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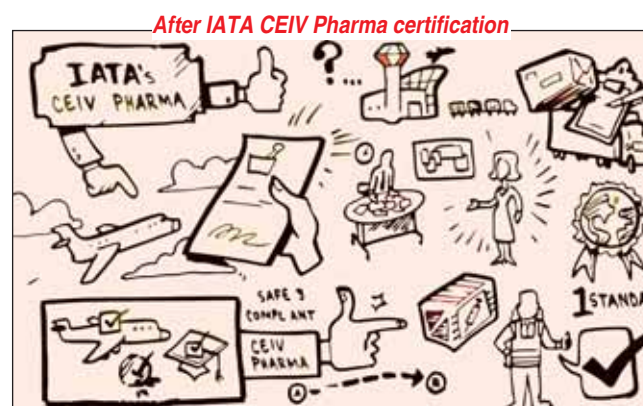
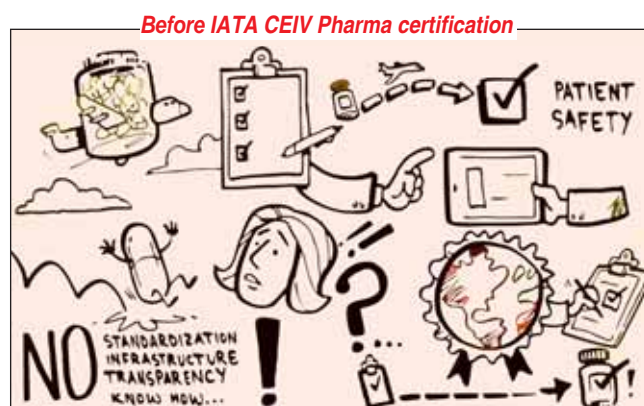
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Uniformity is essential for growth

The pharmaceutical logistics industry has relied heavily on air transport due to its speed and efficiency, but it has been declining over the past decade due to lack of compliance, standardisation, accountability and transparency. IATA CEIV Pharma certification is an effort towards increasing air freight for pharma shipments.

KALPANA LOHUMI

Transporting pharmaceuticals from one point to another is equivalent to handling precious lives. Hence, it is crucial to assure the product's integrity. Adding to the complexities of the product; logistical ordeal such as temperature excursions, customs delays, packaging breakdowns, incorrect shipping, and packing choice are all risks allied to pharma shipments.



Transporting pharmaceuticals by air is even complex, demanding and often challenging, as temperature shall be maintained constant. At every step of the supply chain, stakeholders are responsible to ensure compliance with regulations that the product reaches their destinations without any compromise.

failures and to help organisation and the entire air cargo supply chain gets on the right track to achieve pharmaceutical handling excellence, International Air Transport Association (IATA) launched the Center of Excellence for Independent Validators (CEIV) Pharma Logistics programme in 2014. The goal is to uplift industry know how and bring transparency en route.

"A concentrated effort to improve the level of competency as well as operational and technical preparedness is urgently required to maintain certain standards in air cargo's market for global pharmaceutical product transport. The industry identified a need

assure product integrity. As a result, IATA has taken a leading role in supporting the air transport industry to comply with pharmaceutical manufacturers' requirements."

ensures that facilities, equipment, operations and staff comply with all applicable standards, regulations and guidelines expected from pharmaceutical manufacturers. The overall goal is to elevate the industry know-how and achieve global standardisation," he added.

Transparency and cooperation is essential to safeguard patient safety. And, here lies the need of global standardisation for air transportation of pharmaceuticals. To overcome such international

Explaining what CEIV Pharma is and why it is required, **Vipan Jain**, Chairman, BAR (I) Cargo Committee - N.R, says,

IATA has taken a leading role in supporting the air transport industry for pharmaceutical manufacturers

to build a network of certified pharmaceutical trade lanes that meet consistent standards and

"The business relies on air transport for its speed, consistency

and efficiency in delivering high-value, time-sensitive, temperature-controlled products. CEIV Pharma

Talking about the issues that have got solved with this certification, Jain said, "Air cargo's share of the global pharma product transport has declined from 17 per cent in 2000 to 11 per cent

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Constant innovation and service fuel Emirates

Jassim Saif, VP Cargo Commercial, Emirates Airline, West Asia and South East Asia, says there has been a significant growth in Indian exports particularly for pharmaceuticals and automotive goods and perishables.

 PEDEN DOMA BHUTIA FROM DUBAI

How has the Indian market developed for the group? What are your expectations from the country to support your business?

India is an important market for Emirates SkyCargo and we



Jassim Saif
VP Cargo Commercial, Emirates Airline, West Asia and South East Asia

are one of the major facilitators of international air cargo from the country. Emirates SkyCargo helps connect our Indian customers to business partners across more than 150 destinations across the world.

Despite global economic challenges, there has been a significant growth in Indian exports particularly for pharmaceuticals, engineering and automotive goods and perishables. India continues to be a strong contributor to the overall growth of Emirates SkyCargo with cargo from India moving to Europe, North & South America, Africa, Southeast Asia and Australasia.

The large diversity of products being moved from India combined with the fact that Emirates SkyCargo operates to 9 destinations across India, including dedicated freighter services out of

Mumbai, Delhi and Ahmedabad make India a very important market for us.

What are the most important issues the industry is facing at the moment? How should we prepare for the challenges of the next five years?

Globally, the air cargo industry is very competitive and is experiencing an overall slowdown in demand because of

“
For Emirates SkyCargo, the key to success is having our customers at the centre of all that we do. We work closely with our customers, understanding their needs
”

the complexities facing the global business environment.

For Emirates SkyCargo, the key to success is having our customers at the centre of all that we do. We work closely with our customers, understanding their needs and adapting our services and offerings. It is imperative that we demonstrate the value that we are adding to our customers. By doing this well, we enable our customers to further add value to their stakeholders. An additional factor for success in the market is a focus on constant innovation and service improvement.

We have recently launched a number of new innovative products such as White Cover Advanced- a next generation version of our innovative protection product for valuable temperature sensitive cargo, White Container- a temperature controlled container with thermal insulators to counteract

TRIVIA:

◆ For the financial year 2015-16, Emirates SkyCargo carried 2.5 million tonnes of freight, a growth of over 6% from the previous year

high external temperatures and the Emirates SkyCargo Cool Dolly- a special piece of equipment that transports cargo from the aircraft to cool storage areas, while maintaining temperatures of as low as -20°C.

What is the volume of tonnage the airline has been carrying globally – both belly and dedicated freighter services? How much capacity do you deploy from and to India?

For the financial year 2015-16, Emirates SkyCargo carried 2.5 million tonnes of freight, a growth of over 6% from the previous year, and maintained its position as the

Contd. on page 10 ▶

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CARGOTALK

EDITORIAL

Plunging ahead logistically

The first Bangladeshi cargo truck arrived in Delhi in the month of September, creating history, by moving seamlessly through customs free borders. This trial run was organised to help develop the protocols for implementing the Bangladesh Bhutan India Nepal (BBIN) Motor Vehicle Agreement (MVA).

Despite being the fastest mode for movement of pharmaceuticals, air is losing its share in pharmaceutical transportation. The IATA CEIV pharma certification is helping the industry in setting new standards and working with aviation industry stakeholders to achieve excellence in pharmaceutical handling. Many airlines, be it Turkish Cargo, Lufthansa, Air France KLM, are joining CEIV pharma community to ensure that pharmaceutical shipments are handled reliably.

Emirates SkyCargo has been awarded the certification of compliance under the EU Good Distribution Practice guidelines (GDP) for medicinal products for human use.

The country's diverse climate allows it to become one of the world's largest producers of fruits and vegetables but lack of basic infrastructure, it is making us lose a good amount of revenue from perishables. CARGOTALK throws light on one of the most important parameters of infrastructures, i.e. packaging, to understand its importance in the logistics of perishables. GMR International Hyderabad Airport organised a one-day workshop, realising the need of adequate infrastructure for handling of perishables. India's first Good Distribution Process (GDP) warehouse unveiled cargo satellite building at the Hyderabad airport to exclusively handle pharmaceutical logistics.

There has been a tremendous growth in the country's logistics sector. Moreover, with GST in line, industry leaders are expecting to witness ease of doing business in logistics, resulting in growth of the sector.

TIACA's 'ACF 2016' in Paris

Air Cargo Forum (ACF) 2016 is scheduled from October 26-28, 2016 in Paris. The event will be attended by more than 3,000 decision makers from across the globe with over 150 exhibitors.



CT BUREAU

TIACA's 28th International Air Cargo Forum and Exhibition would provide an opportunity to the conference participants, visitors and exhibitors to ponder on how to sail through the trying times. Sanjiv Edward, Chairman, The International Air Cargo Association (TIACA) says, "Various industry predictions suggest that the worldwide air cargo logistics market will experience a 5.97 per cent compounded annual growth rate through 2019.

One of the major factors driving the growth of the global air cargo market is the increase in the number of online retail stores," he explained. IATA's forecast suggests an average growth rate of 4.1 per cent per annum.



Sanjiv Edward
Chairman
The International Air Cargo Association (TIACA)

Issues at Hand

Currently, TIACA is looking at how to simplify the security processes by making sure that whatever information

is being used is accurate and goes on time. Secondly, the international body is looking at standardisation of security equipment to bring manufacturing and utilisation cost down. "eFreight is another important thing wherein we want to emphasise more on embracing technology to achieve speed. TIACA is driving in terms of innovation, process simplification and technological enhancements," he said.

Eye on India

"I see a lot can be done in terms of bringing efficiency in the logistics trade, reducing logistics cost, improving the time we usually take and giving our exporters and importers the edge in the logistics. We need to interact with global organisations," Edward advocated.

Rowing through transformation

Frost & Sullivan report, 'Strategic Insights on the Logistics Industry 2016', states that government reform initiatives, promotion of manufacturing and trade, is improving investment climate and shall transform the industry.



CT BUREAU

The Indian logistics Industry is expected to grow at a CAGR of 8.6 percent between 2015 and 2020, which grew at a CAGR of 9.7 percent during 2010-2015. Transportation and communication accounted for seven percent of the nation's GDP in 2015, accounting for around US \$130.44 billion. The key drivers of this growth are infrastructure investment associated

and Africa. Containerised cargo tonnage is likely to cross 123 million tonne in 2016 and is likely to grow by four per cent driven by port modernisation and expansion plans. The road freight volume in India is forecasted to be 2211.24 billion freight tonne kilometre growing at 4.7 per cent. The Frost & Sullivan analysis finds that the



Key Trends:

- ◆ Government initiatives to promote the manufacturing sector and exports are likely to increase the demand. Trade with Asia, Europe, and North America are likely to remain major drivers for freight forwarding and transportation companies.
- ◆ Major investments by both public and private sectors in the last five years on infrastructure, technology upgrades and expansion of sea and airport facilities, and dedicated logistics corridor in the rail network are expected to strengthen the Indian logistics infrastructure.
- ◆ The booming e-commerce market in India is bringing in new opportunities for LSPs.
- ◆ The expected implementation of GST is likely to transform the distribution structure.

with ports, airports, and other logistics development plans. Sea freight in India is expected to grow by 5.7 per cent driven by the demand from Asia, Europe,

logistics industry is expected to increase by over eight per cent during the forecast period. The factors that can drive this growth include, high costs of

maintaining in-house logistic activities, rising complexity in supply chains due to growth in global sourcing and distribution practices, among others.



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First GDP compliant warehouse by KWE India

After Hyderabad, KWE is keen to set up similar warehouses in Mumbai, Delhi, Bengaluru and Ahmedabad. The facility aims to utilise logistics support for the pharmaceutical shipments for both import and export trade.



KWE India has unveiled India's first Good Distribution Process (GDP) warehouse at the Hyderabad airport cargo satellite building to exclusively handle pharmaceutical logistics. Mineo Suzuki, Managing Director, KWE India inaugurated the facility. Strategically located at the country's pharmaceutical hub, this facility will be utilised to provide logistics support for the pharmaceutical shipments including both export and import trade.

Set up in non-bonded area, the state-of-the-art facility is equipped with 24x7 temperature ambient control, CCTV, control access, racking, temperature and humidity indicators, alarm system and skilled and trained manpower to follow GDP compliant process throughout

TRIVIA:

- ◆ Good response evinced from clients prompts KWE India to immediately expand Hyderabad facility
- ◆ Mulls to set up similar warehouses in Mumbai, Delhi, Bengaluru and Ahmedabad in a phased manner

shipment handling. With this launch, KWE India will become the first to set up a unique and one-of-its-kind facilities by any freight forwarder and logistics company in India.

Karthi Baskar, Deputy Managing Director, KWE India, said, "We have been at the forefront of introducing innovative logistics solution in India and this project marks a new milestone in our journey to carve a niche in offering contemporary solutions and address unique needs for the growing economy."

"The pharmaceutical companies in the region have evinced overwhelming response for utilising the services provided by KWE at the dedicated warehouse. Following this response, KWE management is keen to further expand its warehousing space and has already reserved two additional block spaces in the upcoming cargo satellite building of GMR Hyderabad," informs Baskar.

