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Nuances of supply chain

Making the supply chain proficient is a much required task in today's competitive scenario. **CARGOTALK** discusses the effective ways to simplify the supply chain management in an organisation.



KALPANA LOHUMI

Supply Chain Management (SCM) has always been a rough task. There was a time when supply chain was treated as a tiny part of a bigger function within the organisations and did not even exist as a separate function itself. Secondly, the representation of supply chain has never been done at the highest level in the organisational hierarchy due to which it has hardly been part of the core strategy of firms. Supply chain has always considered as a support function represented by a junior staff and a firm generally consider sourcing, finance, marketing and sales as core part of the strategy.

But slowly and gradually, the importance has been realised and it's growing increasingly important for business of all sizes to clean up their supply chains, go green and eliminate any questionable practices. **CARGOTALK** discusses the



intricacies of supply chain with the veterans to know how to take control of the segment. Explaining the importance of supply chain in an organisation, **Ashish Asaf**, MD & CEO, SA Consultants & Forwarders, says, "The best way to ensure a smoothly running supply chain is to make sure that everyone collaborates and keeps a track of valuable

assets at every stage like track of inventory diligently and periodic assessment which would give access to accurate logging of information to achieve higher levels of efficiency."

"We have started a multi user facility to benefit us as well as the customers, as they are cost friendly and flexible as per the

requirements. Having a tight grip on the inventory and stopping the revenue leakages that are happening due to multiple handlings got added to our benefits," shares **Duttprasad Kapur**, Country Head - Supply Chain Management, Jeena & Co.

According to **Nitin S Bharal**, CEO, Committed

Cargo Care, the practices varies depending upon the need. He listed the best practices which has to be followed for a seamless SCM thereby increasing profitability as an end result:

❖ **Develop Strategy:** We need to define the need and opportunity and accordingly coming up with a game plan that allows for the

ability to optimise the team, processes and technology within the organisation to deliver the optimum value.

❖ **Aligning Supply Chain:** SCM needs to define its strategic role and start executing value added activities across all aspects of supply chain.

❖ **Recruit professionals in Supply Chain:** Committing to hire best skill and talented people who are strategic thinkers, analytical and team player.

❖ **Sourcing Strategy:** Plan in such a manner to eliminate redundancies, refining the business process, and continuous improvement. This will help in lower cost, higher quality, an improved customer service leading to more predictable and positive outcomes.

❖ **Manage total cost of ownership:** Study the processes and understand all key areas to control unseen cost. Though, it is Contd. on page 6 ▶

AISATS' app for shipment tracking

Air India SATS Airport Services (AISATS) has launched a mobile app 'AISATS Cargo' to facilitate the cargo tracking process at AISATS air freight terminal and at AISATS COOLPORT, located at Kempegowda International Airport (KIA), Bengaluru.

P. Anjani Kumar, IRS, Commissioner of Customs-Airport & ACC, Bengaluru, along with **M R Reddy** and **Bipin Kumar**, Joint Commissioners of Customs and **Harshvardhan Umre**, Additional Commissioner of Customs launched the

app at AISATS Airfreight Terminal at Bengaluru. Stakeholders from Bengaluru International Airport Limited (BIAL), Cargo Trade Associations (CTA) and partner airlines were also present at the occasion. AISATS is the first and the only

air cargo operator at Bengaluru to develop this free on-the-go app to provide its customers with comprehensive cargo-tracking solutions. This user-friendly app, picks up cargo movement data from COSYS and provides real-time information

on flight schedules, Air Way Bill (AWB) shipment tracking and e-Delivery Order (e-DO) status. The user can input the AWB number and obtain the current status of a shipment such as date of uplift/arrival, number of pieces, weight as well

as approval status of the delivery order through its e-DO feature. **Mike Chew**, CEO, AISATS, said, "The app will enable seamless availability of data at any given time. This will ensure maximum benefit and convenience to our stakeholders." ▶



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Logistics: Now on the cusp of a new regime

The experts from the logistics industry came together, at an ASSOCHAM event recently to discuss the need for integrated logistics to bring down the costs, and the role of digitisation for improving SCM ecosystem.



KALPANA LOHUMI

India has a total road length of about 52 lakh kilometres (kms), out of this national highways' length accounted for only 96,000 kms. About 40 per cent of country's total traffic was plying on two per cent roads thereby leading to problems like increase in pollution and accidents. We had thus decided to increase national highways' length to two lakh kilometres and have declared 1.75 lakh kms of road-length as national highway and in next three years to shift 80-85 per cent of country's total traffic on four per cent of national highways. We are going to bring in a policy to promote use of alternative fuel which is indigenous and pollution free as it will help in saving lot of time, bring down logistics cost by 4-6 per cent, which is currently about 14-18 per cent.



Nitin Gadkari

Union Minister for Shipping, Road Transport and Highways, Government of India

Railway Ministry is focusing more on improving the infrastructure of Indian Railways to create a proper logistics and seamless movement of traffic. We are creating about 100 private freight terminals with private participation so that more and more traffic can come to the railways.



Suresh Prabhu

Union Minister for Railways Government of India

We have planned to save about ₹41,000 crore from the energy bill and we have already saved about 10 per cent of that. The GST (Goods & Services Tax) has already created an uninterrupted seamless market through fiscal measures, now it's time to create a physical connectivity through planning, integration, and private sector participation, etc.

Once we integrate and look at end-to-end logistics, there are many solutions to logistics inefficiencies. Despite the fact that containerisation gives the flexibility, safety, ease of doing business in the handling of cargo and being one of the key parameters of reducing the logistics cost, the penetration of containerisation in India is very low.



Kalyana Rama

CMD CONCOR

Government is also focusing on integrated logistics but there is a need to develop infrastructure at a fast pace to bring the benefits. With the improvement in infrastructure, programmes such as 'Sagarmala' will be benefitted. Lastly, with the GST there is a huge need for warehousing; this will require capacity building. Presently, there are issues with GST but hopefully we will be able to adopt the new system of taxation swiftly.



The investment is happening in all the infrastructure sectors, be it ports, highways, air connectivity and not to forget DFC is also in the pipeline. Unless we are able to integrate the transport solutions, road, rail and river possibilities, the need of the industry to cut down the transportation cost will not happen.

Rajeev Mehrotra

Chairman RITES

In one of our studies, we analysed only two per cent of cars move by rail, however the potential it seeks is 40 per cent. The another potential area is horticulture. We need to develop the specific wagons for the cargo movement. The industry specific requirements for their transportation can be solved and the policy has also been announced on wagons designed for miscellaneous requirements. With this transportation cost will definitely come to the acceptable level.



Trade Facilitation Agreement (TFA) is an agreement which is going to decide how cargo will move across international borders in the coming years. In 2013, WTO came out with the draft world trade agreement, India ratified it in 2016 and on February 11, 2017, 111 countries in the world ratified the agreement.

Samir J Shah

Chairman FFFAI

One of the pillars of which the entire agreement has been designed is trust between the exporting and the importing community and logistics players involved in cargo movement across the borders. The second pillar is transparency which means certainty to handle cargo across the borders. They have taken into account lot of security measures into account. All these terms such as DPD, deferred payment on import duty, single window, etc is originated from TFA only.



Integrated logistics means integrating ports, railways, road, airways, and inland waterways and that will help in developing transport and shipping sector to contribute the country's GDP. The urgency is to develop India's logistics infrastructure that has been realised in the last decade.

Saibal De

Director & CEO, IL&FS Maritime Infrastructure Company & Co-Chair Inland Waterways Council, ASSOCHAM

One of the identified bottlenecks for developing a robust integrated logistics infrastructure is the Indian coastline and river networks that has historically remained under developed. Adequate road and rail connectivity linkages to ports have also not been developed in tandem with the port development. Inadequate focus on developing coastal shipping and inland waterways for domestic movement of cargo has also skewed the modal mix of transport in the country.

Let's not make logistics a rocket science. It's fairly simple; movement of cargo from two places, i.e. a person who has cargo and a person who needs cargo. An end to end logistics in India is most required and brilliant idea. Being the recipient of the logistics services, what I believe is missing to achieve this is capability and desire to earn or acquire those capabilities.



Kapil Rawat

Executive Director - Logistics JSPL

For instance, most of the big companies do not have capabilities in all the field which is required in end-to-end logistics. They are extremely good in one of them but for rest of the needs, they pick somebody else and do the end-to-end logistics.

Some of the global trends that are happening in the shipping world are consolidation and digitisation. Consolidation is largely a function of scale in an effort to reduce the cost by buying the other company and becoming a larger entity. With the fragmentation in the country's logistics industry, what I believe is that there has to be consolidation in the industry because that's the only way to reduce cost with improved speed and manage the scale in favour of customer and in the interest of integration.



Shailesh Mor

Director - Ocean Service (Mid East/Africa/ Indian Sub Con), Expeditors

Secondly, the way start-ups are bringing technology to the forum, is what the big old companies are not doing. They are bringing digitisation to operations to make them integrated and based on the data can manage solutions and come out with better ways of doing business efficiently.

Indian logistics industry is catching up but there is a lot of catching up still yet to be done. The question remains, what is there to catch up? First is cost reduction, which can be achieved with integrated, end-to-end and multi-modal logistics. Earlier, integrated logistics means combining road, rail and ocean transportation. Now, coastal shipping and inland waterways has come up, although they are yet to catch up. Road has 60 per cent of the total traffic and are already congested. Due to poor infrastructure rail takes more time, if compared to other countries. Hence, the entire chain gets delayed and the cost rises due to delayed logistics. Integration can work well for the industry. Secondly, soft issues like manpower are a concern. Processes are not standardised, and we have not invested in technology and manpower wholly.



Sidharth Jena

CEO Seagull Maritime

CARGOTALK

EDITORIAL

GST, finally!

Ironically, the much-deliberated Goods and Service Tax (GST) rolled out in the country and India became one of the 160 countries to adopt a 'unified' tax. On one hand, where the industry was excited about the simplified tax structure, on the other, it witnessed a few hiccups in business for the first few days. Even though the warehousing (organised) sector is to gain more business from the tax regime, the forwarders are worried about the application of GST on international air freight. The government still has to clarify numerous queries on the tax regime. GST will enable warehousing to relocate from far-off places to zones which are closer to customers. On the express logistics industry front, the industry seems optimistic with the overall reduced cycle time and the considerable cut down in logistics costs in the Indian economy. As the industry moves fast towards digitisation, GST will have a significant impact on the shipping industry. Exports are zero-rated supply, while imports are charged at the same rates as those on domestic goods and services, sticking to the destination principle.

Other than the new tax regime, the industry is also addressing the need for integrated logistics to bring down the logistics costs, procure efficiency and better ways of doing business. **CARGOTALK** also gives an insight on challenges and opportunities in the humanitarian logistics sector.

There is no doubt that the country's logistics sector is growing. The growth signs are there, better performance will not only enhance the business but also help programmes like 'Make in India' and 'Ease of Doing Business', among others.

GST effect on air cargo sector

At the recently-held Air Cargo Summit 2017, the industry and senior government official discuss the growth and opportunities of air cargo logistics in the current scenario of the 'One Nation, One Tax' regime.



CT BUREAU

There has been a series of changes, be it administrative, procedural, regulatory, structural, policy, digitisation or technological solutions. The government is already looking into various issues. First of all, the air cargo supply chain need to be strengthened. The second area, is the GST preparedness and implementation. With GST, the government wants to provide a seamless way of handling the air cargo supply chain which strengthens every segment of the link. Air Cargo Community System (ACCS) would provide a platform to players to exchange information in a timely manner so that many of the clinches can be addressed.



Vandana Agarwal
Economic Advisor, MoCA,
Government of India

The logistics sector in the country, especially air cargo sector, is evolving rapidly and it is the interplay of infrastructure, technology and changing government policies on taxation and regulation, etc. Logistics pace is getting increasingly competitive. Presently, the Indian logistics industry is erratic and fragmented with relatively high logistics cost due to poor physical and communication infrastructure, high dwell time, low levels of containerisation and custom changing policies. The industry is keenly watching the impact of implementation of GST from July 1, 2017. We are more than convinced that the new tax regime will speed up the nation's economic growth and stability and take this opportunity to improve the scope with this tax regime. However, simplification in the regime is much required.



