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No losing time on dwell time

Improved dwell time will enhance the capacity of existing port infrastructure and reduce overall costs, but breaking it down is not an easy task. **CARGOTALK** explores the consequences of higher dwell time and what can be done to reduce the same.

KALPANA LOHUMI

Dwell time, the time cargo spends within the port between unloading and pickup, is one of the most-accurate indicators of efficient logistics. These hours have become a major instrument to attract more cargo and generate revenue. Infrastructure gaps and high transport costs are serious factors that are hindering growth in the country. Above all, reducing dwell time is critical. To compete with international standards the government needs to come up with best practices to reduce dwell time and cut on free period at cargo terminals.

The government has undertaken several initiatives to cope with the burgeoning traffic of international trade and to bring the country's logistics on a par with global standards. The Ministry of Civil Aviation is enthusiastic to reduce import air cargo dwell time from 72 hours to 48 hours and is also consulting stakeholders and associations for the same.

Explaining the significance of dwell time as an important indicator of the impact of trade facilitation measures, **Ashish Mahajan**, Managing Director, Landmark

cargo arrives in the port to the time the goods leave the port premises after all permits and clearances have been obtained. World Customs Organisation

related norms. Although taken some measures for improvement in dwell time, the time taken by Indian ports and airports are still higher than the global benchmark."



World Customs Organisation (WCO) prescribes dwell time as an important indicator and Indian customs has also adopted the related norms

Logistics, elucidates, "Dwell time is the measure of the time elapsed from the time the

(WCO) prescribes this as an important indicator and Indian customs has also adopted the

Sharing his perspective on the same, **Yashpal Sharma**, Director, Skyways Group & India Cargo Award winner 2016, says, "High dwell time makes supply chain ineffective and uncompetitive. The various producing economies of the world are today competing for price of product and for the order-to-deliver timeline. The

Trivia:

- ◆ Longer dwell time at ports is one of the factors that makes us lose out to countries like China, Vietnam, Malaysia, Indonesia, etc.
- ◆ Increased container dwell time further leads to congestion at the port

logistics cost in India is high as compared to some of the other producing economies and if we do spend a lot of time at the ports and airports for the cargo movement then the Indian production and consumption markets will definitely suffer."

Making the cargo stand for longer period at the ports makes a country slack as compared to other countries. Explaining from the exporters' point of view, **Cyrus Katgara**, Partner, Jeena & Company, says, "Longer cargo dwell time at the ports and airports affect exporters adversely. On the

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Targeting reduced dwell time

Despite a downturn in the European market, the Indian air cargo market is looking up. While talking about the plans and projections for the sector, **Dr. Renu Singh Parmar**, Senior Advisor, Ministry of Civil Aviation, Govt of India, says it is expected to surge to 7-8 per cent on an annual basis.



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What is the government doing to reduce dwell time?

The ministry is doing a detailed study on reduction of dwell time. We must reduce the overall dwell time on the imports side at our major airports as this

is not in line with the international benchmarks; where it is 24 to 36 hours or even less. Government is consulting stakeholders and associations for the same. In fact, various stakeholders have given recommendations as well. To become global, we need to follow best practices and the ministry is doing its best to help reduce dwell

time and cutting on free period at the cargo terminals.

What kind of investments or initiatives are needed from the government and air cargo industry to boost numbers?

It is time to simplify the process with Electronic Data Interchange (EDI). Customs is also improving upon their EDI system. All stakeholders should be brought to this platform and nobody should resist that. Going forward, the overall outcome of exchange of electronic messaging will be improved transparency and accountability thus cutting down on dwell time.

airports. There are issues with security clearances which we are tackling with our own Bureau of Civil Aviation Security of India (BCAS) and Directorate General of Civil Aviation (DGCA) on transshipment modules so that we can make transshipment hubs for, say, Delhi, Mumbai and Chennai but everything takes a bit of time. We need to consult the concerned departments. The Air Cargo Logistics Promotion Board (ACLPB) plays a very important role in making the business easier. We try to resolve many issues through inter-ministerial meetings.

can do through road or rail. We can develop multimodal hubs with the DMIC (Delhi Mumbai Industrial Corridor) projects or a logistics park. The transport minister has also said that we will develop a logistics park around Delhi region; such initiatives will kick start the growth of air cargo.



Dr. Renu Singh Parmar
Senior Advisor, Ministry of Civil Aviation
Government of India

It is time to simplify the process with Electronic Data Interchange (EDI). Customs is also improving upon their EDI system

Where do you see the role of multi-modal connectivity to boost air cargo volumes?

