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Air fuel tax cut powers cargo

The announcement of a steep reduction in Value Added Tax (VAT) on jet fuel to one per cent from 25 per cent by the Delhi government has the industry heave a sigh of relief. CARGOTALK sought opinion of agents on how this move will boost the domestic air cargo sector optimally.



KALPANA LOHUMI

The government is putting its best effort to lessen the logistics cost and Air Turbine Fuel (ATF) plays a crucial role in the escalating cost. Hence, after the request made by Ministry of Civil Aviation in February this year, the Delhi government took the case and announced a steep reduction in VAT on jet fuel for regional flights. The reduction was followed by an appeal made by **Ashok Gajapati Raju**, Union Civil Aviation Minister, Government of India, for reduction in VAT for regional flights to the Delhi government and Lieutenant General. However, VAT of 25 per cent was one of the highest in the country, the reduction under the Regional Connectivity Scheme (RCS) was much-needed.

Manish Sisodia, Deputy Chief Minister and Finance Minister, Delhi, has declared that VAT on ATF for regional flights will now be charged at the rate of one per cent from the earlier 25 per cent in Delhi. According to Centre's directive under regional connectivity scheme, other state governments will also have to reduce the VAT to 1 per cent on jet fuel. CARGOTALK elucidates on how this will effect the cargo movement to and from Delhi airport.

Expressing his opinions, **Amit Bajaj**, ICA 2015 winner and Managing Director, Mituj Marketing, shares, "We find it very difficult to

book air cargo for regional destinations as we compete against road transport. There is a huge gap in cost. With the reduction in taxation the airlines may reduce the freight but the cargo terminal will still charge an exorbitant handling charges."

Suraj Agarwal, ICA 2015 winner and Managing Director, Monopoly Carriers and Cargo appreciated the Delhi government effort. "This is a welcome move and we hope other states will also consider on the same line to improve the regional connectivity as soon as

possible. This move will help starting the small aircrafts with limited cargo capacity, however this will definitely increase the reach," he says.

"To promote growth of cargo to regional destinations a rounded approach has to be followed. Airlines, cargo terminal operators and agents should create an ecosystem so that the benefits can be passed to shippers," adds Bajaj.

"Jet fuel costs in the country are

steep and account for almost 40-45 per cent of the total delivery cost for any logistics player," informs, **Areef Patel**, Vice-Chairman, Patel Integrated Logistics, in adding, "With a steep reduction in VAT on jet fuel, regional air connectivity will get a huge boost and downscale the operational costs of logistics players. Air cargo movement from Delhi will see a huge uptick, especially to the under-penetrated regions in the North-East. This is a largely business-friendly move which will help bring remote regions across smaller towns and cities in the country on the

commercial aviation roadmap and ease the process of delivering essential goods and services to them."

"The Union Minister of Road Transport, Shipping and Highways, **Nitin Gadkari** announced that aviation will be made a part of multi-modal logistics hubs. This move assumes great significance for leveraging the potential of the under-utilised sector to provide faster delivery of goods and services and boosting the potencies of the domestic logistics industry," believes Patel.

Listing the benefits and sprints, **P. C. Sharma**, ICA



Contd. on page 6 ▶

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'Accelerate modernisation in air cargo'

The 11th World Cargo Symposium 2017 opened on a positive note in Abu Dhabi. The symposium highlighted a thoughtful optimism on delivering quality service while enabling modern technique in the air cargo industry.



SHEHARA RIZLY

After several years of virtually no growth, the industry is starting to see demand pick up. Freight volumes began to grow in the second half of 2016. And the momentum is carrying over into this year with the demand rising nearly seven per cent in January. **Alexandre de Juniac**, Director General and CEO, IATA, shares a clear vision of how the aviation sector is elevating the national economy strategically. The International Air Transport Association (IATA) called on the air cargo industry to accelerate modernisation and focus on delivering high quality service. Juniac focused on two key areas for industry transformation; one on simple modern electronic processes; the industry has been pursuing a digital

process transformation known as e-freight for over a decade. A key element of e-freight is the market adoption of the E-Airway Bill. Global penetration has nearly reached 50 per cent and the industry is targeting 62 per cent by year-end on enabled trade lanes. Secondly, high quality services; two of the fastest growing and most profitable parts of the business are focused on meeting specific customer needs. These are e-commerce as well as time and temperature-sensitive cargo.

Frederic Leger, IATA's Director Airport – Passenger, Cargo, Security and Products, stated, "Our main aim of this conference is to introduce new innovation to improve efficiency in air cargo and bring it to the next century. CIEV Pharma is a

Implementation of global standards

- The adoption of the Montreal Convention 1999 (MC99) governing the regulation of acceptance of digital documentation by governments is a critical prerequisite for the e-AWB. Till date, 124 countries have implemented MC99
- The adoption of revisions to the Kyoto Convention of the World Customs Organisation, which facilitates smart border solutions that reduce complexity and cost
- The quick implementation of the World Trade Organisation's Trade Facilitation Agreement, which will make trade cheaper, faster and easier

new programme introduced to improve compliance and best practices." On dangerous goods, Leger says, "In a joint letter to governments in the world's largest lithium battery manufacturing and export countries, a number of global associations including IATA, PRBA, the US Rechargeable Battery Association, RECHARGE, among more, called for significant fines

and custodial sentences to be imposed on those who circumvent the regulations. To further eliminate the safety risk in shipping lithium-ion batteries the industry is working on developing a new set of standards regarding packaging material designed to contain a lithium battery event fire. Defining the performance and testing of boxes to safety are nearing completion."



Alexandre de Juniac
Director General and CEO
IATA



Frederic Leger
Director Airport – Passenger, Cargo,
Security and Products
IATA

“
Global penetration has nearly reached 50 per cent and the industry is targeting 62 per cent by year-end on enabled trade lanes
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Augmenting growth optimally

The Indian Railways enjoys the status of being the fourth largest network in the world, but, in spite of the awarded status, it is not being used to its full capacity. Focusing on enhancing the freight industry, the government presented the Railway Budget in the Union Budget this year. The several initiatives in the Railway Business Plan 2017-18, announced by Suresh Prabhakar Prabhu, Minister of Railways, Government of India, aimed to elevate the freight sector as a whole. Green initiative like Roll on-Roll off service initiated across the National Capital Region is a pilot project of the Indian Railways to reduce road congestion and improve the environment.

The Delhi government has also taken a call to reduce logistics cost with the announcement of reduction in Value Addition Tax (VAT) on jet fuel to one per cent from 25 per cent for regional flights flying out of Delhi airport. Other states are also expected to implement it at the earliest. The move hopes to augment the domestic cargo industry of the country.

Adding another feather in its hat, the World Customs Organisation's (WCO) invited Federation of Freight Forwarders' Associations in India (FFFAI) to its meeting to exchange ideas on TFA and on initiatives taken by the industry stakeholders. This will put the logistics industry on the global map.

On the maritime front, shipping lines and ports are ensuring a secure movement of cargos through adoption of latest and updated technology. With the execution of such tools, getting cargo clearance will be effortless.

On these lines, both the government and industry are looking into the intricacies of the sector, to stand on a par with international standards.

Separate unit to deal with logistics

The Commerce Ministry is working on a proposal to set up a separate logistics unit to deal with the issues, including rising costs, that are impacting global competitiveness of exporters.



CT BUREAU

The Commerce Ministry is considering a separate unit for logistics. There is no single department or ministry at present to look at all the aspects that are related to logistics covering various modes of shipment such as sea, roads and railways.

Exporters also have demanded for a specific department to deal with the logistics issues. They are undertaking a study to look at issues such as shortcomings in logistics and also ways to address the same. An umbrella body would help coordinate all aspects of logistics, which is currently managed by different departments.

An umbrella body would help coordinate all aspects of logistics, which is currently managed by different departments

To increase the logistics competitiveness of exporters, the Commerce Ministry has also suggested to the Railways Ministry that it needs to clearly distinguish between consignments for exports, imports and the general category in terms of freight rates. Logistics costs of exports are very high in India and due to this, Indian goods are less competitive in the global markets.

In India, the container transport is heavily inclined

in favour of roads due to high freight rates of railway, unpredictable and unreliable scheduling of freight trains, and poor last-mile connectivity. A strategy paper released in 2010 by the Commerce Ministry had emphasised upon the need to invest billions of dollars in improving infrastructure to boost exports. It had asked the government to invest to modernise roads, ports, railways, airports, power and customs stations. During the April-February period of the current fiscal,



Nirmala Sitharaman
Minister of State (Independent Charge)
Ministry of Commerce & Industry

exports grew by 2.52 per cent to US \$245.4 billion. India is aiming to increase its share in global trade to 3.5 per cent by 2020 from the two per cent at present. Moreover, increasing trade helps create big employment opportunities and boosts economic growth.

