AIRPORT

Pradeep Panicker, EVP & CCO - Aero, Delhi International Airport, says, "Delhi airport is the largest airport and is the fastest growing one in India. We are capitalising and have almost double capacity today. We are geared for the growth, even the government has recognised that and considered us as one of the hub of cargo airports for future."

► The award was given to Delhi International Airport and received by its EVP & CCO - Aero, Pradeep Panicker and Project Head - Air Freight Stations, Yogendra Tomer

Best Airline Pharma | LUFTHANSA

Vipan Jain, Regional Manager - Logistics, South Asia & Middle East, Lufthansa Cargo, says, "I wanted to thank the DDP Group for choosing us for this category. We have expertise in pharma and we see a big potential in India." On industry line, he adds, "In comparison to the global scenario, India is still on a good path."

► The award was given to Lufthansa and received by its Regional Manager - Logistics, South Asia & Middle East, Vipan Jain and General Manager, North & East India, Nepal, Bangladesh, Vishwjeet Thanik



Best Supply Chain Management Company | DSV AIR & SEA

Ravinder Katyal, Director, Air Freight & Co-Load-ISC, DSV Air & Sea, says, "DSV is one of the strongest supply chain company in India and we rank fourth position globally." He adds, "We are optimistic for the next five years. The initiatives like 'Make in India' and 'ease of doing business' is going to give a strong kick to our industry."

► The award was given to DSV Air & Sea and received by its Director, Air Freight & Co-Load-ISC, Ravinder Katyal and Poonam Katyal



Leading Freight Forwarding Company

RAHAT CONTINENTAL

Rahat Sachdeva, Vice President – International Logistics, Rahat Continental, says, “Recognitions always make you feel motivated and proud but it always comes with responsibility of doing better further.” He also adds, “As we have got the award for leading freight forwarder category, it looks like we have been doing a good job and we need to carry that forward for a long time.”

► The award was given to **Rahat Continental** and received by its MD, **Rajiv Sachdeva** and Vice President - International Logistics, **Rahat Sachdeva**

Best Multimodal Transport & Logistics Company

BULLET LOGISTICS INDIA

HN Nagesh, CEO – Operations, Bullet Logistics India, says, I would like to thank India Cargo Awards for recognising our efforts.” He also adds, “We had started with ` 20 crore, now we are a ` 60 crore company and targeting for a 20-30 per cent growth in the next financial year. We have 150 owned trucks, which are GPRS fitted and work as per our customer needs.”

► The award was given to **Bullet Logistics India** and received by its Director, **A. Iyyanar** and CEO, **HN Nagesh** and Team



Best Industrial Packaging Solutions

PRONK MULTISERVICE INDIA

Shailender Anand, Managing Director-India & Director - Dubai, Pronk Multiservice India & MiddleEast, says, “It was thrilling to see such a big participation from the industry.” He also adds, “I am seeing huge potential in the coming five years because so far we are only covering the metros, that is Delhi, Mumbai, Bengaluru, Chennai and now we are entering into the cities which are Ahemdabad, Aurangabad, Baroda, Hyderabad. Our roadmap is ready for next 10 years and I expect a sustainable growth of 30-40 per cent year-on-year.”

► The award was given to **Pronk Multiservice India** and received by its Managing Director-India & Director - Dubai, **Shailender Anand** and Manager Corporate (Projects), **Anil Chauhan**

Best Commercial Vehicle Manufacturer

SML ISUZU

Gopal Bansal, Whole Time Director & CFO, SML Isuzu, says, “We are honoured to receive this award. It was a wonderful evening.” He adds, “We manufacture commercial vehicles from five to 12 tonne GVW range. Over the last two-three years, we have introduced many new vehicles. We manufacture niche products and our acceptance level and after sale service is good.”