Vipin Vohra
Co-Chairman, Civil Aviation Committee,
PHD Chambers

Over the last few years, the ease of doing business has become a big mantra. But the question remains, what exactly is ease of doing business; is it lesser regulations, lesser monitoring, more trust, or has it made the process simpler? The most regretful thing happening to India is the resistance to change from the private sector, and not from the bureaucracy. We are having the political will to bring the change but it is the private sector which is taking back the government with the issues.



Samir J Shah
Chairman, FFFAI

It is important to understand that ease of doing business has to be addressed with speed. It has to be addressed with a change in the basics; whatever is not necessary can be ignored. We have to look at it as an opportunity not as a deterrent.

Under ease of doing business, we need to clearly understand; do we need to go into the depth of understanding about every product that we are exporting or do we generalise as we are doing. Also, the manufacturer is not directly connected to logistics until the point that manufacturer has cargo in his warehouse. Few changes that are required to take place as we move forward are; firstly, the change in the processes which can be the big enabler for us. Secondly, more tailor-made solutions coming up in the process of handling cargo, be it from the perspective of the airline, handler or forwarder. Further, we are going to see constant technological improvement and this will help us grow our business collectively. Most importantly we must be benchmarking ourselves to the best in the world.



Keku Bomi Gazder
CEO, AAICLAS

One of the several measures that has been taken by the government along with GST implementation is that we are planning to introduce electronic seals, to be put in containers, in a big way with respect to the shipping side. In the air cargo scenario also, there could be a similar situation, in respect to bonded trucking. The focus of the department is to align all our IT system, both in the government as well as the private sector to the new GST regime.



SP Sahu
Commissioner (Single Window), CBEC

International freight has to be out of GST; it is not ease of doing business but just procedural delays and more financial cost for everyone. This never has happened, when there was service tax. There should not be GST on international freight because no international freight is subject to taxes all over the world. Indian exporters lead in not to burden with roundly integrated GST tax on international freight. We should not hassle our buyers with GST implementation on freight.



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E-mail: cargotalk@ddppol.com, Website: www.cargotalk.in

MUMBAI:
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DHL Express inaugurates Delhi Gateway

The gateway aims to export clearance capacity by 100 per cent and imports by 60 per cent and to handle 10mn shipments per annum. To support this growth, it has earmarked US\$268 million towards future investments.



CT BUREAU

DHL Express will be able to handle 10 million shipments per annum; a significant boost to trade and enabling efficient and speedy clearances of all kinds of shipments going from North and East India to global markets.

Ken Lee CEO, DHL Express Asia Pacific, said, "We have, over the years, seen strong and sustained volume growth in the international trade between India and the rest of the world. To support this high growth, Deutsche Post DHL Group has earmarked €250 million (US\$268 million) towards future investments in India by 2020."

Rajiv Pratap Rudy, Union Minister of State

for Skill Development and Entrepreneurship (Independent Charge), Government of India, said, "With regard to skill development, DHL Express has devised a beautiful system to train its people and the sector on the

whole is doing a wonderful job of skilling people and generating employment." R.S. Subramanian, Senior Vice President & Country Manager, DHL Express India, added, "The Delhi Gateway was the first-of-its-kind airside facility that opened

in 2003. We believe that with the new and expanded Express Gateway at the Indra Gandhi International Airport, customers can experience superior round-the-clock clearances – an aspect vital to boosting international trade and the

growth of Indian businesses across sectors." The Delhi Gateway is certified by TAPA (Transported Asset Protection Association), Regulated Agent 3 (EU Aviation Security Validated Regulated Agents) and Regulated Agent by Bureau of Civil Aviation

Security, India. The facility has Dual View X-Ray security screening, explosive trace detector system, and 46 state-of-the-art IP cameras to conduct screenings in accordance to international trade security standards.

DHL Express expands to Bhiwadi

DHL Express inaugurated a new Service Centre in Bhiwadi. Located in Alwar district of Rajasthan, the 3,188 sqft facility will be the seventh in the Delhi-NCR region. The centre will cater to Dharuhera, Bawal, Neemrana, Khushkhera, Chopanki, Tappukhera. The facility will also serve in industries such as automotive, glass manufacturing and pharmaceuticals.

R.S. Subramanian, Senior Vice President and Country Manager, DHL Express India, said, "With a reduction of 12 to 24 hours in transit time, the centre will provide considerable service."

The centre was officially opened by Sandeep Juneja, Vice President, Sales and Marketing, DHL Express India and Sunil Shrivastava, Chief Purchasing Officer, NK Minda Group.

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Sales & Operations: Window to the future?

►Contd. from page 1

a cumbersome process but it is important to go through the complete process meticulously.

❖ **Supplier Management Process:** Lot of emphasis on proactively managing supplier/vendor relationship to stay vibrant and healthy.

❖ **Fund flow management:** Keeping a constant vigil how the money flows in a complete chain helps you mitigate challenges and leverage opportunities.

“Deploying a software solution that streamlines business processes to save time, efforts and simplifies procedure to eliminate miscommunication and would cut cost, while improving accuracy and productivity. The tools and techniques implemented to supply support system should be updated by embedding sustainability. And additionally, it is imperative to keep a constant check on all the monetary transfers made within the supply chain system. By that you can adjust your pricing plans, promotional strategies to create demand of the service you offer; monitoring cash flows gives you a foresight needed to mitigate challenges and leverages opportunities,” informs Asaf. “By implementing SCM systems, business are able to reduce waste, overhead costs and shipping delays in a scientific way. The benefits of this systematic approach impacts areas ranging from product quality to order turn-around times,” enlightens **Piyush Kumar Singh**, CEO, Indus B2B Solutions.

“To streamline the SCM, there is a need to bring new ideas to the workplace that improve profits and productivity. Expand your knowledge and remain current with supply chain



Ashish Asaf
MD & CEO
SA Consultants & Forwarders



Nitin S Bharal
CEO
Committed Cargo Care



Duttprasad Kapur
Country Head - Supply Chain Management
Jeena & Co.



Piyush Kumar Singh
CEO
Indus B2B Solutions.

“To ensure a smoothly running supply chain, make sure that everyone collaborates and keep a track of valuable assets”

“S&OP helps in gaining the visibility and agility to improve product management and promotional planning”

“S&OP is helpful for having a lean logistics resulting a positive impact on inventory cost, and inventory carrying cost”

“The benefits of this systematic approach impacts areas ranging from product quality to order turn-around times”



trends and developments. Promote a common supply chain language across your entire organisation. And, demonstrate your long-term commitment to the supply chain clients,” adds Singh.

“First of all, a supply chain strategy is required which aligns with your business strategy and helps you to achieve the desired results. Break the strategy

into an actionable plan. Then, make someone responsible for executing this strategy and plan; the person should be senior and qualified, reporting directly to the CEO and be a part of the top management team. Followed by this, a competent team working in the supply chain organisation, that understands supply chain and has necessary skills to deliver results. Depending

upon the complexity and scale of operations, the organisation must have the right IT systems to support the flow of supply chain data and to help in decision making,” notes **Rahul S Dogar**, Director – Strategy & Business Development, Holisol Logistics.

“Moreover, develop long-term relationship with key components of your supply

chain, i.e. suppliers of goods and services both. Understand and decide on trade-offs that you are willing to make (driven by your business strategy), use the concept of total cost of ownership (TCO) instead of individual components. It is always important to regularly optimise instead of optimising once in a while – SCM is highly operational in nature and is an everyday job. Lastly, define and decide performance

metrics, measure it regularly (daily, weekly, monthly) and act on areas needing importance,” he adds.

With some more doing, **Malay Shankar**, Head Business Development, TVSLSL DIESEL - 3PL Division, continues, “One should look at the SCM chain holistically rather than in pieces. Also, outsourcing to one stop solution providers saves cost overall and offers better accountability and outsource only if you have reached a critical mass.” “Always enter into KPI-based agreement rather than cost-based for enhanced control over operations. Not to forget, deploy and embrace technology in an integrated manner; this requires initial capital investment, but streamlines supply chain to provide better visibility, increased efficiencies and reduced costs in the long run,” he adds.

S&OP is imperative
Sales and operations planning (S&OP) process must be viewed as one of the primary processes used to run the business, if one wants to have smooth supply chain. Echoing similar views, Asaf says, “S&OP provides a ‘window into the future’, to see potential problems ahead of time; so that one would be aware about the decisions they have to make, take proactive and corrective action and prevent potential issues from becoming problems that spiral out of control. Moreover, it is all about determining whether future demand can be met with projected supply in a way that meets financial objectives and customer desired service levels.” Explaining the role of S&OP process, Singh, elucidates, “The process is built upon stakeholder agreement and an approved consensus plan. To help stakeholders agree

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Distribution Redefined

SCM enables transparency & visibility

►Contd. from page 6

on a plan of action based on real-time data, S&OP software products include dashboards that display data related to equipment, labour, facilities, material and finance. The purpose of the dashboards is to provide the stakeholders with a single, shared view of the data.”



Rahul S Dogar
Director - Strategy & Business Development
Holisal Logistics

“S&OP is highly helpful for having a lean logistics resulting a positive impact on inventory cost, inventory carrying cost, and the ageing of stocks,” points Kapur. Believing that the role of S&OP is very essential in the present scenario, Bharal tells, “The process helps in gaining the visibility and agility to improve product management and promotional planning. S&OP is a vehicle for communication that puts the vision, strategy, financial and tactical plans of business into one unified operating plan in order to optimise the allocation of resources.” Says, Dogar, “S&OP’s plays a big role in achieving this much-desired

balance by bringing lot of data intelligence and organisation functions together and preparing a plan which balances not just the demand and supply, but a lot of other factors which are important in delivering the desired results. It also becomes an iterative process where this balance is achieved with the optimal outcome for the business.” From the 3PL perspective, Shankar notifies, “Many 3PL organisations have started being a part of their customers’ S&OP processes which allows them to scale up the physical aspects of

“
As per the complexity & scale of operations, the organisation must have the right IT systems to support the flow of supply chain data
”

deploying the SCM strategies. S&OP supports sanitisation of the input data so as to avoid GIGO, collaboration between the operations team and commercial team apart from sales and marketing and defining action items across time horizons.”

Technology, a key driver for SCM?

Expressing his thoughts, Asaf says, “In today’s supply chain landscape, technology is becoming the key driver of an organisation’s success, innovation and competitive edge. Initially, changes are

“
One should look at the SCM chain holistically rather than in pieces. Outsourcing saves cost and offers better accountability
”

difficult but at the end they are beautiful and an effective supply chain requires the ability to be responsive and open to change.” “Technology is a boon as far as SCM is concerned but it has brought in some kind of stress too. The interesting side effect is that it drove competition into markets. This competition drove costs and prices down. The fact that small businesses now had access to computing power, while the internet drove other changes to what we now consider as the supply chain; small manufacturers discovered that



Malay Shankar
Head Business Development, TVSLSL
DIESL - 3PL Division

they could effectively focus on their core products and competencies and outsource the rest, thus increase profits. Companies recognised that data needed to be shared if supply chains were to work effectively,” explains Kapur. Bharal expresses, “Technology has become a key driver for an organisation success nowadays. The supply chain is becoming increasing lean in its operations. We are always looking for ways to improve service, reduce cost and increase return on investment. Effective supply chain are

defined by the efficiency of their processes, as well as their flexibility and reliability, and new technologies are proving valuable in achieving these goals.”

“The choice of sourcing and selling anywhere globally and domestically has created a very complex web of supply chains – it’s unimaginable to manage this complexity without using technology. There are many cutting-edge tech-solutions available these days with successful cases globally and locally,” points Dogar.

There is both yes and no to technology. Explaining further, Shankar says, “Yes, it has created stress to SCM because the expectations from teams have increased owing to transparency and visibility at every stage. And, no because in its absence, it would have been difficult to manage the ever increasing complexities in the business environment and fulfilling the customer demands.”

