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Project Cargo: On the move

A cargo, sometimes, require its own unique solution, by means of sensitivity of risk with sheer weight or odd size. **CARGOTALK** unravels the nuances of 'Project Cargo', for the industry.



KALPANA LOHUMI

Every cargo doesn't fit in a standard logistics solution. High level of risks is associated with cargo shipments due to its nature. Cargo with larger dimensions requires a completely different set of equipment, infrastructure and experienced personnel. Dealing with cargo of peculiar dimensions is always a challenge for a transporter. Last year, a transparent system for movement of cargo through over dimensional vehicles was launched and an online nod for movement of 5,000 such vehicles including machinery was given by the government to prevent middlemen and lengthy and time-consuming paperwork involved in the process. Exploring the intricacies of transportation of project cargo, **CARGOTALK** decodes the potential of this segment for the Indian logistics industry.



Amit Tandon, Managing Director, Asia Shipping India, shares, "Over Dimensional (OD) cargo is defined based on weight and dimension. Anything above 40 feet length, with 8.25 feet height, and 8.25 feet width would be considered as OD cargo. The industry is witnessing a 15-20 per cent growth."

Raj Malani, Director, Shree Balaji Shipping & Projects, says, "A project cargo is something where we cannot take chances in handling the cargo each time. The cargo, if damaged while stuffing, loading or unloading, will be of no use to consignee and it will be a loss of time and money for everyone involved in this

cargo. So, we definitely need people who can handle this cargo with utmost care using appropriate equipment to stuff it with proper lashing/chocking, etc. Additionally, the cargo handling team needs to be present from manufacturing stage itself to ensure proper hooks are

provided on the cargo for safe handling of the cargo till the time cargo is handed over to shipping line/airline."

"The OD cargo business has seen tremendous growth in India over the past few years. Especially over last year, ever since 'Make in India' was launched, we have

seen good increase in the OD cargo business as people have started exporting plant and machinery making goods from India. This is a good sign for the country to expand its horizon to all those countries that were not importing goods from India," tells Malani.

Infrastructure boom

"The last five years or so has surely witnessed a boom in the Indian infrastructure industry particularly in the setting up of large scale power projects, installing of telecom equipments, setting up industrial plants in different sectors such as automobiles, cement, fertilizers, minerals and metals, as a consequence, demand for moving ODC. In the past three to five years, there has been a sudden surge in the power sector although one to two refineries are in the pipeline. The manufacturing industry has witnessed a rising demand in both domestic and export market and in turn

Contd. on page 6 ▶

PAN INDIA

Government gives logistics sector infrastructure status

In a major push to developing an integrated logistics framework in the country including industrial parks, cold chains and warehousing facilities—the government has granted infrastructure status to the logistics sector, enabling the industry to access cheaper finances. This status would

help the sector get credit at competitive rates and on a long-term basis as rising logistics cost impacts the global competitiveness of exporters.

Realising the importance of the logistics sector to promote trade, the government has created a separate special secretary-

level post in the Commerce Ministry to coordinate with all the ministries concerned and departments. To adopt a coherent approach for the development of logistics infrastructure, the government appointed **Binoy Kumar**, Former Director General of Directorate General of

Supplies and Disposals (DGS&D) as Special Secretary In-charge of logistics in the Commerce and Industry Ministry.

The government has defined "logistics infrastructure" to include a multimodal logistics park comprising an Inland Container Depot

(ICD) with a minimum investment of ₹50 crore and minimum area of 10 acre, a cold chain facility with a minimum investment of ₹15 crore and minimum area of 20,000 sq. ft and a warehousing facility with a minimum investment of ₹25 crore and a minimum area of 100,000 sq ft.

Logistics costs of exports are very high in India and due to this, Indian goods are less competitive in global markets. According to a report, about 14 per cent of the total value of goods goes into the logistics cost. On the other hand, in other major economies, this is just six to eight per cent.

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Air cargo springs suitable growth: AAI

Airports Authority of India (AAI) is increasing cargo footprint facilities at most of the airports. **Guru Prasad Mohapatra**, Chairman, AAI, talks about the achievements in 2016-17 and about the future plans.



CT BUREAU

How much cargo is being handled at AAI airports presently?

The current volume of cargo being handled at AAI airports is 8.08 lakh metric tonnes. And, there is 34.53 per cent increase in tonnage and 19.55 per cent rise in revenue during financial year 2016-17 as compared to last year.

Please brief us about the air cargo facilities commissioned during the year 2016-17?

We have commissioned domestic cargo facilities at Ranchi, Ahmedabad, Raipur, Aurangabad, Bhubaneswar, Goa and Srinagar (interim) airports. International cargo facilities at Indore and Bhubaneswar airports and international courier



facilities at Kolkata and Chennai airports.

We have augmented 25 X-ray machines /dual image and 17 single view at the existing/upcoming cargo facilities at Tier-II/ Tier-III cities besides 25 explosive trace devices for cargo facilities.

A path breaking decision has been taken by AAI board to reduce the 50 per cent space rentals in the

cases where cargo/courier facilities are outsourced under O&M model at the old, redundant, under-utilised passenger terminal buildings at both metro and non-metro airports, so as to make cargo facilities economically viable.

What are your future plans?

We have plenty plans to focus on; development of Free Trade Warehousing Zone by 2023, development of complete range of

documentation services on behalf of airlines to be rendered by AAICLAS by Q2-2018-19, development of Air Cargo Community System for air cargo sector by 2021-22, and exploring the possibility of end-to-end processing of shipments moving completely in electronic form at air cargo terminals at AAI airports – partially ongoing. We are planning to launch common user domestic air cargo terminal at following

airports with the specific time line.

Name of the Airport	Time line (PDC)
Pune	Q-4 2017-18
Guwahati	Q-3 2017-18
Tirupati	Q-2 2018-19
Lucknow	Q-1 2018-19
Trivandrum	Q-3 2017-18
Varanasi	Q-3 2017-18
Amritsar	Q-2 2019-20
Surat	Q-2 2018-19
Rajahmundry	Q-2 2018-19
Srinagar	Q-1 2019-20
Vijaywada	Q-3 2017-18



Guru Prasad Mohapatra
Chairman
AAI

“There is 34.53 per cent increase in tonnage and 19.55 per cent rise in revenue during financial year 2016-17”

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CARGOTALK

EDITORIAL

Wave of hope

India is a vast country and so is the dynamics of its logistics sector. As the government has started initiating solutions to the problems that cargo agents, airlines, shipping lines, air and sea port operators are facing, it is also the responsibility of the industry to deliberate and turn up with the solutions. The industry has finally received the long pending 'infrastructure status' this year. This will not only develop an integrated logistics framework in the country but also enable the industry to access cheaper finances.

As the year comes to an end, there is a wave of hope in the industry for better yields and more innovations. Despite the challenges like implementation of GST and demonetisation, the Indian logistics industry seems to be ending on a decent note. It was not a smooth ride to face the cash crunch in the economy due to demonetisation and the GST tax regime; it was rather an achievement to survive and run the business successfully. The industry now is ready with new goals for 2018, including many reforms that would ease business for the players.

On the shipping front, with the Bharatmala project, the government has taken a major step towards economic growth with regards to logistics. The vision of constructing 83,000 km of highways will connect almost all the border states of India including the remotest areas. The government has also put in a huge investment to strengthen the logistics infrastructure.

Along these lines, there is improvement in every vertical of the logistics industry which is a sign that the industry and government both are making efforts to make the sector on a par with international standards.

CIIL to transform industry

Taking a step towards transforming the industry, CIIL's Maritime, Ports, Logistics & Warehousing exhibition and conclave 2017 held in Mumbai outdid itself this year by raising pertinent issues that are hampering the sector's growth.



HAZEL JAIN

November has been a great month for the sector with all the announcements including getting the industry status. This has been our demand for a very long time. We also heard that a logistics desk has been set up under the Ministry of Commerce. Finally, we will have a nodal entity who will string all of us together and hopefully we will see all the changes that we have been asking for. India has been at the forefront of the trade facilitation agreement. Between CIIL, FFFAI, Customs, ASSOCHAM and FIEO we have done more than 30 contact programmes across India to educate people about this.



Samir Shah

*DDP Game Changer 2017 & Conclave
Chairman & Partner, JBS Group*

Today, we are at six per cent of our GDP but we are not a competitive country cost-wise. Moreover, most of the minor ports have connectivity issues. The second issue we face is about funding. We saw one more notification that the logistics sector now has the infrastructure status and will receive all the benefits of this. There are more than 37 permissions that are required. We don't have a single-window clearance. This year, we will grow at 6.7 per cent. If we want to grow at 7.5 per cent, we will need 20 more ports. Most ports in India are operating at 100-110 per cent capacity, while world over it is at 60 per cent.



Vijay Kalantri

*Chairman & MD
Dighi Port*

For the Sagarmala Project, we understand our role well. Ports are not confining only to loading and unloading of cargo. Whether it is a multi-modal logistics park to be set up, setting up SEZ in the port area, or creating a new route, we are looking at how to promote the coastal areas. JNPT is coming up with a new coastal berth dedicated to coastal cargo which probably no private player will do. Ports have worked out total demand until 2025. Ports are taking a lead in creating more value. We are trying to unlock capacity without investing anything.



Neeraj Bansal

*Deputy Chairman
Jawaharlal Nehru Port Trust*

To meet the increasing demand for EXIM trade, which will rise in proportion to the fast-growing Indian economy, the port-led development model focuses on energising the coastal economy and the infrastructure development by modernising our ports and integrating them with SEZ's port-based smart cities, industrial parks, warehouses, logistics parks and transport corridors. There is an immediate need for remedial measures to prevent further decline of exports..



Khalid Khan

*Regional Chairman,
Federation of Indian Export Organisations
(Western Region) & Director
Geco Trading Corporation*

The biggest threat today is a slow-down of investment and about 4.5 per cent growth in port traffic. The biggest thing we see emerge now is innovation and birth of new ideas. This can be a great threat but it can also be a great opportunity. What we see is the emergence of the renewables, the electric vehicles, hyperloops, robotics, drones, emergence of products of Uber, etc. We need to increase traffic in the rail and port sector. This will happen only by making these routes flexible and hassle-free. Ease of accessibility and ease of doing business is important.



Rajiv Agarwal

*Managing Director & CEO
Essar Port*

Under the Sagarmala Project, 33 projects worth `3,261 crore have been completed in the last one year. Twenty-three projects under port augmentation worth `967 crore are going on. Eight projects under port connectivity worth `2183 crore are going on. Sagarmala has very big plans. Under port connectivity, a new corporation has been set up - Port, Road, Railway Corporation - headquartered in Mumbai. They have already started 57 projects. Under port-led development, a very serious SEZ project is going on at JNPT, at Kandla and Paradip.



Sanjay Bhatia

*Chairman
Mumbai Port Trust*



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Blue Dart initiates green mobility drive

To reduce carbon footprint, while progressing towards a greener India, Blue Dart has introduced Electric Vehicles to optimise last-mile deliveries in the Gurugram region.



CT BUREAU

Strengthening its GoGreen mission, Blue Dart Express has piloted electric vehicles in Gurugram, making it another step towards operating its last mile e-tail delivery service with clean pick-up and delivery solutions. The launch was inaugurated by **Sukhwinder Singh**, Regional Head – North, Blue Dart. With Delhi/NCR reaching the hazardous PM2.5 levels that are 10 times higher than the safety limit prescribed by the World Health Organisation (WHO), the company has decided to launch this first initiative in the National Capital Region (NCR).

Anil Khanna, Managing Director, Blue Dart, says, "With the introduction of electric vehicles to our fleet, we move one step closer towards our GoGreen mission. We will continue working towards identifying every opportunity that can be capitalised on for strengthening our mission. Blue Dart's GoGreen Mission is aligned to the Government of India's NEMMP (National Electric Mobility Mission Plan, 2013) and FAME (Faster Adoption and Manufacturing of Hybrid & Electric Vehicles, 2015) submitted under the Intended Nationally Determined Contributions (INDC) to the United Nations

Framework Convention on Climate Change (UNFCCC).