Multimodal is important because we can't set up airports everywhere. So, when one needs to transport freight quickly, one

Although volume wise air cargo hardly carries anything, but value wise we carry one third of the total international trade. We need to set a lot of procedures right at our

Initiatives

The government has taken some steps:

- ◆ A logistics park will be developed around Delhi region
- ◆ BCAS and DGCA are together tackling issues with security clearances



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The way ahead

The New Year brings with it new dreams and ambitions. The industry is looking forward to another promising year with a definite upbeat feeling in logistics and cargo. The year 2016 ended on a pleasant note and the government has given hope to the industry, by giving the desired attention to the 'most-neglected sector' of the country.

Mumbai International Airport has launched a first-of-its-kind Export Heavy and Bonded Cargo Terminal for bonded and heavy export cargo. This is another feather in the industry's cap. Along with the government, the industry is also going all out to make logistics better in the country.

As the Union Budget month draws near, the sector has a number of demands from the government to make transportation smooth. The industry is desperately looking for the long-awaited GST roll-out which is one of the influential factors that can bring efficiency in logistics.

This is also a time to build a proper system and increase the use of Information Technology (IT) in managing businesses. Only an accurate and complete application of IT can transform the existing challenges of cargo industry to the advantages of Indian trade. Adoption of IT will aid the movement of cargo in the Indian supply chain. On the express side, courier companies are also coming up with smart applications through which one can track delivery updates. CARGOTALK explores the possibility of drones in the country's logistics sector with the existing infrastructure.

There is also a demand for intellectual abilities in cargo and the logistics industry. And on these lines, there is a feeling of optimism to overcome the challenges and bring the industry on a par with international standards. Moreover, it is important to keep reinventing to add more value. Only tough decisions, both from government as well as the industry, can bring the winds of change in 2017.

Pharma & hi-tech to boost Express

In its recent 'Indian Express Logistics Market Overview' report, Research and Markets has announced that there will be a boom in India's express e-commerce logistics.



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As per Research and Markets, India's express e-Commerce logistics is likely to witness a boom in the coming years with the advent of mobile commerce. India's Express market has seen a growth of around 17 per cent during 2010-14. The market of express delivery has been on an increasing trend since 2012 as India started participating in the e-tailing business and with the increased market penetration of automobiles.

Compared to the overall logistics industry which is limping at a moderate CAGR of three per cent, express industry is nimble in terms of growth in market size

drivers so far. However, it is expected that the blooming e-Commerce market and relating 3PL and hyperlocal

gets much load but generates fewer profits. The main disadvantage of the unorganised sector is the handling of the

The market of express delivery has been on an increasing trend since 2012 as India started participating in the e-tailing business

space will prompt the express market in coming years.

products. Clearly, the organised express market is expected to constitute faster growth in the coming years.

Shipment wise, the express market is divided into two segments - documents and non-documents. Documents dominate the market in terms of volume. By mode of transport, surface express is

Industry wise, hi-tech and pharma will be major industry responsible for the growth of the express market in India. The report reveals that



along with concomitant improvement in policies and infrastructure. The industry can be classified broadly based on the mode of transport it uses, surface having predominance. Auto, engineering and hi-tech industries have been the market

expected to have the largest share in the express market.

According to the report, there is a huge price difference between organised and unorganised players. Unorganised

Gati, Safexpress, Blue Dart and TCI XPS are the leading players in Indian express market and their revenue share is expected to grow over the forecast period, owing to their expanding distribution network. ↴

Major ports Bill now in Lok Sabha

A Bill seeking to provide greater autonomy in decision-making to 12 major ports in the country and professionalise their governance by setting up a Board for each one of them, was introduced in the Lok Sabha. It proposes to set up Board of Port Authority for each major port, in place of the Board of Trustees. "This will empower the major ports



to perform with greater efficiency on account of full independence in decision making and by modernising

the institutional structure of major ports.

The Bill is more compact in comparison to the Major Port Trusts Act, as the number of sections has been reduced to 65 from 134 by eliminating overlapping and those which were obsolete, an official release said.



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'Air Ride Truck' for shock-proof transition

The Air Ride Truck service, pioneered by KWE India and earlier introduced in the Japanese and Chinese markets, has now found a place in the Indian transport industry.