► The award was given to **SML Isuzu** and received by its Whole Time Director & CFO, **Gopal Bansal**, Chief Manager – Product Marketing & Admin, **Vijay Pahooja** and Assst. Manager – Product Marketing & Admin, **Sukhdeep Singh**



Best Technology Solution Provider

HANS INFOMATIC

Parvinder Singh, Managing Director, Hans Infomatic, says, “We cater to all the aspects of international and domestic logistics and we are into this business from last 17 years. The company has a whole gamut of products spread across the industry segment that are integrated so the data usage is highly used.” He also adds, “We are IATA’s strategic partner; hence we are developing the new XML messaging standards.”

► The award was given to **Hans Infomatic** and received by its Managing Director, **Parvinder Singh** and Team



Best Logistics Service Provider - Air | **GREEN FREIGHT**

Mukesh Sharma, Managing Director, Green Freight, says, "We are able to solve all transportation and documentation problems, custom brokerage, commercial and insurance assistance to guarantee the customer complete quality services. We are accredited with many international and domestic transportation regulatory authorities and statutory boards including IATA, FIATA & ACCAI."

► The award was given to Green Freight and received by its Managing Director, Mukesh Sharma and Bhavna Sharma

Best Supply Chain Company | **SAFEXPRESS**

Vineet Kanaujia, Vice President - Marketing, Safexpress, says, "The transportation sector will witness change. We are ready and can deliver anything from two kilos up to 20 tonnes of material to any doorstep in India."

► The award was given to Safexpress and received by its Vice President - Marketing, Vineet Kanaujia and Corporate Manager - 3PL, Kunal Kalra



Best International Air Cargo Terminal Operator | **CELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA**

Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management India, says, "It's exciting to win an award twice in a row and we are pretty confident that we will come back and win the award next year too."

► The award was given to Celebi Delhi Cargo Terminal Management India and received by its CEO, Ramesh Mamidala, Manager - Sales & Marketing, Raja Gupta and Team

Best Custom House Agent | **AKANKSHA GLOBAL LOGISTICS**

Vinod Anand, Managing Director, Akanksha Global Logistics, says, "We have been in the industry of freight forwarding and custom clearance from last 30 years and are proudly growing. We have a corporate office in Delhi and three more branches in Mumbai, Chennai and Kolkata." He also adds, "Sheer hard work and determination is our USP."

► The award was given to Akanksha Global Logistics and received by its Managing Director, Vinod Anand



Best Ocean Freight Forwarding Company | **COMBINED LOGISTICS SOLUTIONS**

Vineet Chadha, Managing Director, Combined Logistics Solutions, says, "It is a big honour to be here back once again." Chadha also adds, "We are into this business from last 20 years. We are into big exports of Formula cars. For this we have in-house packaging team that makes sure packaging is done as per the DGR rules."

► The award was given to Combined Logistics Solutions and received by Managing Director, Vineet Chadha





Best Multi Modal Freight Forwarding Company | CARGOPEOPLE LOGISTICS & SHIPPING

Manuj Adlakha, Director, CargoPeople Logistics & Shipping, says, "It is a privilege to be part of such an honourable event. We are a very young and an IT driven company. We are bringing in lots of change in the industry through our online campaign, where we push our partners to do business online."

► The award was given to CargoPeople Logistics & Shipping and received by its Directors, Manuj Adlakha and Kanika Adlakha

Best Global Logistics Company | CARGO MOVERS

J K Arora, Managing Director, Cargo Movers, says, "It is a 15-year-old IATA certified company and I am grateful to India Cargo Awards for this recognition. Our team has done well and we hope to continue so in future."

► The award was given to Cargo Movers and received by its Managing Director, J K Arora and Meenakshi Arora



Best Logistics Service Provider- Ocean | ASIA SHIPPING INTERNATIONAL TRANSPORT

Amit Tandon, Managing Director, Asia Shipping International Transport, says, "India Cargo Awards is a great initiative by the DDP Group. In our industry, we usually don't get to see such award ceremonies to recognise the efforts we put in everyday."

► The award was given to Asia Shipping International Transport and received by its Managing Director, Amit Tandon and Team

Emerging Freight Forwarder Company | FREIGHT LOGISTICS

Manish Sharma, Managing Director, Freight Logistics, says, "DDP Group is providing a great platform to the industry. As GDP is touching somewhere around seven per cent, it is the right time for the logistics people to come forward and provide good services for moving the goods across the world."