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HACCP impels shelf life for perishables

Mike Chew, CEO, AISATS, enumerates the crucial role of Hazard Analysis and Critical Control Point (HACCP) certification as a safety compliance for the perishables warehousing industry.



CT BUREAU

What is the importance of food safety in the perishables warehousing industry?

Food safety is about limiting the presence of hazards in the food supply chain to a minimum. Perishables such as fruits and vegetables have a very short shelf life and get spoiled due to physical, chemical and microbiological changes. Therefore, in the perishables warehousing industry, food safety is important to:

- ❖ Slow down the growth of microorganisms and reduce chemical (including enzymic) changes, which generally spoil the food, and,
- ❖ Reduce food wastage that inevitably occurs due to food deterioration. The best food safety practices in perishables warehouses also include training of warehouse personnel on food safety fundamentals such as allergens, cross contamination, blood-borne pathogens, sanitation, and food defence. This training provides them the necessary know-how of food safety standards and shows them how to comply with the safety guidelines as per industry standards.

What are the parameters to be HACCP certified?

The HACCP certification is an international accreditation that is highly regarded in the food industry. This prevention-based system identifies potential areas where



hazards may occur and deploys stringent actions to prevent these possible hazards from occurring due to microbiological, chemical and physical contaminants. An HACCP certification translates as an assurance to consumers that the food products are fresh, well preserved and safe.

The AISATS COOLPORT is the first on-airport perishable cargo facility in India to be HACCP certified. The HACCP certificate was awarded to AISATS after due assessment of its operations' process (including an inspection of the premises; cargo - receiving, storage and handling; equipment; installation and maintenance; personnel - selection and training; sanitation & pest control; and handling damaged goods); and identifying critical control points using the seven key principles of

HACCP (identify hazards, determine critical control points, establish critical limits, establish monitoring procedures, establish corrective action procedures, establish verification procedures, and establish record keeping), which will help prevent, eliminate and reduce physical, chemical and biological hazards that may occur during cargo operations at the AISATS COOLPORT.

What encouraged you to achieve the HACCP certification? How will it help AISATS perform better?

AISATS has always been committed towards enhancing its service delivery standards and invests regularly in respective processes, technology and manpower. Our HACCP certification is a testament to our endeavour and commitment to deliver

excellence in our perishable cargo handling operations by ensuring that the highest food safety standards are in place. The AISATS COOLPORT's compliance with HACCP standards ensures better performance throughout our cargo operations such as:

- ❖ Meeting global standards through the implementation of the food handling codex guidelines of HACCP - CAC/RCP 1-2003.
- ❖ Adhering to the highest food safety standards when handling and storing perishables at AISATS' facilities.
- ❖ Following a protocol that ensures the application and use of time management, temperature control, and cleanliness practices to avoid cross contamination, safety precautions, well-calibrated and well-maintained equipment, personal hygiene, and

management by trained personnel while handling food items at the AISATS COOLPORT premises.

- ❖ Increasing the shelf life of perishable products by giving the utmost priority to environmental and health factors.

Since its launch in February, how has the AISATS COOLPORT picked up?

The recently-launched AISATS COOLPORT, which is spread over an area of 11,000 square meters with an annual handling capacity of 40,000 tonnes, provides a comprehensive infrastructure for receiving, storing and transporting of perishables to and from the aircraft. This facility at Kempegowda International Airport, Bengaluru, houses 17 dedicated cold storage rooms with temperatures ranging from -25°C to 25°C



Mike Chew
CEO, AISATS



Since its launch, the AISATS COOLPORT has handled 12,000 tonnes of export cargo and 300 tonnes of import cargo



to cater to a wide variety of perishable products. This is supplemented by an in-house Custom Clearance Facility, a Drug Controller Lab Testing Facility and a Plant Quarantine Inspection and Certification Facility.

Since its launch, the AISATS COOLPORT has handled 12,000 tonnes of export cargo and 300 tonnes of import cargo. Fruits and vegetables constitute 75 per cent, pharmaceuticals constitute 18 per cent and other perishables constitute 7 per cent of the total cargo handled at the COOLPORT. In addition, AISATS COOLPORT has started providing reefer trucking services and handling Va-Q-tainer shipments. ↴

Indigo to operate from Celebi Delhi Terminal

Celebi Delhi Cargo Terminal has announced the start-up of Indigo Domestic Operations w.e.f May 20, 2017 from a new fully automated domestic terminal built and completely dedicated for Indigo Domestic Operations. The fully automated terminal is one-of-its-kind with a covered

area of 2600 sqm and has a throughput capacity to handle 550 MT per day.

Few of the salient features of the New Domestic Terminal are as below:

- ❖ Warehouse area of Approx. 2600 sqm.
- ❖ Capacity to process approximately 550 MT per day.

❖ Multiple Truck Docks both in City side and Airside.

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❖ Huge Office Spaces.

❖ TLX machines at truck docks with automated weight and volumetric scanners to ensure a complete automated acceptance process which is unique as compared to any other terminal in the country.

❖ Motorised Belts to facilitate movement of cargo

from X-ray machines to airside to ensure automated movement of cargo and reduce manual intervention thereby providing a fully automated environment.

Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal, mentioned, "We can now boast about achieving a

market share of more than 65 per cent in domestic cargo market in New Delhi. We are confident that with the fully automated facility and an experienced operations team, we together with Indigo can reach to greater heights as operation partners and create value for the trade."

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Humanitarian Logistics: To the rescue

Humanitarian Logistics is a specialised area of logistics, which requires expertise in organising the delivery and warehousing of supplies during natural disasters or complex emergencies to the affected area and people. CARGOTALK delves into the main challenges and factors that stop logistics companies to get involved in this domain.



KALPANA LOHUMI



Shailendra Seth

Country Manager, India, Chapman Freeborn

Humanitarian logistics is a highly-specialised activity; every aid operation is different. Chapman Freeborn has been involved in this field for over 40 years, whether it's an airdrop contract or a more conventional cargo charter movement, we're accessible with a unique set of challenges to overcome.

In terms of sudden aid airlift operations. Bottlenecks can quickly occur if the airport infrastructure is unable to handle the sudden surge in cargo arriving for onward distribution.

Some humanitarian airlifts security issues on ground can also mean there are a limited number of operators willing to fly to certain destinations. This can affect the whole distribution chain, with aid agencies having to fly cargo to neighbouring countries and transferring the cargo to local operators with limited capacity. We've seen this in the past with some humanitarian airlifts in response to famines in East Africa. While on paper there might be plenty of charter capacity available in the market, in reality there are a limited number of carriers able to operate in the most challenging locations.

A further consideration with many emergency airlifts is securing fuel for operations in remote regions, as well as all of the necessary overflight, landing and diplomatic permissions. Having our in-house operations division Wings 24 is an important asset – and it's another example of why agencies like to work with charter companies with extensive experience in managing aid projects.



Shesh Kulkarni

Managing Director - India, MIQ Logistics India

It is important that we understand the state of affairs in India. Unlike in developed economies, ease of doing business, inflation rate, cost of raising capital, predictability, infrastructure, etc are all complementary to both individuals and companies which ensures no cost overruns and frustrations associated to doing business is there.

While here in India every matter starting from mere walk on street, to cost of raising capital, is all a serious effort and often a frustrating one too, post all this, when organisations have to stand up and support humanitarian causes, many find and experience lack of enthusiasm, however, many still do stand up and deliver humanitarian support. This is seen a lot with domestic transport companies or Indian companies in general, who respond very well at hour of need.

Second aspect which has acted as deterrent for industry is lack of credible channels to extend support. Most Indian logistics companies lack the administrative bandwidth to undertake humanitarian activity at large-scale, while at individual level, many logistics companies have supported and undertaken the humanitarian causes.

As companies we still have long way to go. In coming years, many initiatives implemented by our present Prime Minister would inspire and motivate many companies to come forward, participate and support. India is on verge of change and in coming years one should expect more participation of logistics companies in humanitarian activities.



HIGHLIGHTS

- A further consideration with many emergency airlifts is securing fuel for operations in remote regions, as well as all of the necessary overflight, landing and diplomatic permission.
- Most Indian logistics companies lack the administrative bandwidth to undertake humanitarian activity at large scale, while at individual level many from logistics companies have supported and undertaken to support the humanitarian causes.
- India is on verge of change and in coming years one should expect more participation of logistics companies in humanitarian activities.
- Humanitarian crisis disrupt business, destroy infrastructure and break essential supply chains.
- In 2016, UPS provided over \$10 million in humanitarian relief funding for disaster response, recovery and emergency preparedness, and coordinated 468 humanitarian shipments across 53 countries.
- The logistics company needs to find suitable solutions at the shortest time, with safe transport options at a low cost.
- Humanitarian logistics faces many challenges like inadequate training to tackle an emergency situation, poor infrastructure can cause high damage to the transport which can result in fail of the whole network, lack of standard indicators and no comprehensive planning of the bulk transportation gives poor consequences.

OPINION

during calamities



Martijn Tasma

National Sales Director, Geodis India

With humanitarian logistics, every stage, right from the start of the logistical activity until the last mile delivery, is a challenge. The logistics company needs to find suitable solutions at the shortest time, with safe transport options at a low cost. Fixing a warehouse & re-distribution network located at a proximal distance from the relief sites is also another challenge. Transport solutions sometimes require uncommon points of transport. If the impact of the disaster is of huge magnitude, it will certainly affect the total imports and exports of that location/city.

The logistics companies are not showing much of interest because no one knows where the disaster is going to happen in most of the cases. Everything is unpredictable and can go wrong – right from the sourcing until final delivery. Secondly, the goods are more time bound and the pressure is to deliver faster all the time. Most of the time the goods need to fly on charter aircrafts. The logistics companies will have very little time to find committed space or flight at low cost. The logistics companies need to have a separate team to handle this emergency shipments, which is sporadic in nature.



Shrirang Bapat

Senior Manager - Marketing (India sub-Continent Middle East and Africa District), UPS

Natural disasters and global crisis create devastating human suffering that demands coordinated and swift relief efforts every year. Collaboration, expertise, innovation and connectivity to a smart global network are critical to overcome the challenges of enhancing community disaster risk reduction and preparedness efforts, supporting urgent response, speeding post-crisis recovery and providing timely final mile delivery in inaccessible areas.

Humanitarian crises disrupt business, destroy infrastructure and break essential supply chains. In 2016, UPS has provided over \$10 million in humanitarian relief funding for disaster response, recovery and emergency preparedness, and coordinated 468 humanitarian shipments across 53 countries. UPS responds by not only donating money and materials but also donating time and expertise of UPS volunteers who support partner organisations' efforts. In 2014, the company pledged to achieve 20 million volunteer hours by 2020. Today, we have gone past the halfway point and have achieved 64 per cent of our goal. UPS has partnerships with the world's leading humanitarian relief organisations including the World Food Programme, WHO, Save the Children, American Red Cross, CARE, UN-OCHA, UNICEF, UNISDR, UNHCR, Good360, NVOAD, MedShare, and the Salvation Army. In India, the President's Emergency Programme for AIDS Relief (PEPFAR) collaborates exclusively with UPS to transport medicines to affected people across the world.

We transport approximately 10,200 tonnes of supplies per year. In India, we also provide aid partners, such as pharmaceutical companies, warehouse facilities to store shipments and reduce lead times. Globally, UPS has also had a long standing association with the United Nations and provides support for relief efforts from India. In some regions, there is lack of basic infrastructure for vehicles to carry medical aid. Building public-private partnerships and implementing our latest technological solutions keep networks evolving. We believe that employees and customers should live in safe communities that are well-prepared for disasters and equipped to recover from them quickly to minimise long-term social and economic impact.



Sumit Sharma

Co-Founder, GoBolt

Being specialised in organising the delivery and warehousing of supplies during natural calamities or during complex emergencies humanitarian logistics play a very crucial role in logistic sector. Humanitarian logistics faces many challenges like inadequate training to tackle an emergency situation. Poor infrastructure can cause high damage to the transport which can result in fail of the whole network, lack of standard indicators and no comprehensive planning of the bulk transportation gives poor consequences. Providing relief to those who need help is what requires to be done by humanitarian logistics. Natural calamities are something which cannot be predicted by anyone, which thus increase the importance of humanitarian logistics sector in today's world. Today, not everybody wants to be a doctor or engineer, but those can explore this field. Not just they will be making career, but, also help people who need support.