The launch of electric vehicles is in line with Deutsche Post DHL (DPDHL) Group's Sustainable Strategy and climate protection goal 'Zero Emissions 2050'.

The electric vehicles are being piloted in Gurugram and will be subsequently inducted across Blue Dart country.

"Because the success of these sustainability measures depends to a

large degree on employee commitment and expertise, we will train 80 per cent of our employees to become certified GoGreen specialists and actively involve them in the group's environmental protection activities," he added.



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Project Cargo to ease business dealing

► Contd. from page 1

project cargo movement has increased, e.g. boilers, heat exchangers, melting pots, crucibles, windmill blades, structures, monuments etc," informs Tandon.

"Project cargo would involve a variety of cargo; some sensitive to handling and others sensitive to transportation or both. Handling of cargo would always require special types and capacities of crane or fork lifts and related lifting gears. Similarly, for transportation by road, special types of pullers would be required to ensure safety of the cargo en route," explains, **D.S. Bharara**, Vice President – Logistics, ACTL NDLI.

"The market for heavy and oversized cargo is fast expanding on account of Indian government's special thrust on developing infrastructure. Project cargo movement is rising in industries like power, oil and gas, mining, etc. The government's decision to attain self-sufficiency in power generation has resulted in the sanction of power plants, - small, large and very large - to be set up across the country. The heavy items of cargo to be handled include wind turbine, refinery equipment, power components, and defence related equipments, etc. It could even be fragile and dangerous goods that need specialised handling. The ODC packages, constituting equipment and machinery for these projects are fairly large and they weigh from 150 to 450 metric tonnes," notes Tandon.

"Only an experienced team with specific skill sets and core competencies can make project handling successful. Core competencies of a project



D.S. Bharara
Vice President – Logistics
ACTL NDLI

“The Central Government has framed a policy for granting permissions for movement of ODC packages by road in India”



Shama Mathew
Senior Manager -Projects
Jeena & Co.

“Only an experienced team with specific skill sets and core competencies can make project handling successful”



Raj Malani
India Cargo Award winner 2016 &
Director, Shree Balaji Shipping &
Projects

“We also need to check for center of gravity of the cargo while loading on the truck or even while stuffing on container for safe movement”



Amit Tandon
India Cargo Award winner 2016 &
Managing Director, Asia Shipping India

“Though we now have better roads from many ports, there are always challenges for movement to a plant location”

equipment imports into India and metro coach transportation projects in India are typical examples of managing ODC cargo," adds Tandon.

Intricacies involved

Sharing the intricacies involved, Malani points, "Every ODC that is transported by road has to be loaded properly on a truck/trailer with proper support like dunnage, lashing etc. We also need to check for center of gravity of the cargo while loading on the truck or even while stuffing on container to ensure safe movement of cargo. One also needs to ensure that while transporting the ODC cargo by road, road safety norms are taken care of like, providing red lights at the extreme ends (right /left side etc.) of the cargo, use proper routing via road, etc."

manager are knowledge, proven experience and personality. From aggressive negotiation to closing post sales fixtures to using right equipment for the right cargo, the key lies in the confidence of the team during execution level. The growth in the OD cargo

industry is not consistent, there are times when the market is sluggish and there are times when there is a boom due to sudden influx of orders mainly in the import of capital machinery," shares, **Shama Mathew**, Senior Manager -Projects, Jeena & Co.

"For instance, bidding for EPC contract requires past experience as tender will have lots of terms & conditions and one has to study this document minutely along with legal or insurance team to understand the pitfalls and to ensure due diligence," states Mathew.

"Loading and unloading of such cargo requires expert supervision, because of the greater risk of damage or accidents. Customers usually are large thermal power plants, the nuclear power sector, sugar factories and fertiliser units. Managing the transportation of power

According to Tandon, "India lacks road, rail and air connectivity to the regions where huge industrial projects are being constructed or installed. Though we now have better roads from many ports, there are always challenges for movement to a plant location. Also, there is lack of technology and availability of equipment, trucks and container systems to handle these ODC. One has to depend on road transportation only as in India the coastal ways is neither well defined nor developed. Many old bridges are decades old with no proper maintenance, which, makes the ODC/OWC transportation difficult. The condition of the road, its load bearing capacity and axle weight limitation, the capacity of the bridges/culverts en route to be able to take the weight/dimensions of the cargo are important parameters to be considered. Moreover, moving OD cargo requires clearances from multiple agencies. There is an urgent

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Distribution Redefined

A sunrise for the logistics segment

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need for the government to set standards and regulations for this sector."

We require clearances from multiple agencies such as the Public Works Department, the National Highways Authority of India for using roads and bridges; the State Electricity Boards for overhead wires; and the Railway Board for railway bridges. Lack of uniform and standardised rules across the states make this more difficult.

Rules and regulations

"The Central Government has framed a policy with stringent rules and regulations for granting permissions for movement of ODC packages by road in India. However, over and above these regulations, the state governments with their respective RTOs and highways add on to the confusion of these regulations and implement them with their own riders



making transportation of ODCs within India, a very cumbersome and tedious task and with heavy costs," says Bharara.

Adding to that, Mathew says, "Most of the power plants or projects are located in highly inaccessible terrains and

transporting OD cargoes to these destinations is risky to both the equipment and man. So, development of good roads is a primary concern especially to ODC transport operators."

Outlook

"Project cargo is already being considered as sunrise

segment in the logistics sector. The market for heavy and oversized cargo is fast expanding on account of Indian government's special thrust on developing infrastructure. Project cargo movement is rising in industries like power, oil and gas, mining etc," believes Tandon.

On the other hand, Malani feels, "As per the current scenario, we are looking at a considerable growth in this industry in coming years. However, the present infrastructure needs to be more developed like in Far East countries. Even today, the movement of ODC cargo is at 160-170 km per day, which

should ideally be 300 km per day enabling faster movement of cargoes. For this, we will need wider and better roads. The present road conditions too are not good."

Bharara thinks the demand over the next few years for project cargo could be going up with FDIs and 'Make in India'. He continues, "The demand for OD cargo could be declining further in view of the intricacies/regulations involving handling and transportation of ODC packages, while the technology in assembling and manufacturing the ODC packages in India is rising and getting better in years to come." "Faster implementation of policies and makeovers will enable us to meet the future surge in project logistics demands. For this, trade leaders must have regular interaction with respective government officials along with the various regulatory bodies to make them accountable," suggests Mathew. ↴



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Keku Bomi Gazder, CEO, AAICLAS, talks about the present state of 'ease of doing business' in the Indian logistics industry and how the company is following suitable steps to set a benchmark.



CT BUREAU

The government has made considerable inroads into ensuring a favourable business climate in Indian logistics industry. The recent initiative, to implement the Goods and Services Tax (GST), which promises to integrate India's multi-layered indirect tax system into a single unified one, unshackling India from its bureaucratic web and improving the ease of doing business.

The changes in the indirect tax system has reduced the transportation cycle times, enhance supply chain decisions, lead to consolidation of warehouses, etc. which helps the logistics industry reach its potential in terms of service and growth.

Multiple warehouse strategy

India became a common market without any differentiation between inter-state and intra-state sales, thus ensuring a cumulative tax incidence with both the transactions being taxed equally.

Thus, the multiple warehouse strategy becomes ineffective in reducing the inter-state tax incidence. It has also shift the pattern of supply assignments, supplier channels which lead to a change in transport routes for logistics companies, accordingly.

Reduction in Transit time

After having a unified market under the new GST regime, the flow of goods within the country became smoother. Scrutiny at the borders checkpoints has also been reduced. This change has brought the logistics companies to deliver goods more efficiently and optimise delivery times as compared to the earlier arrangement. The reduction in delivery time has lead a reduction in distribution costs by 10-15 per cent, thereby lowering the final price of the goods.

Petroleum products required

Although GST brings a sense of respite for the logistics industry, there is one major drawback – keeping petroleum outside the purview of GST. If corrected in time, this could give the logistics industry another reason to appreciate the GST regime. After much deliberation, petroleum has been brought under the purview of GST but it will be exempt until a date announced by the GST Council. In the defence of the logistics industry, as petroleum is one of the major inputs for this industry, it would be a welcome move if petroleum were to be 'non-exempt' right from the start.

This would enable logistics companies to avail credit for the petroleum used in the course of providing logistics services.

Impact of GST

With GST, government reform initiatives, promotion of manufacturing and trade, improving investment climate are expected to transform the industry and drive growth between 2016 and 2020. Development of transportation and logistics-related infrastructure such as dedicated freight corridors, logistics parks, free trade warehousing zones, and container freight stations are expected to improve efficiency.

Steady Increase in Tax Base

GST is a multi-stage tax, it provides for an input tax credit mechanism, and since every link in the value chain, including dealers and distributors, will require evidence of compliance by its preceding link to claim the required set-offs, it is likely to broaden the tax base by increasing voluntary compliance.

As the GST payments by tax-payers will be linked to their respective Permanent Account Number (PAN) and the National Securities Depository Limited (NSDL), which maintains the Tax Information System (TIN), will also look after the GST database. This integration of the indirect tax system with the income tax system will enable authorities to triangulate information, thereby automatically leading to improved tax buoyancy. Also the

structural nature of this tax reform is likely to create a better environment for doing business in India over time, which would create a platform for higher economic growth. It will bring down costs within the system, give better control to government on taxation, reduce unaccounted part of the economy, thus adding to government resources. This benefit could be then used to fund India's development and increase its competitiveness within the global economy.

Uniformity in Tax Rate

Standard tax rates will allow corporations to move away from the practice of building a warehouse in different states to adhere to each state's tax code. A big packaged consumer goods company could thus make do with one large mother warehouse at critical points in the country and employ logistics companies to manage distribution and supply chains.

Conclusion

The GST is expected to increase efficiency in inter-state transportation of good at reduced costs and to act as a formidable deterrent to across-the-border corruption and monopoly of local booking agents, by allowing broader scope for fair play which benefits all parties involved – business, consumers, states and the Centre. There may be some negatives of the GST policy like fuel, a prime element,

still lies outside the ambit of GST and the concept of E-way bill, while promising better regulation and monitoring of the logistics sector, may still come under the scanner for inviting needless bureaucratic intervention, the very thing plaguing the segment at this point of time. However, while to weigh the pros and cons of the reformed tax policy, it would come to light that the benefits far outweigh the negatives. GST is a disruptive force on the surface of the current ecosystem that spells much hope, efficiency and prosperity for the entire logistics sector in general thereby easing the way forward for doing business in Indian logistics industry.

In order to make the processes easier and hassle free in respect of EXIM cargo movement from the AAICLAS facilities, efforts are on to simplify and to set a benchmark in the following areas of operation:-

- ◆ To bring down the 20 stages of import cargo clearances and 16 stages of export cargo processes to the minimal.
- ◆ Customs EDI facility at all AAICLAS cargo terminals.
- ◆ 24x7 International cargo clearance facility at Chennai/Kolkata and other airports.
- ◆ To synchronise the deployment of manpower in respect customs, facilitating agencies and other stakeholders for 24x7 cargo clearance.



Keku Bomi Gazder
CEO
AAICLAS

GST spells much hope, efficiency and prosperity for the entire logistics sector in general thereby easing the way forward

- ◆ To take up the issue of waiver of customs cost recovery charges for the customs manpower deployed at smaller AAI airports.
- ◆ Transfer of Customs Custodianship from AAI to AAICLAS.
- ◆ Flight Connectivity issues at Surat, Aurangabad, Amritsar, Guwahati airports.
- ◆ To house the offices of some of the Regulatory Authorities viz. Animal Quarantine, Plant Quarantine, FSSAI/Wild Life Authorities, APHO, Drug Controller and Textile Committee under one roof at cargo terminals.