Aiming for sustainability in exports

Four Export Promotion Councils (CHEMEXCIL, PLEXCONCIL, CAPEXIL and SHAFEXIL), in a joint exercise, are promoting exports of finished goods, while Asian and African countries target for exports thrust.



CT BUREAU

Buoyed by the export growth of over 17 per cent YoY in February, the Ministry of Commerce & Industry is encouraging a wider basket of exportable goods. At CapIndia 2017, over 200 buyers from 36 countries are talking to nearly 400 Indian exporters for products like chemicals including organic & inorganic chemicals, agro chemicals, dyestuff, cosmetics, toiletries, castor oil, plastics, construction materials, books & publication, paper and stationary products, wood and allied products. Overseas buyers include delegations from 13 African countries, 13 Asian countries and other

important markets such as CIS, LAC etc.

"Sustainability in exports is very critical," said Satish Wagh, Chairman, CHEMEXCIL, in addition, "The government thrust on exploring diverse countries for a whole variety of products is a big encouragement for India exporters. The overseas buyer is indeed spoilt on choices."

Indian exporters are feeling more positive with developments like GST, government focus, global geopolitical realignments etc. More and more countries

are looking at India for their needs for a diverse import needs. Dr Nguyen Thanh Hai, Chairman of the Board, Graphenstone, from Vietnam, said,

"For Vietnam India is a very friendly market. India has a lot of good products to showcase. The best edge of India is in terms of pricing and quality. India also has a lot of organic farming innovations."



PM to flag off first shipment on INSTC routes

The commencement of the International North South Transport Corridor (INSTC) will be flagged off by the Indian Prime Minister, Narendra Modi, on April 13 from Mumbai.



The beginning of multimodal transport services between India, Iran and CIS countries from April this year has been jointly promoted by the Ministry of Commerce, export organisations and Federation of Freight Forwarders Association of India (FFFAI).

Sunil Kumar, Joint Secretary, Ministry of Commerce, Government of India, informed, "To commemorate the 70th anniversary of the establishment of diplomatic relations between India and Russia, the Prime Minister would flag off the first containerised shipment, to be transported via INSTC route. This route links India and Central Asia and Russia via Iran by saving significant amount of time."



Sunil Kumar
Joint Secretary
Ministry of Commerce, GoI

Commending FFFAI's initiatives to enhance bi-lateral trade from India, especially on INSTC route, Kumar pointed out that the Dry Run carried out by FFFAI in 2014 and transportation of five containers from Bengaluru to Moscow via INSTC route in October 2016 have demonstrated that compared to the traditional route from Mumbai via St. Petersburg which takes about 41 days, the INSTC routes take only about 20 to 25 days. Efforts are underway to further reduce the transportation time to 19 days. This initiative would also reduce transaction cost drastically.

At this stage, there are two operational INSTC routes; one is Mumbai — Bandar Abbas — Astara

— Samur — Moscow and second is Mumbai — Bandar Abbas — Amirabad — Astrakhan — Moscow. "There is huge scope of ex-im trade and logistics services on this route. At present, the government has set a target of 1500 containers

movements on this route every month. Especially, there would be a tremendous requirement of cold chain logistics services to cater to the demand for perishable cargo," added Kumar. Samir Shah, Chairman, FFFAI, emphasised on the

ongoing joint activities by the Ministry of Commerce and FFFAI, reiterating the latter's commitments towards future programmes. He expressed high optimism for various measures like Single Window, RMS, DPD, to name a few.

This route links India and Central Asia and Russia via Iran by saving significant amount of time. Efforts are underway to further reduce the transportation time

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New ATF charge rejigs delivery strategy

►Contd. from page 1

2016 winner and CEO and Whole Time Director, TCIEXPRESS, opines, "With this initiative, there will be a sharp reduction in the cost of air cargo movement. This move will promote efficiency and faster movement of air cargo. Penetration to the remote locations will be cost effective and quicker. Although there will be few hurdles in terms of the air traffic control and the various taxes which go along with the process."

"With the increasing participation of airlines in plying on newly identified flight routes and covering hitherto under-penetrated markets, delivery timelines for logistics players will significantly reduce with this move. This is a win-win situation for both logistics players and consumers in the form of improved margins and reduced delivery schedules. But the key would be to eradicate the bottle necks completely to reap in more benefits with better movement of cargo across the country at the best rates," elucidates Patel.

Commenting on how this move will help in increasing domestic air cargo of the country, Sharma, says, "The government has already initiated developing 50 airports across the country; this will aid ease of access across regional hubs as well help to grow a connected ecosystem for logistics players. This will result in further business opportunities as connectivity will increase and hence domestic air cargo movement will be augmented."

On the other side, **Col Rajendra Shukla (Retd)**, Secretary General, DACAAI, shares, "All state governments that want to participate in Udan have signed agreements with the



Amit Bajaj
India Cargo Awards 2015 Winner & Managing Director
Mituj Marketing

“With the reduction in taxation the airlines may reduce the freight but the cargo terminal will still charge an exorbitant handling charges”

aviation ministry to levy a tax of just one per cent on jet fuel so that flying to these small and remote locations becomes cheaper and so do airfares. Airlines typically fly A320 and B737 jets on metro routes are subject to a 25 per cent tax on jet fuel.

Small planes like ATRs and Q400s flown on short-haul routes like Delhi-Kanpur are subject to four per cent tax. This effectively means a reduction of three percentage points; no real impact."

"Most of the airlines with large fleet like IndiGo which does not fly small planes will not get benefit, unless if the lower tax is applicable across the board. Thus, it will not be able to pass on any benefit to cargo sector either. The move will bring down fares for flights to smaller airports in the country, which fly airlines with small planes in its fleet. The existing Domestic Air Cargo business will not get effected at all," Shukla adds.



Suraj Agarwal
India Cargo Awards 2015 Winner & MD, Monopoly Carriers and Cargo

“This move will help starting the small aircrafts with limited cargo capacity, however this will definitely increase the reach”

Will e-commerce get its share?

E-commerce has seen unprecedented growth in past years and hence speed of delivery is as important as the quality of the product for customers, logistics could be the essential factor for the success of e-commerce companies. And, hence air being the fastest mode of transport, let's see how much e-commerce sector is going to get benefitted from this initiative?

Sharing his thoughts, Bajaj says, "E-Commerce segment has moved to hi-speed trucking for their majority of the loads. We have to be quite competitive in terms of service and rates to win them back."

"With this steep reduction in ATF charges, logistics players would rejig their delivery strategies to provide quick-time services to consumers with terms like same or next-day services being replaced



Areef Patel
Vice-Chairman
Patel Integrated Logistics

“This would lead to a significant streamlining of logistics supply chain with a lighter operational model”

by one hour or two-hour delivery services. This would lead to a significant streamlining of logistics supply chain with a lighter operational model replacing former inefficient logistical networks, making servicing of orders an easy process. With air traffic activity becoming more intense and more markets coming within an increasing aviation framework, customers in far-flung regions can avail of reduced lead-time and quick-time deliveries," expresses Patel.

"Ground handling time for cargo has to reduce. Presently, at Delhi, cargo is accepted four to five hours before departure of a flight and the delivery is three hours after arrival of a flight. This need to be reduced to two hours both sides. Then only we will be able to win them back," adds Bajaj.

"This move will work in favour of e-commerce as the ease of doing business



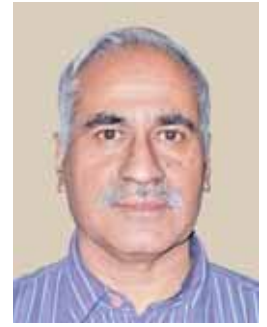
P. C. Sharma
India Cargo Awards 2016 Winner & CEO and Whole Time Director
TCIEXPRESS

“This move will promote efficiency and faster movement of air cargo. Penetration to the remote locations will be cost effective”

will catalyse further. One of the challenges that the e-commerce sector has faced is networking in the remote parts of India, which indirectly has an impact on the overall sales. But with this initiative, they can provide delivery services to the remote regions, with better connectivity, which was earlier not penetrable. The industry figures mention that most of the sales of the e-commerce sector are driven from the Tier II and Tier III markets. It was inevitable that they connect to these locations as well for increased business," tells Sharma.