The unpredictable time, location, type and size of the demand make it hard for logistics companies to get itself involved in humanitarian logistics. Apart from this, it is also difficult for a logistics company to track down the location, the type and size of the event and the last mile factor. The goal of any of the logistics companies is to supply high quality product at a low cost to maximise its profitability which can't be done in humanitarian supply chain.

4TiGO to bridge the technology gap

Fortigo Network (4TiGO), a logistics start-up backed by Nandan Nilekani and Accel Partners, have announced GST enablement solutions for transporters and fleet owners. The company plans to further expand its operations in Maharashtra.



CT BUREAU

Anjani Mandal, Co-founder and Chief Executive Officer, Fortigo Network, expresses, "To take advantage of the transformation being ushered in by GST and related

reforms, the industry needs to be tech-enabled. While the government, recognising the low-level of technology penetration in the transport industry, has released a simplified mechanism for GST payments for road transportation. We at 4TiGO

believe that the transporters, fleet owners and the industry as a whole will stand to gain significantly by fully embracing the forward charge provisions of the GST and taking advantage of the input credits to lower their cost basis."

4TiGO has now developed transport industry specific extensions and partnerships to enable its network participants to register onto GSTN, upload invoices and other GSTN documentation, and maintain their entire books

of account online. As and when the e-Waybill initiative is rolled out, the transporters and fleet owners will be able to use the platform to generate and access the e-Waybill as well. 4TiGO's cloud-based technology platform and complementary



Anjani Mandal
Co-founder and Chief Executive Officer
Fortigo Network

“
To take advantage of the transformation being ushered in by GST and related reforms, the industry needs to be tech-enabled
”

business services brings various stakeholders of the logistics industry -- including consignors, consignees, fleet owners, transport companies and agencies — together on a common platform. This helps the network participants exchange information, transact and manage their entire business on the platform. 4TiGO also facilitates completely cashless digital payments for freight as well as trip expenses including fuel, toll and driver expenses.

Speaking about expansion of operations, **Vivek Malhotra**, Co-founder and Chief of Strategy and Marketing, Fortigo Network, expressed, "We have established a pan-India footprint covering most of the major transport hubs. In Maharashtra, we have so far been operating primarily in Mumbai and Pune. Based on the market traction and growth potential, we are now expanding into Central Maharashtra by strengthening our presence in Nagpur, Aurangabad and Nashik."

Fortigo Network currently has over 10,000 trucks on its platform across 400+ network participants. ↴



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KALPANA LOHUMI

► Best International Air Cargo Terminal Operator (North & East 2016): Celebi Delhi Cargo Terminal



► Best Logistics Service-International (North & East 2015): HellMann Worldwide Logistics



GST: One country, one market

According to **Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management India, "The current government's emphasis on export oriented manufacturing will lead to more production of export oriented products that should increase the need for logistics services over next five years. Growing domestic consumption combined with growth of e-commerce should lead to increased intensity of logistics activity across the nation."

"GST mantra of 'one country - one market' should lead to hassle free cross border transportation and in turn lead to more surface transportation opportunities. Investments in developing infrastructure should also lead to manufacturing and import of raw material/ products that are needed for developing the infrastructure, which may range from airports to sea ports to highways, that need logistics activity to get the material across to the development sites," he adds.

► Leading Freight Forwarding Company (North & East 2016): Rahat Continental



Unprecedented transformation

Shubhendu Das, Managing Director, Hellmann Worldwide Logistics India, listed the main game changers which are expected to accelerate logistics growth; GST will help consolidation of multiple warehouse and efficient hub & spoke model for overall improvement in the logistics cost, speed of delivery and reduction of wastage/losses, investment of government on infrastructure development and modernisation of the current assets and the integrated road, rail and coastal waterways. The introduction of dedicated freight corridors of rail, coastal freight and improving national expressways will be crucial. Development of multi-modal logistics parks at key commercial hubs will improve the overall efficiency, speed and reduction of carbon emission. Innovation, technology and automation will bring unprecedented transformation in the current logistics model and SCM. e-commerce and integrated logistics will play a major role. 'Make in India' and skill development programme are the current challenges in this area which is quite substantial. Increasing focus by FDI in logistics sector and 'Make in India' initiative will enable recovery of our economy.

► Best Diversified Logistics Company (West & South 2015): Jayem Logistics



Logistics industry on rise

"Business has been quite busy for all the service providers (including us) this year and it continues to be till date. Last two to three years were comparatively slow, thus stakeholders had predicted a very positive 2017 based on the global demand and supply fundamental. Further, there were several initiatives taken by the government with regards to extra benefits being extended to small and medium size manufacturers. For example, ROSL was extended as an additional benefit to the apparel community. 'Make in India' campaign is already shaping up well, motivating new and existing manufacturers to boost production - which is further complimented by ease of tax benefits by the means of GST implementation. Looking at long term, there will be a huge overall impact on economy in a big and a positive way giving a direct impact to the logistics industry," feels, **Rahat Sachdeva**, Vice President - International Logistics, Rahat Continental.

He strongly predicts a minimum of 10 to 12 per cent rise in 2018 which could be the best in this decade.

Reduced logistics cost, increased economic recovery

Raman Kaul, General Manager - Corporate Planning, Jayem Logistics, shares, "New GST policies are encouraging foreign investors across the supply chain and demand for end-to-end solution providers and emerging of e-commerce, logistic parks, cold chains and new startups are the main reasons. Railways' position is also be expected to improve as its 30 per cent of freight movement is in India - for long-haul and bulky commodities like coal, iron ore, fertilizers, steel and cement. Additionally, the governments' other major emphasis is on improving India's transportation mix by developing inland and coastal waterways."

"The GST implementation will also support organised players as it will have three major implications - consolidation of warehousing network and a shift towards a hub and spoke model, higher degree of tax compliance and creation of level playing field between express and traditional transport services providers by virtue of access to input tax credit," he adds.

Contd. on page 18 ►



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Witnessing unprecetended transformation

► Contd. from page 16

► **Best Warehousing Company (West & South 2016):**
Spear Logistics



A high growth phase

Bipin Kulkarni, VP - Sales & Marketing, Spear- An FM Logistic Company, feels, "Indian logistics industry is witnessing high growth phase. Major driving force is GST which has forced the industry as well as logistics players to change. We are already witnessing lot of new opportunities in warehousing sectors. The GST implementation will support organised players like Spear-FM, as GST will have major implications in consolidation of warehousing network and a shift towards a 'hub and spoke' model."

"Due to warehouse consolidation, companies are looking to consolidate warehouses which are equipped with advanced IT & WMS, racking and handling equipment. We are ready with our first of many multi-client facilities in Mumbai with 35,000 pallet positions at 250,000 SFT facility. Other cities which will benefit post GST would be cities like Gurgaon, Pune, Bangalore, Hyderabad. We have plans to set next set of MCFs in these cities," he adds.

► **Best Customs Bonded Trucking (North & East 2015):**
Shreeji Transport Services



GST to support organised players

Dileepa B.M., CEO Bonded Trucking, Shreeji Transport Services, feels, "GST implementation and evolving customer needs expected to favour organised logistics players. The domestic sector is currently in a transformation phase with game-changing trends like implementation of GST, increasing focus by foreign investors across the logistics value chain, growing demand for end-to-end solution providers and emergence of new avenues such as e-commerce, logistics parks, cold chains and new start-ups."

"The GST implementation will also support organised players as it will have three major implications – consolidation of warehousing network and a shift towards a 'hub and spoke' model, higher degree of tax compliance and creation of level playing field between express and traditional transport services providers by virtue of access to input tax credit. Further, improvement in modal mix and reduction in logistics costs expected with increased focus on development of cost-efficient modes like waterways," he adds.



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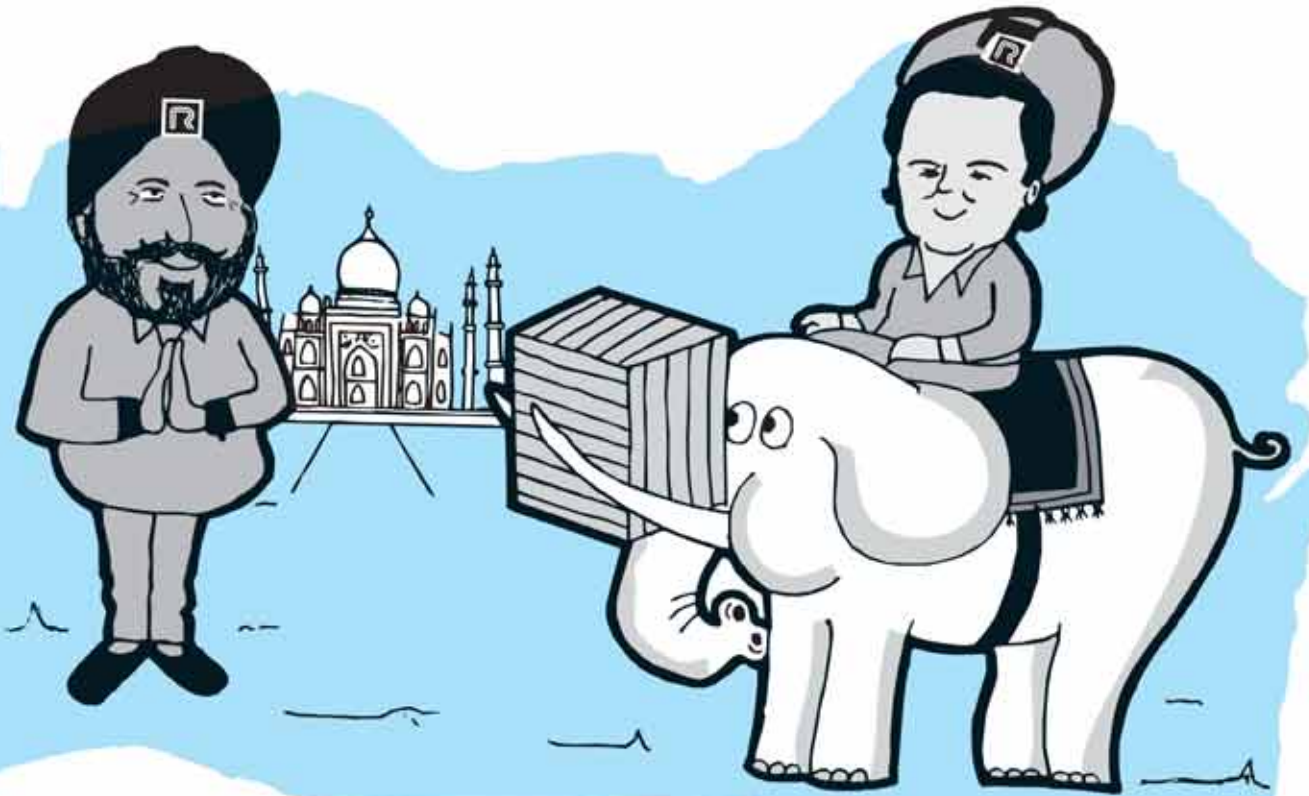
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Freight (in tonnes)								Freight (in tonnes)							
For the Month				For the period April to May				For the Month				For the period April to May			
S.N	Airport	May 2017	May 2016	%Change	2017-18	2016-17	%Change	S.N	Airport	May 2017	May 2016	%Change	2017-18	2016-17	%Change
(A) 18 INTERNATIONAL AIRPORTS								(D) 24 DOMESTIC AIRPORTS							
1	Chennai	8828	7488	17.9	16998	14637	16.1	28	Chandigarh	906	742	22.1	1527	1249	22.3
2	Kolkata	9610	8863	8.4	17468	16368	6.7	29	Bagdogra	265	381	-30.4	490	699	-29.9
3	Ahmedabad	4347	3688	17.9	8391	6895	21.7	30	Madurai	123	52	136.5	218	120	81.7
4	Goa	261	277	-5.8	506	541	-6.5	31	Aurangabad	180	188	-4.3	290	303	-4.3
5	Lucknow	350	179	95.5	609	303	101.0	Total	5398	5044	7.0	10268	9671	6.2	
6	Trivandrum	108	332	-67.5	225	431	-47.8	(E) 1 ST.GOV'T. / PVT AIRPORTS							
7	Guwahati	1715	1303	31.6	4139	2591	59.7	56	Lengpui(AIZWAL)	69	46	50.0	117	85	37.6
8	Jaipur	933	945	-1.3	1769	1908	-7.3	Total	69	46	50.0	117	85	37.6	
9	Calicut	128	27	374.1	217	53	309.4	Grand Total	101666	91287	11.4	194700	175291	11.1	
10	Bhubaneswar	718	628	14.3	1412	1263	11.8	(A+B+C+D+E)							
11	Coimbatore	727	593	22.6	1467	1135	29.3								
12	Srinagar	567	501	13.2	990	961	3.0								
13	Varanasi	77	101	-23.8	152	211	-28.0								
14	Mangalore	44	17	158.8	87	55	58.2								
15	Amritsar	78	22	254.5	124	44	181.8								
16	Trichy	0	2	-100.0	0	4	-100.0								
17	Port Blair	364	360	1.1	760	760	0.0								
18	Imphal	367	408	-10.0	698	703	-0.7								
Total	29222	25734	13.6	56012	48863	14.6									
(B) 6 JV INTERNATIONAL AIRPORTS								(C) 1 CUSTOM AIRPORTS							
19	Delhi (DIAL)	25678	23946	7.2	49542	45915	7.9	20	Madurai	0	0	-	1	0	-
20	Mumbai (MIAL)	22008	18266	20.5	41874	35898	16.6	Total	0	0	-	1	0	-	
21	Bangalore (BIAL)	10279	9738	5.6	19296	18458	4.5								
22	Hyderabad (GHIAL)	4554	4031	13.0	8836	7792	13.4								
23	Cochin (CIAL)	881	1176	-25.1	2016	2217	-9.1								
24	Nagpur (MIPL)	605	547	10.6	940	955	-1.6								
Total	64005	57704	10.9	122504	111235	10.1									