GLOBAL

Jet signs MoU with Air France KLM Cargo

Jet Airways Cargo and Air France KLM Cargo has signed Memorandum of Understanding (MoU) to shape and further strengthen their existing cargo cooperation. The signing of the MoU is especially significant, as it complements the positive developments that have been evolving on the passenger side of the business via the ongoing

codeshare agreements between the partner carriers. **Pradeep Kumar**, Sr. Vice President, Jet Airways Cargo, said, "We share the ambition to jointly explore and exploit the vast opportunities in the air cargo market via mutual synergies in the areas comprising our routes and networks, as well as warehousing amongst others. We also intend to

work closely to co-create new and industry-leading products and services for our clients." The MoU will enable the partners to offer a comprehensive set of higher value services that are complementary including those on high frequency routes as well as bringing in new and unique destinations into the servicing framework via their respective hubs

and gateways, both in India (Mumbai and Delhi) and in France (Paris-Charles de Gaulle) and The Netherlands (Amsterdam Schiphol).

Marcel de Nooijer, EVP, Air France KLM Cargo said, "This agreement stipulates again the importance of strong partnerships in the air freight market."



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Indian logistics sector : Poised to grow

Globally, India jumped 30 spots this year on the World Bank's ease of doing business ranking list, securing a place among the top 100 countries. CARGOTALK takes a look at the current scenario and how government initiatives has helped the industry to grow efficiently.



KALPANA LOHUMI



Ashish Asaf

MD-CEO, S.A. Consultants & Forwarder

India has jumped to number 100 in the latest 'ease of doing business' report for 2018 released by the World Bank but if we shed light on logistics industry, there are various bottlenecks. The regulatory environment in India is clearly not business friendly. Many of the regulations are unnecessary and dispensable. There is a multiplicity of governmental authorities at the national level, state level and the local level. And there are too many agencies at each level. The compliance with the laws gets complex with the vagaries in implementation. The administrative

delivery mechanism still relies heavily on the subjective approach of officials; technology platforms for service delivery are available only in a few places. Infrastructure is also a critical element and undoubtedly the government is working on to make it easy like the recent implementation of GST scheme, dedicated freight corridors which is still in process. It would benefit the sector more if the 'Make in India' gets an edge over the period. But that is not enough, the systems must facilitate seamless movement of cargo within the country, as well as at the ports, which handles more than 90 per cent of the export, complete digitalisation, promotion of coastal shipping also needs governmental intervention. Apparently, the central government is working on all these fronts, and some results would become visible soon.



Amar More

India Cargo Award Winner 2017 & CEO, Kale Logistics Solutions

In the wake of globalisation, the Indian logistics industry has attained immense significance owing to the increase in the volume of pan global trade. India has stood out this year registering a phenomenal index rise in the 'ease of doing business' report and is currently ranked at the 100th rank. With India scaling high on these rankings, the logistics sector is expected to be poised for a rapid growth in future. The Indian government's strategic and focused approach has been incredibly instrumental in achieving the current 'ease of doing business' rankings.

To support these rankings, government has undertaken several initiatives like establishing logistics parks, improving rail/ road and aviation infrastructure. They have also adopted several policy reforms like GST implementation, 'Make in India' initiative, National Integrated Logistic Policy, 100 per cent FDI in warehouses and food storage facilities, e-commerce penetration, economy revival etc. to boost the logistics sector. From the logistics industry perspective some of the notable changes at ground level have been introduction of SWIFT (Single Window for Foreign Trade), electronic delivery orders, usage of digitally signed documents to eliminate unnecessary paper, SVB branch process simplification, promotion of AEO, successful implementation of DPD/DPE, deferred duty payments, reduction in number of mandatory documents for import/export, advance filing of documents, etc. These initiatives have resulted in improvement in dwell times, drastic reduction in demurrage, better working capital management for exporters/importers.

Developing a robust logistics infrastructure to eliminate industry bottlenecks should be the focus. The adoption and emulation of technology in the logistics domain needs to be encouraged. Government can drive standardisation in the logistics industry by making paperless transactions and use of single window platforms, a mandate at ports and airports. National air, rail, port and road community systems are required to bring the stakeholders together on a single platform to eliminate unwanted paper and delays in shipment processing. Allocating pertinent budgets and human capital to plan and strategise the development of logistics sector must be considered. Setting up logistics parks and offering them concessions like SEZ get, can be some options for driving 'ease of business' across this domain.



HIGHLIGHTS

- The regulatory environment in India is clearly not business friendly. Many of the regulations are unnecessary and dispensable.
- The systems must facilitate seamless movement of cargo within the country, as well as at the ports which handle more than 90 per cent of the export.
- Developing a robust logistics infrastructure to eliminate industry bottlenecks should be the focus.
- Government can drive standardisation in the logistics industry by making paperless transactions and use of single window platforms, a mandate at ports and airports
- The Integrated Risk Management System will ensure that agencies don't select consignments routinely for examination and testing.
- Another major initiative is the reduction of standard documents which are required for the import and export.
- With the government agreeing to include warehousing under the infrastructure umbrella, the logistics sector has received a much-required boost.
- On the transportation side, improvements on the road networks, availability of organised transporters, enablement of IT platforms for visibility and the shortage in availability of drivers leads to huge complexities.

and eliminate bottlenecks



Vikram Mansukhani
Head - 3PL Division, TVSLSL

With the 'Make in India' and GST centered reforms coming into force over the last two years, it is absolutely clear that OEMs will deeply partner with their logistics service partners to make their vision of growth and market share, a reality. With the government agreeing to include warehousing under the infrastructure umbrella, the logistics sector has received a much-required boost. However, this is only the beginning of the journey to make doing logistics business truly easy in India.

There are multiple approvals and compliances required to be in place separately as a warehousing service provider and as a transportation service provider. The warehousing infrastructure in the country has not kept pace with the requirements either in terms of quantity or quality. On the transportation side, improvements on the road networks, availability of organised transporters, enablement of IT platforms for visibility and the shortage in availability of drivers leads to huge complexities.

Logistics in India as an industry is going through the same metamorphosis that IT went through almost 20 years back. We need to learn from that experience and proactively create a complete eco system around logistics to make it a successful industry which attracts new and best talent. We are still about five to seven years behind most developed nations in terms of ease of doing logistics and business. The good part though is that the current government too is mindful of this and is heavily engaged in PPP initiatives to improve the overall scenario.



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

It's the stakeholders' responsibility to overcome and accept the changes that has come across the board with 'Digital India' dream. Digital business solutions must be aimed at aiding companies in their growth and helping them to understand their offline and online requirements. This spectrum of expertise should cover through PHP ASP(active server page) and development with JSP (java server pages)with backend as well. Solutions delivered must be cost-effective at the same time.

E-business is future of all the verticals. In my opinion, e-commerce solutions must be collaborated with tailor-made solutions which will enable companies to reduce time and get closer to their customer by web connecting solutions.

At customs, single window has brought transparency and reduced dwell time for imports. The same must be implemented for exports of pharma and leather products so that these can move faster, by doing away with regulators, insisting for manual 'No Objection'. The next step is becoming paperless by 2018. Our industry demands all processes should be system-driven.



Huned Gandhi
Managing Director - India, Dachser

◆ Under the 'ease of doing business' umbrella, a lot of initiatives have been taken to facilitate international trade. These steps and actions conducted by the Central Board of Excise and Customs (CBEC) are not only regarded as very beneficial by Dachser.

◆ The SWIFT clearance is as a major positive contributor to making business easier. It enables importers and exporters to file a common electronic 'integrated declaration' on a digital portal, considering the numerous customs requirements.

This does not only facilitate customs clearance but also makes the supply chain more transparent.

◆ Since July 2016, the increased use of electronic and mobile platforms also contributes to accelerate clearing for importers acting under the Authorized Economic Operator (AEO) programme.

◆ At the same time, CBEC introduced an Integrated Risk Management facility for Partner Government Agencies (PGAs). The Integrated Risk Management System will ensure that agencies don't select consignments routinely for examination and testing. The choice will be based on principles of risk management. This will greatly expedite clearance from all concerned parties and help to channelise resources.

◆ Another major initiative is the reduction of standard documents which are required for the import and export. If no specific compliance requirements apply, only three documents have to be issued, namely the Bill of Lading, the invoice cum packing list and the import declaration. This approach contributes a lot to reduce complexity.

◆ Considering these developments, the Indian Customs is amongst a few select countries that have a functional single window clearance including multiple PGAs and integrated risk based selection criteria which is a crucial step to ease business on an international scale.

What Bharatmala entails for logistics sector

The outlays under the Bharatmala project covers improved connectivity particularly on economic corridors and border areas. Our esteemed India Cargo Awards winners share their views on this ambitious project.



CT BUREAU

Improving connectivity

Amit Tandon, Managing Director, Asia Shipping India, feels, "With the stress on 'Make in India', 'Skill India' and other developmental initiatives, India is poised to become a leading economy in the world. For this to materialise, a robust network of roads to connect the far-flung areas of the country is most essential for movement of raw materials and finished products. With this objective in view, government has launched the Bharatmala programme with a vision to connect the far-flung, tribal, backward and underdeveloped parts of the country to the developed cities and gateway business centres."

"The scheme also proposes to undertake completion of the 10,000 kms of stretches remaining under NHDP launched by Atal Bihari Vajpayee government in 1998. Total outlay proposed is ₹ 5,35,000 crores. With this programme in place, India could bring down the logistics costs."

► Best Logistic Service provider- Ocean (North & East 2016): Asia Shipping India



► Best Air Cargo Terminal Operator (North & East 2016): Delhi Cargo Service Center



Empowering existing transport system

Venugopal Bangera, CEO, Delhi Cargo Service Center, shares, "Bharatmala project is one of the major decisions taken to empower our existing transportation system as well as a major step towards the economic growth of our country with regards to logistics. The vision of constructing 83,000 km of highways which will connect almost all the border states of country and even the areas which are untouched as of now. It would be a huge investment to strengthen the logistics infrastructure which would help in further increase in employment, development of new industries, new business setups and so on. It will cover a vast Indian coastline and also ensure construction of roads where there are no roads. And once the connectivity would be there between the ports, coastal areas, hilly areas and the states, manufacturers will get the options to connect themselves with the international market. This project of improving the connectivity between Rajasthan, Tamil Nadu, West Bengal, Odisha, Uttarakhand and many more states will not only ensure growth of business at domestic level but also at the international level."

Indian logistics to multi-fold

Biju Jacob, Managing Director, Bullet Logistics India, says, "Bharatmala project will make Indian logistics industry grow in multi-fold because it has been designed in such a fashion that most of the untouched and undeveloped states and destinations will come in easy access and fruitful connection with other part of the country. In logistic business, it is better to take a merry-go-round for distribution instead of multiple up and down trip to reduce the operational cost as well as transit time with availability of alternate options of new routes."

"Bharatmala connection will compress transit times and free flow of commercial vehicles as earlier, the Golden quadrilateral has reduced the transit times," he adds.

► Best Multimodal Transport & Logistics Company (West & South 2017): Bullet Logistics India



Best Global Logistics Company (North & East 2016): Cargo Movers



Bridging infrastructural gaps

J.K. Arora, Managing Director, Cargo Movers, believes, "Today within India, movement of truck containers take too much time as compared to developed countries, by means of world class highways transport time and less cost, less exporter transit time, increases the efficiency."

"Optimising efficiency of road traffic movement across the country by bridging critical infrastructure gaps will increase the business competitiveness, less traffic congestion and accidents along with a surge in tourism," he adds.



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2017: A year that witnessed ups and downs

As the year comes to end, CARGOTALK delves into the year that was and the projections by eminent industry experts of what the upcoming new year has in store for the logistics industry.



KALPANA LOHUMI

Dileepa B.M

India Cargo Award Winner 2017 &
CEO - Bonded Trucking
Shreeji Translogistics

2017 was very good as compared to the previous years. There is growth in tonnage and turnover. After two to three years down fall, we have seen some growth in cargo movements this year. We are expecting the same growth in future also. At the same time, we need some relaxations from customs side to operate bonded trucking. Rules for bonded trucking are not friendly to trade. We have brought this matter to the concerned custom officials.

We are planning to start our bonded trucking operations from Amritsar and Jaipur in 2018. In November 2017, we started our bonded trucking movements from Vishakhapatnam to various other airports in India to achieve 25-30 per cent growth in tonnage and turnover compared to 2017.