Way ahead

"The step needs to be emulated by all airports across the country, irrespective of the fact whether they come under the RCS. The government needs to fast-track the process of identifying under-developed, no-frills airports in far-flung regions of the country and equip them with



Col Rajendra Shukla (Retd)
Secretary General
DACAAI

“The move will bring down fares for flights to smaller airports in the country, which fly airlines with small planes in its fleet”

cargo-handling facilities and equipment. The onus should be to bring them within the regional aviation connectivity framework. A large number of airlines need to be persuaded to operate their flights on these routes which will help in creating logistical hubs along the aviation pathways and increase intra-state and inter-state trade activities and distribution of goods and services. Aviation operations on these routes need to be incentivised by the government in the form of subsidies and other sops to air companies," stresses Patel.

As per Agarwal, airport charges also need to be reduced to make this initiative successful. "To make this initiative successful, Central government should focus on building well-connected roads in the remote location. The amount of investment given by the government in the budget shows how road connectivity plays a pivotal role," shares Sharma. 🇮🇳

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'Roadblocks can also be an opportunity'

India has been exhibiting a consistent growth momentum of over 7-7.5 per cent. **Jyothesh Kumar**, Co-Founder and CEO, ValueShipr, talks about converting challenges in logistics into an opportunity.



Your view on less asset-centric online companies being major players?

It is envisaged that the economy will double every five to six years and by 2030, India will be among the top four economies in the world. Over 40-50 per cent of India's logistics currently are being managed by the 3PL-4PL players who are highly disorganised. Technology based platform companies are solving the challenges across a multitude of problems being faced by the players to allow better revenues, asset utilisation, etc. To affect a logistics and supply chain solution for a geography as diverse as India and keep costs within acceptable tolerance a combination of multi-modal logistics and technology would be needed to bring about the necessary



desired output. All these less asset centric companies are trying to juxtapose themselves in bringing out smarter technology solutions using a marketplace aggregation model.

How have start-ups benefitted the logistics and transport players?

The broad challenges within their own work flow are the following:

- Active sourcing of clients

- Shipment tracking
- Order management and document automation
- Business analytics to take calibrated decisions
- Payment systems
- Seamless and continual engagement with clients
- Return loads for better utilisation
- Intermodal connect

Also, a broad survey of the users of these implementations have very encouraging feedback and

some even reporting over 30-40 per cent enhancement in their throughputs.

How does ValueShipr aim to be the change agent in the industry?

The formidable challenge of logistics in India has further been compounded by the explosive growth across sectors and massive scale up of e-commerce in the country. ValueShipr sees this benefit accrual going upwards of 50

per cent considering current efficiencies for all partners. Our proposition sharply focuses on addressing the problem areas on both the transporters and the shippers end by providing state-of-the-art services by enhancing efficiencies, reducing downtimes, augmenting revenues, etc. We focus on aligning and blending technologies to systematise and organise with through digital sourcing, (IOT), Cloud, and more.



Jyothesh Kumar
Co-Founder and CEO
ValueShipr

“
Our proposition sharply focuses on addressing the problem areas on both the transporters and the shippers end
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Procuring a wholesome air network

With hopes pinned on the Indian market, Aeroflot is expanding its wings. Dr. Naveen Rao, CEO, Sentro Group, speaks on opportunities and bilateral trade.



CT BUREAU

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

India is one of the fastest growing economies in the world. Last year, we started two daily 332/333 aircrafts from Delhi to move cargo even with bigger and heavy dimension pieces. With the freighter like capacity of 30 tonnes, movement to numerous destinations becomes easy. The government's proactivity towards logistics sector can enable the country to have multi-modal transportation network as it is in Europe and the US.

Aeroflot has developed an incentive free space concept for supporters of particular destinations in the Indian market. On achievement of yearly target on certain destination; agents, depending upon target, can receive from 7.5 to 20 per cent incentive space from the airline ex Delhi where agent who signed particular IFSA can sell across India through our interline and SPA partners in Indian market, for custom bonded carriage like Air India, Indigo and Jet airways. Except that,

Aeroflot offers custom bonded trucking services from anywhere in India. In the next five years, India is likely to boom in B2C and B2B sales of goods through portals like amazon, eBay etc. It is expected to increase many folds and all international shipments ex India have to move on air, as fast delivery is key of sales through internet portals.

How should we prepare for the challenges of the next five years?

One of the biggest issues we are facing today is custom clearance from international airports for trucking transportation of international cargo. Due to which, we can uplift cargo only through air. Similarly, if we have good connectivity from neighbouring countries like Bangladesh, Sri Lanka, Nepal, Bhutan, Burma and China, India can be a logistics hub for South East Asia. Other issues are, infrastructure, multi-modular logistical hubs, higher airport costs for ground handling, other facilities for cargo, labour, bureaucracy, shortage of skilled and talented personnel, etc.

What makes Russian custom union more competitive than others?

Earlier it used to take three to four days



for domestic custom transit formalities (DCT or in Russian VTT) or pre-approvals in post Soviet Union countries which are the parts of Russian custom union countries like Kazakhstan, Kyrgyzstan, Belarussia, Armenia and Russian destinations. With new VTT process shipments gets pre-approval in six hours, with in house translation facility for clients and for consignee coordination. All the efforts are based on pre-information and to educate client and consignee. As soon as shipment reaches destination, all the documents submitted for pre-approval is enough to get custom clearance which reduces custom clearance

time and the demurrage charges at destination. Secondly, special email address (one window concept) is created to smoothline process of VTT, wherein one can send required documents to vtt@aeroflotcargo.co.in.

As per domestic custom transit rules, all shipments destined to Russia as Russian custom union (includes Kazakstan, Kyrgyzstan, Belarussia, Armenia) and transiting through Moscow need to be uplifted as one lot on domestic sectors. Aeroflot has introduced custom bonded trucking for big shipments that is again a challenging competition with value for product and service.

Comment on India and Russia bilateral trade by air?

With Make in India strategy, the overall exports from India will increase trade between the countries, which surely will thrive our ambitions to achieve 1,000 tonnes of cargo per month ex Delhi only. Destination like Russia is struggling with the challenge as custom clearance procedure is very conservative for B2B and B2C portal for door-to-door delivery it takes time for custom formalities, in case of insufficient documents and it may lead to heavy demurrage's. We will be having our own integrated tracking system for B2B and B2C portal which will give clients timely information about movement of their shipments.



Dr. Naveen Rao
CEO
Sentro Group

Trivia

◆ Globally, Aeroflot management has upgraded with larger capacities destinations like LAX/NYC/LON/TLV /FRA/PAR/BEG in Europe and the US

Ethiopian adds Ahmedabad to its network

Ethiopian Airlines has announced the addition of Ahmedabad, a fifth cargo gateway to India, to its global cargo network. Ahmedabad is an emerging economic and industrial hub of India, inhabiting a population of more than six million.

Tewolde GebreMariam, Group CEO, Ethiopian Airlines, remarked, "Ethiopian cargo service to India dates back to the early 90's; launching our first cargo station in Mumbai. Complementing the booming economic relations between India and the African continent

at large, we have made available dependable cargo services to Chennai, Bangalore, Delhi and now to Ahmedabad. While operating in the major trade lanes between Africa, Europe, Middle East and Asia, our cargo network is efficiently linking the Indian sub-continent and

Africa farther with China and Hong Kong; providing the Indian market with minimum weekly import capacity of 240 tons per week. Our new services to Ahmedabad will further strengthen the existing trade and commercial ties between the two fastest

growing regions of the world."

Ethiopian is serving 36 global freighter destinations with an average daily uplift of 650 tonnes, on top of the belly hold capacity of 150 tonnes to more than 90 destinations globally, deploying eight dedicated

freighters including six Boeing B777-200LRF and two Boeing B757-260F.






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Railway Business Plan:

Minister of Railway, Suresh Prabhakar Prabhu, has announced the Railway Business Plan 2017-18. The plan aims to increase the share of freight, and includes long-term agreements with bulk movers, double stacking of small-size containers, introducing road-railers to hasten container movement at terminals, and roll on-roll off services in the National Capital Region (NCR). CARGOTALK took remarks from trade experts on how this will improve the railway freight of the country.



KALPANA LOHUMI



Sachin Bhanushali
CEO & Director, GatewayRail

Indian Railway has prepared an annual business plan and shared it in public space for the first time. This indeed is a laudable effort. Further, initiatives taken by Indian Railways as part of the Business Plan for 2017-18, such as introducing dwarf containers for double stack movement under wire in electrified territory and for Roll-On-Roll-Off (Ro-Ro) for transportation of laden trucks by rail over critical and congested sections are also very good initiatives. However, the potential of these initiatives has not been assessed and established convincingly. Also, even with a good potential of

these two initiatives, the contribution of these segments of business in IR's overall revenue is likely to be only marginal. Transportation of light and voluminous cargo in double stack formation of dwarf containers will improve throughput per train as compared to that in single stack operation in conventional ISO type containers. However, it may be a little challenging to get similar business for return haul leg of the transportation cycle.