Traffic Statistics International Freight

Freight (in tonnes)								Freight (in tonnes)							
For the Month				For the period April to May				For the Month				For the period April to May			
S.N	Airport	May 2017	May 2016	%Change	2017-18	2016-17	%Change	S.N	Airport	May 2017	May 2016	%Change	2017-18	2016-17	%Change
(A) 13 INTERNATIONAL AIRPORTS								(B) 6 JV INTERNATIONAL AIRPORT							
1	Chennai	25605	21244	20.5	49971	42528	17.5	14	Delhi (DIAL)	57772	48205	19.8	112903	91808	23.0
2	Kolkata	6027	4518	33.4	10918	8418	29.7	15	Mumbai (MIAL)	54615	43631	25.2	107196	85815	24.9
3	Ahmedabad	3800	2493	52.4	6910	4673	47.9	16	Bengaluru (BIAL)	17994	16459	9.3	35253	32341	9.0
4	Goa	104	80	30.0	227	186	22.0	17	Hyderabad (GHIAL)	6748	5394	25.1	12918	10573	22.2
5	Lucknow	391	270	44.8	574	511	12.3	18	Cochin (CIAL)	6405	5908	8.4	12345	11747	5.1
6	Trivandrum	2336	2797	-16.5	4723	4653	1.5	19	Nagpur (MIPL)	13	26	-50.0	44	65	-32.3
7	Guwahati	1	0	-	1	0	-	Total	143547	119623	20.0	280659	232349	20.8	
8	Jaipur	252	189	33.3	485	378	28.3	(C) 1 CUSTOM AIRPORTS							
9	Calicut	1544	985	56.8	3102	1999	55.2	20	Madurai	0	0	-	1	0	-
10	Coimbatore	91	97	-6.2	158	195	-19.0	Total	0	0	-	1	0	-	
11	Mangalore	165	52	217.3	307	108	184.3								
12	Amritsar	79	53	49.1	185	117	58.1								
13	Trichy	547	550	-0.5	1169	1102	6.1								
Total	40942	33328	22.8	78730	64868	21.4	GRAND TOTAL	184489	152951	20.6	359390	297217	20.9		
(A+B+C)															



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Multi-purpose cold storage sees surge

The national conclave on Cold Chain Development, organised by the PHD, procured fruitful panel discussions which were addressed by various eminent speakers both from the government and the private sector.



CT BUREAU

Pawanexh Kohli, Chief Advisor & CEO, National Centre for Cold-chain Development (NCCD), graced the event as the Chief Guest and while opining on the cold

chain storage post GST, stated, "The operational efficiency of trucks carrying agriculture and horticulture produce stored in various cold storages houses from beginning to end point has enhanced to an extent of 550 km a day, as most of

inter-state and intra-state barriers have collapsed post GST implementation. The new taxation has benefitted the most to the logistics sector. Since a vast majority of agriculture and horticulture items are GST



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“

India has 6,300 cold storage facilities unevenly spread across the country, with an installed capacity of 30.11 million metric tonne

”

exempt, its ramifications on the cold-chain sector so far have been quiet positive barring on a few fronts and his department is seeking their redressal with department of finance.” **R.S. Bedi**, Chairman, Committee on Logistics Management, PHD Chamber stated, “India’s cold chain sector is a combination of surface storage and refrigerated transport. The industry has been growing at a CAGR of 28 per cent for the last three years and is anticipated to reach US\$13 billion by 2017. Currently, India has 6,300 cold storage facilities unevenly spread across the country, with an installed capacity of 30.11 million metric tonne. These are mostly used for storing potatoes. However, the market is gradually getting organised and focus towards multi-purpose cold storages is rising.” **Dr. Ranjeet Mehta**, Director, PHD Chamber, elaborated on the development in the food processing sector and organised retail, government initiatives, increasing investments as well as increasing willingness on the part of consumers to pay a premium for higher quality of food products, will drive overall growth for the industry. Still, interventions are required to bring down operating costs, to improve quality of end produce, for adoption of new technology solutions and training of manpower. ↴

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'Switching gears' through technology

Sushant Sarin, Executive Vice President Commercial Lines, TATA AIG General Insurance, enumerates components of a switchgear for contemporary requirement of electronic infrastructure.

The GST network which is the backbone of this tax regime, relies on a robust technology infrastructure. The core strength of such infrastructures are Switch Cabinets and Switchgears, which are fragile and critical equipment that require

special packaging, handling and transportation methods.

Illuminating on Switchgear

Switch Cabinets / Switchgear contains sensitive electrical, electronic and mechanical

components to perform control, drive, power supply and safety functions. Switch cabinets consists of the cabinet housing, door and interior components (e.g. mounting plates), which generally take the form of drawer units or are mounted

on a panel. High-quality switch cabinets should be subjected to continuous measurement / data recording of the stresses. Colour indicators, humidity values, tipping angles or impact stresses are another monitoring options.

Packaging it right

To provide protection against impact and vibratory stresses, plastic materials (cushioning material), e.g. mouldings, bubble wrap or airbags should be used. Relatively large internal components should either

be packed on the floor or separately braced and fixed. Scratch-sensitive surfaces should be protected by plastic films, foam sheets or tissue paper, which must be chemically neutral and soft. The outer packaging used for switch cabinets predominantly consists of wooden packaging containers.

Handling

Handlers must comply with slinging points, forklift pockets, total weight and centre of gravity of the switch cabinets. Handling equipment (e.g. forklift trucks) must be used prudently and by trained personnel.

Transportation

Shipper must comply with manufacturer's loading instructions in order to avoid damage due to mechanical stresses. It is possible to ensure by means of lashing plans that the cargo securing means are used in such a way that neither packaging nor switch cabinet are damaged. Depending upon the number, dimensions, centres of gravity and weights of the items of cargo, the principles of cargo securing could or should be combined.

Container stuffing

Each cabinet/boxes/cases should be individually lashed using nylon belts and wooden bracings should be provided to avoid any movement of cabinet/boxes/cases inside the container.

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



Sushant Sarin
Executive Vice President Commercial
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Moving the right 'way' with e-waybill

Vijay Kumar, Chief Operating Officer, Express Industry Council of India (EICI), talks about the key impediments of e-waybill for the express delivery service sector.

The express delivery industry is very optimistic that with roll out of Goods and Services Tax (GST), the overall cycle time would reduce and the considerable logistics costs in the Indian economy would come down. However, the transportation industry and express industry and its users in particular are very concerned on the government's proposal mooted for movement of goods with requirement of e-waybills. This would potentially negate the savings hoped for, and in fact would lead to increase in logistics costs and delays. At a time when India's Logistics Performance Index (LPI) ranking has started looking up, it improved 19 places in 2016, the introduction of e-waybill as proposed has potential to seriously erode our LPI rankings.

Reinforcements

Users of express delivery services would face considerable disruptions to their business in the way e-waybill is being introduced. The Express Delivery Services (EDS) offers door-to-door, time definite services. EDS mainly carry large number of small packages from varied industries like electronics, auto components, textiles and garments, handicrafts, urgently needed aircraft parts, medical equipment as well as micro exporters in the B2C segment. Speed is the differentiator in comparison to other modes of transport and delivery time is generally measured in hours instead of days. The very nature of operations using the hub



and spoke model entails multiple transshipments as well as multiple modes of transportation including air, road and rail.

The e-waybill proposed by the government entails that the transporter logs into the GST network and generate an e-waybill for providing vehicle number right from the time your shipment is picked up and then continue to generate e-waybills each time a vehicle is changed until the shipments are delivered to your consignee. On average nearly three crore shipments are handled daily by the express delivery industry alone. And a typical delivery cycle would entail

The e-waybill proposed by the government entails that the transporter logs into the GST network and generate an e-waybill

that the shipments are on average transhipped three to four times. Each time a shipment is transhipped to a different vehicle, the transporter will have to log into the GST network and generate e-waybills. This would mean over nine crore entries in a day, which would translate to about 3300 crore entries in a year, to be done by the express industry alone. And if all segments of transporters are taken into account it would mean billions of

entries in the GST network will ensure vehicle numbers are captured.

Added to this is the proviso to restrict validity of the e-waybills generated based on distance.

The way ahead

Massive obligations before conveyance of goods is supposed to be fulfilled by express companies which is practically impossible for them to do. This will lead to huge costs and delays in the

global supply chains, making India inefficient in transaction costs for international trade and lower its logistics competitiveness ranking.

Currently, a few states in the country require an e-waybill to be generated while crossing state borders. However, these are not generated as soon as shipments are picked up. They are generated for cross border movements while crossing from one state to another and is nowhere on a scale to what is proposed. The complexity and disruptive nature of the proposed e-waybill arises due to requirement of vehicle numbers to be filed multiple times, from first mile until the last mile.

Instead of e-waybill it would have been better for the government to have required the goods consignment note (also known as Airway bill or Lorry receipt) is filed in the GST network. The consignment notes are unique in identity and are tracked by the EDS provider end-to-end until the shipments are delivered. This will also negate the need for any validity based on distance since the tax authorities will know status of shipment in each leg.

Instead of creating a system which would substantially delay delivery of shipments and thereby destroy value in the system as well as push up our logistics costs and inefficiencies, it would be better if the GST network creates a system which can realise its objectives by risk profiling and using the existing track and trace systems of the transporters.