The concept of dedicated pharmaceutical warehouse is expected to help pharmaceutical clients of KWE to follow GDP quality assurance consistently as required



by the marketing authorisation (MA) or product specification. In KWE group, GDP is already operational in KWE Europe in countries including UK, Ireland, and Germany. KWE's Hyderabad warehouse is designed to comply

all the basic handling, storage and transportation of temperature sensitive pharmaceutical products as per guidelines from IATA, CDSCO, European Commission, USP, IPEC, PDA and other different health regulatory bodies.

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Enabling optimum avenues for pharma

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in 2013. This reduction in market share is due to a lack of compliance, standardisation, accountability and transparency across the air transport supply chain. The programme which includes implementation planning, on-site assessment, training and validation, marks a new standard in the pharmaceutical logistics industry and raises the benchmark for compliance with industry regulation. With this certification, the IATA has developed a global standard for pharmaceuticals transport for the first time. The certification process is bit new in India and even globally to realise benefits.”

According to Jain, “By establishing a common baseline from existing regulations and standards, this certification ensures international and national compliance to safeguard product integrity while addressing specific air cargo needs. With this new IATA CEIV certification for pharmaceuticals, we expect industry to retain more business and can prove to be a turning point in years to come when the entire supply chain will be benefited out of the certification.”

Airport’s perspective

“Currently, 18 international airports are CEIV certified. This certification ensures the integrity of the pharmaceutical products throughout the supply chain and gives an assurance to the customers that supply chain is capable of handling the pharma products at required temperature during transportation and goods are handled by trained staff as per the required norms and compliances,” says, **Sanjiv Edward**, DDP Trailblazer, India Cargo Awards 2015 & Head- Cargo, Delhi International Airport.

IATA’s CEIV certification also guarantees customers that the global and consistent approach is being followed for the product from origin to destination.

Talking about the issues he said, “In the past, the various stakeholders involved were striving to achieve individual excellence



Vipin Jain
Chairman
BAR (I) Cargo Committee - N.R



Sanjiv Edward
DDP Trailblazer, India Cargo Awards 2015 and
Head - Cargo, Delhi International Airport



Şeref Kazanci
SVP
Turkish Cargo

products by air. Transportation of pharmaceuticals and healthcare products is a priority for Turkish Cargo. Achieving IATA CEIV Pharma certification means that our customers can have the confidence that their sensitive cargo will be handled – at every stage in the process – in accordance with the very best practices,” notifies Kazanci.

Freight forwarders perspective

Air freight handlers today require specific capabilities to manage pharmaceutical products compared to products from other type of industries.

“The CEIV certification is not just another certificate but a validation of process for the end-to-end cold chain and pharmaceutical handling process. The ultimate objective is to achieve improved levels of competency, operational and technical awareness. The benefits will be achieved to the shippers, carriers (airlines) and handlers like freight forwarders, truckers and terminal operators. With a more trusted chain, the shippers will be able to have lesser regulations and produced material will be ready for instant carriage instead of waiting for checks at the hands of various auditors,” points **Yashpal Sharma**, Face of the Future, India Cargo Awards 2015 and Director, Skyways Group.

“CEIV Pharma is certainly a concerted effort to improve the level of competency and setting standards to both operational and technical compatibility,” notes **Rahat Sachdeva**, Vice President - International Logistics, Rahat Continental, in addition, “Looking at the continuously increasing demand worldwide, CEIV has further added confidence to the supply chain which will be a boost to the air freight fraternity. Such certifications certainly buoyant stakeholders, having pharma expertise in the supply chain, to consider air as a mode for the movement of pharmaceuticals in order to cope up with the industry demand.”

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“
Air cargo’s share of the global pharma product transport has declined from 17 per cent in 2000 to 11 per cent in 2013. The certification process is bit new in India
”

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We expect that CAGR in pharmaceutical air movement will reach a level of 10 per cent in the next five years from the current level of around six per cent
”

“
IATA CEIV Pharma certification is recognised as one of the most important indicators of our process for pharmaceuticals shipments
”

but the supply chain was as strong as the weakest link. As part of the CEIV certification programme, the emphasis is on creating a robust ecosystem for the pharma supply chain thereby guaranteeing better control and compliance.”

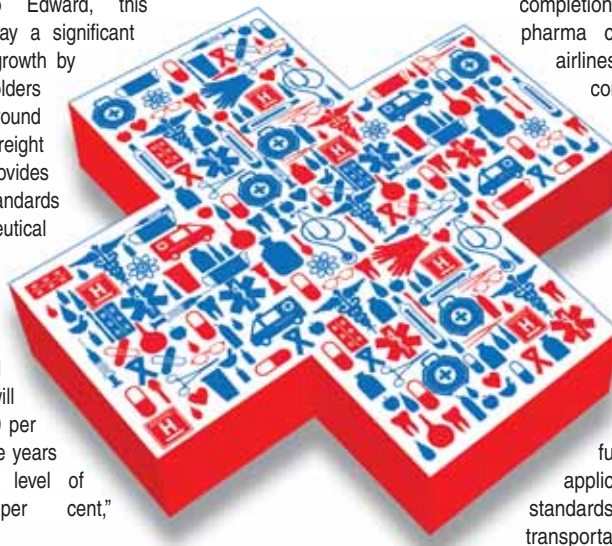
According to Edward, this certification will play a significant role in air cargo growth by certifying stakeholders like airlines, ground handlers, freight forwarders. It provides international standards to the pharmaceutical products by providing end-to-end solution. “We expect that CAGR in pharmaceutical air movement will reach a level of 10 per cent in the next five years from the current level of around six per cent,” notifies Edward.

The airline view

Turkish Cargo has recently gained the IATA CEIV certificate for its pharmaceutical operations after meeting the IATA’s CEIV standards. Explaining how this certification is helping the airlines

in order to increase transportation of pharmaceutical products by air, **Şeref Kazanci**, SVP, Turkish Cargo, says, “IATA CEIV Pharma certification is recognised as one of the most important indicators of our process for pharmaceuticals shipments. The successful completion of IATA’s CEIV pharma certification process by airlines reinforce the airline’s commitment to meeting the high standards set by the pharmaceutical industry and legislators globally in the transportation of delicate and time-critical consignments.”

“By being certified by IATA CEIV Pharma, Istanbul Cargo Hub is fully compatible with all applicable pharmaceutical standards in order to increase transportation of pharmaceutical



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Understanding components of air freight

► Contd. from page 6

Coming to the issues required to get solved with the certification, Sharma, informs, "The opportunity to solve is certainly initiated to cover various aspects of the supply chain of pharmaceutical and life care handling. This would entail validation of knowledge, facilities, processes, training to stakeholders and above all recognise compliance."

On the similar note, Sachdeva adds, "CEIV has set standards which will not allow any kind of exertions in the supply chain and problems like temperature exertion, mishandling, mis-routing, to name



Yashpal Sharma
Face of the Future, India Cargo Awards 2015 and Director, Skyways Group



Rahat Sachdeva
Vice President - International Logistics Rahat Continental

a few should also be well taken care of."

Explaining the significance of CEIV Pharma certification, Sharma notes, "The challenge of dropping volumes by air freight has

will always make air freight the first choice for the pharma industry. This CEIV certification will be a solid proof of a process-efficient supply chain. IATA has taken the right step by introducing the CEIV certification and let alone



“
The CEIV certification is not just another certificate but a validation of process for the end-to-end cold chain and pharmaceutical handling process
”

“
CEIV Pharma is certainly a concerted effort to improve the level of competency and setting standards to both operational and technical compatibility
”

been due improved transits and operations by ocean, road and rail carriers. Each mode of transport has been competing with each other and likewise the air freight industry needs to continuously reinvent and improvise itself. With large number of pharmaceutical products being temperature controlled, the quicker the travel time the lesser are the chances of any temperature excursions which

five years down the line, there will be an improved recognition from the shippers and consignees in air freight especially for vaccines carried much earlier due this," added Sharma.

Sachdeva estimates a growth of minimum 30-50 per cent over next half a decade. "Where there is quality, there is always quantity," he opines. ↴

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'We connect customers to 154 destinations'

►Contd. from page 3

world's largest international cargo airline carrier as measured by freight tonne kilometres flown (FTKMs).

In the Indian market, Emirates SkyCargo offers a monthly capacity of over 15,000 tonnes across nine airports- Ahmedabad, Bangalore, Chennai, Cochin, Delhi, Hyderabad, Kolkata, Mumbai and Thiruvananthapuram- through both belly hold capacity on passenger flights as well as dedicated freighters. Additionally, Emirates SkyCargo also operates freighter services to select destinations on an ad hoc basis to support customer requirements.

What are the vital trends that will shape the air cargo industry?

The air cargo industry is moving towards more specialised offerings for specific business verticals such as pharma and retail. We recently launched Emirates SkyPharma, a new purpose-built facility dedicated exclusively to the timely and secure transport of temperature sensitive pharmaceutical shipments at Dubai International Airport (DXB). We have

also been awarded the certification of compliance under the EU Good Distribution Practice guidelines (GDP) for medicinal products for human use by Bureau Veritas. Emirates SkyCargo is the first cargo airline in the world that has obtained GDP certification for its hub operations covering two airports and the 24/7 bonded trucking service that connects cargo between them.

The carrier also operates the largest GDP certified area in the world offering a total area of 8,600 square metres of combined handling space dedicated for pharmaceutical products at Dubai International Airport and Dubai World Central. The global retail industry is also



a significant impact on how the air cargo industry evolves in the near future. Business will move away from retailers importing and stocking

receive their orders in a timely and secure manner.

World Central) flies to more than 50 destinations around the world.

Which are the top markets to which cargo can be transported?

We currently connect cargo customers to 154 destinations globally across 82 countries in six continents. We connect both primary as well as secondary destinations in key markets offering a significant advantage to our customers. Emirates SkyCargo's fleet of 15 dedicated freighters that operate from Emirates SkyCentral (Dubai

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Emirates SkyCargo is the first cargo airline in the world that has obtained GDP certification for its hub operations covering two airports

witnessing significant changes as more and more people globally move away from the traditional retail to ecommerce. This will have

products to a model where large distribution centres are maintained at various locations ensuring that customers who have ordered online

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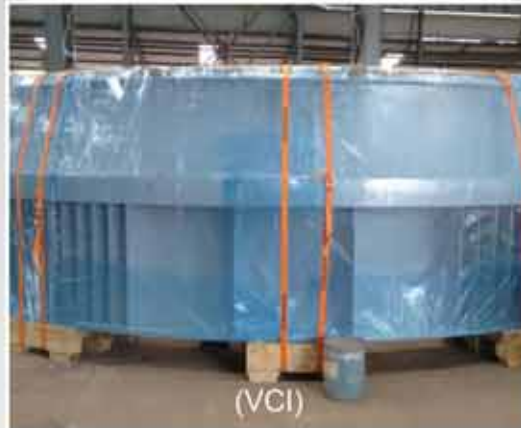
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Enabling efficient logistics

Consumers have high expectations when it comes to the availability, reliability and quality of food and perishable goods. CARGOTALK discusses the role of packaging, successful transportation and management of perishable products in the entire supply chain and the solutions present in the trade to enhance its growth.



CT BUREAU



Sunil Kohli

Managing Director, Rahat Cargo

Packaging food, fresh fruits and vegetables is one of the vital steps in an inordinately long travel from grower or pack-house to consumer. In the packaging process several modes such as hampers, baskets, cartons and bulk bins are convenient containers for handling, transporting, and marketing fresh produce. However, the trend in recent years has moved towards a wider range of package sizes to accommodate the diverse needs of wholesalers, consumers, food service buyers, and processing operations.

All produce containers should have sufficient stacking strength to resist crushing in a low temperature, high humidity environment. Produce destined for export markets requires, containers that are extra sturdy. Air-freighted produce may require special packing, package sizes and insulation. It is important that packers, shippers, buyers, and consumers need to consider the quality of the contents do not get deteriorated in the entire process while cost of the packaging also remains reasonable in order to contain an overall pricing. Re-cyclability of the packaging material, attractive packaging that enhances sales appeal, and the kind of packaging that does not affect the shelf life of the content are few points that should also be kept in mind by the packers and shippers to achieve an optimal advantage.

Sunil Arora

Managing Director, Delta Air Freight

Packaging plays a very important role in perishable commodities. The major cost of perishable logistics lies in the movement of produce via air. Hence, packaging must be sturdy enough to resist damage during storage and transportation of a produce to market. It has to be light weight because one cannot afford a 50 kg or 70 kg packing as it adds to the cost of the product. And, at the same time it has to be perishable friendly. Most of the exporters are using poor packaging which is ensuing in to the loss of cargo. In my opinion, custodians namely Celebi or CSC should bring in some packaging standards and loading facility available to the exporters wherein they can go to their factory premises where loading can be done like the way it is done on hanging garments.