Further, Indian Railways have a very limited fleet of the specialised low-bed rolling stock for transportation of laden road trailers. Therefore, general purpose wagons like BRN which are used for transportation of iron and steel will have to be used for Ro-Ro operations. The RO-RO concept is primarily targeted at reducing congestion and pollution in NCR region and move towards greener transportation option. The road railers are still at experimental stage and their success depends on Indian Railways' ability to develop adequate switching terminals and large private investment to develop the trade route with good potential for regular cargo movement with adequate switchable rolling stock. We will have to wait and see the success of these initiatives to bring about a modal shift in transportation sector.



Manish Puri
MD, APL IndiaInx

While these are good initiatives per se, I do not feel that they have been fully thought out in terms of impact as well as their likely impact on the overall freight situation. For dwarf containers, there is still no commercial tariff available with container train operators, and it will take four to six months to even begin the process of deploying these after manufacture etc. Similarly, for Ro-Ro in NCR at present, only local movement/small trucks can be moved, and the pricing offered is more expensive than road movement even after payment of the green tax. The railways seems to be in

a hurry to introduce new ideas, which is a good thing as it indicates clearly that the intent to improve freight movement is in place. It is equally important however, to fill in the necessary details as well as keep contact and dialogue open with investors and private operators to take these ideas to success.



HIGHLIGHTS

- The potential of these initiatives has not been assessed and established convincingly.
- Transportation of light and voluminous cargo in double stack formation of dwarf containers will improve throughput per train as compared to that in single stack operation in conventional ISO type containers.
- Indian Railways have a very limited fleet of the specialised low-bed rolling stock for transportation of laden road trailers.
- The RO-RO concept is primarily targeted at reducing congestion and pollution in NCR region and move towards greener transportation option.
- The road railers are still at experimental stage and their success depends on Indian Railways' ability to develop adequate switching terminals and large private investment to develop the trade route.
- For dwarf containers, there is still no commercial tariff available with container train operators, and it will take four to six months to even begin the process of deploying these after manufacture etc.
- The railways seems to be in a hurry to introduce new ideas, which is a good thing as it indicates clearly that the intent to improve freight movement is in place.
- The bottle neck in the Ro-Ro service for CTOs is unavailability of a Railway land where the trucks can be loaded and off loaded.
- The revenue model is not suitable on long term for CTOs.
- The sector needs to innovate to recover some of the business that it has lost to road.
- The good news now is that the Indian Railways is now dialoguing and no longer working encased in its own version of reality.



Big, but not off with a bang



N. Ramakrishna
General Manager (Marketing & Sales),
Kribhco Infrastructure

The Ro-Ro service is a boon for Delhi as it would have a direct impact on its air ambient quality and the capital would breathe clean air as the Ro-Ro service aims to reduce carbon emission and congestion on the roads of NCR as about 66,000 diesel-guzzling trucks pass through Delhi and its adjoining areas in a day. According to Railways, there are about 20,000 trucks which are not meant for the NCR, but enter the region to travel further.

There are eight entry/exit routes in the NCR which will be utilised for Ro-Ro service to take trucks off the road. It is a win-win situation for truckers as well as for railways as goods will be transported in safe and faster way, saving cost on diesel and man-days besides reducing the pollution level.

The bottle neck in the Ro-Ro service for CTOs is unavailability of a Railway land where the trucks can be loaded and off loaded. The revenue model is not suitable on long term for CTOs.



Amit Kumar
Director, Pristine Logistics

The Indian Railways is, in many respects, at an inflection point, especially in the backdrop of the merger of its Budget with the general Budget of the country. The sector needs to innovate to recover some of the business that it has lost to road. The recent announcements, especially with respect to dwarf containers have tremendous potential. These announcements, of course, are at an ideational stage right now and needs to be followed up with realistic schemes that can attract cargo. The good news now is that the Indian Railways is now dialoguing and no longer

working encased in its own version of reality. We look forward in participating and partnering the Indian Railways in this growth of opportunities arising out of this new thinking coming out of the establishment.



FFFAI first to attend WCO meet

For the first time in the World Customs Organisation's (WCO) history, an industry association from India was invited to its meeting, held recently on WTO Trade Facilitation Agreement (TFA), in Brussels, Belgium.



CT BUREAU

Addressing the meet to exchange ideas on TFA and initiatives taken by the industry stakeholders in this country, **Samir Shah**, Chairman, Federation of Freight Forwarders' Associations in India (FFFAI), maintained that the ongoing initiatives on Trade Facilitation under WTO Trade Facilitation Agreement would change the landscape of ex-im industry as well as Customs Broking/Freight Forwarding business across the globe with its very positive impact on Indian foreign trade. He says, "Owing to new elements in TFA, customs broking business would see a paradigm shift in the days to come. Both Customs Brokers and exporters/importers have to change their mindset and adopt new changes to face the future challenges for their survival and growth."

According to WCO, the TFA has launched a new phase for trade facilitation reforms all over the world

and it will create a significant boost for commerce and the multilateral trading system as a whole. TFA seeks to expedite the movement, release and clearance of goods across borders. Once the TFA is fully implemented, developing countries are predicted to increase the number of new products exported by as much as 20 per cent, with least developed countries (LDCs) likely to see an increase of up to 35 per cent.

Shah strongly represented the Indian industry perspective and Indian customs brokers/freight forwarders' active support to TFA. He also highlighted initiatives being taken by the Government of India for trade facilitation in consultation with industry stakeholders.

Shah cautioned, "Initiatives on trade facilitation and emphasis on compliances are emerging very strongly and quickly. Indian government is also acting very fast. Now it is industry's responsibility



Samir Shah
Chairman
Federation of Freight Forwarders' Associations in India (FFFAI)

“Owing to new elements in TFA, customs broking business would see a paradigm shift in the days to come”

Trivia

- ◆ It is worth mentioning that FFFAI is one of the members of the recently constituted National Committee on Trade Facilitation (NCTF), which is headed by the Cabinet Secretary, Government of India.
- ◆ FFFAI is regularly interacting with all relevant ministries on how to reduce transaction time and costs, build capacity and expedite hassle-free cargo movement.
- ◆ The apex body is currently consisting of 28 member associations having 6500 members across India.

to react accordingly." He, however, made it clear that under the new regime of trade facilitation and digitisation, role of customs brokers/freight forwarders would remain equally important.

"Need of the hour is to be well-equipped with domain knowledge, enhancement of skill, transparency, change in mindset and IT efficiency," the FFFAI Chairman suggested.

B2B meetings for opportunities

Vinod Sharma, Hon. Treasurer, FFFAI, who is spearheading B2B meetings, explains the importance of such meets for business.



CT BUREAU

During last two biennial conventions of Federation of Freight Forwarders Association of India (FFFAI), the major focus was to create awareness and offer breaks for new business, by organising B2B meetings. We are very keen to organise B2B meetings at every convention of FFFAI. In last two conventions, we have witnessed tremendous responses from our members for availing of benefits out of B2B meetings with their Indian as well as overseas counterparts. At Mumbai and Kochi Conventions, held in 2015 and 2017, there were around 270 B2B meetings. In addition, during International North South Trade Conference which was held in Mumbai in 2016, FFFAI had organised about 100 such meetings with the business delegates from West Asia and CIS countries.



Vinod Sharma
Hon. Treasurer
FFFAI

“FFFAI is planning to organise the B2B meetings in a big way at the forthcoming 'FIATA World Congress 2018'”

Why are B2B meetings crucial in today's world?

It is very difficult to do business by having offices in every state or countries. It is pragmatic that customs brokers/freight forwarders/logistics companies should have tie-ups with their counterparts wherever they wish to expand.

From that aspect, emerging markets, especially Africa, South East Asia, West Asia and CIS Countries are attracting more Indian trade people. Accordingly, FFFAI is endeavouring focused efforts to benefit its members. I

expect that the Government of India would extend required support to Indian forwarders and logistics companies

Further plans

Now, FFFAI is planning to organise the B2B meetings in a big way at the forthcoming 'FIATA World Congress 2018', that is scheduled to be held in September 2018, in New Delhi.

There would be more than 700 overseas business delegates apart from more than 800 Indian counterparts. Similar B2B format will be followed in all forthcoming biennial conventions of FFFAI.