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



Vijay Kumar
Chief Operating Officer,
Express Industry Council of India (EICI)



Venugopal Bangera
Chief Executive Officer
DCSC

DCSC gets an ISAGO certification

ISAGO is based on industry-proven quality audit principles and is structured to ensure a standardised audit with consistent results. The implementation of the ISAGO aims to improve safety as well as manage costs by reducing ground

accidents and injuries. Venugopal Bangera, Chief Executive Officer, DCSC, says, "This certification is an another feather in our cap which reflects our commitment to continuous improvement in safety standards. It also demonstrates our

goal to operate within globally recognised industry best practices." The ISAGO certification also has several value additions. It meets airline's audit requirements, helps reducing cost by reducing damages, improves safety & quality standards and

enhances understanding of high risk areas within terminal operations. The ISAGO registry enhances the company image, as it represents an independent validation of the handler's operational safety practices. "Our facility is also GDP certified (Good

Distribution practices) which depicts our ability of handling pharmaceuticals and life science products as per required standards. We are committed to quality, and to being a vital partner of the healthcare supply chain," adds Bangera.

Plunging into cross trade logistics

Sharad Goel, Managing Director, Lark Logistics, enumerates the USP of the company which encompasses domain knowledge, local presence. He also shares the company's expansion plans.



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What services you offer to the trade?

We are offering international sea and air freight, custom clearance at all major indian ports, warehousing and transport facility at major ports in India. We are also giving complete multi-modal solution for project cargo for Russia, Ukraine, CIS region and other landlocked countries such as Afghanistan, Ulanbatar by using major gateways like Bandar Abbas, Kotka, Riga, and Quingdao.

Please elaborate on cross trade logistics.

With the globalisation of business, many of our clients from South Asian countries and from India are experiencing the need for third country shipping in which the cargo practically does not pass through the territory of supplier country. We are handling logistics for global companies who have multiple factory/warehouses at different parts of world and want material from there to common project site. Additionally, such kind of facilities is mostly required by companies who are into projects, pharma goods, white goods and raw materials.

Any expansion plans?

We are planning to expand our logistics setup in eastern European countries. We are also in process to have couple of international airline in our kitty so that

Indian airlines will have direct connects to most sought after destinations at affordable fares. Our primary focus is to concentrate more on CIS, as it is our core strength area and venture out in a big way in the aviation sector.

Which segment is going to benefit the most with GST implementation and how?

Maximum boost by its implementation will be to warehousing. This taxation

will bring the concept of centralised warehouse hubs to facilitate faster and cheaper transport to destination. On global platform, this will make India an ideal place for e-commerce business setup.

We are planning to expand our logistics setup in eastern European countries. Also focusing on CIS, as it is our core strength area and venture out in a big way in the aviation sector

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Trivia

- ◆ The company has presence in New Delhi (HO), Mumbai and strategic alliance partner at Indore, Mundra, Hyderabad, Bengaluru and Kolkata.
- ◆ Overseas presence at Shanghai - China, Bishkek - Kyrgyzstan and Masshad - Iran.
- ◆ The company is the GSA of Air Manas in India for both passenger and cargo.

Karaikal Port: A suitable gateway for trade

GRK Reddy, Promoter & Director, Karaikal Port, shares the insights of the port, the expansion plans and ways to deal with hiccups in the Indian maritime sector to progress efficiently.



CT BUREAU

What are the issues that need to be looked in the maritime sector?

Swift modernisation

An efficient intermodal system is vital to the success of a port as it supports seamless movement of cargo across all modes - ship, rail and truck. In fact, a government report says that due to poor port infrastructure and productivity, India's trans-shipment cargo is handled at South Asian hubs like Colombo or Singapore, which costs Indian ports around US \$230 million in revenue annually.

Pursuing Make in India

The government's shipbuilding policy provides a boost by encouraging Indian shipyards to bag foreign orders in a more aggressive manner and meet the requirements of Indian ship-owners.

❖ A cost-effective and skilled manpower base, established steel industry, technology know-how and an increased demand in domestic shipbuilding could enhance India's global shipbuilding



share from one per cent to five per cent by 2020.

❖ The Indian maritime sector needs to be constantly on the lookout for technologies and advancements that help save cost and deliver more for less. A major way could be through partnerships and collaborations with successful maritime clusters especially in areas of ship design, automation and technology. Such collaborations can improve efficiency and enhance competitiveness. Also in view of the recent regulations to control emissions from ships set

by International Maritime Organisation, there will be a growing need to collaborate for environment-friendly technology and solutions, such as LNG powered vessels. The other key area that could benefit from partnerships and technological assistance of maritime countries will be training and development of manpower to bring the frontline workforce up to speed on world-class manufacturing techniques and processes. The academia can also look at establishing university partnerships to encourage innovation, knowledge sharing and transfer.

❖ Clusters induce innovations, create employment opportunities, attract foreign investors and also spark new ideas. The government has identified two major maritime clusters in Tamil Nadu and Gujarat similar to the global success stories in Japan and South Korea.

How is the port better equipped to serve hinterlands?

The current berth occupancy of the port can cope up with another 25 per cent more traffic without augmentation of berth facilities and is better poised to handle

about six rakes a day apart from 7000 mt of road dispatches per day. About 35,000 mt of cargo dispatches through road and rail would entail movement of about million tons of various commodities as per the needs of the customers.

Elaborate on port's coal handling system set to be operational next year.

The ports coal handling system will further decongest the port in terms of quicker turnaround of vessel and faster evacuation of cargo by rake and rail.



GRK Reddy
Promoter & Director
Karaikal Port



The current berth occupancy can cope up with another 25 per cent more traffic without augmentation of berth facilities



What are the future growth plans?

The port is well positioned to handle LNG and container cargo requirements. As the volume increases, number of berths will be increased to cater to needs and corresponding storage yard and railway sidings too may be increased. ↴

APM adds India-Gulf direct service

CMA CGM began the new INDIAMED service to Mumbai with the arrival of the 5,009 TEU capacity at APM Terminals Mumbai. The weekly service provides the fastest transit times between India and CMA CGM hub ports in the Mediterranean and Arabian Gulf, and expands the transshipment network through the MEGEM (East Mediterranean to/from Middle East destinations) and MEDEX (West Mediterranean to/from Middle East and Indian Sub-Continent) services.

"We stay committed to CMA CGM and all of India's trade with our reliable, safe and productive terminal services," stated Ravi Gaitonde, COO, APM Terminals.

The service rotation includes calls at Khor Fakkan, in the UAE; Karachi, Pakistan; Nhava Sheva (Mumbai), and Mundra, in India; Djibouti, on the Horn of Africa; Jeddah, Saudi Arabia; Damietta, Egypt; Piraeus, Greece; Malta; Aliaga and Mersin, in Turkey and Port Said West, Egypt.

Odisha urges for port development

Aditya Prasad Padhi, Chief Secretary, Odisha, Government of India, has asked the Centre for infrastructural development of ports and improvement of evacuation infrastructure in Mahanadi Coalfields Limited (MCL) under the Sagarmala project with the aim to give a boost to coastal shipping in the state.

"Odisha has three major ports at Paradip, Gopalpur and Dhamra. We need good rail and road connectivity to these ports, else we won't be able to meet the target of inland shipping," said Padhi.

Stating that Paradip port has incurred excellent growth last year and its coastal

shipping record is also good, the chief secretary said, "Better infrastructure would enhance port connectivity and encourage coastal shipping of commodities to reduce overall logistic costs." "Existing railway

infrastructure for evacuation of coal from MCL also needs to be revamped to enhance transportation. The heavy-haul rail corridor from Talcher to Paradip and Dhamra ports, would also be a major breakthrough

for rail-port connectivity," he added. India lags far behind in ports and logistics infrastructure. Against a share of nine per cent of railways and six per cent of roads in the GDP, the share of ports is only one per cent.



JNPT to deliver 6 new eRTGCs

This is the first part of the order for 15 new eRTGCs that JNPT had placed. The delivery of six new eRTGC from M/s Sany Group will save time and increase efficiency.



CT BUREAU

Jawaharlal Nehru Port Trust (JNPT) has received the responsibility of delivering six new Electrically Operated Rubber Tyred Gantry Cranes (eRTGC) from M/s Sany Group.

the yard and supporting the vessel operation in improving the terminal productivity. There will be indirect job generation in the associated EXIM trade due to the induction of these new eRTGCs, as there will be requirement

of additional Tractor Trailer drivers, surveyors, vessel/shipping agents, Custom House agents, etc.

JNPT is constantly introducing new technology to maintain its premier position in the industry.



Anil Diggikar, Chairman and Neeraj Bansal, Deputy Chairman, JNPT initiated operations of the new eRTGCs, in the presence of senior JNPT officials and staff.

"I am happy that M/s Sany Group has delivered the eRTGCs on time and will help JNPT continue with uninterrupted and efficient operations," said Diggikar.

"With the augmentation of these eRTGCs, six of our old RTGCs will be replaced. Once we receive the remaining nine eRTGCs the fleet strength of RTGCs in JNPT will rise to 27. This will help in increasing efficiency to save time and cost for trade," said Bansal.

The new eRTGCs are electrically powered which is cost economical and is environment friendly, as against the conventional diesel engine RTGCs. These new eRTGCs will have 2-twin twenty container handling mechanism with 50MT capacity under spreader (as against 40MT with single lift of existing RTGCs).

The new RTGCs will help in improving the container handling in

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CargoTalk/April-2017

“ Once we receive the remaining nine eRTGCs the fleet strength of RTGCs in JNPT will rise to 27 ”

UPS flies high with bespoke offerings

Being known as the centerpiece of European express network and one of the most advanced sorting facilities in the world, UPS has more to offer, shares **Martina Biron-Karp**, Tour Guide, UPS Welcome Center Cologne/Bonn Airport.

 KALPANA LOHUMI FROM COLOGNE

How does the Cologne/Bonn facility serve as an international logistics hub for both major multi-nationals and SMEs in Europe?

The state-of-the-art facility features approximately 105,000 square meters (1,130,000 square feet) of operating area and has a package sorting capacity of 190,000 packages per hour - or around 53 packages per second. Automated technology ensures the hub's efficiency and processing reliability. The conveyor system covers a distance of about 40 kilometers (24 miles), with a package taking an average of just 15 minutes to move through the hub from unload to load point. The hub helps UPS customers to successfully compete and do business on the important trading lanes within Europe and linking Europe to North America and Asia in an era when free trade agreements



on the horizon promise growth for business of any size.

Why UPS has chosen Cologne/Bonn for its European air hub?

On account of its excellent location at the heart of Europe's most productive economic region, the area has well developed road network and infrastructure, the good local weather conditions for year-round flight operations, the airport's

excellent runway system and its proximity to a skilled and flexible workforce.

These conditions have not changed since the hub's inception in 1986 as it remains the main European gateway in an international network that includes the UPS Worldport in Louisville, Kentucky, and Asian hubs in Shanghai, Shenzhen and Hong Kong. UPS have expanded the air

hub facilities twice in 2006 and 2014, investing US\$335 million in the last decade. The latest expansion in 2014 constitutes UPS's largest facility investment outside the United States in the company's history.

Please enlighten UPS European air hub features.

◆ Each night, 41 flights arrive and depart the European Hub,

linking Europe with the Americas, Asia and other European destinations in a matter of hours.


◆ The facility has three independent sorting systems, one for each regular packages, 'small' (envelopes) and 'irregulars' (odd shaped/heavy) shipments.

◆ Automated technology ensures the hub's efficiency



Martina Biron-Karp
Tour Guide
UPS Welcome Center Cologne/Bonn Airport

and processing reliability, which can currently sort 190,000 packages per hour (or more than 53 packages per second) with a possibility to expand sorting capacity to 165,000 packages per hour in the future.

◆ Using a bespoke scanning and sorting system, 40 km of conveyer belts sort the packages by size and destination using bar code information displayed on each way bill to send them automatically towards the correct bagging or collection point. 

AA Cargo's CRT at Heathrow

The facility complements additional CRT rooms in over 150 other locations. Both inbound and outbound logistics companies supporting American's ExpediteTC service will utilise the new CRT room.

 CT BUREAU

As part of American's commitment to support the expansion of its healthcare and pharmaceutical services, American Airlines Cargo has announced the opening of a new Controlled Room Temperature (CRT) facility at its London Heathrow (LHR) cargo centre. The new room is 1,700 square feet (160 square meters), and is a testament to the airline's dedication to temperature-controlled healthcare shipments.