Perishable market is growing significantly and multi-fold. There is a need to conduct some training classes for the freight forwarders and exporters on packaging standards for perishables. It is important to promote importance of packaging of perishables through some symposium or seminar on 'perishables packaging or handling'.



HIGHLIGHTS :

- Packaging materials contribute a significant cost to the produce industry.
- Air-freighted produce may require special packing, package sizes, and insulation.
- Packaging must be sturdy enough to resist damage during storage and transportation of a produce to market.
- There is a need to conduct some training classes for the freight forwarders and exporters on packaging standards for perishables.
- Logistics knowledge for this product is extremely important from government regulation, securing the product (well- built pallet), protecting the pallet (environment impacts) and logistics efficiency (speed & integrity).
- Right packaging solution is the beginning of the successful handling of any perishable commodity.
- Innovations in packaging material, design and labelling provides new opportunities to improve efficiencies.
- The quality deterioration and wastages can significantly be reduced by introduction of modern innovative packaging.
- A 'fit for purpose' packaging has a vital role in protecting the produce in its journey through the supply chain and significantly reduces the losses during storage and transport.

for food and perishable goods

Shubhendu Das

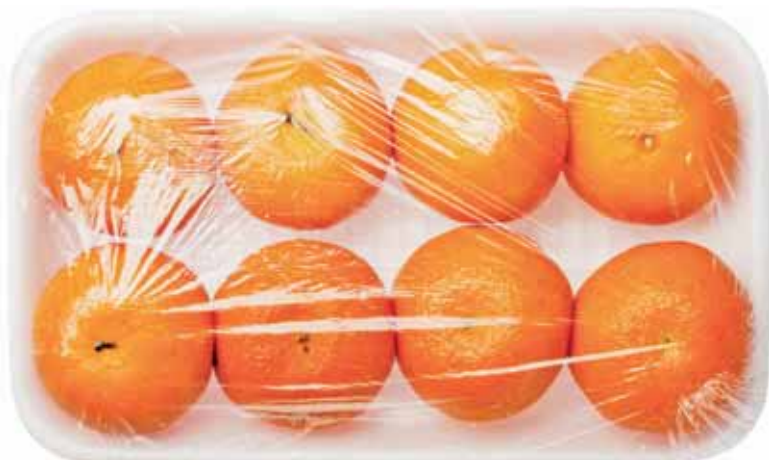
MD, Hellmann Worldwide Logistics India and India Cargo Awards, 2015 Winner



Despite being the world's largest producer of milk, second largest producer of fruits and vegetables and also a significant producer of meat and poultry, unfortunately, the country is also considered as the world's biggest food waster. Annual cumulative wastage for fruits and vegetables is approx 18 per cent and fish/meat /poultry range from 2.5-4 per cent. It is estimated that more than 20-30 per cent of the food profit losses derive from spoilage between the time the food is prepared/harvested and the time it is available at the shelf for consumer due to under developed cold chain infrastructure and knowledge.

Logistics knowledge for this product is extremely important from government regulation, securing the product (well-built pallet), protecting the pallet (environment impacts) and logistics efficiency (speed & integrity). We work closely with customers to improve knowledge and providing various global logistics solutions from packaging materials (having superior insulation, cost effective, saving warehouse space & disposing efficiently), refrigerated warehousing and door-to-door temperature controlled transportation. The solution of controlled environment is given through specific data logger, enviro-tainer, thermic packaging, dry ice or gel packs and choice of airline and shipping lines.

We help customers to enhance quality and shelf life of their products by allowing products to respire normally, prevent weight (moisture) loss and protection against fumigation thus helping them to reduce wastage and financial losses.



Piyush Kumar Singh

CEO, Indus B2B Solutions

Packaging plays a pivotal role in the successful transportation and management of perishable products in the entire supply chain by reducing wastage in transport and storage. Innovations in packaging material, design and labelling provides new opportunities to improve efficiencies. Product protection is the primary goal for packaging sustainability, and sometimes this requires trade-offs between packaging and food waste.

Consumers now demand fresh and processed food all the year round, often source globally, in a form that is safe and convenient. A combination of different materials are used in primary and secondary/territory packaging to contain, protect, preserve, distribute and sell each food item. The important role packaging plays in the global food supply chain is often under estimated.

Ashish Mahajan

CEO Landmark Logistics



Right packaging solution is the beginning of the successful handling of any perishable commodity. Getting perishable goods from their source till to the end customer is always a challenging task and right packaging plays a very important role in its handling. In India we are exposed to dust, excessive weather condition like heat, rain or cold, moisture, to name a few. Besides that usage of poor quality of packaging material, unskilled labour and there are many more challenges in this whole supply chain for safe delivery of sensitive packages.

Besides, the right temperature we have to take care of the dust, pressure and any other impact. We must be sure of good quality package used in packing so that it can handle multiple handling. For fruits and vegetables, package must be having appropriate ventilation. Besides, gel packing and hassles of usage of dry ice now, some of the service providers have started one time use of temperature control packages in some developed countries. Similarly, airlines and shipping carriers have also increased their equipments for handling perishables. A lot of innovations are happening in the industry to ensure safe transportation of all such sensitive goods.



B. Jagdish Rao

Business Head – Safal Retail Business, Mother Dairy Fruit & Vegetable

India is the second largest producer of fruits and vegetables after China. In spite of the huge production, the per capita availability of fruits and vegetables is quite low because of post harvest losses which are estimated to be about 25-30 per cent of production. There is lack of basic as well as specialised infrastructure such as sorting-grading and packaging facilities, cold storages, cold chain, ripening chambers etc. Also, there is a missing link between production and research system and consumer preferences.

It is reported that only 10-11 per cent of the fruits and vegetables produced in India use cold storage and the packaging is done in a traditional way. The quality deterioration and wastages can significantly be reduced by introduction of modern innovative packaging, increasing cold storage capacity and introduction of cold chain in logistics and marketing. With the emergence of organised retailing in fruits and vegetable along with other processed food items through supermarket or hypermarket, the customer preference for safe and packed items is increasing and this has opened up opportunities and challenges to respond to varied consumer requirements.

Innovative packaging, design and labelling are initiatives taken and successfully implemented by Safal in fruits and vegetables for more than three decades now. Safal's fruits and vegetable supply chain connects to 8,000 growers spread across 16 states. Its 415 retail outlets across Delhi and Bangalore promise to deliver more than 120 SKUs and 350 MT of fruits and vegetables in a day. Our success lies in daily collection of fresh green and leafy vegetables directly from farmers' fields and transported through road, rail and air logistics. Delhi's facility has the finest and the biggest cold chain infrastructure and handles upward of one lakh MT of fruit and vegetables annually for retail business.

We have introduced plastic crates as the primary packaging to handle the perishables in F&V supply chain way back in 80's followed by carton and tray packs in Himachal apples, carton packs in domestic mangoes and so on. Safal sources its entire banana requirement in crates reducing the quality deterioration and wastages significantly.

Newer packaging options include net bags, punnets, cling film, shrink film, tray packaging, etc. We have beautifully blended packaging in F&V retailing to offer convenience and added delight to customers. Further to this, we are also exploring breathe way intelligent packaging for fresh produce. Trials using Modified Atmospheric Packaging (MAP) for fresh F&V and options of 'Membrane Technology' on certain packages of fresh-cut vegetables to extend the shelf life from few hours to days are underway.

Maya all set to conquer the North & East

Acknowledging the backbreaking work of the true runners of the industry, India Cargo Awards 2016 (North & East) will be held at Hyatt Regency Gurgaon on October 13, 2016. **SanJeet**, Mentor, India Cargo Awards talks about the second edition of the prestigious awards.



CT BUREAU

What are your expectations from the second edition?

The first edition of North & East awards, that was held in Jaipur, had really gone well. We have recently hosted our West & South awards in Pune and are expecting more participation and encouragement from the industry.



SanJeet
Mentor
India Cargo Awards

How have the awards evolved since its initiation?

It is growing step by step and developing with the industry. The awards helps to take the industry to the next level. With this concept we

are trying to encourage the industry, and we feel it is gradually, but surely rising through this unique thought.

What do the awards bring for the industry?

With India Cargo Awards, we are trying to take the industry to new heights by recognising the contribution of doers. These awards

“
With this concept we are trying to encourage the industry, and we feel it is gradually but surely rising
”

recognise extraordinary efforts of people who have made a real difference to the sector.

What do you feel about the cargo industry in current times?

With the number of government initiatives, the industry is growing rapidly. The service providers are leaving no stone unturned in coming up with more solutions.

“ India Cargo Awards honour the achievers of the industry, those, who have gone above and beyond to make a difference. India Cargo Awards recognises the talent at the regional level and, has now become a benchmark of excellence for businesses and organisations in the cargo sector. We have received nominations from the remotest corners of the regions. The awards in the various sectors help the winners in improving their relationship with the suppliers, build credibility, and guide them to break into new markets. ”

Gunjan Sabikhi
Convenor
India Cargo Awards



“ The upcoming awards are one of the most coveted awards in the cargo industry. It is an incredible opportunity to be a part of these awards, and a matter of great honour for us. These awards are an inspiration for us to strive towards the growth of our business accordingly. With the changing times and the push towards the ecological approach, the cargo industry has made its way towards eco-friendly mediums. The thought is to deliver maximum output using minimal resources. Moreover, with the commencement of the travel, cargo and hospitality industry, the focus is to build the brand with the maximum number of results by keeping the thought of sustainable approach at a distance. ”

Roger Wright
General Manager
Hyatt Regency Gurgaon

Flashback from India Cargo Awards 2015, Jaipur



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



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



Sanjiv Edward, Head Cargo Business, DIAL is the 'DDP Trailblazer'.



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



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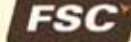
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'Bangladesh, India's largest trading partner'

Shanmugam Senthilnathan, MD, EFL – India & CEO, EFL Global tells CARGOTALK that with the implementation of the MVA, there will be a clear advantage, both in terms of time and cost in the entire supply chain. The first trial-run of Bangladeshi vehicle rolled in New Delhi, early September 2016.



CT BUREAU

Let's begin with the journey of making this historic event; please share your experience.

The BBIN (Bangladesh-Bhutan-India-Nepal) trial run was a truly unique development in cross-border trucking operations between India and Bangladesh. It shows a real commitment on the part of the BBIN countries towards enhancing trade and economic cooperation in the region. The talks towards such an agreement have spanned more than a decade, as all the stakeholders tried to understand how it would change the status quo.

The eventual signing of the MVA (Motor Vehicle Agreement) in 2015 has enabled the consolidation of customs formalities at border customs stations, making the passage of cargo more effective, while still ensuring utmost security. Expo Freight Private Limited (EFL) is honoured to have been entrusted with the responsibility of carrying out this trial run.

How will the trade relation between India and Bangladesh enhance with this cross border movement?

In spite of the proximity between the two countries, logistics has always been a challenge. Now, in the aftermath of the MVA, Bangladesh stands to gain revenue not just from trade with India, but also from trade between various Indian regions (i.e. the North East and the rest of the country).

Trade and investment between India and Bangladesh have



Shanmugam Senthilnathan
Managing Director, EFL – India
& CEO, EFL Global

The MVA in 2015 has enabled the consolidation of customs formalities at border customs stations, making the passage of cargo more effective, and ensuring utmost security

increased considerably in recent years. Bangladesh has emerged as India's largest trading partner in South Asia.

The present bilateral trade between the two countries stands at \$6.5 billion, but Bangladesh's exports to India accounts only for a meagre \$500 million. In their bid to minimise the persisting trade deficit, both countries have taken steps that include the creation of two exclusive economic zones for India in Bangladesh. The MVA will

work in conjunction with these other agreements to promote trade and mutual cooperation between the two countries.

What challenges were faced to make this transshipment a success?

The challenges were mostly with regard to understanding how this policy would change our day to day, and long-term operations. We also faced 'first-time' issues where we couldn't rely much on precedent, but rather intuition and dialogue.

Therefore, we kept our communication channels between government officials, clients and partners open to avoid any confusion.

Furthermore, while working on the fine details of carrying out this trial run, we also tried to anticipate how we could work under the

transshipment procedure which involved the inspection and verification of the E-seal that was affixed to the truck in Bangladesh.

The present bilateral trade between the two countries stands at \$6.5bn, but Bangladesh's exports to India accounts only for a meagre \$500mn

MVA to provide greater integration and efficiency to our customers in the future.

The truck also had a GPS system attached to it, whereby one could track its journey.

What made the consignment not undergo any customs clearance at the border?

At the Benapole-Petrapole border, we availed ourselves of the new customs

If the trial run does well, what will be your further scheduling for shipment to and from Bangladesh?

We will have regular scheduled cross border trucking operations each week that will benefit our customers' and contribute to the growth of trade. ↴



Rivigo adds 100 new cities for part-truck



CT BUREAU

By adding more than 100 cities to its pan India coverage, to meet festive rush, Rivigo has announced a significant expansion of its part-truck load capability – Rivigo Zoom. With Rivigo Zoom, Bangalore to Guwahati can now be connected with a four-day transit; Delhi to Guwahati in less than three days; and Delhi to Bangalore in less than three days

as well. The expansion coincides with the company acquiring 1,200 trucks from Ashok Leyland to take its fleet size to 2,700 by the year end.