Growth not in tune with GDP: PHD

The PHD Chamber of Commerce and Industry's summit on Logistics & Supply Chain in the capital was attended by more than 120 delegates.



CT BUREAU

V. Kalyana Rama, Chairman and Managing Director, Container Corporation of India (CONCOR) was the Chief Guest at the summit. He laid stress on the fact that while the GDP is growing at seven per cent plus, the logistics sector is witnessing only about two to three per cent growth. This is primarily due to the large-scale growth of the service sector, which does not result in a high growth in the logistics sector. The recent government's initiatives like Make in India, Pradhan Mantri Garib Kalyan Yojana (PMGKY) are very important steps in the growth of the primary sectors, which will have an overall positive impact on the growth of the logistics sector. This coupled



with the implementation of GST and the upcoming DFC (Dedicated Freight Corridor) will bring forth numerous opportunities for the logistics

Anil Khaitan, Senior Vice President, PHD Chamber, said, "Designing an optimal supply chain configuration that can meet the expected growth rates is a challenging task, especially in India. While customers demand improvements in each

aspect at ever-lower prices, producers and distributors in India are facing increasing competition in nearly every product category."

Stressing on customisation across the value chain but from the cold chain perspective, **Pawanexh Kohli**, Chief Advisor & CEO, National Centre for Cold-chain Development (NCCD), Department of Agriculture,

Cooperation & Farmers Welfare, Ministry of Agriculture and Farmers Welfare, Govt. of India, said, "To move something which has a short life cycle, we need to pre-condition it at farm gate; those things are called modern pack houses. All our exports are happening on multi-modal formats but in cold chain we do not even have one single multi-modal refer container at this moment."



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RCT connects Pipavav port to Vadodara

With this new facility in place, trade and industries in and around Vadodara area will now get an additional mode of moving their cargo to Pipavav in Gujarat.

Rail Container Terminal (RCT), Vadodara carrying glass materials, syringes,

LED bulb, flexible intermediate bulk container (FIBC), jumbo bags, plastic articles for export. The container train services was operated by Container Corporation of India (CONOCR).

Vadodara is the trade Centre of western India having industries like Petrochemicals, Engineering, Chemicals, Pharmaceuticals, Plastics, IT and Foreign exchange services amongst others.



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It is also an important terminal for the Indian railways connecting Vadodara city with North, South and Eastern regions of the country. Through this service, customers in and around the city will get an option of movement of their cargos to and from Vadodara for their export/import with no pilferage in transit. This environmentally friendly mode of transport will bring operational efficiency along with decongestion of roads. The current fortnightly service will be converted to a weekly service going forward.

Keld Pedersen, Managing Director, APM Terminal, Pipavav said, "We thank CONCOR for this initiative of connecting port Pipavav and Vadodara city. The new service will help safe & secure movement of cargos to our customers."

Indian ship debuts in Bangladesh

Under the Coastal Shipping Agreement signed in 2015, the first container ship from India has arrived in Bangladesh's Panagon river port, allowing direct cargo vessel movement between the two countries. The ship, 'Shonartori Nou Kalyan-1' reached the Pangaon Inland Container Terminal at Keraniganj with 65 containers on board. The cargo ships will now reach and depart from Pangaon to India every 15 days. The link between the Pangaon terminal and India will save time and money.

CargoTalk/April-2017

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Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to January		
		January 2017	January 2016	%Change	2016-17	2015-16	%Change
(A) 18 INTERNATIONAL AIRPORTS							
1	Chennai	7094	6644	6.8	74822	69406	7.8
2	Kolkata	7476	7178	4.2	79925	76644	4.3
3	Ahmedabad	3820	3497	9.2	37583	37337	0.7
4	Goa	276	270	2.2	2429	2898	-16.2
5	Trivandrum	119	93	28.0	1271	768	65.5
6	Lucknow	250	87	187.4	1933	2064	-6.3
7	Jaipur	1077	1093	-1.5	11351	6015	88.7
8	Guwahati	1543	1317	17.2	14654	13016	12.6
9	Srinagar	364	454	-19.8	3948	4453	-11.3
10	Calicut	92	19	384.2	595	322	84.8
11	Bhubaneswar	833	604	37.9	6745	5682	18.7
12	Coimbatore	418	503	-16.9	7654	5643	35.6
13	Mangalore	45	23	95.7	409	315	29.8
14	Varanasi	74	71	4.2	896	758	18.2
15	Trichy	5	0	-	18	0	-
16	Amritsar	49	23	113.0	295	172	71.5
17	Port Blair	338	355	-4.8	3758	3147	19.4
18	Imphal	470	294	59.9	3678	3709	-0.8
Total		24343	22525	8.1	251964	232349	8.4
(B) 6 JV INTERNATIONAL AIRPORTS							
19	Delhi (DIAL)	24275	24664	-1.6	249215	246993	0.9
20	Mumbai (MIAL)	21546	15766	36.7	191832	173462	10.6
21	Bangalore (BIAL)	9499	8984	5.7	101957	96937	5.2
22	Hyderabad (GHIAL)	4519	4179	8.1	43987	42489	3.5
23	Cochin (CIAL)	1016	1050	-3.2	11801	10093	16.9
24	Nagpur (MIPL)	592	507	16.8	5645	5073	11.3
Total		61447	55150	11.4	604437	575047	5.1
(C) 7 CUSTOM AIRPORTS							
25	Chandigarh	358	298	20.1	4886	3782	29.2
26	Pune	2690	2839	-5.2	29091	25834	12.6
27	Visakhapatnam	304	305	-0.3	3748	1639	128.7
28	Patna	636	396	60.6	5338	3745	42.5
(D) 25 DOMESTIC AIRPORTS							
29	Bagdogra	320	294	8.8	3720	3699	0.6
30	Madurai	82	52	57.7	823	782	5.2
31	Aurangabad	99	91	8.8	1197	1153	3.8
Total		4489	4275	5.0	48803	40634	20.1
(E) 1 ST.GOV. / PVT AIRPORTS							
57	Lengpui(AIZWAL)	25	16	56.3	636	238	167.2
Total		25	16	-	636	238	-
Grand Total (A+B+C+D+E)		93107	84607	10.0	933108	872434	7.0

Traffic Statistics

International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to January		
		January 2017	January 2016	%Change	2016-17	2015-16	%Change
(A) 15 INTERNATIONAL AIRPORTS							
1	Chennai	20692	17250	20.0	218931	188386	16.2
2	Kolkata	4644	3551	30.8	46357	40841	13.5
3	Ahmedabad	2621	2023	29.6	24977	19674	27.0
4	Goa	82	152	-46.1	1029	1202	-14.4
5	Trivandrum	1473	2291	-35.7	22175	29394	-24.6
6	Lucknow	147	239	-38.5	2095	2186	-4.2
7	Jaipur	246	216	13.9	2134	1106	92.9
8	Guwahati	0	2	-100.0	2	10	-80.0
9	Srinagar	0	0	-	0	2	-100.0
10	Calicut	1160	812	42.9	10751	11324	-5.1
11	Coimbatore	79	85	-7.1	969	911	6.4
12	Mangalore	59	33	78.8	552	481	14.8
13	Varanasi	0	1	-100.0	0	5	-100.0
14	Trichy	556	452	23.0	5727	5507	4.0
15	Amritsar	78	18	333.3	817	502	62.7
Total		31837	27125	17.4	336516	301531	11.6
(B) 6 JV INTERNATIONAL AIRPORT							
16	Delhi (DIAL)	46427	40737	14.0	457145	408307	12.0
17	Mumbai (MIAL)	46969	38129	23.2	442661	406939	8.8
18	Bengaluru (BIAL)	15585	14372	8.4	164050	145232	13.0
19	Hyderabad (GHIAL)	5410	4629	16.9	56574	49231	14.9
20	Cochin (CIAL)	4872	5235	-6.9	57043	55307	3.1
21	Nagpur (MIPL)	49	33	48.5	340	349	-2.6
Total		119312	103135	15.7	1177813	1065365	10.6
(C) 3 CUSTOM AIRPORTS							
22	Pune	0	0	-	0	1	-
23	Visakhapatnam	0	1	-	0	22	-
24	Madurai	0	-	3	2	2	-
Total		0	1	-	3	45	-
(D) 45 DOMESTIC AIRPORTS							
		0	0	-	188	186	1.1
GRAND TOTAL (A+B+C+D)		151149	130261	16.0	1514520	1367127	10.8

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2.	F5 4470	SUNDAY	DEL - HKG	20:45	01:55



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CEVA unveils multi-user distribution facility

The 215,800 sq.ft. facility has a Very Narrow Aisle and gravity-fed racking which enables high density stock to be stored via a 'first in, first out' system.