Transportation industry is one the most affected industries after demonetisation. We need cash of two to three lakh daily in each station, to give amount to drivers for their diesel and toll charges. As cash withdrawal limit was there, our business became stand still. But, somehow immediate arrangement was made with Petrol Pump Owners to give diesel to our trucks. We made payments to Petrol Pump Owners directly by bank. Later it got streamlined. After GST implementation, the transit time has drastically reduced, as there is the any check post in the state borders. Earlier, our trucks use to stand hours together to cross the check post, verifying the documents, etc. Now, it's been removed and free flow of trucks into the city has helped us a lot.



Stanley Gomez

Managing Director – Indian Subcontinent
Navigator Visa Global Logistics

For NVGL, it had been a fantastic year with our new Joint Venture with the Visa Global Group. We surpassed our own record by growing almost 35 per cent in the first half of 2017 so for us the reforms worked out as a blessing and positive. Of course, we also expanded with own offices in over 12 countries, becoming one of the largest freight forwarder specially in Italy – India trade lane.



An easy CAGR growth of around 35-40 per cent is very well planned and established with long term contracts and projects we have signed with our global clients. We will continue to grow and expand our network in Indian subcontinent, specially Colombo and Bangladesh, etc. 2017 was not a very endearing year for the industry as a whole with various new changes and reforms by the government especially with demonetisation and GST all being enforced in very short intervals, but I personally feel these measures are aimed towards building a more structured and well stable and regularised economy, so I think it would be very beneficial for India and recovery and growth should be good in 2018.



R Shankar

CEO
TVS Logistics Services India

2017 has been a roller coaster year for logistics industry but for the most part I would say it was positive. GST has been a progressive step in the right direction and the recent announcement to grant infrastructure status to warehouses is encouraging.



Barring the initial uncertainties during the early implementation of GST, overall it has been a good year for TVS Logistics. In terms of revenue, we had a high-teen growth spurred by the underlying volumes of our customers and also due to the new contracts signed in this period. TVS Logistics also realigned their India structure to consolidate the business in this region and provide a stronger seamless supply chain suite to our customers. We were recognised for our operational excellence and expertise in supply chain management by the industry and our peers in the form of 12 awards in the last 8 months. From an auto sector perspective, we are growing faster than the industry.

India is the fastest growing economy in the world and as the reform impetus continues, the surging GDP is expected to grow even faster in the coming months. I expect 2018 will see stronger 3PL performance, and realignment of supply chain in favour of optimisation of warehousing space and network capabilities to drive greater efficiency – in line with GST. In the long term the government and industry should partner to introduce initiatives to reduce the cost of logistics and bring it on a par with international standards at 8-9 percent of GDP. I therefore, look forward to more investment in better road networks, higher adoption of rail networks and waterways, more mechanised operations and development of supply chain professionals and skilled ground staff across all levels.

Jaideep Raha

Managing Director
Jetex Oceanair

2017 was very turbulent for the entire industry. We had to cope up with lots of unrepresented issues like demonetisation and GST. This impacted the industries cash flow systems greatly. There has been a slowdown. 2018 seems to be better and much steady as we don't have any more bouncers from the government in 2018. I feel that the next year will be a beginning of a turnaround for the freight Industry, though the total turn around would take least five years. We expect to have a steady growth of about 20 per cent in turnover and better yield.



Despite challenges like demonetisation and GST, we are still carrying on our business and being on track is the biggest achievement.



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Thoughtful changes expected for 2018

Rahat Sachdeva

India Cargo Award Winner 2016 &
Vice President
Rahat Continental



2017 has been a great year. The industry has experienced better volumes and higher revenues as compared to the last year. There is a lot of positivity around and speculations are that 2018 will be even more better. DIAL has opened doors for transit shipments via Delhi airport which was the most excellent move. It made Delhi airport transit hub for freight generating out Bangladesh, Sri Lanka and China to Europe and USA. This opened doors for many airlines in and freight forwarders holding capacity to cater more beyond the local originating freight. I am predicting at least 15 per cent growth in air freight and 10 per cent growth in ocean freight segment in terms of tonnages, whereas the revenue would be approximately 25 per cent in 2018 as compared to this year. India as a country is going strong and has great years lined up ahead for the manufacturing and supply chain industry.



Kushal Nahata

Co-founder & CEO
FarEye



Technology revolution has taken over every industry and supply chain is no exception. Although 2017 has seen logistics companies experimenting with PUDOs, rising demand for time-slot deliveries and parcel lockers, the adaptation to these models have not been faster as expected, especially in India. With the advent of AI & digitalisation, logistics & supply chain industry is getting a makeover, altogether. Most of the trends in 2018 have been started in 2017 itself, the once-future technology like google glasses and drones have already hit the industry and making progression for improving speed, convenience and delight to the customer. The industry is expected to grow at the CAGR of 16 per cent between 2018 to 2020. With a new government, many policies are expected to be implemented which will give a fresh impetus to India's growth engine particularly in the corporate and SME sector which in turn will expand demand for the logistics sector. Overall, the trend is moving towards simplifying the cumbersome process, eliminate mundane and repetitive tasks to enhance the effectiveness of the organisation and improving customer delight. To handle the changing demand and the fluctuations in the orders, logistics companies are making their operations elastic to plan the capacity according to the requirement. This has emerged the need for elastic logistics.



Puneet Srivastava

Regional Manager Cargo
Aeroworld Aviation India



Cargo industry saw growth in 2017 after two consecutive years of slowdown. Specially, air cargo increased due to congestion at port. India has good export for pharma/leather goods/spare parts to Russia and CIS. We in Uzbekistan Airways saw around 25 per cent growth of these products to Russia. 2018 again looks promising for export and we are hopeful to increase our market share in the next year. The next year seems very promising for air cargo trade. Industry will see more reforms in coming months. Exporters are hopeful to increase the orders. Pharma export is going to increase ex-India to Russia and CIS sectors. Though introduction of GST and demonetisation made some effect on cargo industry, but, for a time being only. In my view, if government can decrease the GST rates on air export, it will be more beneficial to promote export in India. Uzbekistan Airways is a leading carrier for CIS, in 2017 we were fully focused to increase our market share and position of product. We have seen remarkable growth in cargo tonnage ex-India. We also operated charter flights which made us carry extra tonnage.



Ajay Khosla

Business Head
Emiza Supply Chain Service



In 2018, companies will need to make thoughtful changes into processes and SOPs to match with the pace of these trends. This ever-big competitive environment putting company's culture on alteration and the backbone of all industries, the 'LSPs', are not expectations, here it can be tough to change where traditional ways are being fundamentally changed or even vanished. LSPs are now focusing on digital suitability, cost competence, asset yields and innovation so they can meet changing expectations of trade.

GST implementation will also support LSPs by consolidation of warehousing locations and move towards 'hub and spoke' system. LSPs are now spending a significant amount of money on adaptation of cloud computing, Internet of Things (IoT), robotics. The development of transportation and logistics infrastructure, dedicated freight corridors, logistics parks, free trade warehousing zones, port modernisation, development of inland waterways are adding to competence and will be the driving force to growth.



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Reinvigorating the warehousing sector

Rajesh Jaggi, Managing Partner, Everstone and IndoSpace Real Estate, talks about the trends, growth and the nitty gritty involved in the warehousing industry post the implementation of the GST regime.



CT BUREAU

From mere brick and mortar shelters to highly sophisticated stockrooms, the warehousing industry is getting a quick makeover. What is your take on this?

The improving domestic economy, the fast-growing e-commerce industry and technological innovations are leading to the makeover of warehousing industry. We are also witnessing a technological overhaul in warehousing, such as automation. IndoSpace designs and builds warehouse facilities that cater to the complete infrastructure requirements of clients and enables them to implement the latest technologies and automation. We also provide build-to-suit options for proper planning and implementation of any technology required, such as conveyor belts, in rack sprinkler systems, high roof for automated racking systems, etc.

As stacking heights have increased, floor quality has become even more critical. Imperfections in floors are magnified when products are stored up to 30 feet high. Super-flat floors help here. IndoSpace warehouses with super-flat floors are structured in such a way that their vast floor spaces are available, unhindered by walls or columns and



are of top quality to allow for easy manoeuvring of forklifts for storage or pick and pack. This also allows for abundant creativity in laying out plant and equipment, be it for a light manufacturing factory or a logistics warehouse.

How has the consolidation of warehouses helping the industry to grow?

The uniformity in taxes and removal of interstate checkpoints is leading to consolidation of warehouses into bigger spaces and

greater overall efficiency, especially among larger and modern firms. GST is enabling companies to plan their manufacturing and distribution locations more strategically. There is a clear trend towards larger, more modern warehouses spread across fewer but better locations.

IndoSpace sees even more robust growth in the future as a result of GST. There will be more organised players in the business as demand increases and IndoSpace, being the largest and most modern player in

industrial real estate in India, has a head start in catering to the surge in demand. In the next five to seven years, we will have around 50 million square feet of modern developed and under-development light industrial and warehousing parks from the current portfolio of 30 million square feet.

What latest technological developments could be expected in the near future?

Advanced technology has enabled warehouses



Rajesh Jaggi
Managing Partner
Everstone and IndoSpace Real Estate

to upgrade themselves for greater reliability and efficiency, as well as allowing for easier adjustment to customer demands. IndoSpace has planned modern technological developments and built infrastructure that enable customers to introduce latest innovations in our warehouses. As industry leader, we are witnessing the following changes:

◆ Innovation in storage and shipping:

Warehouses now store more diverse products. Many organisations have evolved innovative systems to facilitate storage and shipping. One of these is the chaotic storage system by which new items are placed on any available shelf to save time. The floor layout seems to show no logical scheme, but the products can be tracked technologically.

◆ Software upgrade:

There are many inventory management software

“In the next five to seven years, we will have around 50 mn sq ft of modern developed and under-development warehousing park

systems available, from basic bar coding systems to advanced, real-time data-streaming ones that connect everything – from initial supply to shipment in the warehouse.

◆ Better tracking:

Everything in warehouses can be tracked faster because of technology. At any time, almost anyone in the organisation can find out where a specific product is. This avoids product loss, which, in turn, makes warehouses more efficient.

◆ Robotics:

Robots are slowly changing the face of modern logistics/warehousing resulting in more efficiency across the entire supply chain. Robotics in warehouses can help in inspections, security, inventory management, and data gathering. With the surge in e-commerce activities, robotics can help people and companies work faster and boost productivity.

An entry to efficient loading and unloading

Gandhi Automations is the leading automated entrance automation and loading bay equipment company that offers high speed doors. It is certified under the ISO 9001:2008.



CT BUREAU

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

with innovative and creative engineering.

Fast moving functional and reliable doors are needed in industrial and commercial contexts. Gandhi designed and manufactured High Speed Doors are versatile and solid ensuring long-lasting reliability. The modular structure of

the curtains, assembled and joined by anodized aluminium extrusions, provides for a wide range of polyester sections available in a variety of colours. Wide, full-width window panels ensure a safer traffic and allow more light in. Their fast and easy replacement, in case of accidental tearing, saves money and

time. The alternating metal tubular structure there inserted ensures high wind-resistance.

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

high volume traffic. Sturdy and dependable, Prime is the intelligent door for medium and large entrances.

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Velogic: Engaging the best of bright India

Nawaz Gobindram, Regional Manager - India Subcontinent, Velogic (the logistics arm of Rogers Group), talks about his vision for the company and the opportunities that lie in the Indian market.



CT BUREAU

What services do you offer to the trade?

We made our presence in India 10 years ago. Today we have six offices with a headcount of 65. We are offering products like air export/import, sea export/import, warehousing, transportation, customs brokerage, project management etc. Also, and most importantly, we are a shareholder of Air Mauritius. In Mauritius we are also into packaging of special sugar for exporters. Mauritius is known for sugarcane. We also do packaging for big brands in the UK; we have a factory there where we buy sugarcane and package it locally.

How many offices do you have in India and abroad? Is expansion on the cards?

We have six offices in India based in Delhi, Mumbai, Chennai, Bengaluru, Tiruppur, and

Tuticorin; we have 32 offices worldwide, spanning eight countries.