The new CRT can accommodate up to 16 times more standard euro skid pallets at one time than the previous room, providing airline customers with greater capacity when it comes to



moving temperature-sensitive healthcare freight to and from LHR. The CRT room is a fully monitored and alarmed facility, where the standard operating temperature will be set to maintain passive products at +59°F to +77°F (+15°C to +25°C). Euro Scan software is used to monitor precise temperatures within

the facility, which will provide real-time information to the American operations team, and will be used for reporting purposes.

"This is a tremendous service enhancement for our European customers," says **Andy Cornwell**, Regional Sales Manager for Northern

Europe, in adding, "This new and far larger facility can meet their needs even more effectively now and in the future. And this will be further improved when our COL +2°C to +8°C (+35°F to +46°F) storage for pharma products comes on stream later this summer."

The newly enlarged CRT room will be of significant value to customers moving specialist pharma traffic between Europe and the US. As the second largest carrier from LHR across the Atlantic, American offers up to 20 daily departures to the United States, including two daily flights between LHR and Philadelphia (PHL), home to American's industry leading 25,000 square-foot pharmaceutical facility. 

Flywell is India GSA for ANTONOV

The Ukrainian heavy lift operator has expanded with its General Sales Agents now in India as well.

 CT BUREAU

ANTONOV Airlines has appointed Flywell Aviation as its General Sales Agent (GSA) in India, as part of its ongoing growth strategy. New Delhi-headquartered Flywell Aviation provides services to the defence, aerospace, oil and gas, rail and construction, as well as other sectors. Four senior members of staff, with a combined logistics industry experience of 55 years, will support ANTONOV Airlines' activities across Flywell Aviation's Indian offices.

"India is a very significant market for the AN-124-100s, and holds good potential for

AN-225 and AN-22 flights across a number of sectors," said **Michael Goodisman**, Business Development Director, ANTONOV Airlines. "We are pleased to offer customers a cost-effective and time-efficient shipping outsized cargo globally," said **Anil Bal**, Managing Director, Flywell Aviation. 

Did You Know?

ANTONOV airlines is the only airline to offer a payload of 150 tonnes with its modernised AN-124-100M-150 aircraft.



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Collaboration with digitalisation

Log-hub and 3SC have joined hands to enable seamless service offerings to identify and implement the savings potential of the new Indian tax regime.



With the objective of digital B2B market place for warehousing; Log-hub AG from Switzerland and the 3SC from India are now collaborating in the Indian market. Both companies are technology based and offer advanced analytics based transportation and warehousing solutions. Both the companies provide complete supply chain management services in terms of planning and execution throughout India.

Their transportation and warehouse network is rendered by a control tower set up of more than 200 experts and the digital marketplace for warehousing space. Complementary to the order fulfillment both partners offer a variety of predictive and prescriptive



analytical services including demand profiling and forecasting, supply chain network design, vehicle route planning, load and packaging optimisation.

“Due to implementation of the new GST tax system (goods and service tax), the dominance of decentralised local storage will be diminishing and regional or nationwide logistics locations will gain more importance. Nevertheless, the ongoing combination

of multiple complex tax systems as well as transit times at the local borders makes it essential to have an in-depth know-how of local tax regimes while re-defining the supply chain networks”, says **Rabiya Gill**, India Manager, Log-hub. “There is no Indian competitor that can offer the depth and breadth plus global experience and neutrality that Log-hub AG and 3SC Solutions together offer to the market”, states **Lalit Das**, Founder, 3SC.

In the mid-term, more changes in the tax system are being expected, so flexibility and agility of new solutions will be a key factor to allow the realisation of future savings. A fair number of multinational players have started changing their logistics network in India but mid-sized players lack behind due to a deficit of resources or inflexibility of existing supplier contracts or own investments. ↴

AIRON Logistics joins ACEX Alliance

AIRON Logistics, a new member of ACEX alliance, is an expert at providing transportation that requires maintenance of temperature control to and from Europe and CIS countries by LTL or FTL carriers. The company owns bonded warehouses with total area of 10 000 m2. “Membership in the alliance will be an effective and useful instrument for business development,” says **SelenMelis Oman**, Business Development Manager, AIRON Logistics. The 3000 m2

warehouse with eight meters height allows to store hazardous cargo with total insurance coverage and 24 hours video surveillance. Its 7000 m2 customs warehouse provides full technical support and automated storage of general cargo and allows packaging and labelling with its further tracking. “Novorossiysk is very convenient for import and export to Turkey,” states **Denis Bobrakov**, BSSS Commercial Director, ACEX member, Novorossiysk.



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BT collaborates with CCS-UK for air freight

The new electronic fallback system will prevent meltdown in the UK's air cargo industry of a prolonged outage of HMRC's vital customs handling.



CT BUREAU

The air cargo industry plays a major role in the UK economy; according to a report issued by the Airports Commission in 2015, around 40 per cent by value of UK's trade outside the EU is transported by air, with the total value of tradable goods through UK airports exceeding £140 billion in 2014.

The new CCS-UK capability is designed to prevent the catastrophic impact of a major system failure, which would cause cargo backlogs and mayhem at UK airports, and cost the economy tens of millions of pounds.

'CCS-UK Fallback' allows authorised traders to continue processing customs export declarations in the event of any significant system outage, and receive automatic fallback clearance to ship goods without delay. Import entries will also receive fallback clearance, avoiding the backlogging that would result from manual customs clearance. Designed by BT for CCS-UK, the fallback system – once triggered - will function for up to 30 days; as soon as CHIEF (Customs Handling of Import and Export Freight) returns to normal operation, CCS-UK Fallback will transmit all stored entries for processing in the normal way.

The new service is unique to the CCS-UK community and is being provided at no additional cost to its users.

BT (which built and operates CCS-UK), and the CCS-UK user group (which represents the user community) have spent three years working on CCS-UK Fallback, collaborating closely with HMRC and the industry to develop the solution.

Says **Steve Parker**, Head of Customs for Europe, DHL and Chairman, CCS-UK User Group, "With growing air freight volumes through our major airports, the advent of Heathrow's third runway, potential

additional pressures on Customs systems following Brexit and an ageing HMRC computer system scheduled for replacement in the next few years, there has never been a greater need for the added resilience that this new feature will deliver."

In addition to providing protection from unplanned outages, CCS-UK Fallback will also smooth the eventual transition from CHIEF to its replacement (CDS), enabling the air cargo industry to continue functioning as normal in the event of any

teething problems with the new hardware or software. **Colm O'Neill**, Managing Director, Major Business and Public Sector at BT, adds, "BT's technology facilitates the import and export of goods into and out of the country"



(L to R) David Bowen (Director of Contract Management, BT Business and Public Sector), Laura Lucking (Deputy Director, Customs - HMRC) and Steve Parker (Chairman, CCS-UK User Group) at the BT Tower.

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CargoTalk/April-2017

Logistics on the brim of a revolution

ASSOCHAM recently had organised a conference in the national capital to highlight the capabilities of the logistics sector. Themed as 'India - On the cusp of a logistics revolution', the conference saw the august presence of government official and industry veterans to discuss on serious issues and solutions of the logistics industry.





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Availing automated logistics solutions

Gandhi Automations has been known as the numero uno entrance automation and loading bay equipment company in India. The company is certified to ISO 9001 : 2008.

CT BUREAU

The company offers complete logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses. Electro-hydraulic, mechanical

and air-powered Dock Levelers offered by Gandhi Automations are not only 'a bridge for connecting a vehicle', but also facilitate fast, smooth and safe transition by compensating the difference in heights between the loading bay and

the vehicle. This contributes to minimising energy used and savings on heating and chilling costs resulting in maintaining the quality of the transported goods. Dock Levelers offered by Gandhi Automations are designed as per EN 1398

standard for the most demanding loading and unloading operations.

Efficient loading & unloading the goods

The cost of loading and unloading the goods can be calculated precisely

and is exactly definable, which allows for a scientific approach to find out the investment that goes into the process. Gandhi Automations has always designed solutions based on such scientific approach and feedback from clients.

The Dock Levelers offered by the company ensure loading and unloading with lesser effort and minimal cost. It is possible to load and unload your products in a safe way and in the process obtain remarkable energy savings. The loading bay remains with the Dock Leveler in rest position and the Sectional Overhead Door closed, until the vehicle is positioned. The driver drives back centring to the Dock Shelter and stops the vehicle the moment it gets in contact with the bumpers.

The Sectional Overhead Door is then opened only when the vehicle is positioned, brakes applied and engines shut off. This eliminates the exit of hot air, intake of cold air (or the opposite in hot and inside conditioned places) and intake of exhausting gases in the warehouse. After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck bed for loading / unloading to take place. At the end of the loading/unloading the Dock Leveler is put in rest position and the Sectional Overhead Door is closed, without moving the vehicle. The vehicle then departs at the end of the process. Following are the two types of Dock Levelers:

❖ Radius Lip Dock Levelers

Radius Lip Dock Levelers allow the dock to connect with the truck bed, thus making it possible to drive directly on and off with forklift trucks etc. The self-cleaning lip hinging system does not retain rubbish with automatic end-of-run, so as to keep the 25 mm security distance between the folded lip and structure as per EN 1398 & EN 349.

❖ Telescopic Lip Dock Levelers

Telescopic Lip Dock Levelers are ideal for connecting vehicles unable to drive near dock i.e. sea containers, side loading railway wagons etc. These types can be supplied with a lip extending up to 1 m.

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Pondering on GST implications on air cargo

PHD Chamber of Commerce and Industry (PHDCCI) organised its third PHD Air Cargo Summit 2017 at PHD House, New Delhi. The summit discussed the implementations of new regulations and policies-like GST in the Indian air cargo sector, while simultaneously addressing the key challenges confronting the growth of the sector.





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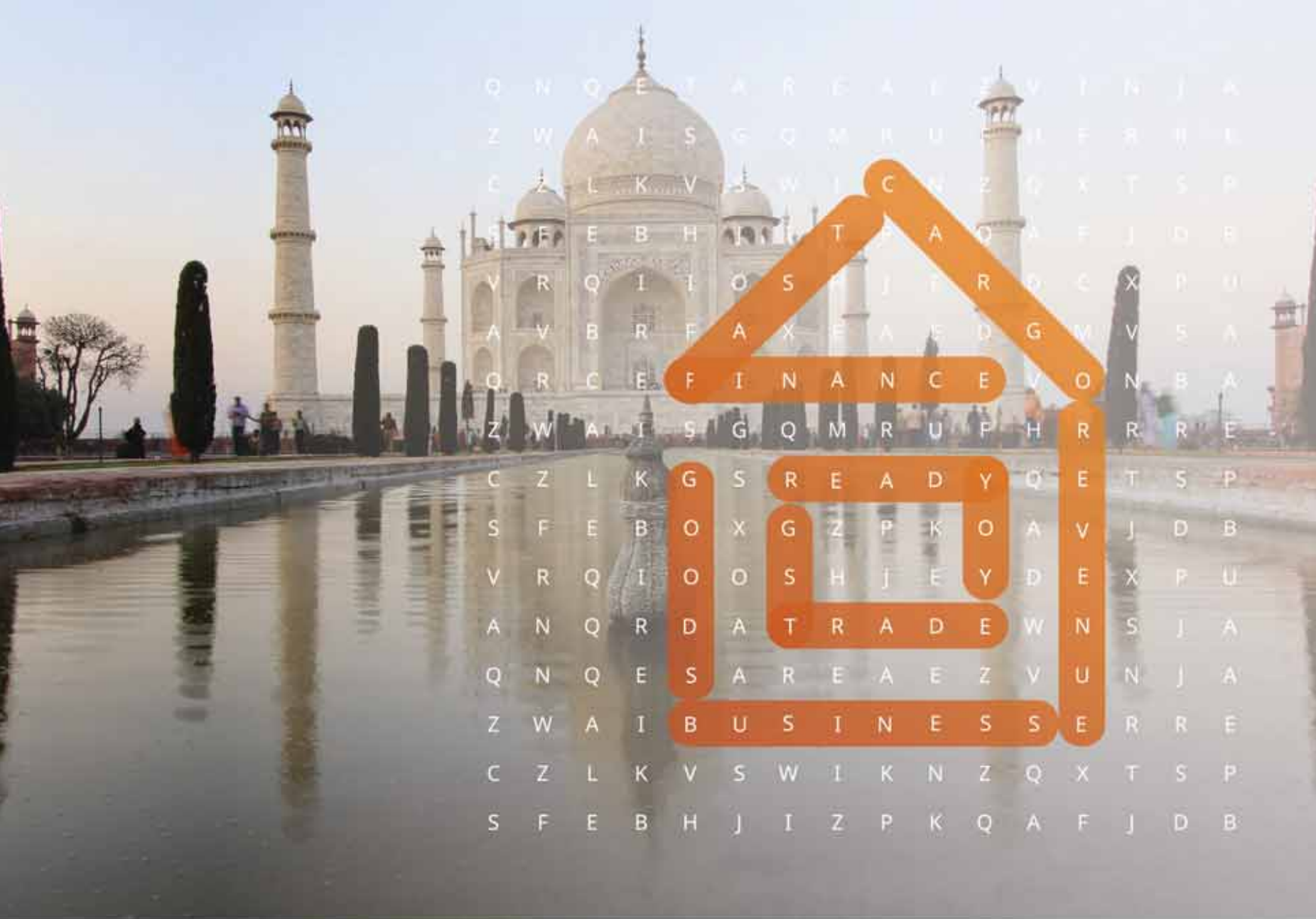
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Brainstorming on cold chain development

The Committee on Logistics Management of PHD Chamber of Commerce and Industry organised another successful event on 'National Conclave on Cold Chain Development' at PHD House, New Delhi. The event was attended by more than 120 delegates from the industry and other stakeholders.