CT BUREAU

CEVA Logistics has officially opened a state of the art shared-user warehouse at the new iPort intermodal logistics park on the outskirts of Doncaster in the UK. The site can

accommodate up to 28,000 pallets and as well as being adjacent to a 35-acre rail terminal, offers parking bays for 110 HGV in its 55-meter yard.

Operating the facility on behalf of number of consumer

and retail customers, CEVA is able to provide warehousing, planning, transport, administration, customized value-added services and cross-docking functions from iPort. The site will begin by operating 24/6 and includes other

features such as an in-rack sprinkler system and TAPA security (Transported Asset Protection Association) to ensure the safety of all stock.

"Situated at Junction 3 of the M18 motorway, iPort gives us great access to the

whole of the north of the UK enabling us to receive and deliver to customers in timely fashion," states **Michael O'Donoghue**, Executive Vice President UK, Ireland and Nordics, CEVA, in adding, "The modern design of the facility and the built-in energy saving features such as intelligent LED lighting will enable us to reduce our overall carbon footprint and increase the sustainability of our operation whilst at the same time delivering the best-in-class services our customers have come to rightly expect."

O'Donoghue continues, "This is an important investment for CEVA. It is a statement of the confidence we have in our business and most importantly, it will bring tangible benefits to our customers through economies of scale, shared resources and the company's industry leading technology." 

"He lives most life whoever breathes most air".
Elizabeth Barrett Browning

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Delta Cargo's GPS-enabled, same-day product

Delta Cargo's DASH Critical & Medical have launched same-day product, making it the first fully GPS-enabled, offered by a freight carrier based in the United States. The new shipping option targets time-sensitive, small packages. Delta also guarantees shipments will arrive within 45 minutes of the scheduled flight, backed by a full refund of the freight charges, up to US\$750 per air waybill.

‘Optimising revenue in air cargo vital’

IATA’s 11th World Cargo Symposium in Abu Dhabi saw a conglomeration of leading players in air cargo management and operations. **Mukundh Parthasarathy**, Vice President-Cargo Solutions, Revenue Technology Services, shares the importance of revenue optimisation in cargo industry with **CARGOTALK**.



SHEHARA RIZLY

What are the latest challenges and trends?

The challenges of yields being down, over capacity in certain markets, competition from other modes, political winds working against trade deals and the slow pace are in my opinion challenges and trends in the market.

Can you share the solutions to optimise revenue in cargo?

Most airlines have pulled out all stops to increase the revenues and margins in the last few decades. However, since adding new equipment is heavily capital intensive, the respective airlines have started looking into other areas for utilising every aspect of the owned assets, which in this case, are the airplanes.

planning tool which can help air cargo departments optimise schedules based on air cargo demand, plan annual revenue targets, set sales goals and track progress.

How can logistics service companies benefit with your solutions?

Air Cargo organisations have realised up to 10 per cent revenue improvement using our solutions.

Enumerate on boost from e-commerce?

The value proposition from e-commerce can be significant that can make or break an airline (for not participating).

RTS Foresight’s revenue planning tool can optimise schedules plan annual revenue targets, set sales goals and track progress



Mukundh Parthasarathy
Vice President-Cargo Solutions,
Revenue Technology Services

The incremental revenue and margin can easily be accomplished by executing sophisticated revenue management and pricing solutions that take capacity, demand, yield, contract rates, spot rates, bid prices and allotments into consideration.

To help airlines accomplish the same, RTS Cargo solutions consists of RTS CargoProfitOpt, the revenue management solution and RTS CargoPriceOpt, the contract rate and spot rate optimisation solution.

Moreover, RTS is also ready with a RTS Foresight, a revenue

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CargoTalk/April-2017

'Decade of Change' shapes the sector

Soham Singh, Co-founder, Shippy, elucidates how technological advancement has shaped and elevated the logistics sector and how one needs to identify the correct technology to fit an organisation's capabilities.

We are entering into what is called the 'Decade of Change' for the logistics and transport industry in India. We have recently seen a decade of change in the mobile phone industry, where huge investments, high competition, and surging demand have caused a transformational change

A few fundamental questions need to be answered regarding how technology is shaping the sector as a whole.

Why now?

The Government has taken note of the importance of a strong logistics sector and has invested massively in building out infrastructure (~2 lakh crore towards logistics infrastructure in Budget 2017). Development of multi-modal transport avenues, coastal roads, ports etc has been given priority. With the Government giving importance to removing the traditional roadblocks (no pun intended), the rise of the manufacturing industry in India, introduction of GST - companies must work towards modernising their operations if they are to be able to reap full benefits of these policy changes.

What is the right technology for you?

In today's times, there are a number of buzzwords that are very prevalent. 'Data analytics', 'Internet of Things', 'cloud-based solutions', etc, are just some of these. While we would agree that each of these

has the potential to create lasting value, it is essential to identify the correct technology that will fit an organisation's capabilities.

Solutions range from the basic digitisation of operations — getting all processes to a central system (ERPs), eliminating the use of paper etc to advanced analytics based operations models. One of the primary tasks when adopting new technologies is identifying where along this spectrum an organisation is, how well a particular solution fits specific use cases and how easily incremental technology can be integrated with these systems.

Maximising return on technology investments

Investing in new technology such as analytics, IoT etc are challenging as their impact on the bottom lines are not instantly visible.

In the case of analytics, for a company to reach the stage that the system itself can generate business decisions a company has to allow data to be collected from every part of its operations. It needs a huge amount of data for the machine to learn but can result in path breaking results such as the popular case of UPS saving millions of dollars by eliminating left turns in the US. This is a case of analytics working its magic.

However, it is not easy to justify continued investments into systems that do not show



short term results. Thankfully, efficient use of analytics, IoT and technological processes do pay off in the short term as well.

Asset utilisation

Increased visibility, real-time alerts, and exceptions allow operations managers to track how assets (trucks,

By installing a simple GPS device or installing an app, central teams can be alerted in case of idling or route deviation

trailers etc) are being used. By installing a simple GPS device or installing an app, central teams can be alerted in case of idling or route deviations. Thus, a truck that could do four round trips a month can now potentially complete six.

Workforce utilisation

By embracing digitisation and latest technologies, employees can increase productivity greatly. Where earlier, shipments were tracked by phone calls by multiple employees; now, dashboards allow users to see all resources in a single screen. Efficient routing of

riders/drivers allows them to carry out many more trips in a given time.

Expansion into new business lines

Analytics and technology solutions not only act as a cost function,

they can free up resources to enter into new business lines. By using analytics solutions, a company was able to build out its first-mile pick-up capabilities with no additional resources. Just by the efficient routing of its riders who were out doing deliveries already. Using an analytics-based approach to running a business requires buy-in from all stakeholders. It requires a complete change in the functioning of an organisation, of decision-making processes and this can only be achieved after sustained efforts. However, there are a number of short-term benefits that can lead to significant value creation along the way.

The road ahead

With the active involvement of upper

management in pushing these changes, we foresee a very exciting decade for the logistics industry ahead of us.

(The views expressed are solely of the author. The publication may or may not subscribe to the same.)



Soham Singh
Co-founder
Shippy

Dachser Singapore on expansion mode

Dachser Singapore recently expanded its airport office at the Changi International Airport to accommodate growing business. The airport office remains at the same location, but has added another level above the existing office, making the total space five times larger.

"Because of our constant business development

and Singapore's relevance as a gateway for trade and business, our airport office reached its capacity," said **Christophe Vincent**, Managing Director Air & Sea Logistics Malaysia, Singapore, Thailand and Vietnam, Dachser. The decision to rent more space, under one roof serves to streamline workflows and facilitate internal communication.



ME debut for Kale

Kale Logistics Solutions has increased its international presence with a new set-up at Dubai World Central, Dubai. This will act as customer facing center and will enable a deeper engagement for Kale with the logistics industry stakeholders. Logistics and transportation industry has been witnessing an interesting

transformation. Technology in logistics is changing the way the world does business. Speaking on this development, **Amar More**, Director, Kale Info Solutions DWC LLC said, "We will be further expanding our portfolio in air and maritime space to bridge the technology gap that the logistics industry is facing."



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Dousing the fire that threatens security

Installation and use of fire shutters is paramount to the safety of buildings and industrial premises, shares **Samir Gandhi**, Director, Gandhi Automations.



CT BUREAU
Fire shutters are the unacknowledged champions of the fire safety because for most of their working lives they just work like any other doors. However, if fire breaks out,

a fire shutter must fulfill its role as an engineered safety device, to hold back the spread of fire and smoke and to save lives and property. Fire rated doors/shutters are applied in industrial, commercial, institutional, and retail projects.