We were thinking of expanding to Ahmedabad and Kolkata, but kept the plan on hold because of the implementation of GST. We wanted to first tackle GST with registration of our offices in their respective states. Now that we are GST compliant, we will be setting up the two offices by beginning of 2018.

We also want to do some acquisition of Indian freight forwarders. This is under inorganic growth, which will help us in growing and positioning ourselves in the country. We strongly believe India is a growing market and we need to be there. This will help us in building our network and we could expand our network in more than six cities.

What is your USP?

We are different from other service providers in the sense that we have a strong,

dynamic team focused on customer service. Our team is very knowledgeable about the demand of customers. We believe in training, so we have built a robust training programme, where we cater to all the latest technologies; we cover digital marketing, e-commerce, IoT, artificial intelligence, etc. We study the activity of each and every customer and then provide a tailor-made solution for them. In between these processes, we also educate our customers; it's a two-way traffic.

We educate our internal as well as external customers about where we need their support and where they can have our support to streamline the process. No shipment is small for us to handle. We bring attention to all shipments equally. It has been 10 years since Velogic has been offering quality service in India. With our core values, we always try to offer a single solution to our customers for their convenience.

Have you faced any challenge with GST?

For GST, exporters and service providers should be registered. We had some difficulty in dealing with this, but we had made arrangements to take-up the challenge well in advance. Our special IT and accounts team in Mauritius accompanied us during this time. Our employees from Mauritius came here to help us in implementing all the GST processes.

What is your take on GST implementation in India?

GST has been going on smoothly, however, there are some amendments still to be implemented by the government because in a country like India, it is difficult to get it smooth in one go. Also, these amendments are helping us streamline the process.

We are also a WCA member, which helps us connect with the world at a click. This also benefits our

customers with financial protection and service.

How has the Indian market evolved for the group?

When you look at the bright spots in the world market, India is one of them. India's 100th rank in ease of doing business is really good. We have extensively been promoting the country all around the world. For the first time in history, a country has moved 30 places in a year. Another advantage that India has is that it is a multi-product country, quite unlike others.

What is your take on governmental initiatives and the attention they're giving to this sector?

With several initiatives in place, the government is trying to bring big structural changes that will automatically bring competitiveness to the Indian market, on a par with global trends. Now that the



Nawaz Gobindram
Regional Manager - India subcontinent
Velogic



Velogic has been offering quality service in India. With our core values, we always try to offer a single solution to our customers



journey has begun, the government is doing all it can to bring down the logistics cost.

DCCAA elects new managing committee

The recently-held Delhi Customs Clearing Agents Association (DCCAA) AGM at Siri Fort, New Delhi, elected new office bearers for 2017-19. **PS Atree** has been re-elected as the President.



CT BUREAU

The Delhi Customs Clearing Agents Association (DCCAA) recently held its 34th Annual General Meeting (AGM) on November 19 at Siri Fort Auditorium in New Delhi.

At this AGM the association has elected new office bearers and managing committee members for the year 2017-19. After completing his 2015-17 tenure, **PS Atree** has been re-elected as President of DCCAA. The office bearers and managing committee members are the following:

Office Bearers:

- ◆ PS Atree-President
- ◆ Puneet Jain-Vice President



PS Atree
President
DCCAA

- ◆ Gurvinder Singh-Hony Secretary
- ◆ Bhim Singh Jain-Hony Joint Secretary
- ◆ Harjit Singh-Hony Treasurer

Managing Committee Members:

- ◆ Anil Kumar Chand
- ◆ Deepak Kumar Verma



Puneet Jain
Vice President
DCCAA

- ◆ Devendra Singh Bhadoria
- ◆ Jogesh Sethi
- ◆ Kuldeep
- ◆ Ram Naresh Yadav
- ◆ Satya Pal Singh
- ◆ Vaneet Aggarwal

The new managing committee of the association held discussions on several



Gurvinder Singh
Hony Joint Secretary
DCCAA

issues at its first meeting, which would be the focus areas for 2017-19. "We will focus more on transparency, awareness on various issues, trends in customs clearing business and skill development. To raise the industry issues with an objective for desired solutions DCCAA will be



Bhim Singh Jain
Hony Joint Secretary
DCCAA

represented in all related fora," informed **PS Atree**. Currently DCCAA is having 952 members and the new committee has set a target to increase the membership strength up to 1500 during 2017-19 tenure.

"We will work for awareness programmes



Harjit Singh
Hony Treasurer
DCCAA

round the year and assist equipping our members to comply with new trends and requirements, especially regarding technology and digitization," added **Puneet Jain**. In addition, for the first time the association will also appoint a legal firm for benefit and support to its members.

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Haryana joins hands with Verbind

The state government of Haryana has signed an MoU with Verbind for a logistics project worth an investment of ₹20,000 crore. This project shall reap in suitable employment opportunities to around 6 lakh people.



CT BUREAU

Government of Haryana signed pact with Verbind at the sixth edition of CII Invest North 2017 in Mumbai. The logistics and trading hub will be spread over an area of 600 acres

near Gurugram. The public-private project is expected to generate employment for six lakhs. The HSIIDC will be the nodal agency to execute the project.

Sudhir Rajpal, Principal Secretary, Industries and

Commerce, Government of Haryana, said, "Haryana is ranked first among north Indian states in the Ease of Doing Business Index of the Government of India, and sixth in the country. Investor-friendly policies, young population, skilled

manpower, highest per capita income, and huge urban market were the key factors driving growth of the state." Acknowledging the state's strategic location, he listed proximity to high consumer base of NCR and the passage of two

major industrial corridors of Delhi-Mumbai and Amritsar-Kolkata as main contributors to the growth of the state.

As per the National Council of Applied Economic Research (NCAER) State Investment Potential

Index 2017, Haryana is ranked fourth among the Indian states. The state also ranks first in terms of Governance and Political Stability. Speaking about the conducive business environment, Rajpal spoke about the online portal 'Invest Haryana' which has more than 65 business services, which are completely online without manual interface, making the application process transparent and clearances faster. Government of Haryana has given more than 2,000 clearances through their online portal in six months. Terming it as 'Single Roof Solution,' he said 14 state departments work under one roof to ensure faster clearances.

Incentives galore

The state government also gives multiple incentives that further reduce the cost of doing business in Haryana. Through its Enterprise Promotion Policy, Haryana government offers SGST subsidy of up to 75 per cent for the first five years, stamp duty refund of up to 100 per cent, apart from other incentives under development charges and employment subsidy.

"Haryana is a progressive state—a destination for foreign and domestic investment, and the structural reforms by the state government has led to positivity among investors," said **Shrivallabh Goyal**, Director of Model Economic Township (Reliance). Applauding the central government's EoDB initiative, he said the EoDB model has increased transparency, while adding that reforms such as labour reforms, GST and RERA have made the business climate in Haryana favourable.

On the sidelines of the sessions, the Government of Haryana held B2G meetings with businesses and potential investors. More than two dozen companies, including World Trade Centre, Hinduja Group, IL&FS among others approached the state government team led by Rajpal to explore business opportunities in the state.



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A 'cube' to cement the supply chain gaps

R Shankar, CEO, TVS Logistics Services India, shares his billion-dollar vision and how the company will push forward with its 'CUBE Strategy' on the three pillars of customer, capability and geography.



CT BUREAU

What are your further plans?

TVS Logistics is focussed on providing end to end value added supply chain solutions to our customers by identifying gaps in the market in terms of service delivery and anticipating future trends and business requirements. We are the leader in automotive supply chain in India and one of the top service providers for Consumer Durables and Engineering sectors. This apart, TVS Logistics is entering many new sectors and introducing specialised capabilities that are enabling us to develop deeper partnerships with our stakeholders.

The model that we are following includes taking a consultative approach towards our customers' supply chain challenges and also actually executing the co-created solutions on ground for them. Home grown customised IT solutions, along with mindful investment and application of technology to operations has further strengthened our position as one of the preferred supply chain partners in India.

Our global acquisitions are giving us access to international best practices and technical know-how and we are continuously applying these to the Indian market to



create a differentiation. As an Indian company with deep knowledge of ground level realities of doing business in India but with global capabilities and footprint, we are able to deliver true value to our customers. All this has enabled us to participate with some customers in their strategic planning exercises and evolve long-term contracts with them.

How are you aiming to achieve the target of making TVS Logistics Services, a billion-dollar player in India alone?

In our quest to provide customers with competitive advantage, we have set up an enviable footprint in India through 300 plus facilities spread across 29 states.

To achieve the billion-dollar vision, we are entering new sectors and

verticals and our asset light operations are enabling us to scale quickly and add quality infrastructure as needed. To fuel this expansion phase, TVS Logistics will push forward with its CUBE Strategy which focusses on the 3 pillars of customer, capability and geography.

♦ We will expand with our existing customers by entering new geographical regions where our clients want to grow.

♦ In addition, in our existing operating locations and with our current customer partnerships, we will introduce our global/new capabilities in line with customers' developing requirements to service their larger value chain.

♦ We will proactively enter new sectors and add new logos to our portfolio, in regions where we have an established base and will offer capabilities which we

have polished and stabilised over the years.

What are your plans to leverage post GST opportunities in the Indian market?

We have made a head start with respect to GST by staying proactive and responsive to the developments in its rules and regulations. TVS Logistics took timely steps to make certain that our IT and accounting systems are modified and made capable to handle the migration into the new environment. The realignment of processes in anticipation of post-GST changes helped us to successfully transition in this period with seamless customer operations.

The industry at large is moving towards organised 3PL players and that puts TVS Logistics at an

advantage in the GST era. Customers are increasing demanding high level of transparency, discipline to timelines, adherence to compliances and investment in technology platforms to stay competitive in this scenario. With the steps that we have taken in last few years; we are rightly positioned to form the perfect alliance with customers. As an organised 3PL and with the capabilities of a 4PL, TVS Logistics is able to bring in knowledge services, understand and use technology and operate logistics and supply chain more efficiently. Our wide network footprint and proximity to consumption and manufacturing locations is proving valuable for us during empaneling decisions.

Any expansion plans?

TVS Logistics is an entrepreneurial company



R Shankar
CEO
TVS Logistics Services India

The industry at large is moving towards organised 3PL players and that puts TVS Logistics at an advantage in the GST

and with the aim to become the preferred partner and one stop shop for our customers' supply chain requirements. We have assimilated capabilities and technology in the form of domestic and international acquisitions. In line with this approach, we will continue to look at future expansion and acquisitions by how they synergise and complement our existing structure and add value to our customers' operations.

SOUTHEAST ASIA

Celebi organises cargo handling workshop

Celebi Delhi Cargo Terminal Management India has organised a workshop in Dhaka to showcase Celebi Delhi Cargo and Delhi Airport as the exit Bangladesh solution to Dhaka customers for their export cargo. **Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management India, **Sanjiv Edward**, Head-Cargo, DIAL and **Arvind Aggarwal**, Senior Manager – Business Development, Celebi

Delhi Cargo Terminal Management India attended the workshop at Dhaka. Since over 54 per cent of Bangladesh exports are destined to EU, the cargo needs to be rescreened at a third country and Celebi Delhi Cargo has turned into an indispensable hub. "We have been handling Bangladesh cargo at Celebi for last six months and now handle over 400T per month," said Mamidala adding that the rates are

cheaper than in other airports and the average staying period of EU bound goods at Delhi Airport is

six hours to transshipment cargo. Mamidala informed, the company is aiming to handle 4,000 tonnes

of cargos a month from Dhaka. Edward said, "Both Dhaka and Delhi can collaborate to improve

the logistic service in the airports for smooth operations of export and import businesses."



Mapping out a holistic regimen for cargo

The Indian logistics sector needs to determine the present and future needs of cargo industry to make it on a par with the international standards, says **Vikram Puri**, CEO, Transworld Technology.



CT BUREAU

The logistics industry in India is evolving rapidly; it is the interplay of infrastructure, technology and new types of service providers. So far, isolated silos for transport, storage and inventory management have governed the mindset of the players. However, the challenge faced by the industry today in India is a lack of data interchange standards, inadequate or no integration of transport networks, information technology warehousing and distribution facilities. Regulations exist at several different tiers but with compliance still

The disorganised nature of the logistics sector in India, its perception as a manpower-heavy industry and lack of adequate training institutions has led to a shortfall in skilled management and client service personnel. There


is a lack of IT standard, equipment and poor systems integration.