► The award was given to Freight Logistics and received by its Managing Director, Manish Sharma and Prerna Sharma



Fastest Hub Developer outside India | CARGO CONSOL INDIA

Nagaraj. C, Managing Director, Cargo Consol India, says, "It's a great honour and privilege to win this wonderful award." He also adds, "We have developed Colombo as a hub from South India. Hence, we deserve to win this award. The growth of the industry is good, only the infrastructure must be improved. Lots of development, is happening, the 'Make in India' campaign is building a lot of ports. It is a good progress for 2020."

► The award was given to Cargo Consol India and received by its Managing Director, Nagaraj. C



Best Airline - Valuable Goods | OMAN AIR

Jagjeet Sohal, Manager Airport Services, Oman Air, says, "Despite of the difficult environment, Oman Air Cargo has been able to make significant inroads into online and off-line markets since 2009. The cargo industry is slowly but surely recognising Oman Air as a serious partner for air cargo logistics."

► The award was given to Oman Air and received by its Manager, Airport Services, Jagjeet Sohal and Manager - Cargo, Deepak Mishra

Premier Ocean Freight Forwarding Company | FORIN CONTAINER LINE

Tarun Sharma, Director, Forin Container Line - Skyways Group, says, "We are a dedicated ocean freight company, be it Full-container loads (FCL), less-than-container loads (LCL) or entire project consignments delivered port-to-port or to their destination." Talking about the industry, Sharma adds, "We are in a great time right now."

► The award was given to Forin Container Line and received by its Director, Tarun Sharma



Best 3PL Company | SAFEXPRESS

Vineet Kanaujia, Vice President-Marketing, Safexpress says, "We are honoured to receive this recognition. We are prepared to deliver the best in the transportation sector."

► The award was given to Safexpress and received by its Vice President - Marketing, Vineet Kanaujia and Corporate Manager - 3PL, Kunal Kalra

Premier Integrated Logistics Provider | SINDHU CARGO SERVICES

Pranav Kumar Singh, AGM-North India, Sindhu Cargo Services, says, "We have infrastructure, people and requisite skilled set from all domain to offer integrated logistics services to our customers. Sindhu Cargo is present in 22 cities. We are offering single window solutions to the customers."

► The award was given to Sindhu Cargo Services and received by its AGM-North India, Pranav Kumar Singh and Zonal Head - North & East Zone, Surajit Sarkar



Best Express Cargo Service Provider | TCI EXPRESS

Manish Jain, National Head - Sales & Marketing, TCI Express, says, "TCI-XPS is a division of ₹ 20 Billion of TCI Group and is well equipped to handle the diverse express delivery requirements including domestic and international courier services. We offer the advantage of seamless connectivity across air, road and rail with the widest branch network that gives our customers a unique offering unmatched in the industry."

► The award was given to TCI Express and received by its National Head - Sales & Marketing, Manish Jain and Team



Best Logistics Service Provider - Surface JAIPUR GOLDEN TRANSPORT CO.

Ajay Khosla, DGM - Delhi & Uttarakhand, Jaipur Golden Transport Company, says, "We are honoured to receive second award in a row and expecting third one soon." Khosla also adds, "Team efforts and technology are some factors which makes us different from other."

► The award was given to Jaipur Golden Transport Co. and received by its DGM (Delhi & Uttarakhand), Ajay Khosla

Best Warehouse Flooring Solution Provider LAMBA TECHNO FLOORING SOLUTIONS

Bhupinder Yadav, Vice President – Finance & Audit, Lamba Techno Flooring Solutions, says, "I am overwhelmed with the honour given by India Cargo Awards and recognising such a niche segment of the industry." He also adds, "Our modern machines and fundamentals in making a floor is our USP. Flooring industry is continuously growing and expected to grow at 25-30 per cent in next five years."