Certified fire shutters with proper fitting is necessary to avoid any damage to property and lives.

Features

Auto - Closing Mechanism

Fire doors/shutters designed by Gandhi

Automations are equipped with fusible link mechanism. Upon sensing a temperature of 74°C, the fusible link mechanism releases the brake of the motor and allows it to descend by gravity. The operating system can be

directly wired for activation by fire alarm system or smoke detectors.

Sturdy Construction

Fire Doors/Shutters are constructed from cold rolled Galvalume/Galvanised Steel/Stainless Steel laths with a minimum thickness of 0.9 mm. The interlocked profiles are securely held using specially designed profile ends which act as a curtain alignment



Samir Gandhi
 Director
 Gandhi Automations

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“
Certified fire shutters with proper fitting is crucial and necessary to avoid any damage to property and lives
 ”

system thus eliminating lateral movement of the profiles. These fire shutters/doors can resist fire up-to four hours. Gandhi and Warringtonfire (Australia) which comply with BS 476: Part 22: 1987 standards for stability and integrity for up to four hours.

Maintenance

Our maintenance team checks that all parts continue to function correctly without a compromise.

Foreseeing the 'Future of Supply Chain'

Honeywell launched new products and solutions to increase efficiency and productivity across Indian supply chains that helps to highlight the strategy of the Internet of Things.



CT BUREAU
Honeywell has introduced its latest technology breakthroughs and innovative solutions for manufacturers, distribution centres, logistics providers, delivery firms and retailers in India to help drive efficiency across their supply chain operations.

productivity, increase profitability and lead to better customer satisfaction.

- Operational AcuityTM, combined with Honeywell Vocollect voice technology, is a software suite that

uses data collection, aggregation and predictive modeling techniques to show operations managers exactly how their distribution centres are operating and how best to improve them.

- XenonTM 1902g wireless battery-free scanner, a 2D area-imager, ready-to-scan charging in less than 15 seconds.

- CK75 handheld computer, launching later

this year, is an ultra-rugged, lightweight device, is optimised for demanding warehouse, distribution centre and manufacturing environments. Customers can choose between Windows® Embedded

Handheld 6.5 and Android™ 6 operating systems on a single device.

- CN75 is designed for courier express, mobile workers.

The new technology launched, 'The Future of Supply Chain', range from a revolutionary 3-D dimensioning system that automatically captures the volume of parcels to connected solutions that boost the productivity of workers in brick-and-mortar retail stores.

Kamal Jha, GM, Honeywell Safety and Productivity Solutions (SPS), India, says, "This technology demonstrates our commitment to innovation and bringing to market hardware and software solutions that can help organisations boost productivity and safety." SPS is deploying connected solutions for a range of customer challenges. Automation, software and hardware solutions are helping retailers meet growing customer expectations for faster and cheaper delivery.

The new products and solutions include:

- AutoCubeTM, a 3-D depth sensing technology, instantly and automatically captures the volume of an object with extreme precision – to eliminate time-consuming and error-prone manual measurements. The cost-effective dimensioning solution allows customers to capture more revenue, reduce bottlenecks and shipping errors and optimise storage space and workflows.

- Connected Retail Solution combines software and mobile devices to bring distribution centre operational excellence to brick-and-mortar retail stores to enhance worker

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CargoTalk/April-2017

Elucidating on logistics trends

PHD Chamber of Commerce held the Logistics and Supply Chain Summit 2017 in the capital. The conference discussed about India's supply chain megatrends and its implication on the future of the industry. The summit also deliberated on the need to build a competitive supply chain to enhance the development of the sector.





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Cargo meet highlights key issues

The 11th World Cargo Symposium held in Abu Dhabi, UAE, not only brought together key stakeholders from the air cargo supply chain, but also covered a wide range of subjects — from safety, security, high-value specialised products to e-commerce and more.



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Starry starry nights at annual ball

Bangalore Air Cargo Club (BACC) held yet another successful Annual Ball 2017 recently. The evening had many spectacular and peppy performances by various artists. The event was inaugurated by Hari Singh, CEO, Pelican Air, Harish Shah, Director, M&C Aviation, Parswanath Jain, RE Rogers, Rex, President, BACC and Newton Michael, Secretary, BACC, and many stakeholders attended the event.





DPD: Providing a respite to business

Brijesh Lohia, Managing Director, Global Ocean Group, shares his views on how JNPT's latest tender call to Container Freight Station (CFS) to take Direct Port Delivery (DPD) is easing congestion and time limitations.



CT BUREAU

JNPT's (Jawaharlal Nehru Port Trust) latest plan of tender calling out recently to all CFS operators could prove to be a respite for businesses that suffered initial hit from the Modi government's latest

initiative – DPD. The new plan offers CFS operators to bid directly to operate under the new regime. Although the introduction of DPD is deemed to prove highly favourable for importers, the limitations such as dispatching within 72 hour

time-frame and congestion at the port has steered to question if our ports are ready for the DPD model.

To begin with, under DPD model, JNPT appointed one single CFS where all goods were offloaded and stored.

But in an initiative to iron out early issues encountered since inception, the tender call which might select upto 10 CFS will facilitate importers with warehousing options and resolve congestion problems at the port. Another great benefit

would be the cost cutting as the key criteria of the tender, as it will allow one fixed cost of handling to be charged by all CFS operators, as contrasted with inconsistent rates charged earlier. Also, as per the initial DPD policy, it was intended to facilitate



Brijesh Lohia
Managing Director
Global Ocean Group

direct transfer of goods from port terminal to importer, as a result eliminating the presence of CFS - port warehouses where the cargo is stored after the shipment has reached the port. Even the custom clearance would take place before the shipment reaches the CFS, further contributing towards time saving.

Prior to DPD regime, goods were stalled at CFS for couple of days for customs clearance but now customs authorities grant green channels to certain agencies based on past performance. The process also helps cut-time and costs as earlier goods that were held at CFS would cost up to ₹ 15,000, but now with DPD in place it usually doesn't go beyond ₹ 7,000.

Highlights:

- DPD, a globally popular concept has been introduced by JNPT in India last December with Nhava Sheva port on the outskirts of Mumbai.
- This necessitates the delivery of a shipment from the port to the consignee instead of initially holding it at a CFS has so far proved to be beneficial to most registered importers.
- However, among the 778 registered importers, several big companies have experienced hiccups in the operations due to constraining policies under the model, as per the latest reports.

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ACCD takes a lunch break

Air Cargo Club of Delhi (ACCD) held its speaker lunch at Radisson Blu Hotel, New Delhi. The speaker of the lunch was **Arijit Mukherjee**, Associate Director, Anand Rathi Securities. He presented an informative and beneficial demonstration on wealth management. The event was complimented with scrumptious food and drinks.



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All that glitters at the Annual Ball

The Air Cargo Club of Madras (ACCM) saw participation of more than 200 members and their guests at the annual ball 2017. The splendid event was a grand success with the generous support of leading airlines and freight forwarders in the form of various mega gifts and overseas tickets.



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



8th FFFAI EC meeting on policies

At the meeting, held at the Aerocity in Delhi recently, **Sunil Kumar**, Jt Secy, Ministry of Commerce, said that to commemorate the 70th anniversary of diplomatic relations between India and Russia, PM Narendra Modi, would flag off the first containerised shipment on the INSTC route.



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EVENT TALK

APRIL 2017

Multimodal 2017	NEC Birmingham, UK,	4-6
ColdChain Poland	Warsaw, Poland	11-13
Air Freight Logistics Vietnam 2017	Vietnam	15-16
Korea International Material Handling & Logistics Exhibition	South Korea	18-21
Breakbulk Europe	Antwerp, Belgium,	24-26
TOC Asia 2017	Singapore	25-26
Cargo Facts Asia 2017 Organization (WFLO)	China	25-26
Asia Cold Chain Show 2017	Bangkok	27-29

MAY 2017

Cargo Logistics	Lisbon, Portugal	3-6
Transbaltica	Lithuania	4-5
Transport Logistic	Germany	9-12
Air Cargo Europe	Germany	9-12
PHD Conference on "Need for Umbrella Body in Logistics Sector"	New Delhi	11
4th MENA Cold Chain Forum	Dubai	16-17
Supply Chain Innovation Summit 2017 China Focus	Shanghai	25-26

JUNE 2017

Air Cargo 2017	Orlando	4
FlyPharma	Brussels	6
International Logistics & Material Handling Exhibition	Spain	6-8
140th Slot Conference	Kuala Lumpur Malaysia	13-15
EMEA Supply Chain & Logistics Summit & Expo	Barcelona	19
7th Lognet Global Annual Conference	Miami, USA	23-26
17TH China International Transportation and Logistics Expo (CITLE)	Chengdu	28

September 2017

Cool Chain Pharma Conference	Budapest	18-19
Air Cargo Handling	Budapest	19-20

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

Go-ahead to multi-modal policy

The integrated policy would include construction of 50 economic corridors and upgrading key feeder and inter-corridor routes to improve overall efficiency of freight movement.