Deepak Garg, Founder and Chief Executive Officer, Rivigo said, "We are confident that these improved transit times, and the broader network will enable significant enhancement in our customers' market share through



Deepak Garg
Founder and Chief Executive Officer, Rivigo

With Rivigo Zoom, Bangalore to Guwahati can now be connected with a four-day transit and Delhi to Bangalore in less than three days

higher customer delight and zero lost orders in the upcoming festival season." Rivigo has made advancements specifically targeted to meet the forthcoming festival demand. Enhancements includes live consignment tracking through technology, rapid assured claims, a 24/7 customer experience and precision delivery with lowest lead times through a unique driver relay mechanism. ↴

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Fashion logistics: Time is of the essence

With the frequently changing taste of the consumer, the fashion industry has become much more competitive and demanding, and to hit the spot, efficient logistics and supply chain management is crucial. CARGOTALK brings to you the intricacies that go into fashion logistics.



KALPANA LOHUMI

It is always captivating to see the amazing collection of brands like Zara, H&M, Marks & Spencers et al. Nowday's people want to be fashion savvy and ahead of the pack. Consumer knows no limits and expecting to shop for products at any time of the day and in any location around the world. But who made the latest trends and fashion on shelves on time? Fashion is a fast business and highly globalised with raw material sourced from one place, manufactured in another and despatched to customers in any number of countries. Supply chain management and logistics is a critical success factor in the fashion business. Not only do supply chains play a crucial role but also need to be flexible and responsive to adapt to the fluctuations in demand. Lead times, accuracy, reliability and availability are all of significant importance. Let's hear from the forwarders what tailor made solutions they are offering to trade.

Mansingh Jaswal, Director, Genex Logistics, points, "Trend-driven makes the fashion industry



Mansingh Jaswal
Director
Genex Logistics

highly dynamic from a logistics perspective. Apparel retailers have a complex and unforgiving business model. No matter how full a store's shelves may be, profits are only achieved once an item is in the consumer's hands," in adding, "This requires a very agile and responsive supply chain to make the physical goods available at the point of sales and to generate a trail of data regarding the unit sold."

"Whether it is about managing a distribution centre, or delivering an e-commerce order, we keep supply chains speedy by shortening delivery lead times and adding value to the overall experience," he informed.

According to **Ravinder Katyal**, Director Air Freight & Co-Load - ISC, DSV Air & Sea and India Cargo Awards, 2015 Winner, "Reliable carrier solutions with competitive edge on pricing along with door deliveries are the essentials to maintain accuracy, reliability and availability of the trend-driven fashion industry. The supply chain



Ravinder Katyal
Director Air Freight & Co-Load - ISC
DSV Air & Sea and India Cargo Awards, 2015 Winner

management of fashion industry starts from vendor management to smooth transportation along with documentation along with distribution by the IT platform."

With similar views, **Vaibhav Vohra**, Director, Continental Carriers and India Cargo Awards, 2016 Winner, says, "Within our process flow, we have gone one step ahead and distinguished between fashion & fast-fashion. Having a background where we ourselves have set up manufacturing units in the past,



Vaibhav Vohra
Director, Continental Carriers
and India Cargo Awards, 2016 Winner

we very well understand the pain points pertaining to the movement of this commodity. Dealing with pressures from buyers to meet time commitments, daily follow ups from production teams, to name a few. The tailor-made offering we provide allows manufacturers to not lose focus from their core activities. We



often assist our patrons by allowing slight flexibilities on cut-off times (wherever possible), prior follow up and updates from our end as

direct delivery of finished products to boutiques."

"DHL works in close partnership with the world's

Fashion brands need to partner with reliable logistics companies that offer technology embedded solutions to help tackle the complex environment

opposed to them having to chase us for details, and quick responses for queries, are some of the measures we take to ensure a good service standard is maintained."

R.S. Subramanian, SVP & Country Manager, DHL, shares, "Tailor-made express solutions address the latest trends in the fashion world and meet the specific needs of individual customers. We offer the entire logistics value chain of the fashion industry, from material purchasing, quick movement of samples and quality control of production to the



R.S. Subramanian
SVP & Country Manager
DHL

regulatory authorities and negotiates complex international shipping regulations at every major port, airport and border crossing point. Our portfolio of solutions extends to customised tracking services, customs clearance support and extra distribution routes to handle increased volume and those critical last minute deliveries. Based on the demands and trends, the merchandise needs to reach the market on time as well," he adds.

Ajay Khosla, DGM (Delhi & Uttarakhand), Jaipur Golden



Ajay Khosla
DGM (Delhi & Uttarakhand)
Jaipur Golden Transport, states

Transport, states, "Fashion market in present scenario is highly competitive; the internet and mobile phone technology had raised the gamble exponentially. This also brings apparel manufacturer closure to end consumer with a need to cater individual choice in shortest possible time. Fashion retailers and manufacturers are being urged to rethink their supply chains to adequately respond to the unpredictable 24x7 nature of consumer shopping."

Challenges ahead

"When we talk about apparels and their movements from one point to another, often at times we see that customers might have unrealistic demands about the standard of service vs. the price they desire. Expectations must be competitive; however, driving commercials so low does not seem justified since services have categories. Moreover, another issue we face is when improper packaging and in cases of unfavourable weather conditions, we face certain difficulties," feels Vohra.

"The understanding of fashion logistics by the players in the industry is not uniform. Many of them are not well versed with the new and emerging trends. Very few of them are time-sensitive. And this poses a challenge in enhancing the overall speed of logistics. They are in awe of technology and data and often hide that

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Benchmarking supply chain management

►Contd. from page 18

behind the veil of long but archaic experience," informs Jaswal.

"Further, apparel is theft prone. Not many companies are there who give theft-proof distribution services in India. They will deliver short and would be very quick in giving a 'certificate of facts' for claiming insurance," he continued.

"If we get the right support from these external parties, such as customs, ground handler, airline, shipping line, customer, etc we can achieve much more efficiency than what is existing," Vohra points.

"The way to manage uncertainty in fashion business is to improve the quality of the forecasting. Hence, there is a need to reduce the reliance that organisations place on forecasting, and focus on reducing lead-times," notes Subramanian.

Khosla opines, "The fashion industry has very short product life cycles and unpredictable demand and long and inflexible supply processes. These characteristics make the industry a suitable



avenue for efficient supply chain management practices. Practices experienced in the conventional management of the supply chain raised the need of to a new prototype supply chain management."

Keeping up the pace

Considering the nature of business and the challenges forwarders face to maintain the availability and reliability of trend-driven apparel market, it is necessary to understand what is needed to keep up with the rapidly-evolving world of the multi-channel retail marketplace? Katyal says, "Fastest deliveries and

organised inventory management are needed factors to match the speed."

According to Jaswal, fashion brands need to partner with reliable logistics companies that offer technology embedded solutions to help manage flexibility and tackle the increasingly complex fashion environment by avoiding delays and providing precise tracking.

"In a typical multi-retailer environment, such as an airport, shopping mall or urban shopping center, inbound goods are delivered by numerous suppliers to each

store, in small quantities. This means colossal inefficiencies and multiplication of effort, as well as large amounts of avoidable noise, pollution and inconvenience to the local population. What is needed is a consolidation platform, located close to the airport, shopping mall or urban shopping center. All deliveries then can be routed via the consolidation platform, significantly reducing the amount of inbound delivery traffic, leaving retailers free to focus on what they do best," notifies Subramanian.

Vohra believes that in order to be up-to-date with the rapid evolution of the retail marketplace one must rapidly evolve, as well as, innovate one's own service offering to this industry. Just maintaining consistent service levels or lower rate levels is not enough in today's time.

It is necessary to go a step further and assist our customers, overseas partners, local clearance teams, with whatever issues they may be facing.

"We believe in often conducting focus groups that will allow better discussions and hence, if problems are brought up, our focus is always to resolve them immediately. This creates room for a positive outlook as opposed to a certain redundancy which hampers development in this vertical. A constant reliability is the best gap that can be filled in any rapidly evolving scenario," opines Vohra.

"With increased marketing channels, outsourcing options and fashions changing not only from season to season but also within the same season, it is important for retailers to invest in creating a flexible and responsive supply chain.," adds Khosla.

DID YOU Know?
Continental Carriers was the first service provider in the country to introduce 'Garments on Hangers' for exports from India.

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Delhi International Airport Cargo Department, IGI Airport, New Delhi

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

S.No	Airlines	Export (MTs)	Import (MTs)	Total	S.No	Airlines	Export (MTs)	Import (MTs)	Total
1	Air India	3212	3127	6340	24	Indigo Cargo	269	268	537
2	Emirates	2152	1152	3304	25	Kuwait Airlines	192	307	499
3	Cathay Pacific	735	2495	3230	26	Japan Airlines	147	330	477
4	Jet Airways	1477	1688	3166	27	Saudia	428	45	473
5	Etihad Airways	1161	1546	2706	28	United Airlines	312	96	408
6	Qatar Airways	1620	1086	2706	29	Air France	277	131	408
7	Singapore	644	1303	1947	30	Air Asiac	200	160	361
8	Fedex Express Corpation	765	780	1545	31	Uni-Top Airlines	0	318	318
9	Lufthansa Cargo Airline	801	483	1283	32	Finnair	188	108	295
10	Kalitta Air	534	736	1270	33	China Air	125	111	236
11	British Airways	842	397	1240	34	China Eastern Airlines	63	129	192
12	DHL Express	494	529	1023	35	Oman Air	147	38	185
13	Thai Airways	145	870	1014	36	Air Canada	124	53	177
14	Uzbekistan	603	347	949	37	Gulf Air	129	36	165
15	Turkish Airlines	490	399	889	38	Air Shagoon Pvt. Ltd.	20	144	165
16	Ethopian Airlines	247	550	797	39	Air China	77	68	145
17	KLM	468	307	775	40	Ariana Afghan Airlines	94	51	145
18	Hercules Aviation	729	7	737	41	Air Arabia	87	45	132
19	Virgin Atlantic	487	249	736	42	Spice Jet	106	26	132
20	Swiss Intl Airline Ltd	406	319	725	43	Asiana Airlines	73	51	124
21	Atlas Air	0	686	686	44	Air Bridge Cargo Airlines	0	123	123
22	Malaysian Airline System	376	291	667	45	Aerotech Fms P.Ltd	0	101	101
23	M/S All Nippon Airways	313	317	630		Others	444	251	695
						Total	22203	22658	44860

Traffic Handled at Major Ports

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

(*) TENTATIVE

(IN ' 000 TONNES)

PORTS	APRIL TO AUGUST TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC	PORTS	APRIL TO AUGUST TRAFFIC		% VARIATION AGAINST PREVIOUS YEAR TRAFFIC
	2016*	2015			2016*	2015	
1	2	3	4	1	2	3	4
KOLKATA				V.O. Chidambaranar	16225	16195	0.19
Kolkata Dock System	6538	7013	-6.77	Cochin	9943	9435	5.38
Haldia Dock Complex	13518	14645	-7.70	New Mangalore	14233	14461	-1.58
TOTAL: KOLKATA	20056	21658	-7.40	Mormugao	11501	6653	72.87
Paradip	35866	30620	17.13	Mumbai	25552	25942	-1.50
Visakhapatnam	25772	23256	10.82	JNPT	25932	27088	-4.27
Kamarajar (Ennore)	12540	13361	-6.14	Kandla	45193	42602	6.08
Chennai	21913	21783	0.60	TOTAL :	264726	253054	4.61

Source: Indian Ports Association



Aargus Global Logistics Pvt. Ltd., India

(An ISO 9000:2008 certified company)



Aargus Global Logistics Wins "India Cargo Award 2015" as a 'Best Freight Forwarder - Pharmaceuticals' for West & South of India.

Aargus Global Logistics Wins "India Cargo Award 2015" as a 'Best 3PL - Pharma for North & East of India.

Mahesh P. Trikha (Managing Director) Wins 'India Cargo Award 2015 as a 'Mentor Cargo Industry' for North & East of India.

Saurabh Trikha (Director) Wins Wins "Indian Cargo Award 2016" as a "Face of the Future" for West & South of India.

Aargus Global Logistics Wins "India Cargo Awards 2016" as a "Best 3PL - Pharma" for West & South of India.