Need for optimal logistics

Good storage and warehousing facilities are important for the growth

of the logistics industry. With the increase in the transportation of perishable products, the logistics agencies need to give a lot of importance to enhancing the warehousing facilities. It is estimated that the Indian logistics industry will

continue to show robust growth of 10-15 per cent annually, leading the pace of growth of the economy at large. The global economic outlook, indeed that of India is expected to significantly improve as India Inc begins to tackle the economic

downturn. Cloud technology, integration standards for data inter-connectivity and the creation of a secure block-chain, while causing more pain initially, will actually stabilise and safely grow the industry, making it saleable. 



Vikram Puri
CEO
Transworld Technology



The introduction of Goods and Services Tax (GST) in India further compounded the technological and compliance woes of the industry



a major challenge; the introduction of Goods and Services Tax (GST) in India further compounded the technological and compliance woes of the industry.

The logistics management regimen has the capability of overcoming the disadvantages of the infrastructure in the short run while providing cutting edge competitiveness in the long-term. There exist several challenges and opportunities for logistics sector in the Indian economy.







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Unravelling global trends of logistics

Shantanu Bhadkamkar, Chairman, International Federation of Customs Brokers Associations, shares his opinion on the increased focus on environment, trade facilitation, and encouraging manufacturing and manufacturers.



CT BUREAU

How do you find the future of custom broking in India?

I am bullish about the future of customs broking business in India owing to pro-industry

policies adopted by the present government that reflected in the massive improvement in 'ease of doing business' and giving infrastructure status to logistics industry. While former two trends seem in contradiction with one

another, it is a reality of a global economy, as it is not growing as fast as a decade ago. Hence, the third trend i.e. protection of domestic industry is being done in a subtle manner. It is an undercurrent, something you don't

see on the surface. All these trends affect India in the same manner as they affect rest of the world. The environmental issues and the country's commitment on environmental protection has affected sectors

such as mining, energy, manufacturing, transport etc. The countries are therefore, learning to be compliant in these matters along with security and safety, and yet become competitive in the global marketplace.

Please throw some light on WTO Trade Facilitation.

The trade facilitation agreement puts great emphasis on facilitation of movement of goods across borders. Hence, the Bali package goes beyond tariff barriers and quantitative restrictions for ensuring that all barriers for a free market access are overcome.

The government of India is taking huge efforts in facilitating improvement in 'ease of doing business' and the targets set by the Prime Minister is ranking better than 50.

Considering that this journey started from the point where our ranking was 142, current ranking of 100 is an excellent achievement in three years. The government needs to strengthen each segment of economy, particularly, the MSME sector by constructive

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Shantanu Bhadkamkar
Gallery of Legends, India Cargo Awards
2016 & Chairman, International Federation of Customs Brokers Associations



I am bullish about the future of customs broking business in India owing to pro-industry policies adopted by the present government



reforms. We should think beyond financial support's aspect, to strengthen trade facilitation supported by a smooth logistics & supply chain system removing operational and financial blockages.

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Maersk unveils global centre in Bengaluru

Maersk has opened a new Centre of Excellence (CoE) in Bengaluru with focus on digital, engineering and marketing. The centre will support Maersk's global digital drive by tapping local talent.



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Located at Bhartiya City on Thanisandra Main Road, the facility is expected to employ over 200 professionals over the next 12 months, experts who will bring to bear

engineering, big data and data sciences, artificial intelligence, and creative marketing capabilities to deliver customer insights and benefits.

"I am pleased to open this new Capability Center

in Bengaluru to support our global digital drive. India is already home to Maersk's largest global service center operations employing over 8,000 professionals handling service delivery and business relationships. This is a natural expansion, and



we look forward to working with the best talent in digital, engineering and marketing," said **Soren Skou**, CEO, AP Moller-Maersk.

Strategically located in India's Silicon Valley, the centre will be a key enabler in Maersk's digitalisation roadmap by tapping into new technologies and solutions to significantly improve the customer experience. "The Bengaluru centre will take us further in our journey to digital innovation, improved customer experience and competitive solutions for the markets we serve," explained **Jakob Stausholm**, Chief Finance, Strategy & Transformation Officer, Transport & Logistics Division, AP Moller-Maersk.



Soren Skou
CEO
A.P. Moller-Maersk



India is already home to Maersk's largest global service center operations employing over 8,000 professionals



Navneet Kapoor, Head of the Global Service Centres, AP Moller-Maersk, elaborates, "Bengaluru has played a pioneering role towards incubating and enabling some of the best global-in-house centers, start-ups and product companies. We are excited to leverage this unique ecosystem to invest in developing a world-class team and partner with the broader industry forums."

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DCCAA to open IIFF centre in Delhi

The Delhi Customs Clearing Agents Association (DCCAA) is planning to start regular class room courses of the Indian Institute of Freight Forwarders (IIFF) which is the training wing of the FFFAI.



CT BUREAU

PS Atree, the newly elected one of the six Vice Chairmen, Federation of Freight Forwarders' Associations in India (FFFAI) and President, DCCAA, informed that in the days to come the association would put more emphasis on training and skill development for their members, customs brokers, freight forwarding and logistics community in Delhi and surrounding areas. Atree also shared that soon DCCAA would take initiative to open northern region chapter of IIFF in Delhi to start regular classroom courses for industry practitioners as well as fresh students. At present, IIFF occasionally conducts special classes in Delhi for customs brokers and freight forwarders.



PS Atree
India Cargo Award Winner 2016 &
Vice Chairman, FFFAI
and President, DCCAA



The landscape of customs broking and freight forwarding are changing rapidly. We will have to comply with the new requirements



"The landscape of customs broking and freight forwarding business are changing rapidly. We will have to cope up and comply with the new requirements from our customers as well as government policies. With traditional method of doing business and without know-how about new procedural and regulatory requirements

our fraternity will be in serious crisis. Hence, need of the hour is to set our house in order to thrive in customs broking, freight forwarding and logistics business. In fact, this sector promises tremendous potential thanks to our government's

impetus on manufacturing, infrastructure development, 'ease of doing business' and trade facilitation initiatives," he elaborated.


"I am feeling very happy and committed to work for FFFAI members and


customs broker community in India with my added responsibility as Vice Chairman of our Federation. Delhi would be my special focus to coordinate with all relevant ministries. Also, my emphasis would be strengthening


our relationship with the government for due recognition from all ministries by obtaining professional status like CAs and lawyers," said Atree.

According to him, the forthcoming FIATA World


Congress 2018 in Delhi would be an unprecedented opportunity to Indian freight forwarders to expand their horizon and outlook owing to close interactions on new ideas and trends prevailing in the global logistics market. 








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APM Terminals branches out to Pune

APM Terminals Inland Services has expanded to the industrial belt around Pune. The new facility brings services typically provided near the port, to the fast-growing hinterland.

CT BUREAU

APM Terminals Inland Services inaugurated its new state-of-the-art inland container depot and supply chain solutions facility designed to serve one of India's

fastest-growing hubs for industrial development and manufacturing in the Pune district in Maharashtra.

The new facility, which is over 12 acres in area, can handle more than

60,000 containers annually. Services include Customs clearance, bonded and non-bonded warehousing, empty container acceptance, transportation solutions and container repairs which are typically offered near ports. The facility is located



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CargoTalk/Oct-2017

150 kilometers inland from Mumbai. Regional industries and manufacturing will now benefit from these local services.

Soren Skou, CEO, A.P. Moller-Maersk states, "Maersk Transport & Logistics is uniquely positioned to develop a one stop solution for all customer's needs around container logistics. This inland container depot and integrated solutions facility is an example of how we can enable our customers to be even more efficient and give their business a competitive advantage in the market."

Ajit Venkataraman, Managing Director - South Asia, APM Terminals Inland Services, said, "We have worked closely with our customers to accommodate Pune's significant flow of imports and exports and we can help keep the supply chain simple, cost-effective and efficient".

NORTH INDIA

Safmarine exports 1st block train

Safmarine has exported the first block train for Store Door product from Sahnewal, Ludhiana. The company has enabled the movement of 90x20 containers (full rake capacity) for a single shipper on one single train. This milestone was achieved in association with Flying Trade India and Gateway Rail. **Bimal Kanal**, Cluster Manager- Safmarine India, said, "This serves as a testament for seamless service."

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'India, a lucrative market despite GST'

Mark Vale, President of High Growth and Emerging Markets, UPS, talks about the opportunities and challenges in the emerging markets and where the Indian market stands for the group.



CT BUREAU

Why has UPS chosen emerging economies to develop its business?

The global economic landscape is shifting. According to PWC, the gap between China, India and the US, the three biggest economies, and the rest of the world will widen over the next few decades. India could have the potential to just overtake the US as the world's second largest economy by 2050 in PPP terms. We have spent the last four years building a network to connect the world through different resources and operations. Despite getting strong opportunities in Europe and US, we are keen to continue expanding our business in emerging economies because the "Emerging 7" countries like India, Indonesia, China, Turkey and others represent

important high growth opportunities for UPS. The world is changing, more and more trade is going South, goods are coming out of Far East into Africa through Middle East and India is supplying heavily to western Europe and US. We position UPS as a trade enabler for India. We're making ourselves more visible for companies in the global network. Investing two billion dollars in European infrastructure gives us the ability to take Indian small and medium size companies and give them good services into key markets which are Europe and US. The transformation is being witnessed in these E7 countries.

How has the Indian market evolved for the company?

With GST, many opportunities are present



Mark Vale
President of High Growth and Emerging Markets
UPS

in the Indian market. UPS's latest integrated facility in Hyderabad is another step to support local business and SMEs and offer integrated services for small package, supply chain solutions and contract logistics for faster and more efficient access to international markets. Initiatives like 100 smart cities and 'Make in India' attract global brands like UPS to invest in the country.

We position UPS as a trade enabler for India. We're making ourselves more visible for companies in the global network

What kind of challenges are you facing?

Challenges are everywhere but in emerging countries one of the key things we look into is investment in infrastructure for smooth movement of goods flows. In India, the government is doing great to position the country on a par with the international standards and continues to grow fast. Secondly, there

Highlights - 3Q 2017

- ◆ UPS revenue rose 7 per cent on balanced shipment growth and yield expansion.
- ◆ International operating profit climbed 8.9 per cent; currency-neutral profit up 20 per cent.
- ◆ Daily export volume up 19 per cent for third straight quarter of double-digit growth.
- ◆ U.S. domestic revenue up 3.9 per cent.
- ◆ U.S. operating profit of \$1.2B, including \$50M of negative hurricane impact.
- ◆ Supply chain and freight boosted revenue of more than 13 per cent; profits up 9.7 per cent.

are many different markets and we have to sit down and focus where we should invest our capital. Clearly, UPS has made a decision to invest more heavily on high-growth markets to grow more quickly and be more connected with the needs of government, local customs and customers. India is definitely one of them. There are so many positive things going on

in India presently. The government is trying to move for a change with steps like GST and demonetisation. Although it was a tough decision, these steps are expected to be very beneficial in the long run for the Indian economy. And, moreover, developing a talented and competent workforce is another challenge but things are improving. ↘

Cathay gets CEIV Pharma

Cathay Pacific has become the first airline in Hong Kong to be awarded the IATA CEIV Pharma Certification accreditation.



CT BUREAU

The certification underlines the carrier's capabilities in the treatment and transportation of high-value, time-sensitive and temperature-controlled pharmaceutical products with speed, consistency and efficiency. In harness with aviation industry stakeholders and regulators, IATA created the Centre of Excellence for Independent Validators (CEIV) with the aim of helping organisations involved in the air cargo supply chain achieve pharmaceutical handling excellence.

Ronald Lam, Director Commercial and Cargo, Cathay Pacific, said, "Cathay Pacific Cargo adheres to the highest operating standards and this certification highlights our capabilities in handling these precious, time-



Anand Yedery
Regional Cargo Manager, South Asia, Middle East & Africa
Cathay Pacific Airways

sensitive and often life-saving shipments."