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EVENT TALK

AUGUST 2017

Supply Plus	New Delhi	3-6
Tilog Logistix Fair	Bangkok	16-18
China International Logistics Expo	Beijing	17-19
Transport & Logistics Philippines	Pasay	17-19
Global Logistics Summit	Tanzania	23-26
International Conference on Logistics and Maritime Systems	Norway	23-26
E-Commerce Packaging & Logistics Technology Expo	Shanghai	29-31

SEPTEMBER 2017

Cool Logistics Asia	Hong Kong	6
Asean Logistics & Transport Show	Malaysia	6-8
Transport & Logistics	Czech Republic	9-13
Material Handling Middle East	Dubai	11-13
Maritime Nation India 2017	Mumbai	14-16
Cool Chain Pharma Conference	Budapest	18-19
Air Cargo Handling 2017	Budapest	19 - 21
China Supply Chain & Innovation Summit	Shanghai, China	21-22
Pack Expo	Las Vegas, USA	25-27
Cool Logistics Global Conference	Los Barrios, Spain	25-27
S&OP Innovation Summit	Boston	27-28
Food Logistics India	Mumbai	27-29

OCTOBER 2017

Integral Multimodal Logistics Fair	Colombia	2-4
Pharma Supply Chain Forum	Mumbai	4
Express, Logistics & Supply Chain Conclave	Mumbai	4-5
China International Logistics Fair	Shenzhen, China	12-14

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

Kale's new centre of innovation

With an initial seed investment of US\$ 25,000, this Centre of Innovation is an outcome of the Kale's Air Cargo Thought Leadership Summit -Clear View 2017 that took place in Athens, Greece, earlier in July.



CT BUREAU

The Clear View summit endeavours to ensure that a collective voice of the industry gets collated and the industry itself can assemble a charter for enabling possible realistic strategies and viable solutions to the issues discussed during the summit. With an intention to take this endeavour a step further, Kale has decided to invest an amount of US \$25,000 towards setting up a 'Centre of Innovation in IT for Air Cargo' to provide a platform to build, discuss and make dialogues a reality. The objective of the centre is to ground groom the air cargo industry in adopting information technology for an agile, effective and equipped business. The summit had encouraged participation from IATA, leading airlines, cargo handlers, industry associations, regulators and prominent industry consultants from North America, Europe, Africa and Asia. Clear View debuted in February 2016 at Dubai.

The Clear View summit is an interactive platform to discuss industry issues



Glyn Hughes
Global Head of Cargo, IATA

in a round table format and this year, the session revolved around; Innovation in the Air cargo domain, Measuring Performance for Transformation, e-commerce and its implications on Air Cargo business and Digital Disruption. Delegates present at the summit, debated on the modal shifts that are being experienced in the Air Cargo industry to comprehend threats and opportunities associated with it. The key point of discussion was the impact of booming eCommerce industry on the cargo sector. Issues like, achieving global reach, ensuring implementation of technology in process and operations, ensuring customer satisfaction and

“
Last 9-12 months have been fantastic in terms of increased volume. We need to innovate because one of the biggest risks we got is stagnation
”

loyalty, reducing turnaround time and introducing concepts like 'Internet of Things' and recognising KPIs were discussed in course of the summit.

Glyn Hughes, Global Head of Cargo, International Air Transport Association (IATA), said, "The biggest challenge that the industry is facing now is the challenge of avoiding getting too relaxed, too lethargic about the current increase in volumes. Last 9-12 months have been fantastic in terms of increased volume. We need to innovate because one of the biggest risks we got is stagnation. Events such as Clear View and any other forum where the supply

change partners come together, challenge each other which is critical, debate the issues and formulate an action plan for the future, which is absolutely vital for the industry."

Speaking on the occasion, Vipul Jain, Chairman, Kale Logistics said, "The logistics industry has undergone severe transformation in the last year. Globalisation, digitisation, innovation, e-commerce and the growing importance of customer centric approach are some parameters that have led the industry to undergo a paradigm shift. The ultimate objective of this summit is to gain industry insights to create a sustainable model with cognizance of the present and future business trends."

Kale is the provider of ERP systems that help several logistics players automate their internal business. Its multimodal cargo community systems help in supply chain digitally. ↴



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NIHAR PARIDA

Director
Minerva Integrated Logistics



My weekends are about playing football with my son and cooking for the family”

Nihar Parida, Director, Minerva Integrated Logistics, believes, “In today’s world, it’s very tough to say ‘no work’. But my weekends are about playing football with my son and cooking breakfast and lunch for the family.” His another preferred hobby is going out for photography with his daughter. His favourite sport nowadays is football but he loves watching cricket. “I love to try different cuisines but my all-time favourite is Bengali Cuisine,” he shares. With a long list of favourite holiday destinations, Parida shares, “The beautiful beach of Puri, the marine drive to Konark, food at Puri temple, and stay at Toshali sands.”



DILEEPA B.M.

CEO Bonded Trucking,
Shreeji Transport Services



I have recently started myself involving in social activities: visiting old age homes, blind schools, etc”

“I have recently started myself involving in social activities, such as visiting old age homes, blind schools and various others. These are the deeds, I love to do in my time off,” says **Dileepa B.M.**, CEO Bonded Trucking, Shreeji Transport Services. His favourite food is Chicken Biryani, South Indian Ragi Ball and Chicken Soup. “I love playing chess and cricket,” he tells. Dileepa loves visiting Chitradurga, where he had spent his childhood. Historical places like Rajaveera Madakari Nayaka and Onake Obbavva are also there in his holiday destinations list.



NAGARAJ. C

Managing Director
Cargo Consol India



I read books, spend time with friends, watch movies and go shopping ”

Nagaraj. C, Managing Director, Cargo Consol India, reads books, spends time with friends, watch movies and goes for window shopping in his respite. His favourite sports are cricket, tennis and badminton. Speaking about his most chosen destination, Nagaraj shares that it’s Philippines and Vietnam. “I like the cool mentality of people going to the extent of having fun rather than running around on a routine.” Elaborating his experience, he continues, “At a famous casino in Phillipines, me and my friends played for two days continuously.”



SHABBIR HUSAIN

Administrator
Orange City Logistics Park



“Switzerland, home to high peaks of the Alps, has always been in the top list to explore”

Shabbir Husain, Administrator, Orange City Logistics Park, is keen to serve society in his spare time. Watching movies and news in his respite are another activities he prefers to do. Husain loves to play cricket whenever he gets time from his schedule. His favourite dish is *Seekh Kebab*. Sharing his much-loved vacation spot, Hussain says, “Switzerland, home to numerous lakes, villages and the high peaks of the Alps, has always been in the top of my list to explore.”



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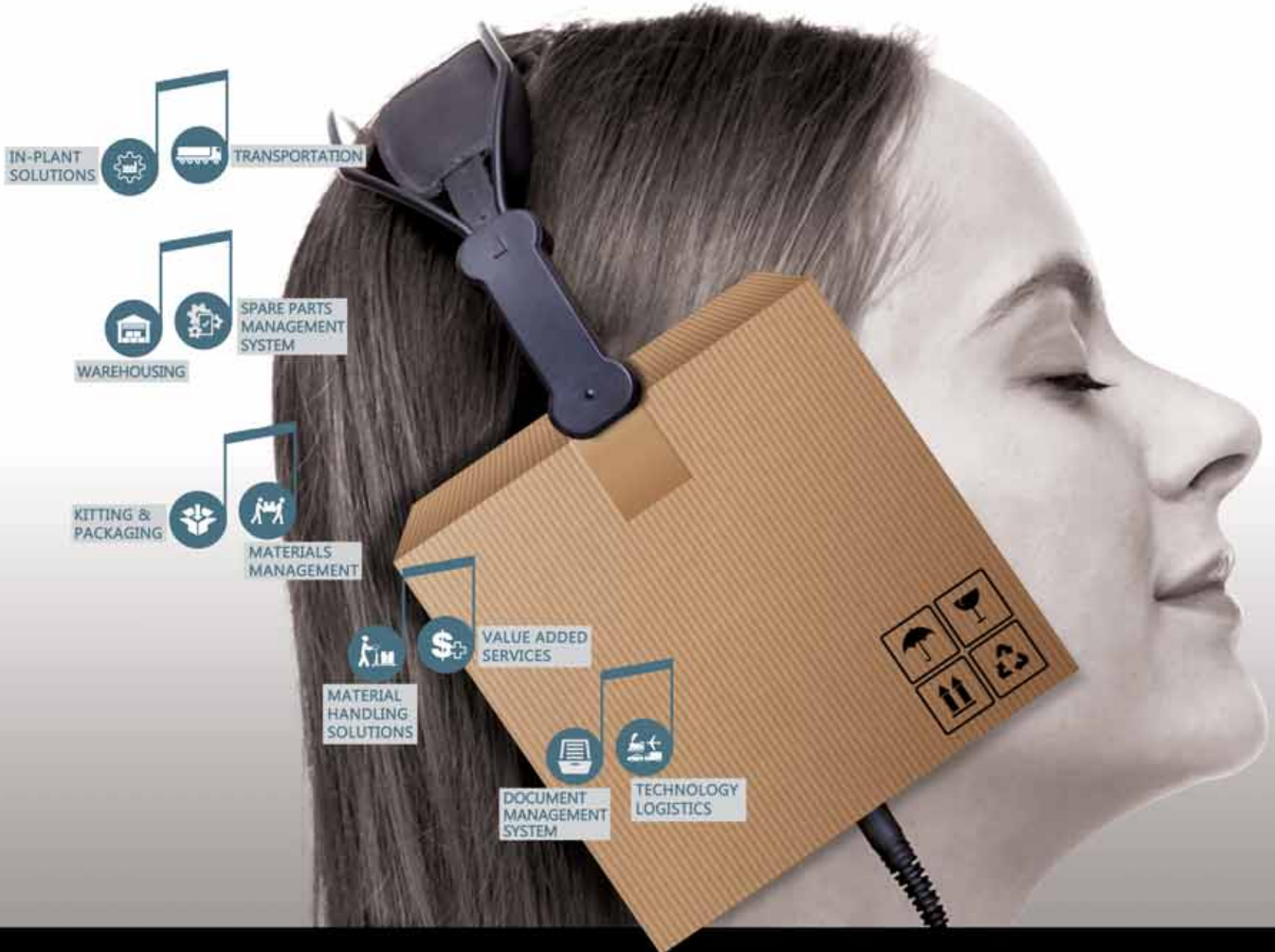
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