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Traffic Statistics Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to June		
		JUNE 2016	JUNE 2015	%Change	2016-17	2015-16	%Change
(A) 18 INTERNATIONAL AIRPORTS							
1	Chennai	7258	6886	5.4	21895	21137	3.6
2	Kolkata	7964	7431	7.2	24332	22838	6.5
3	Ahmedabad	3775	3838	-1.6	10670	11197	-4.7
4	Goa	159	281	-43.4	700	913	-23.3
5	Trivandrum	94	53	77.4	525	178	194.9
6	Lucknow	225	207	8.7	528	620	-14.8
7	Jaipur	1058	161	557.1	2966	854	247.3
8	Guwahati	867	1364	-36.4	3458	3702	-6.6
9	Srinagar	846	508	66.5	1807	1319	37.0
10	Calicut	25	32	-21.9	78	94	-17.0
11	Bhubaneswar	603	505	19.4	1866	1604	16.3
12	Coimbatore	588	560	5.0	1723	1681	2.5
13	Mangalore	34	25	36.0	89	58	53.4
14	Varanasi	86	58	48.3	297	185	60.5
15	Trichy	1	0	-	5	0	-
16	Amritsar	13	14	-7.1	57	44	29.5
17	Port Blair	351	277	26.7	1111	853	30.2
18	Imphal	398	351	13.4	1101	1068	3.1
Total		24345	22551	8.0	73208	68345	7.1
(B) 6 JV INTERNATIONAL AIRPORTS							
19	Delhi (DIAL)	23562	22595	4.3	69477	69407	0.1
20	Mumbai (MIAL)	18392	16849	9.2	54290	51490	5.4
21	Bangalore (BIAL)	10141	9235	9.8	28599	27965	2.3
22	Hyderabad (GHIAL)	4280	4148	3.2	12072	12184	-0.9
23	Cochin (CIAL)	1098	912	20.4	3315	2900	14.3
24	Nagpur (MIPL)	674	574	17.4	1629	1692	-3.7
Total		58147	54313	7.1	169382	165638	2.3
(C) 7 CUSTOM AIRPORTS							
25	Chandigarh	666	451	47.7	1915	1378	39.0
26	Pune	2724	2294	18.7	8374	6801	23.1
27	Visakhapatnam	356	103	245.6	1240	284	336.6

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to June		
		JUNE 2016	JUNE 2015	%Change	2016-17	2015-16	%Change
28	Patna	462	460	0.4	1228	1336	-8.1
29	Bagdogra	288	210	37.1	288	730	-60.5
30	Madurai	66	71	-7.0	186	220	-15.5
31	Aurangabad	135	93	45.2	438	316	38.6
Total		4697	3682	27.6	13669	11065	23.5
(D) 22 DOMESTIC AIRPORTS							
32	Indore	625	485	28.9	1962	1572	24.8
33	Raipur	353	361	-2.2	1055	1055	0.0
34	Jammu	162	145	11.7	503	489	2.9
35	Vadodara	251	200	25.5	689	553	24.6
36	Agartala	348	543	-35.9	1437	1452	-1.0
37	Ranchi	320	304	5.3	959	968	-0.9
38	Udaipur	1	3	-66.7	2	12	-83.3
39	Bhopal	86	99	-13.1	247	279	-11.5
40	Dehradun	10	10	0.0	29	30	-3.3
41	Rajkot	20	13	53.8	51	40	27.5
42	Leh	145	82	76.8	555	434	27.9
43	Dibrugarh	37	20	85.0	143	109	31.2
44	Jodhpur	0	1	-100.0	2	3	-33.3
45	Rajahmundry	0	0	-	0	1	-100.0
46	Silchar	20	24	-16.7	64	64	0.0
47	Juhu	33	31	6.5	103	94	9.6
48	Bhuj	3	2	50.0	8	6	33.3
49	Dimapur	11	33	-66.7	25	105	-76.2
50	Tuticorin	2	4	-50.0	7	11	-36.4
51	Jamnagar	0	1	-100.0	10	16	-37.5
52	Jorhat	8	0	-21	2	950.0	
53	Bhavnagar	0	0	-	0	1	-100.0
Total		2435	2361	3.1	7872	7296	7.9
(E) 1 ST.GOV'T. / PVT AIRPORTS							
54	Lengpui(AIZWAL)	63	19	231.6	148	72	105.6
Total		63	19	-	148	72	-
Grand Total (A+B+C+D+E)		89687	82926	8.2	264279	252416	4.7

Traffic Statistics International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to June		
		JUNE 2016	JUNE 2015	%Change	2016-17	2015-16	%Change
(A) 14 INTERNATIONAL AIRPORTS							
1	Chennai	22719	20229	12.3	65247	56897	14.7
2	Kolkata*	4441	4306	3.1	12859	11869	8.3
3	Ahmedabad	2740	2073	32.2	7413	5551	33.5
4	Goa	95	60	58.3	281	238	18.1
5	Trivandrum	2594	3246	-20.1	7247	7731	-6.3
6	Lucknow	324	261	24.1	835	746	11.9
7	Jaipur	295	25	1080.0	673	223	201.8
8	Guwahati	2	0	-	2	1	100.0
9	Calicut	1054	1055	-0.1	3053	4407	-30.7
10	Coimbatore	95	90	5.6	290	282	2.8
11	Mangalore	41	79	-48.1	149	227	-34.4
12	Varanasi	0	0	-	0	2	-100.0
13	Trichy	555	514	8.0	1657	1730	-4.2
14	Amritsar	72	37	94.6	189	91	107.7
Total		35027	31975	9.5	99895	89995	11.0

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to June		
		JUNE 2016	JUNE 2015	%Change	2016-17	2015-16	%Change
(B) 6 JV INTERNATIONAL AIRPORTS							
15	Delhi (DIAL)	46839	40944	14.4	138647	125291	10.7
16	Mumbai (MIAL)	44127	42908	2.8	129942	127809	1.7
17	Bengaluru (BIAL)	16803	14316	17.4	49144	42845	14.7
18	Hyderabad (GHIAL)	5622	5210	7.9	16195	15386	5.3
19	Cochin (CIAL)	5882	5757	2.2	17629	16003	10.2
20	Nagpur (MIPL)	18	30	-40.0	83	108	-23.1
Total		119291	109165	9.3	351640	327442	7.4
(C) 2 CUSTOM AIRPORTS							
21	Visakhapatnam	0	2	-100.0	0	10	-100.0
22	Madurai	0	2	-100.0	0	2	-100.0
Total		0	4	-100.0	0	12	-100.0
GRAND TOTAL (A+B+C)		154318	141144	9.3	451535	417449	8.2



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Myntra's LogiNext Technology boosts deliveries

Integration of HaulTM by LogiNext made it possible for Myntra to save cost on fuel, travel distance and improve ETA/ETD with dynamic route optimisation. Reporting/tracking modules customised on Myntra's discretion made tracking the inter-city shipments seamless and responsive.



CT BUREAU

Myntra partnered with LogiNext Solutions for enhanced real-time tracking, visibility and alerts. Following the association, Myntra

was able to save costs, reduce the distance traveled and improve ETA/ETD with dynamic route optimisation. For enhanced real-time tracking, visibility and alerts, LogiNext, with their product HaulTM

empowered Myntra to improve their brand value within their customer base. **Rajul Jain**, SVP-Supply Chain, Myntra, said, "Deploying the latest technology is the only way forward for businesses today



and we are extremely pleased to have found the best partner in LogiNext Solutions."

Dhruvil Sanghvi, Co founder and CEO, LogiNext Solutions added, "Solving the logistics conundrum for Myntra was a challenge and we have enjoyed solving. Since the fashion e-commerce brand had

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Dhruvil Sanghvi
Co founder and CEO
LogiNext Solutions

experienced phenomenal growth in its popularity and reach, it was crucial for the brand to solve the logistics influx." Accurate location mapping has been a noticeable pain-point for Myntra. Over 10 per cent of the delivery time was consumed in customer's location searching, which reduced efficiency of delivery model. This is where LogiNext's MileTM came to rescue.

Flipkart's 2nd warehouse in Lucknow

This latest addition will take the company's warehouse count in the country to 18 with a total storage space of 6.2 million cubic feet. The warehouse will stock products across electronics, household and lifestyle categories and will ensure better fulfilment of same day delivery and next day delivery shipments within Uttar Pradesh. The new warehouse has a 50,000 cubic feet storage space and a ground space of 55,000 square feet that houses the fulfilment centre and a mother hub and can store up to three lakh products.

Saikiran Krishnamurthy, Head of EKART (Flipkart's supply chain arm) said, "Opening of our second warehouse in Uttar Pradesh was singularly propelled by the high demand coming from this region."

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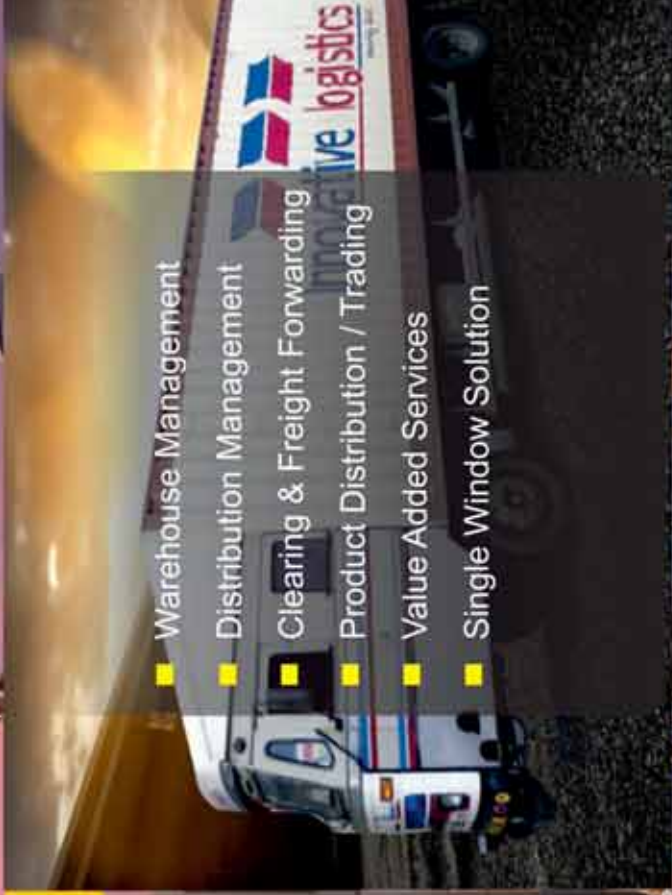


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Pinkcity Logistics goes live with CONCOR

This contract will bring in revenue close to ₹20 crores for the company. The company will demonstrate investing in infrastructure.

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Pinkcity Logistics (PCLL) launched its first logistics contract with Concor; with this contract the company has introduced its brand new fleet of 40 feet trailers for servicing this contract. With the launch of its services and this contract, PCLL has now strengthened its foot print into Northern India for road transportation, as the company is being present in North India for other logistics business like rail transportation and custom clearing work.

Surendra Jeet Singh, Managing Director, PCLL shared his enthusiasm on the robust environment of economy and recent passing of GST and how this stability has given him confidence to grown and increase investment

in logistics business. **Ajay Anand**, Executive Director - NCR, Concor, says, "We hope this new association further strengthen service delivery in NCR region."

DID YOU Know?

The company has introduced its brand new fleet of 40 feet trailers for servicing this contract. With the launch of its services and contract, PCLL has strengthened its foot print into Northern India for road transportation

The company is in this business for last 16 yrs in India and offers international door-to-door service using different size containers.

Air India lift to exports

As the newly-introduced Air India Express flight to Sharjah begin to lift overseas freight to the West Asian destination from Tiruchi, this is expected to improve the international cargo movement.

CT BUREAU

The airline launched the daily service, Tiruchi - Sharjah - Tiruchi sector on September 14. The newly introduced Air India Express flight to Sharjah in the United Arab Emirates (UAE) has started lifting overseas freight from Tiruchi and international cargo movement is expected to improve further. The overall freight movement will perk up soon with the airline begins to lift cargo. A small beginning has been made with the airline lifting



Sharjah after freight rates were declared by the airline days after the new service was introduced. There are a lot of queries from shippers regarding export of cargo

lifting about 60 tonnes overseas cargo a month.

Although Kuwait has no direct connectivity from Tiruchi, around 2.5 tonnes of vegetables are dispatched there every day via Colombo. Consignments are regularly shipped to Maldives, Kuala Lumpur and Dubai, said an official. Occasionally, shipments have gone to Reunion Island near France where Tamil population is dense as well as to Brunei. Food stuff and flowers are exported to countries such as Canada and France from there.

Although Kuwait has no direct connectivity from Tiruchi, around 2.5 tonnes of vegetables are dispatched there every day via Colombo

a little over one tonne since the launch of the service. Flowers and vegetables were the main consignments being exported to

to Sharjah. The Air India Express is operating two overseas flights - one to Singapore and another to Dubai from Tiruchi every day



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RCPL Logistics: Setting a benchmark

With focus on service quality, transparency and efficiency, RCPL proposes customised solutions to its customers. **Manish Gupta**, Managing Director, RCPL Logistics, explores the trends and opportunities of the sector in a candid interview with **CARGOTALK**.



CT BUREAU

What is your take on the potential of the Indian cargo industry?