CT BUREAU

The government is working towards formulating an integrated, multi-modal logistics and transport policy which will reduce logistics costs in the country by nearly half, making Indian products more competitive, informs Minister of Road Transport & Highways and Shipping, **Nitin Gadkari**. The strategy would be to adopt a 'hub-and-spoke' model for the logistics sector in place of the present 'point-to-point' model. The plan also includes developing 35 multimodal logistics parks to serve as centres for freight aggregation and distribution, multimodal transportation, storage and warehousing and value added services. In addition, there are also plans to construct 10 Inter-Modal Stations which integrate various transportation modes like rail, road, mass rapid transit system, bus rapid transit (BRT), auto-rickshaw, taxi and private vehicles.

An overall network of about 56,000 km has



been identified including existing national corridors (Golden Quadrilateral and NS-EW Corridor), proposed economic corridors, inter-corridor routes and feeder routes. In addition to this, 191 towns/cities have been identified on these routes where steps will to be taken to reduce congestion. Interstate border movement related documentation and

procedure will also be simplified. These interventions will enable a reduction of five to six per cent in the overall supply chain costs in the economy.

Logistics Parks will help reduce transportation cost for the top 15 nodes by about 10 per cent, besides reducing pollution, congestion and warehousing costs. The plan would serve to make the



Nitin Gadkari
Minister of Road Transport & Highways and Shipping, India

“The strategy would be to adopt a 'hub-and-spoke' model for the logistics sector in place of the present 'point-to-point' model

economy competitive by reducing logistics costs, bring down pollution levels by reducing congestion on roads, give a boost to industry and create employment.”

'Aviation to become part of multi-modal logistics hubs'

"Aviation sector will now be a part of multi-modal logistics hubs in India to promote holistic logistics solutions," said, Gadkari.

At present highways, ports, inland waterways and railways are part of the planned multi-modal logistics hubs in

India. The new plan projects the logistics sector to grow to \$360 billion by 2032 from the present \$115 billion. Multiple

initiatives to improve logistics efficiency are already underway to improve logistics efficiency of the country.

MoU for Cold Chain solutions

Apollo LogiSolutions and Singamas have joined hands to provide, temperature-controlled warehouses and distribution services in India.



CT BUREAU

Apollo LogiSolutions (ALS) and Singamas, a subsidiary of Pacific International Lines (PIL) signed the Memorandum of Understanding (MoUs) to jointly pursue cold chain logistics in India through a Joint Venture Company (JVCo). Elaborating upon the partnership with PIL and Singamas, **Raaja Kanwar**, Managing Director, ALS,

said, "Our strengths are our recognisable brand name associated with a vast footprint world over. Joining hands with PIL and Singamas will ensure that we bring a value proposition to our customers like none other."

Teo Siong Seng, Managing Director, PIL, added, "Tying up with ALS can enhance our interests in an ever growing market



with an untapped potential like India. We share a similar outlook and business ethos with ALS. This partnership

will help us to diversify and build on our core business of shipping lines and other allied logistics services.”



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- ✓ High load bearing capacity - 12 ton / sq mtr
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Club One Air

New Delhi

Club One Air (COA) will now be headed by **Rajan Mehra**, who joins them as Chief Operating Officer (COO). Prior joining COA, Mehra was the MD - Indian Subcontinent, Universal Weather and Aviation Company. In his new role, Mehra will bring a wealth of rich experience, knowledge and expertise in almost all facets of the business aviation in COA. He has played leadership role in Airport Management & Operations, Marketing, Corporate Strategy, Network Planning, Start-ups & Launches and government relations in some of the world's leading airlines. In addition, he played a key role in the launch and business set up of Qatar Airways, Finnair and Asiana Airlines in India.



Rahat Continental

New Delhi

Rahat Continental has appointed **Gautam Malhotra** as Chief Executive Officer. Malhotra has been exposed to various aspects of business including Business Development and Marketing, key account management, warehousing solutions and P&L management for close to two decades. He has handled sizeable teams and mentored people into developing their latent skills.



American Airlines

Fort Worth, Texas

Rick Elieson has been promoted to President, American Airlines Cargo overseeing all aspects of American's worldwide cargo business. He will report to Jim Butler, who recently succeeded Art Torno as Senior Vice President – International and Cargo, following Torno's retirement. Elieson began his career on the Japanese desk in American's Fort Worth Reservations office in 1994. He has since held numerous positions in Revenue Management, Pricing Strategy, Loyalty, Digital, Marketing and as the head of American Airlines Vacations. Most recently he served as Vice President – Global Partner Marketing.



DHL Express

Germany

DHL Express has appointed **Markus Reckling** as its new Chief Executive for Germany. His role is to further expand the express division's business in Germany and will continue to drive the focus on customer service, quality and employee engagement. Reckling will report to John Pearson, Chief Executive, DHL Express Europe.

Reckling has more than 15 years of senior management experience within the Deutsche Post DHL Group. He holds a Bachelor of European Administration from Reutlingen (Germany) and London as well as a marketing diploma from the Chartered Institute of Marketing in London.



Emirates SkyCargo

London

Emirates SkyCargo has appointed **Ross Barnett** as UK Cargo Manager. With over 30 years' experience in the industry, he joined Emirates in 1995 and was most recently Cargo Manager for Northern England and Scotland where he was responsible for over 20 staff based in the region. He will oversee a total of 45 staff, as his remit expands to encapsulate the whole of country. He will also oversee cargo operations for 18 daily passenger flights and two Heathrow freighter services.



American Airlines Cargo also announced the promotion of **Roger Samways** as Vice President – Global Sales. Earlier he was Managing Director – Global Sales and Key Accounts. Samways joined the cargo team in 1998. From Regional Cargo Sales Manager, Northern Europe in 2001 to VP – Global Sales, he brings quite a rich experience to his position. "Roger is one of our most trusted and valuable leaders in the cargo organisation," says Butler.

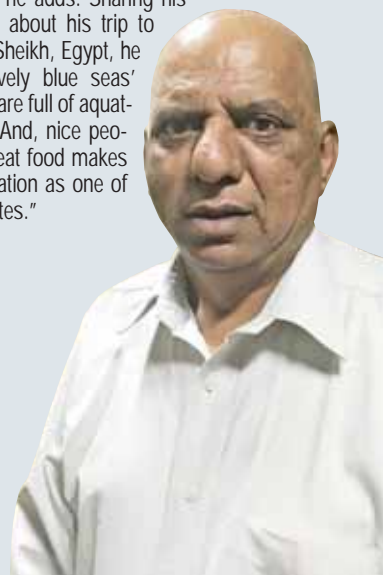


TALKING People

Mohit Goyal, Executive Director, TKW Management Solutions, is passionate about writing. Expressing his love for writing, he shares, "It is the food for my alter-ego." He has already written a book and presently is writing its sequel. His favourite sport is Cricket. Goyal loves having oriental food and specifically Japanese sushi out of them. Talking about the destination, Goyal tells, "Italy is the most diverse country for tourism. Particularly, Venice is the place where I love spending time; one of the most hassle free and water-only cities across the world."



V. Ramesh, Director-International Business, Amersand Logistics, spends time with his dogs whenever he gets time from his work schedule. His desired sport is Cricket. "I love to eat Mughlai cuisines; it's taste varies from extremely mild to spicy and not to forget the aroma are the characteristics that make it extremely delicious," he adds. Sharing his experience about his trip to Sharm el-Sheikh, Egypt, he says, "Lovely blue seas' over there are full of aquatic beauty. And, nice people and great food makes this destination as one of my favourites."



Shruti Sachdeva, HR and Creative Head, Rahat Continental, catches up with friends in her respite. "Eating out, listening to music and travelling are one of my most preferred pastimes," she shares. Talking about her favourite sports, Sachdeva tells, "Swimming is a big stress buster for me and best workout for muscle strengthening." Being an avid traveller, Sachdeva's treasured vacation spot is Bruges. "It's canals, the little cobblestone side streets, churches, great little shops, a wonderful museum, the chocolatiers on every corner and of course the Belgian waffles are the attractions that are perfectly laid-back," she reveals.





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