Anand Yedery, Regional Cargo Manager, South Asia, Middle East & Africa, Cathay Pacific Airways, said, "The pharma industry has seen double digit growth in India over the years. Our Pharma LIFT product accounts for eight per cent of our overall India revenue. Its success has been the result of the product's features, combined with

the expertise of the Cathay Pacific team and our network. This certification is a testament to our ability to offer our customers the best possible air-cargo solution to meet their needs." The state-of-the-art Cathay Pacific Cargo Terminal at Hong Kong International Airport offers a broad spectrum of logistical solutions for the airfreight industry. Combining advanced technology with streamlined work flows to set new service benchmarks for the industry, customers benefit from extended cut-off times, last-minute cargo acceptance and reduced connection times for transshipments. CEIV is supported by Hong Kong International Airport, which sponsors community-wide certification for organisations in the air cargo supply chain. ↘

AA starts LA-Beijing service

American Airlines now operates six daily services between the US and China. It has launched the new service to connect cargo traffic between the two nations.



CT BUREAU

The inaugural outbound flight left Los Angeles on November 5, with the first return from Beijing the following calendar day. The flight is scheduled daily as a 10:55 a.m. departure from LAX arriving into PEK into 4:20 p.m. the following afternoon; the return departs PEK 6:30 pm, arriving back into LAX at 3:15 pm the same day.

American believes that inbound from the U.S., business from shippers will include electronics, medical and pharma products, perishables and e-commerce shipments. While outbound from China automobile parts for the new generations of hybrid cars, liquid crystal displays and parts along with TV and PC parts are expected to be the main goods. The new route further strengthens American's presence in China, making American the only US-



based carrier offering non-stop service between LAX and PEK. "We are eagerly looking forward to this start of service on this new route which complements our existing Beijing services from Dallas/Fort Worth and Chicago to China," says **Rick Elieson**, President, American Airlines Cargo.

"I am confident that freight forwarders and shippers in China will

welcome the chance not only to send their goods on American's service to the US but we are also giving them the ability to open up new markets," he said.

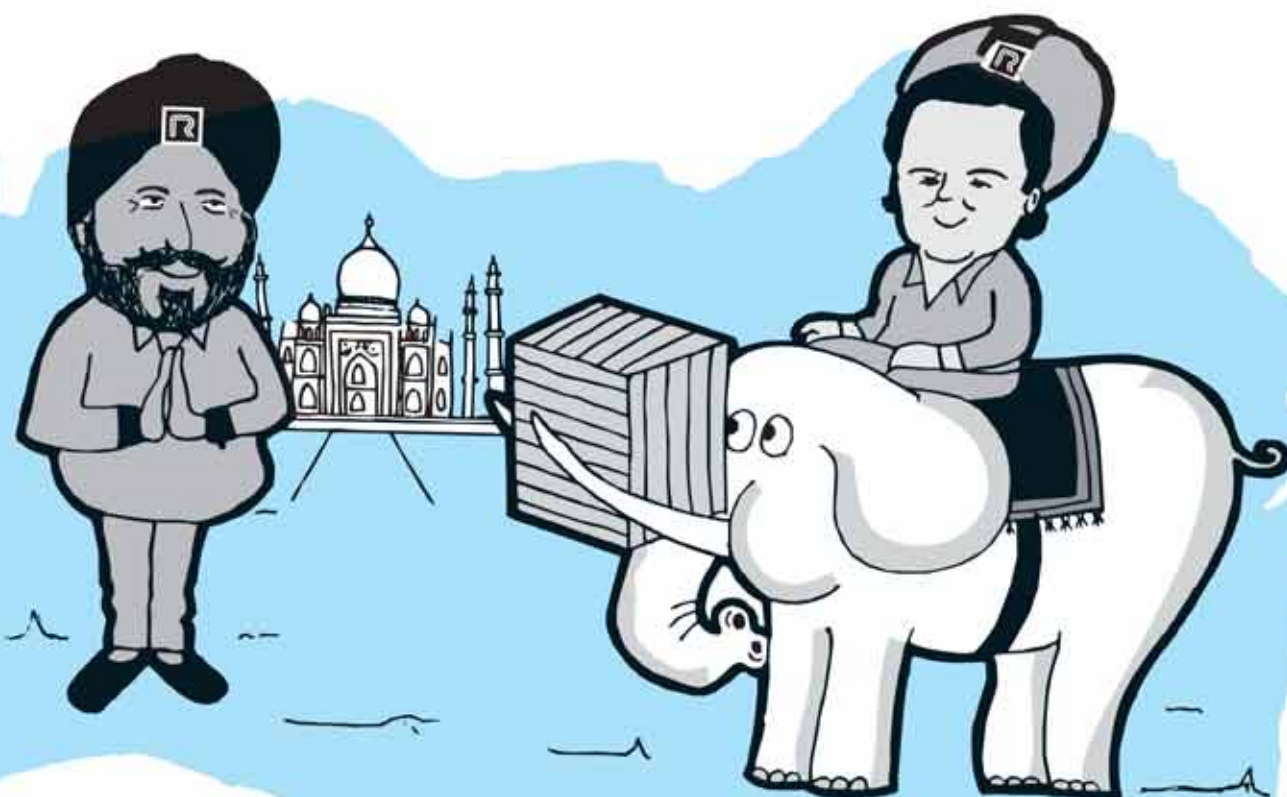
This route is the sixth addition to American's daily offering to China, which now includes nonstop service to Beijing and Shanghai from three key U.S. hubs – Chicago, Dallas/Fort Worth and Los Angeles. ↘



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India-UAE to foster trade opportunities

Edwin Lammers, Vice President for Commercial and Business Development, Khalifa Industrial Zone Abu Dhabi, talks about the trade aspects between India and UAE regarding the food export and import.



CT BUREAU

Kindly highlight on the India-UAE investment prospects?

The UAE is a gateway to 4.5 billion consumers across several regional and international markets and is the second largest economy and the most important business hub in the GCC. It is also the largest re-export centre for food products serving the entire MENA markets.

The market trends for the UAE are highly conducive for Indian investments. Fuelled by a growing population and increasing disposable income, UAE's food imports is estimated to be over USD 100 billion. There also exists a market for Indian products as approximately 2.8 million Indian expatriates live in the UAE and food is the 3rd highest commodity sold between India and the UAE.

What are the opportunities for Indian exporters?

The UAE is expected to consume 10.1 million tonnes of food by 2021 and the retail sales value for packaged food goods will grow to a projected \$ 5.6 billion tonnes.

The region continues on the same trajectory, with the GCC being a major hub for food re-export and the value of its food retail sector estimated to be \$106 billion – opening considerable opportunities for Indian exporters. As the food products market in the MENA is expected to grow to \$1 trillion by 2030 – the potential for expansion will hopefully rise.

Please give us some insights on KIZAD'S food manufacturing cluster.

KIZAD's food manufacturing cluster is the largest in the region, and has successfully partnered with big names in the food



production industry including Spinneys and Sadia. The Khalifa Port Free Trade Zone as part of KIZAD offers serviced land plots for food processing and logistics to support a wide range of food packaging, processing, flour mills and rice production companies. Both international and regional companies benefit from the unrivalled competitive advantages offered by KIZAD including its low registration and utility rates as well as its outstanding access to international markets and its world-class infrastructure facilities.

How do investors benefit from KIZAD'S multi-modal transportation infrastructure?

KIZAD provides multimodal connectivity with Khalifa Port (fastest growing deep-water port in UAE) that is connected to 60 different ports, four international airports in close range, express-highways and road networks across the GCC and a planned railway network. Through this infrastructure, investors for the food industry have quick and efficient access

to the UAE itself, the wider region and international markets smoothens trade processes, and opens new avenues for expansion.

How is Khalifa Port, KIZAD, and its free zone (KPFTZ) supporting companies to grow and access more markets?

The location offers shipping lines efficient transshipment options and an excellent platform to serve the entire Gulf Region, the Indian subcontinent, the Red



Edwin Lammers
Vice President for Commercial and Business Development
Khalifa Industrial Zone Abu Dhabi

Sea, East Africa and other neighbouring countries. Given a rising demand for KIZAD and Khalifa Port Free Trade Zone services, we have invested in the construction of 35 new free zone warehouses and 75 Pre-built Light Industrial Units (LIU). It also offers customised free trade zone business policies such as 100 per cent foreign ownership, no restriction on repatriation of capital and profit, duty free import and re-export etc. that create a competitive environment for operating companies.

Vietnam added to 1GSA network

1GSA has appointed Transviet Promotion as its exclusive member for Vietnam.



CT BUREAU

Le Viet Cuong, Promotion Director, Transviet, informs, "We are delighted to join the growing 1GSA family. The membership will enable us to raise our profile internationally, and benefit from being part of a developing network of companies which share our values of professionalism, effectiveness and independence. We look forward to making our contribution to the organisation's future success."

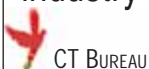
The company provides a full portfolio of GSSA services

to airlines, covering sales and marketing, reservations, revenue accounting, load planning, ULD build-up and breakdown, and handling- and ramp supervision. It also supervises import operations, and assists airlines with landing rights applications.

Adds **David Lee**, President, 1GSA, "1GSA is very fortunate in securing such a strong and professional member for this important young market. Transviet Promotion adds substantially to our airline proposition, and we look forward to working together to exploit exciting mutual opportunities."

CEVA's new pharma facility

The renovated site adds to CEVA's investment in the pharmaceutical logistics industry and will serve a number of customers across the healthcare sector.



CT BUREAU

CEVA Logistics has opened a fully refurbished 132,000 sqft facility at Redditch. Refurbishments at the West Midlands site included the addition of LED lighting as well as the installation of a HVAC system (heating, ventilation and air conditioning). The HVAC system enables the facility to provide temperature controlled areas which is a requirement for the storage of certain healthcare items. There is also a dedicated area in the warehouse which can store specialist items requiring to be kept between the specific range of two and eight degrees Celsius.

The refurbished site is now an MHRA approved facility (Medicines and



Healthcare Products Regulatory Agency) which certifies it as a safe and secure component of a medical supply chain. To receive this authorisation, a potential authorisation/ license holder must show compliance with a number of principles including the segregation of Prescription

Only Medication and the safe storage of products in relation to their temperature.

The opening of the facility coincides with a new five-year warehousing agreement and a three-year transport agreement with Nutricia – the UK's leading

provider of medical nutrition. Under this agreement, CEVA provides the warehousing and distribution of medical nutritional feed products for a wide variety of medical conditions for both pharmaceutical wholesalers and home-bound patients. CEVA's site has a Registered Pharmacy to dispense prescriptions and the onsite Pharmacist and support team accurately checks all home delivery orders and clinically checks all prescriptions using bespoke software.

"In order to provide logistics service to the healthcare market, you must meet strict regulations and compliance standards," states **Michael O'Donoghue**, Executive Vice President UK, Ireland and Nordics, CEVA.



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Bringing logistics community together

India Warehousing Show 2017 in Pune brought together the warehousing and logistics community of Western and Southern India. The special focus was on 'Logistics for Manufacturing' where companies displayed latest machineries and technologies catering to manufacturing sector in India.



CII expo highlights logistics issues

CII's Maritime, Ports, Logistics & Warehousing exhibition and conclave 2017 held in Mumbai raised relevant issues that are serving as bottlenecks for the growth of the logistics sector.





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DHL expands network in Central Asia

With an expected 50 per cent increase in annual throughput, the expanded Central Asia Hub will further boost the company's global multi-hub strategy. The hub will boost throughput capacity through enhanced systems.



CT BUREAU

DHL Express has announced a 335 million expansion plan for its Central Asia Hub (CAH), in partnership with the Airport Authority Hong Kong. This expansion brings

DHL's commitment to this strategic hub to over 520 million, making it the largest infrastructural investment by DHL Express in Asia Pacific to date. The expansion is timely as the CAH has recorded an average 12 per cent year-on-year growth in

its shipping volume in the past decade. As one of three global hubs for DHL, the expanded CAH will continue to act as the core hub of the DHL Express global and Asia Pacific regional network, handling more than 40 per cent of its total Asia

Pacific shipment volumes. Ken Allen, CEO, DHL Express, said, "Given the expected rise in international e-commerce and intra-Asian trade, DHL is committed to strengthening our global network and services. Based in a strategically





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important location to DHL, the expanded Central Asia Hub in Hong Kong will not only bolster our operational capacity in Asia Pacific, but also facilitate the rapidly-growing international trade demands in the region and around the world."