With number of initiatives taken by the government, such as GST, dedicated freight corridor, Make in India (MII), the Indian cargo industry has a huge potential to grow. The initiatives will add approximately \$20 billion business; since 20-25 focused sector of MII have high dependence on logistics support. The Skill India project will add eight million skilled workforces in logistics including drivers, mechanic, loaders, delivery person and operations assistants. These figures self authenticate the industry's future and transmits opportunities of growth.

The country has a total area of 3,287,263 square kilometer, second largest road network in the world, seventh largest railways network with US \$16 billion rail freight and not to forget, 7,500 km long sea coastline serviced by 13 major ports, 200 notified minor and intermediate port. Moreover, the Sagarmala project will also boost sea port business. GST will reduce

cost up to 30 per cent in coming two to three years by increasing saving and removal of check post and indirect taxes. Government's investment on infrastructure edifice will also reduce exorbitant logistics cost of 14 per cent of total value of goods as compared to developing company of seven to eight per cent.

Is merger and acquisitions beneficial for the industry?

It is going to be good for the industry. These new acquisitions will bring more advanced technology, more creativity and will improve

RCPL is working on customised ERP for fast transaction of business and reducing the lead time, while facilitating express distribution

the competitive position. We have so many restrictions in the Indian logistics industry; merger and acquisitions with the foreign companies will bring some change in the working culture.

What technology are you using to make your business easy?

Technology has galvanised the pace of business. We have enabled all our vehicles with GPS; this helps in tracking on-time performance of material pickup and delivery and utilisation of the vehicle. We are integrating GPS with our online real time ERP package which will help the customer to track real time position of consignment. It will help them to plan their production/ activity on JIT

(Just in time) and will reduce the warehousing cost.

The country's logistics industry is expected to generate \$200 billion revenue by 2020. We are also in the process of launching mobile based android application. RCPL is completely working on customised ERP which helps in fast transaction of business and reducing the lead time and facilitate express distribution, reduces manual errors and enables enterprises to set-up lean structure for efficient working models.

How important is packaging in logistics?

It is crucial. There is a need to change the mindset of people who believe packaging doesn't come under logistics. With insurance one cannot ignore the packaging part of the consignment. This ignorance affects the brand value. Secondly, lack of availability of packaging solutions is a concern.

What kind of packaging solution does RCPL offer to the trade?

We believe in 'custodian first and carrier later' concept. To bring more accuracy and diligence to customer service we are packing customer material by 'shrink wrap'. We have installed shrink wrapping



locations across the nation. We shall be opening 10 more offices this year which shall increase our delivery locations by 40.

What were your major achievements of 2015-16?

We have been able to optimise service level by decreasing transit time by 25 per cent in all major routes. We have managed to bring transparency towards our service

Offerings to trade:

- ◆ Customised Supply Chain Solutions
- ◆ Quality Delivery, On Time Every Time
- ◆ Single window solution to customers for Air, Rail and Surface Express
- ◆ Real Time tracking with integration of GPS and ERP
- ◆ Unique VAS COD, DACC & Reverse logistics
- ◆ Introduction Go green E-POD

What management approach adopted over the last few years has reaped the status of the company?

I personally believe authority must commensurate with responsibility so I guide my team to become self sufficient and bring quality in work. Inclusion of culture to serve customer best and innovation within the system and processes to deliver quality service in changing scenario is the key agenda.

Please tell us about the milestones achieved till date?

We started with train service with four offices in 1997 and now we have 60+ branches, 160 vehicles and still counting.

What is USP of RCPL that makes you different from others?

We have equal competence in all three modes Air, Rail and Surface express. We focus on our service quality, customised solution and instant response 24x7 to customer and following ethically correct business practices.



Manish Gupta
Managing Director, RCPL Logistics



machine in our major hubs to save the consignment of our customers and have also introduced PVC boxes for highly delicate and expensive consumable consignments.

What are your expansion plans?

Our aim is to expand our network across the country to serve our customer paramount in air, rail and surface express vertical. This will help us to grow further. We have total 60 offices and delivering 100

level with the customer. We have won India Cargo Awards for being "Most Innovative Logistics Company".

How much growth has your company registered in 2015-16 and what are your expectations for the current financial year?

We grew at the rate of 11 per cent last year, the industry is growing at the rate of nine per cent. This year our target is to grow by 30 per cent.

JNPT commences holding yard operation

Jawaharlal Nehru Port Trust (JNPT) has commenced the holding yard operations in a six-hectare land at JNPT (Jawaharlal Nehru Port Container Terminal) approach roads to ease out congestion and streamline the traffic to the terminal. This holding yard, which has been developed within the centralised parking plaza, will be utilised for parking Tractor Trailers (TT) awaiting the final documentation.

This has reduced the congestion by 90 per cent at the port gate roads. 600 TTs can be accommodated in this holding area at one time. EXIM traders are largely benefitting in saving fuel, logistics cost and improved truck turnaround time as well as number of trips made by a TT in a day has also increased. The yard operation ensures free movement at the JNPT approach roads which will help in better planning of TT movements. Concessional parking rates have been offered at the yard is ₹60 and ₹70 for every eight hours stay for 20' and 40' containers respectively.

Chidambaranar offers shore power

Shore power facility will benefit port users, saving about ₹74,000 a day on fuel. This facilitation is in line with the 'Project Green Ports' initiative by the Ministry of Shipping.



CT BUREAU

V. O. Chidambaranar Port, Tuticorin has become the first Indian port to provide shore power facility to vessels at berth. Shore power or shore supply facility provides a plug and play power solution to the vessels by eliminating the compulsion of operating diesel generators at the port. It helps in eliminating carbon emissions, facilitating the reduction of about six tonnes of emissions in a day and 1,500 tonnes in a year, five per cent of the total CO2 emissions at the port. The Indian grid delivers



Shore power or shore supply facility provides a plug and play power solution to the vessels

power at a frequency of 50 Hz. Hence, ships, most of which adhere

to the European standard of 60 Hz, have to depend on on-board diesel

generators for power. The state-of-art shore-to-ship power supply is being provided at VOC Port through ABB India at a cost of ₹1.5 crore.

Currently it is available at two berths but will be extended to all the berths in a time-bound manner.



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'Palletisation is significant for shipment'

In a conversation with **CARGOTALK**, Raj Malani, Director, Shree Balaji Shipping and Projects (SBSP), talks about his company, its services, expansion plans, and shares the significance of palletisation in shipment.



CT BUREAU

Which industries do you cater to?

We are into transportation, custom clearing, cargo insurance, freight forwarding and palletisation. We also provide services in industries like oil, gas, sugar



Raj Malani
Director
Shree Balaji Shipping and Projects (SBSP)

plant, power energy, wind mills, fabrication, tank, pressure vessel, petrochemical plant, cement plant, earth moving equipment, turbines, among others.

What solutions are you offering for project cargo?

Managing heavy lift or ODC projects requires special expertise, care and detailing. We have our dedicated operations team who have a thorough understanding of handling cargo's with ports, customs and transport agencies.

Insurance of cargo is a most important factor due to worse climate conditions of sea, natural calamities which damages the loaded container on vessel

We offer innovative project cargo handling solutions as well as experienced person services to manage the project completely from start to finish, ensuring timely delivery of valuable goods and services.



Regardless of the shipment's destination, our team handles every consignment in a customised manner and planning. A good relationship with liners and break bulk operators helps us to offer our customers and partners a competitive service. We also handle containerised and conventional import and export cargo.

According to you how much it is necessary to insure cargo before shipment?

Looking at the present circumstances, insurance of cargo

is a most important factor due to worse climate conditions of sea, natural calamities (high tide) which damages the loaded container on vessel and there is also incidence of loaded containers falling in sea which results into huge losses. Hence to avoid this, it's better to insure cargo.

What kind of packaging solutions does SBSP provide to trade?

Packaging is considered as a very important factor in SBSP. We have a proficient team to monitor

each and every shipment. Accurate packing leads to accurate stuffing of cargo. Palletisation also plays a significant role in every shipment. All the crates are fumigated to prevent damages caused by pests. Palletised consignments are properly labelled to avoid any confusion. Each pallet is correctly packed as per the length and cross directions and each correspond to fractions of the internal container width, length and height.

What are the immediate requirements of the industry?

Despite weak economic sentiments, the logistics and warehousing industry continued to witness growth largely due to growth in retail, e-commerce and manufacturing sectors.

The future of logistics is paved with innovation and technology. The industry is cautiously adopting these technologies to provide faster, cheaper, more reliable and sustainable delivery. Customers, primarily the manufacturers and retailers, are wasting no time to integrate these.

Exim Bank's facilitation portal for exporters

The Export-Import Bank of India's (Exim Bank) 'Exim Mitra' portal is for exporters, especially small enterprises.



CT BUREAU

The aim is to develop a friendly service for exporters; to facilitate companies regarding the procedures pertaining to exports, among them being registration for undertaking exports, information at the closest bank branch that will provide export credit and indicative freight cost.



TRIVIA:

- ◆ Portal to fill the information gap
- ◆ Estimates freight cost between India and worldwide export

Yaduvendra Mathur, Chairman and Managing Director, Exim Bank, says, "The proposed portal will fill the information gap for the large number of potential exporters, typically smaller companies, that are today unable to access the entire gamut of facilities, especially given that there are many agencies involved in exports," in adding, "The multiple procedures



involved in exports include registering with the Directorate-General of Foreign Trade, dealing with customs procedures, getting finance, etc." It is also talking to logistics companies to obtain estimates of the freight cost between locations in India and export locations worldwide, which will be put on the portal.

DICT attains 6,000 TEUs

The phenomenal growth has been mainly due to an increase in import, reefer and export volumes.



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The Sonepat-based terminal handled more than 6,000 TEUs in August 2016. Some new commodities have also been added to the terminal's cargo basket, including waste paper, wood pulp, calcium carbonate and machinery.

During the first year of operations, it handled over 18,000 TEUs of dry, bulk and temperature-controlled consignments, with the very first month of ex-im operation (January 2015) registering business



With its current capabilities and future investments, DICT is expected to handle about 100,000

The ICD has more than 100 commodities in its cargo basket such as food grains, handloom, machinery, polymers, used clothing, liquid chemicals and perishables.

Container traffic of the terminal is increasing as there are no delays. DICT is expected to handle about 100,000 TEUs by the end of the financial year

worth 1,500 TEUs. The container traffic of the terminal is increasing at a fast pace as there are no delays.

TEUs by the end of this financial year, which is expected to double in the following year as North Indian trade increases phenomenally.

Its host of services include containerisation, empty storage, container repair, bulk cargo warehousing, liquid bulk storage (be it of clean liquids or chemicals), railhead movement, cold storage facility for refrigerated cargo and bagging facility for bulk cargoes like fertiliser.

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Opening avenues by Rolling down shutters

The Gandhi Rolling Shutters from Gandhi Automations have set a standard through its robust qualities that enables suitable requirements for the industry.



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Gandhi Automations is the only manufacturer of Rolling Shutters certified to ISO 9001 - 2008 quality management system. This has resulted in the implementation of continuous improvement in

personnel training, production, inspection, equipment calibration, machinery maintenance, logistics and customer relations. The product engineering team uses the latest software combined with technologically advanced machinery to offer to the customer

a well-engineered product. Over years of meticulously working on the design, fabrication and installation, Gandhi Automations has developed technical expertise in manufacturing various kinds of Automated Rolling Shutters. The Research and Development team

are able to produce specific types of Rolling Shutters unique to certain sites and client requirements. A consistent quality product has thus become the hallmark of

Gandhi Automations' manufacturing process right through installation to after sales service.

Gandhi Rolling Shutters are ideal for situations where side room is at a premium and security is required. The Rolling Shutters require very little headroom above the structural opening. They combine strength with elegance along with durability and are designed for both external and internal applications. Gandhi Rolling Shutters are fabricated of interlocking Galvanised and Non Insulated, Stainless Steel, patented Aluminum or Polycarbonate profiles and patented MS Rolling Grills.

Each of the Rolling Shutters is designed to the clients specifications conforming to IS 6248 and is solidly constructed to promote trouble-free operation and long shelf life. Gandhi Rolling Shutters fit openings to a maximum width of 30,000 mm and height of 40,000 mm with an endless array of options to satisfy both aesthetic considerations as well as working requirement.

'K' Line sets up joint venture for cargo handling

Japanese Shipping Group Kawasaki Kisen Kaisha ('K' Line) has established its cargo handling service joint venture Nitto Baxi Private Limited in Mumbai with their group company Nitto Total Logistics and their business partner J.M. Baxi & Company. Nitto Baxi plans to start stevedoring and handling of vehicles carried by car carrier initially. The target is to extend similar services to other type of vessels as well.

Nitto Baxi is expected to provide safer & more efficient cargo handling service, and the synergy of superior cargo handling skill of Nitto Total Logistics with the exceptionally rich & diverse track record of J.M. Baxi & Company in Indian Shipping Sector since 1916.

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ACP finds footing in Brisbane

ACP continues to grow its Australian and New Zealand operation with the re-appointment of its GSA contract with Etihad Cargo to include Brisbane.