► The award was given to Lamba Techno Flooring Solutions and received by its Vice President (Finance & Audit), Bhupinder Yadav and Manager-Marketing, Sukhbir Singh



Outstanding Achievement in Logistics Industry | CONTINENTAL CARRIERS

Viraj Vohra, Director, Continental Carriers, says, "Being the landmark in the industry, we have been associated with big names and pretty much into every vertical. The level of service and dedication that we have shown is something we pride upon."

► The award was given to Continental Carriers and received by its Chairman, Vipin Vohra and Director, Viraj Vohra

Platinum Partner INNOVATIVE LOGISTICS SERVICES

Innovative Logistics Services offers a full range of supply chain services that reduce costs and increase profit potential. The company bundles and integrates comprehensive services to meet unique customer requirements. The company's integrated services provide all aspects of logistics planning, control, and execution. From point of origin to consumption, they design services that turn one's supply chain operations from a challenge into a substantial competitive advantage.

► The award was given to Innovative Logistics Services and received by its Team



Platinum Partner SOVIKA AVIATION SERVICES

Sovika has created its own niche with airport-to-airport logistics services. The company plays a vital role between the consignee and consignor by handling cargo between airports. With all it takes - technology, manpower, experience and expertise to manage guaranteed deliveries. The offerings include complete logistics services like online cargo booking, warehousing, tracking, shipping and delivery between airports.

► The award was given to Sovika Aviation Services



Premier Partner

NORTH WEST CARRYING COMPANY LLP

With the aim to expand presence in all SAARC countries in the next five years, the company has already established its presence in Bangladesh and Nepal, so the next target is Bhutan, Myanmar and the South East Asian countries. "We are creating our own infrastructure. We have four to six warehouses pan India and around 200 vehicles. Moreover, by 2020 we are targeting to own 800 vehicles and around 20 warehouses," informs **Harpreet Singh Sachdeva**, Director, North West Carrying Company LLP.

► The award was given to North West Carrying Company LLP and received by Directors, Harjeet Singh Sachdeva and Harpreet Singh Sachdeva

Hospitality Partner | **HYATT REGENCY GURGAON**

Hyatt Regency Gurgaon is the largest five-star convention hotel in Gurgaon with the meeting and event facility to accommodate upto 3,000 people. It is strategically located in the rapidly expanding corporate and residential hub of India off the Delhi-Jaipur National Highway 8. Located 30 minutes from the Indira Gandhi International Airport and 15 minutes from Gurgaon city centre, the hotel is an ideal weekend getaway for Delhi NCR residents and offers a convenient stop over for tourists covering the 'Golden Triangle' of Delhi, Agra and Jaipur.

► The award was given to Hyatt Regency Gurgaon and received by Simmi Sood - Marcom



Chief Guest | **DR. RENU SINGH PARMAR**

Dr Renu Singh Parmar, Senior Advisor, Ministry of Civil Aviation, Government of India, says, "I am very happy being a part of this ceremony and its great that we are honouring cargo industry because they are the backbone of the economy and are going to be an important part of the 'Make in India' campaign that our prime minister has started."

► Chief Guest Dr. Renu Singh Parmar, Senior Advisor - Ministry of Civil Aviation, Government of India, being honoured with Pearl Trophy 'Maya'

Guest of Honour | **VINEET PANDEY**

Vineet Pandey, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, says, "These are the events where industry stakeholders from different places can meet and discuss issues and solutions."

► Guest of Honour **Vineet Pandey**, Chief General Manager (Business Development and Marketing), Directorate, Department of Post, Ministry of Communication & Information Technology, Government of India, being honoured with Pearl Trophy 'Maya'



Guest of Honour | **ANIKA AGARWAL**

Anika Agrawal, Gladrags Mrs Exotic Beauty was crowned the Gladrags Mrs India. She graced the occasion with her presence and gave out the Maya to the deserving and hardworking professionals of cargo industry from northern and eastern region.

► **Anika Agarwal**, Gladrags Mrs. Exotic Beauty, being honoured with Pearl Trophy 'Maya' for her support to India Cargo Awards







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