The expanded CAH will be equipped with an enhanced material handling system that will improve productivity and increase the hub's throughput capacity – from the current 75,000 pieces of shipments per hour to 125,000 pieces per hour. When operating at its full capacity, the annual throughput of the expanded CAH is expected to go up by 50 per cent to 1.06 million tonnes per annum.

As a dedicated and purpose-built air express cargo facility at the Hong Kong International Airport, the expanded CAH will handle six times more in terms of shipment volume than when it was first established in 2004.

Ken Lee, CEO, DHL Express Asia Pacific, said, "Connecting with more than 70 DHL Express gateways in the region, the Central Asia Hub plays a significant role in strengthening our existing network of hubs in Asia Pacific, including Shanghai, Singapore and Bangkok. The expansion will also help us capitalise the growth in intra-Asian trade lane that currently contributes to 40 per cent of our revenue in Asia Pacific. Equipped with fully automated X-ray inspection machines, it will increase the speed of our shipment inspection by three times – enabling us to expedite the processing speed of shipments that come through the CAH." The expanded CAH is expected to begin operations in Q1 2022. 

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EVENT TALK

DECEMBER

India Cold Chain Show	Mumbai	12-14
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12th annual Cold Chain Distribution Conference and Exhibition	London	13-14
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ACCD Annual Ball	Delhi	16
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India Cargo Awards	Delhi	20
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JANUARY 2018

National Conference on Cold Chain Infrastructure	PHD House, New Delhi	12
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Modern Supply Chain Experience	San Jose	29-31
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Supply Chain Finance Summit	Frankfurt	31- 01, Feb
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FEBRUARY 2018

SCM World Live Americas 2018	Miami	4-6
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Cargo Logistics Canada	Canada	6-8
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RLA Conference & Expo	Las Vegas	6-8
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Supply Chain Technology Conference & Expo	Mumbai	22-24
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Retail Supply Chain Conference 2018	Phoenix	25-28
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Logistics & Supply Chain Management	Dubai	25-1
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Global Forum Canada	Toronto	26-Mar 1
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MARCH 2018

Shipping, Marine & Ports World Expo	Mumbai	1-3
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SCOPE Supply Chain Conference	Chicago	18-20
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Breakbulk China	China	26-29
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For more information, contact us at: cargotalk@ddppl.com

New variants for e-commerce

Eicher Trucks & Buses, part of VE Commercial Vehicles, organised the Eicher Pro Biz Expo – Smart Solutions, showcasing the largest range of light and medium duty trucks to the buoyant e-commerce industry.



CT BUREAU

The company showcased five new variants in the Pro 1000 and Pro 3000 series range - Pro 1110, Pro 1110XP, Pro 1110XP, Pro 3012/3014 and Pro 3015 at the expo. The expo is aimed at bringing together customers and key stakeholders in the e-commerce and logistics space, to provide them a first-hand experience of Eicher's smart solutions like aftermarket lifetime support system, telematics, and high-end technology, among other features for their transportation requirements. These vehicles are specifically designed keeping in view the specific needs of the sector from long haul to short haul and last mile delivery.

With these new additions, Eicher has further strengthened its position in the LMD segment and now offers the largest and widest smart range of trucks suited for voluminous goods applications.

The new variants offer a 24-feet long cargo body, which makes Eicher the leading player in the industry to do so. Other benefits include higher Volume Space Index with best-in-class payload and fuel efficiency, offering great value and maximum profitability to the customer. Delivering high power and



torque, the trucks also offer a cost-effective run with the longest service interval of 50,000 kms.

According to **Shyam Maller**, Executive Vice President, Light & Medium Duty Trucks and Buses, VE Commercial Vehicles, "The e-commerce industry in India is growing at an exponential rate of 50 per cent every year and we believe in serving our customers by providing them with the right and practical solutions for their requirements. Leveraging our established strength in the LMD space, we have widened our offering to cater to the specific demands of the high potential e-commerce market. Eicher now offers the widest and strongest range in the Light and Medium Duty (LMD) segment with products ranging from 4.9T to 16T GVW, out of which we have displayed 13 vehicles. We

“These vehicles are specifically designed keeping in view the specific needs of the sector from long haul to short haul and last mile delivery”

believe ours is the most compelling proposition for this segment of the industry.” Further commenting on the Eicher Pro series, he said, “At Eicher Trucks and Buses, we have always been very progressive in our approach towards introducing new products and technologies to the market. The Eicher Pro Series developed and manufactured as a result of the synergistic working

between the Volvo Group and Eicher, has been a great success. Specially in the light and medium duty segment our trucks, popularly known as “Mileage ka Baadshah” for delivering the best in class fuel efficiency, have witnessed a strong and steady growth over the last few years. Backed up with a strong after sales network, our salient features are:

- ◆ Longest cargo body: 24-ft long in LMD segment- first in the industry.
- ◆ Best in class service interval of 50,000 kms.
- ◆ 4 years unlimited km run warranty on driveline.
- ◆ Proven, high performance E494 engines equipped with Volvo group EMS 3.0, available in BSIV variants for best-in-class fuel mileage, high pickup & acceleration and turnaround time.
- ◆ State of art cabin to improve driver efficiency and utility.

PAN INDIA

IndiaRAP unveiled for road safety

FedEx Express and the International Road Assessment Programme launched IndiaRAP in the capital to address road safety. The IndiaRAP programme aims to address the highest risk roads around the country in partnership with national and state agencies. The programme will be led by local experts, using local research and resources,

supported by the global International Road Assessment Programme that includes partners in more than 80 countries.

“Safety above all is a core FedEx belief and, we are committed towards sharing our safety expertise and global reach to make our roads safer,” said **Hemant Pimplikar**, Managing Director – Sales, FedEx Express India.





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Allcargo Logistics**Mumbai**

Allcargo Logistics has appointed **Claudio Scandella** to drive the next phase of its growth as the Chief Executive Officer (CEO). Scandella was a member of the DHL Global Forwarding senior leadership team as the CEO of their Middle East, Africa & Turkey Region. He will be initially based in India for a short period to familiarise with group activities. Four regional CEOs of the global firm, having presence in over 160 countries, will report to Scandella as part of the strategic overhaul of the senior management structure.

**Adani Ports Special Economic Zone****Mumbai**

Adani Ports Special Economic Zone (APSEZ) has announced the appointment of **Mrithyunjay Chandilya** as Chief Executive Officer (CEO) to head its logistics business. Chandilya has global experience working in leadership positions in multinational and consulting organisations. He is renowned for his role as CEO, AirAsia India, where he successfully started India's first foreign airline in the domestic space and was responsible for operational excellence, marketing & sales, brand management and organisational growth.

**Menzies Aviation**

Menzies Aviation has appointed **Jonathan Clark** as CEO of its subsidiary Air Menzies International (AMI). He will join AMI in January 2018. Clark has spent over 30 years in the airfreight sector, holding positions with MSAS Cargo International (now part of DHL), Lufthansa, Qatar Airways, DB Schenker and most recently Cargolux Airlines, where he has served as Africa Director since 2016.

**Ceva Logistics****Houston**

CEVA Logistics has announced the promotion of **Jérôme Lorrain** to Chief Operating Officer Freight Management adding the responsibility for air and ocean freight to his current position as Head of the ground business line. Lorrain will continue to serve on the company's Executive Board and takes over the air and ocean role from **Helmut Kaspers** who has left the company. Lorrain has extensive knowledge of the supply chain, logistics and transport industries in almost every market sector. He was CEO of Wallenborn Transports in Luxembourg May 2009 to May 2014.

**North America**

Michael O'Donoghue, currently Managing Director of the UK, Ireland and Nordics cluster, will be taking up the reins as Managing Director for North America from Lorrain as of January 1, 2018. A replacement for O'Donoghue's current role will be announced in due course. O'Donoghue joined CEVA in 2010 following a 25 year career in the freight and logistics industry which included senior management positions in both Contract Logistics and Freight Management for DHL and Excel.

**Emiza Supply Chain Service****Delhi**

Emiza Supply Chain Service has appointed **Ajay Khosla** as Business Head. He has experience of more than two decades in 3PL industry and working on strategic planning & management, business development, operations practices and expertise in scaling business & expanding services. Khosla started with Gati. He has joined Emiza Supply Chain Service to develop their North India locations.

**TALKing People**

Kamal Dogra, India Cargo Award Winner 2017 & Chairman, Kamal Translink, prefers spending time with family, going for movies and enjoying different cuisines especially when overseas. "The only reason I love different cuisines is because a country's food tells you a lot about their culture. Food brings people together," he adds. Sharing his love for cricket, Dogra says, "I love playing Cricket because it complements each other's' strengths and weaknesses and share the woes and throes of defeat and victory." His favourite vacation spot is Dubai.

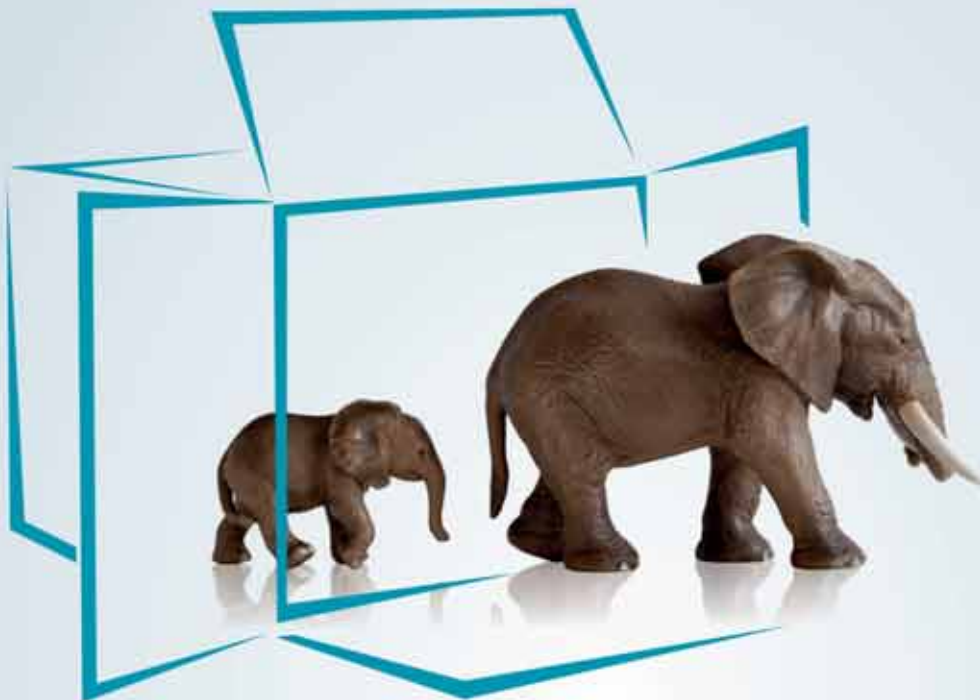


Subodh Sachan, CEO, MLSI, loves gardening. He meditates in his free time to de-stress. His favourite sport is badminton. Not being so particular for food choices, Sachan likes simple food like Dal. He loves visiting Kanha Shantivanam in Hyderabad whenever he gets time off from his work. "It has beautiful and calming atmosphere, you become one with nature and you forget about all worries and learn to love yourself," he adds.



Vaibhav Verma, Director – Finance, Navigator Visa Global Logistics, loves spending time with his family. "Staying out with them is fun," he adds. He loves watching movies in his respite. Verma's favourite sport is cricket. Sharing his favourite holiday destination, he says, "Holidays anywhere are special, and the best is when you are away from the world with no connectivity. My vacations with my near and dear ones are memorable." Among food choices, he loves Delhi's cuisine.





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