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Effective from October 1, 2016, ACP will extend its current representation in Sydney, Melbourne, Perth and Auckland to include Brisbane. Etihad Cargo appointed ACP as the company to partner with to support the Etihad Cargo team across all major freight hubs in Australia and New Zealand. Etihad Cargo provides freight capacity across all of its services ex Australia, which includes two daily services from Melbourne with Boeing 777 and Airbus A380 aircraft, 11 weekly



with connectivity to the Etihad Airways global network via its Abu Dhabi hub.

Ross Di Lizio, Regional Director Australia & New Zealand, ACP Worldwide, said, "We are

Commenting on the ACP appointment, **Colin Nicholls**, Manager Australia & New Zealand, Etihad Cargo, said, "Our longstanding partnership with ACP Worldwide has been a key factor in Etihad Cargo's success in the Australian and New Zealand markets. Together we have been able to provide shippers with swift, reliable movement of their cargo to markets around the world. The addition of Brisbane to ACP's representation of Etihad Cargo means our customers will receive the same seamless service right across Australia." ↴

Addition of Brisbane to ACP's representation of Etihad Cargo means our customers will receive seamless service right across Australia

from Sydney on Boeing 777s and Airbus A380s, daily Boeing 787 services ex Brisbane and Perth,

delighted that Etihad Cargo has chosen to grow the relationship ACP, which started in 2010."

CEVA to operate EDC for Vermeer

CEVA Logistics secured a 3-year contract to manage European parts distribution for equipment manufacturer Vermeer.



CT BUREAU

The new European distribution center (EDC) will operate from CEVA's Roosendaal facility in the Netherlands. In addition, CEVA will provide integrated ocean services to Vermeer from its Pella, Iowa, USA headquarters. This will enable Vermeer to support the new central warehouse at Roosendaal with additional parts which are made and stored in the U.S. and which CEVA will then ship to Europe.

"By centralising high-demand products closer to their area of use we are now able to handle the majority of Vermeer spares through CEVA's Roosendaal facility," states **Mark Bekkers**, Business Development Manager,

TRIVIA:

◆ Vermeer will also be able to facilitate EU-overnight dropship delivery to customers



CEVA. An additional benefit to Vermeer in appointing CEVA to handle its European distribution is that it will also be able to offer an EU-overnight drop ship delivery service to end users. Parts Manager, **Ruben Coppoolse** said, "Vermeer will also be able to facilitate EU-overnight dropship delivery to customers." ↴



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Third Edition

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Cutting edge tech for dimensioning & weighing

The highly accurate and versatile Cubizon-R THRU is equipped with roller bed base, has robust operations along with guaranteed zero-maintenance.



Falcon Autotech has announced the launch of Cubizon-R THRU in the country. The product with cutting-edge technology is specifically designed for cargo applications that require dimensioning and weighing of heavy bulky packets. Cubizon-R THRU is also equipped with roller bed base to provide it an unmatched functionality and gives its users the ability to manoeuvre typical freight items which are hard to manoeuvre otherwise.

Cubizon-R THRU is equipped with high precision laser for ultra-high accuracy and has integrated slider flaps that enable accurate measurement of irregular products. It can accurately measure regular and irregular products with minimum product dimension 50X50X50 mm to 1200X1000X1000 mm and can precisely measure weight from 100 gm to 200 KG.

The robust product is designed and tested for extreme industrial and warehouse conditions,

DID YOU Know?
Cubizon-R THRU is equipped with high precision laser for ultra-high accuracy

hence ensuring its durability and reliability even in the most stressed working conditions.


At the launch, **Vineet Baid**, CEO, Falcon Autotech, said, "There is a pressing need for efficient weighing and dimensioning products in the industry. Addressing all the market demands for the heavy bulky product category, we are extremely delighted to launch Cubizon-R THRU. With remarkable features giving it a great

Cubizon-R THRU helps a company with warehouse storage space planning and shipment freight costs

functionality and unmatched user experience, the power-packed Cubizon-R THRU is an end-to-end solution for all of your weighing and dimensioning needs for the category." Cubizon-R THRU helps

a company with warehouse storage space planning and optimisation, shipment freight cost calculation and reconciliation, packaging size recommendation and optimisation, and size recommendation for modern day delivery models such as smart lockers.







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Emirates SkyPharma launched in Dubai

Emirates SkyCargo unveiled a new purpose-built pharma facility certified under EU Good Distribution Practice guidelines. The airline operates the first and largest GDP certified multi-airport hub in the world.



CT BUREAU

Emirates SkyCargo inaugurated Emirates SkyPharma, new purpose-built facility dedicated exclusively to the timely and secure transport of temperature sensitive pharmaceutical shipments at Dubai International Airport (DXB). "Pharmaceuticals are one of the most important products we transport because of the impact on people's lives and communities across the world," said **Nabil Sultan**, Emirates Divisional Senior Vice President, Cargo.

"As a leader in the global air cargo industry we decided that it was not only important for us to build state-of-the-art cool chain facilities for the transport of pharma products but to also go the extra mile and ensure the compliance of our operations against the highest international standards."

Emirates SkyCargo has also been awarded the certification of compliance under the EU Good Distribution Practice guidelines (GDP) for medicinal products for



human use by Bureau Veritas following an audit conducted by

TRIVIA:

- ◆ In 2015, Emirates SkyCargo shipped close to 11,000 tonnes of pharmaceutical products across its global network through its hub in Dubai.
- ◆ The top pharmaceutical products shipped include critical medication for diabetes and cancer, active pharmaceutical ingredients (APIs), blood derivatives and vaccines.

the certification agency's team from Germany. The certification validates the carrier's adherence to the strict guidelines on the transport and handling of pharmaceutical products and covers all Emirates SkyCargo handling activities for pharmaceutical products at its hub in Dubai. The GDP guidelines outlined by the European Commission have been designed to ensure that the quality and integrity of pharmaceutical products are maintained during transportation. As part of its audit process, Bureau Veritas, well known around the world for their

high standards, subject knowledge and experience, scrutinised all aspects of the handling and storage of pharmaceutical shipments through Emirates SkyCargo's dual hubs in Dubai to ensure compliance with GDP guidelines on a number of subjects including quality management, product integrity,

are pleased to certify Emirates SkyCargo's facilities at Dubai International airport, at Dubai World Central and the bonded road service between its hubs as GDP compliant" said **Ahmad Chaouk**, Vice President, Sales & Marketing, Middle East, India, Caspian Sea & Africa Operating Group, Bureau Veritas.



security and training of staff handling pharmaceutical products.

"Throughout the audit process we found strong evidence of Emirates SkyCargo's commitment across all levels to delivering high quality and secure transportation for pharmaceutical products. We

The new Emirates SkyPharma facility at Dubai International airport works in conjunction with Emirates SkyCentral DWC, the carrier's freighter hub in Dubai World Central which offers 4,600 square metres of dedicated area for pharmaceutical cargo. Both facilities complement innovative cool chain products. ↴

Connecting the largest air cargo hubs of 2 worlds

American Airlines Cargo launched a daily nonstop service between Los Angeles (LAX) and Hong Kong (HKG).



CT BUREAU

The new direct flight from LAX will complement American's existing Dallas/Fort Worth (DFW) - HKG route which began in 2014. With this, customers in Hong Kong and surrounding regions will now have greater access to American's network of over 200 destinations in North America and Latin America. Connecting through LAX, allows customers the ability to ship cargo to various points across the continent and beyond.

LAX offers HKG customers direct access to fresh goods and produce, while the U.S. and connecting markets will benefit

from access to high-demand commodities in Asia, such as mechanical parts, garments and electronics. "American continues to build a great network in Asia and the Pacific," states **Keijiro Ishii**, Managing Director - Cargo Sales - Asia, American Airlines Cargo. "Recently, we also started service to Tokyo-Haneda and Auckland. Demand for our cargo services is strong, not just to our hubs in the United States, but throughout our unrivalled network in Latin America."

In HKG, American will continue to be represented by Antares International as the GSA and Hong Kong Air Cargo Terminals Limited (HACTL) as the handler. ↴



Easing NE China's cargo hub

Shenyang Airport in north-east China will witness the strategic partnership with HACTL Development Holdings and HDHL for optimum operation of new facilities.



CT BUREAU

As a first step in developing the Airport as a major regional cargo hub, Liaoning Airport Management Group, the owner of Shenyang Taoxian International Airport in north-east China, has entered into a strategic cooperation framework agreement with HACTL Development Holdings. The agreement was signed by **Wang De Jia**, Chairman, Liaoning Airport Management Group and **Tony Cho**, Managing Director, HDHL, following a visit to HACTL's showcase SuperTerminal 1 facility in Hong Kong.

Although specific plans are yet to be agreed between the parties, Shenyang is known to be targeting the development of cool chain and pharma traffic - a sector with which HACTL has considerable experience, as Hong Kong's first accredited GDP handler. Shenyang Airport will devote its initial attention



HDHL MD Tony Cho (front right) signs the Strategic Cooperation Framework Agreement with Liaoning Airport Management Group Co., Ltd. Chairman Wang De Jia (front left), observed by representatives of both companies: (rear L to R) HDHL Assistant Division Manager - Project Development Vincent Mak; Shenyang Taoxian International Airport Co. Ltd Deputy General Manager Shen Hengde; Hactl Chief Operating Officer Tan Chee Hong; Liaoning Airport Management Group Co., Ltd Office Director Xie Hongwei; and Aviation Affairs Marketing Committee Vice General Manager Pan Xiaoran.

to market analysis, with any facility development targeted within next few years. HDHL is expected to fulfil a consultancy role, providing guidance on design, construction and operation of new facilities.

Shenyang Airport currently has one runway and one cargo terminal (a joint venture between the airport, China Southern Airlines

and Sinotrans). It is served by China Southern Airlines, Shenzhen Airlines, Beijing Capital Airlines, China Eastern Airlines and Spring Airlines, which have established their hubs at Shenyang. In addition, China Postal Airlines and SF Airlines operates scheduled freighter services. In the year 2015, the cargo throughput was 142,000 tonnes - up 2.7 per cent on 2014. ↴

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GACA demands increased usage of cargo facilities

According to Goa Air Cargo Association (GACA), existing infrastructure for cargo transportation at the airport is not used enough by local industry. And industry needs to step up.

Senior members of GACA said that maximisation of Daboim as gateway to air cargo is necessary for the future development of Mopa as a cargo terminal. It will minimise transit period, lower cost of transportation and result in improved inventory for industry.

The Airport Authority of India (AAI) is currently expanding the international cargo complex at Dabolim by setting up of plugin facility.

To encourage industry to increase usage of cargo facilities at Dabolim the GACA is planning on various trade promotion measures such as incentives, etc. The demand for better utilisation of cargo facilities at Dabolim was made at the Goa Air Cargo Meet 2016 held recently at Ravindra Bhavan, Vasco.

Mapping the road ahead for perishables

GHIAL conducted a workshop on elevating perishable ecosystem at Hyderabad Airport and augment the growth of agri and marine perishables export & import from RGIA.



CT BUREAU

In the wake of recent trend in growth of volumes of perishables exports from Rajiv Gandhi International Airport (RGIA),



Hyderabad GMR Hyderabad International Airport (GHIAL) organised a one day workshop on the 'Roadmap for development of Perishables Ecosystem at RGIA' at the Novotel Hotel, Hyderabad. After the numerous

discussions with APEDA, MPEDA officials, exporters, importers, freight forwarders and airlines operating out of RGIA, it emerged that there was an immediate need of a dedicated perishables handling

Society and Dr WR Reddy, IAS, Director General National Institute of Rural Development & Panchayati Raj were the guests of honour. **SGK Kishore**, CEO, GHIAL, highlighted the importance



infrastructure to cater to the projected growth.

Sabyasachi Ghosh, IAS, Secretary Industries Telangana Government & Chairman Telangana State Food Processing

of perishable cargo and role of Hyderabad Airport in meeting the burgeoning demand.

The workshop also focused on current infrastructure gaps in and around the airport and what

DID YOU Know?
GHIAL will shortly prepare a detailed project report for creation of appropriate infrastructure to enhance the growth of agri and marine perishables export & import from RGIA

needs to be done to plug the gap, skills set required in the perishables industry and what training needs to be provided. "GHIAL has been in the forefront of taking path-breaking initiatives with active feedback from the cargo trade to introduce new products that have been well appreciated by the cargo community," said Kishore, in adding, "GHIAL introduced a dedicated Pharma handling facility - Pharma Zone - in 2010 that has become now the benchmark."

Krishnapatnam Port offers ideal route

Well poised to offer the most efficient and economical route for the EXIM trade activities bustling through the eastern corridor, the multi-modal connectivity model of the port has been in the recent past drawing special focus on Nagpur, Vidarbha and other trade heavy regions of central and southern India.



CT BUREAU

Cargo shipment through Krishnapatnam Port seeks to usher in the desired efficiency in logistics and supply chain management by offering the ideal route for the traders. The port is also staged to offer efficiency in transit time for all the cargo hailing from China and other South Asian countries into Nagpur and the surrounding regions. As a part of its multi-modal connectivity model the port is currently building its association with CONCOR to launch its regular train service connecting Nagpur with the Port.

Anil Yendluri, CEO, Krishnapatnam Port, said, "Apart from enhancing route optimisation and offering reduced transactional costs and overall lead time, Krishnapatnam Port is built to offer a multi-modal connectivity model which boosts the universal interests of the traders and consignees utilising our port services. Our world-class and technology driven

infrastructure further reiterates our claim to offer the most convenient and trade efficient gateway on the eastern periphery of the country."

The port's strategic location clubbed with its vast hinterland makes it a preferred choice for inter and intra cargo movements originating from the central and southern parts of India. Import

DID YOU Know?
The current transit time from China to Nagpur via JNPT on the older routes which ranges between 22 to 25 days can be drastically trimmed down to 15 to 18 days via KPCT

and export cargo shipments from Nagpur have been taking farfetched routes resulting in escalated transport costs while kill losing out on time.



Vinita Venkatesh, Director, Krishnapatnam Port Container Terminal, said, "Shipping over KPCT can shave off at least one week's transit time for Nagpur imports and exports when compared to shipping over west coast ports, especially for eastbound cargo."

"Traders, CHAs and forwarders in Nagpur are encouraged to

extend their licenses and operations to KPCT and benefit from a surge in their business," she further added.

The current transit time from China to Nagpur via JNPT on the older routes which ranges between 22 to 25 days can be drastically trimmed down to 15 to 18 days via KPCT. Similarly, from Yangon

to Nagpur via JNPT transit time is 12 to 15 days whereas via KPCT transit time is seven to 10 days thereby providing huge economical and transactional benefits.

The port's strong connectivity with rails and roads and its service on smooth cargo movement is rapidly building on its preference as an excellent trade route.



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From heavy to light to zero asset

Companies in 3PL space are moving from asset heavy model to asset light model. The new wave will move the companies to zero asset model, says **Vikash Khatri**, Founder Aviral Consulting.

Assets in 3PL business are hardware, while domain knowledge and experience is software of a business. In financial terms it can give some tax advantage, but on the other hand it takes away your focus from core domain expertise. World largest human logistics company "Uber" does not own even a single taxi; what Uber commands is ecosystem through technology or takes case of Airbnb.

Zero assets refer to all physical asset of business excluding few key things like IT platform, which controls complete ecosystem of that business. Even in some cases that can also be outsourced. This model has its own advantages:

- **Knowledge and pool of experience:** Investment made in knowledge and experience by 3PL provider always work in creating the best solution for client. While asset heavy 3PL provider looks for solution from their asset

utilisation way, which may create constraint solution.

- **Customer experience:** With an asset-light model 3PL player need to focus on technology to offer an unmatched user experience. For example, Fed-ex has service named Fed-ex office, none correlated to logistics, only to create a unique customer experience.
- **Flexibility:** Market trends will keep changing and business will need to adapt to unpredicted changes. While analytical tools can help 3PL player with lower levels of asset ownership are able to respond faster to changing demand, technology, market opportunities and supply chain disruptions.
- **Scalability:** In terms of geographical reach being zero asset/asset light model help companies in avoiding the diseconomies of scale

that arise from owning many branches in many locations.

- **Transparency in costing:** In an asset heavy 3PLs, determining the actual operating cost is complex. Factors like asset utilisation, capacity etc impact the overall cost and as these factors keep on changing the cost of service also change.
- **Optimisation:** For an asset based service provider it is more challenging to give up established processes and assets for optimisation, while zero asset organisations can easily tweak their processes for optimisation.
- **Higher returns on assets:** Zero asset 3PL company have lower margins than the companies owning assets but these margins are usually more than offset by the benefits of lower asset weight.

- **Better negotiating power and lower volatility:** When a 3PL company create fixed capacity, it is always under pressure for higher utilisation. It has been generally observed that for any capacity, which is not in scarcity, seller is always on weak position, unless there is some value added proposition clubbed with it. In asset light or zero asset 3PL companies costs are more variable relative to

their revenues, so profits are less volatile.

In recent years, we have seen emergence of asset light 3PL companies like Gati, Blue Dart (excluding aviation, where it enjoys monopoly) and other players. But the next phase is going to see the emergence of even more asset light or zero asset companies.



Vikash Khatri
Founder
Aviral Consulting

“Zero assets refer to all physical asset of business excluding few key things like IT platform, which controls complete ecosystem of that business.”

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EVENT TALK

OCTOBER 2016

Syskevasia	Athens	8-11
Global Project Logistics Conference	Shenzen	11-13
GLCS LogiSYM	Kuala Lumpur	12-13
Air Cargo Club of Delhi Diwali celebration	Delhi	15
Global Warehousing & Logistics Expo	Mumbai	17-19
India Cold Chain Show	Mumbai	17-19
Supply Chain Forum	England	18
Indonesia Transport Supply Chain & Logistics	Kemayoran	19-21
Air Cargo Forum 2016	Paris	26-28
Canada Logistics Conference	Saint John	26-28

NOVEMBER 2016

Automotive Logistics India	Gurgaon	8-10
Intermodal Europe	Netherlands	15-17
43rd ACAAI Convention	Athens	16-19
Materials Handling Saudi Arabia 2016	Jeddah	28-29

DECEMBER 2016

CeMAT India	Mumbai	1-3
Logistics Asia	Ahmedabad	2-4

JANUARY 2017

Reverse Logistics Associations Conference & Expo Las Vegas	USA	5-8
IMC Conference & Expo	Colombo, Sri Lanka	10-12
India Maritime 2017	Mumbai	11-13
CONquest 2017	New Delhi	17
Middle Cargo Meet 2017	Dubai, UAE	16-19
Industrial Warehousing and Logistics Seminars	London, UK	19
Temperature Controlled Logistics	ExCel London, UK	Jan 30-Feb 2

For more information, contact us at: cargotalk@ddppl.com

ACAAI going to Greece

For lively discussion on areas that needs attention and latest development in the cargo industry, ACAAI is going to touch few important issues in its 43rd annual convention.



Athens, Greece is the place to be for air cargo professionals this November as Air Cargo Agents Association of India (ACAAI) is organising its 43rd annual convention on 'Resurgence of Air Logistics in India'. The convention is scheduled from November 16-19, 2016. This is the first time ACAAI convention is scheduled in Europe. Explaining the theme of the convention, **Sunil Arora**, Secretary General & Chairman Convention,



Sunil Arora
Secretary General & Chairman Convention
ACAAI

ACAAI, says, "It is crucial to dwell upon the current economic scenario globally and in India. The dynamics of air cargo industry are



rapidly changing and evolving with rapid globalisation, digitisation

“Once it (GST) gets implemented, ease of doing business will become a meaningful reality from the taxation angle.”

supported by technology, time-bound deliverables and cut-throat competition, to name a few," in addition, "E-commerce is re-defining the entire business process."

"Air cargo is directly linked to the economic graph of any country, which in turn relies on the global trends. Despite the recessionary trends in other countries, India is witnessing positive economic growth, though our exports levels are below expectations." Arora pointed out.

Coming to the Goods and Service Tax (GST), he said, "This long awaited bill will also become a reality in India in the near future. Once it gets implemented, ease of doing business will become a meaningful reality from the taxation angle. This reform will simplify the complex and multiple taxes and levies which are currently payable."

"There is a vital need to rejuvenate, resurge to meet the challenges," Arora concluded.

Freight forwarders with NCTF

The Government of India constituted a National Committee on Trade Facilitation (NCTF) under the Chairmanship of the Cabinet Secretary to develop the pan-India roadmap for trade facilitation.



The move is a follow up of India's ratification of the WTO Agreement on Trade Facilitation (TFA) in April 2016. Major trade associations as members of NCTF include Confederation of Indian Industry (CII), Federation of Indian Chambers of Commerce (FICCI), Federation of Indian Export Organisations (FIEO), Associated Chambers of Commerce of India (ASSOCHAM), Federation of Freight Forwarders' Associations in India (FFFAI), etc and Joint Secretary, Customs, CBEC will be its member secretary.

Commenting on the formation, **Samir Shah**, Chairman, FFFAI



Samir Shah
Chairman
FFFAI

said, "It's a pragmatic step towards achieving the goal of WTO Trade Facilitation Agreement. We are very happy that the government has taken FFFAI as its member to

“It's a pragmatic step towards achieving the goal of WTO Trade Facilitation Agreement. FFFAI would provide NCTF with inputs from freight forwarding community”

add the freight forwarding industry perspective. Our federation would provide NCTF with all necessary inputs based on the feedback from the freight forwarding community in India to benefit the foreign trade and the country's economy at large."



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TIACA

Miami

Steven Polmans, Head of Cargo, Brussels Airport Company (BAC) has been appointed to The International Air Cargo Association's (TIACA) Board of Directors. Polmans, who is also the chairman of the newly-established Air Cargo Belgium Association based at Brussels Airport, pledged to continue encouraging greater collaboration across the supply chain. Prior to joining BAC in 2010; Polmans worked for ground handler Aviapartner Cargo, before moving on to logistics marketing specialist GLU4 BV, where he managed the company's Benelux operations.



IATA

Montreal

Alexandre de Juniac has officially taken on the role of Director General and CEO of The International Air Transport Association (IATA). He succeeds Tony Tyler, who served as IATA DG and CEO since 2011 and had announced his retirement. De Juniac was confirmed by the 72nd IATA Annual General Meeting this past June to be the seventh person to lead IATA. He brings diverse experience to the association, including leadership roles in the airline and aerospace sectors as well as in the government.



Dachser

Kempton

Dachser has promoted its Head of Contract Logistics, **Alexander Tonn** to the new Managing Director of European Logistics Germany. Tonn will take up his new position on January 1, 2017 to oversee business development of the 38 German branch offices in the European Logistics business line (overland transport and contract logistics for industrial goods). He will report to Michael Schilling, COO - Road Logistics and Deputy Chairman of the Executive Board, who will continue to be responsible for this position in addition to his duties until the end of the year.



UPS

Ho Chi Minh City

UPS announced the appointment of **Daryl Tay** as the Managing Director of UPS Vietnam. With 16 years of experience in UPS, Tay will lead UPS's express delivery, freight and logistics operations in Vietnam. He brings deep market knowledge and expertise in the vertical industries across the region. In his previous role as the Director of Enterprise Marketing Strategy for UPS Asia Pacific Region, Tay expanded UPS's regional product portfolio including the expansion of the UPS Worldwide Express® service to more than 23,000 postal codes in Asia including Vietnam, and the introduction of the China-to-Europe rail solution.



Seko Logistics

US

SEKO Logistics has appointed **Jim Mikrut** as Vice President of its home delivery business in the US. Mikrut has more than 18 years' experience in the home delivery sector, and was most recently Vice President of network carrier/customer experience at the US linehaul trucking and final-mile delivery firm MXD Group. He has also run Strategic Account Management teams in addition to managing business integration, customer service and order management. Mikrut's focus will be on enhancing, strengthening and improving our overall home delivery solution and customer experience, using his expertise, wide range of industry relationships.



Fronius International GmbH

Austria

Fronius International GmbH has appointed **Harald Scherleitner** as the new Head of the Perfect Welding Division. He is taking up the position vacated by Wolfgang Lattner, who in 2017 plans to retire after 41 years in the company. The 37-year-old has been a member of the Fronius team since 1994 and has spent the last eight years as head of the Perfect Charging Division. Scherleitner began his career as an Area Sales Manager for welding technology, covering Europe and Latin America. It was in this role that he oversaw the establishment of Fronius Mexico and Fronius Brazil.



TALKing People

Ashish Gupta, MD, Times Logistics, usually reads when he doesn't work. He prefers to spend time with his friends and family in weekends. "Swimming has been my favourite sport since childhood," says Gupta. He is fond of Indian dishes. "Apart from that I like Italian and Thai food," he informs. Switzerland is his favourite destination for holidays. It's waterfalls, mountains and weather makes it a great place for him to visit it again and again.



Bhavik Chinai, Founder & CEO, Vamaship, has keen interest in automobile, following global fashion designers, gadgets, reading management books, electronic music and mobile technology. "I enjoy going out on long drives to places near Mumbai like Lonavala," shares Chinai. Cricket, soccer and pool are his most favourite sports. "I take out time to read articles or news related to these sports." His favourite holiday destination is New York. "The vibe of the city is unmatched," he says.



Vineet Baid, CEO, Falcon Autotech, loves listening music in his free time or even play music. Cricket, soccer and American Football are his favourite sport. "I always prefer playing any of them whenever gets time," tells Baid. When it comes to holidaying, he prefers beaches to mountains. "However, anything with a bit of adventure or adventure sports get me going," he adds. "Leh-Ladakh road trip from Delhi with my brothers was a thrilling experience. Adding to it, the drive, the beauty, the landscape and the music," points Baid.



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Inside view of warehouse at Manesar showing 16 mtr interval bay spacing



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