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The Air Ride Truck ensures a much higher shock absorbency ratio to provide a smoother ride. In the air ride suspension system, a bag of compressed air replaces the standard steel spring. Owing to this, the trailers' cargo floats on a cushion of air, which nearly eliminates both compression damage and telescoping. According to

Mineo Suzuki, Managing Director, KWE India, Air Ride Truck service

will be a game changer for the Indian market.

Key Takeaways

- ◆ The Air Ride Truck supports the vertical load imposed by the truck, body and pay load
- ◆ It ensures damage-free transportation, speedy and timely delivery

The Air Ride Truck solution will be ideal for high value goods like aerospace products and glass equipments; electronic components/products that are fragile, delicate machineries, sensitive cargo and valuable products. The Air Ride Truck supports the vertical load imposed by the truck, body and pay load; transfer longitudinal, acceleration & deceleration forces between axles and frame; provide



Karthi Baskar
Deputy Managing Director
KWE India

chassis isolation or cushioning from axle motions (ride quality); maintain wheel location and altitude (alignment); provide stability or rollover resistance; constant ride height (no change in platform height during loading and unloading); extends a longer life to the body and chassis components; no body rattling; reduces vibration; reduces fatigue to the driver; ease of maintenance and service; good roll stability and reduced travel sickness.



“
Anything fragile when exposed to shock or sudden movements will require air ride transport, in addition to other more standard precautions
 ”

With Indian manufacturing sector witnessing dramatic changes and production of high value goods picking up the relevance of Air Ride Truck solution becomes a necessity as it ensures damage free transportation, speedy and timely delivery, points out **Karthi Baskar**, Deputy Managing Director, KWE India. Further, he indicated anything fragile or anything that becomes volatile when exposed to shock or sudden movements will require air ride transport, in addition to other more standard precautions. ↴

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Reduce congestion at ports for efficiency

► Contd. from page 1



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CEO, Aardour Worldwide Logistics &
India Cargo Award winner 2015



Yashpal Sharma
Director, Skyways Group &
India Cargo Award winner 2016

time slows down the entire process. For the last seven to eight years, the dwell time in India has been 72 hours, far higher than the 24 hours it takes to clear 80 per cent of inbound air cargo at major international hubs like Singapore. The dwell time in Hong Kong is just four to eight hours. These often translate into extra costs, loss of trade and disruption of trade and transport agreements," he says.

"If the dwell time and transaction cost is brought to the level of China and other South East Asian countries, we can safely expect additional orders to the tune of 25 per cent of current levels in the medium term and an increase of 50 per cent in the long term," feels Katgara.

What needs to be done?

Many ports and airports have recently opted for some innovative methods to reduce dwell time like DPD (direct port delivery), gate automation and RFID tags on vehicles. With similar opinions, Mahajan notifies, "Many ports have set up laboratories, besides this, better infrastructure, faster ICE Gate, container scanners, lesser paperwork, implementation of single-window clearance, etc. can help to reduce dwell time and increase efficiency of airports and ports."

Katgara, on the other hand, talks about resorting to technology, "More IT-driven high precision and reliable processes are required to handle the through-put with time

India has taken some measures for improvement in dwell time, the time taken by Indian ports and airports are still higher than the global benchmark

Increased cargo dwell time means that cargo stays at the port for unusually long periods putting huge stress on the limited infrastructural resources

Customs inspection is another aspect of organisation and procedures of customs checks can cause congestion at the point where cargo enters or leaves the country

The unpleasant consequences of high dwell time are associated with delays, queuing and extra time of voyage and dwell of ships and cargo at the port

one hand, they contribute to longer inventory holding time adding to the cost of inventory holding.

However, on the other hand it brings a lot of uncertainty in turnaround time and delivery schedules resulting in the erosion of competitive advantage and customer experience and buyer's confidence in purchasing Indian products. Longer dwell times at

ports is one of the factors that make us lose out to competing countries like China, Vietnam, Malaysia, Indonesia, Thailand etc."

Consequences

As the hours of cargo stay-at-port increase, the increased container dwell time further leads to congestion at the port. On this point, Katgara says, "Increased cargo dwell time means that cargo stays at

the port for unusually long periods putting huge stress on the limited infrastructural resources such as warehouse space. Cargo and trucks waiting outside the terminals make it difficult to use various material handling equipment at the port, causing a cascading effect of all-around congestion."

According to Sharma, an improved dwell time will hugely

reduce the congestion at ports leading to efficiency and speed of doing business. He says, "The unpleasant consequences are associated with delays, queuing and extra time of voyage and dwell of ships and cargo at the port. These often lead to extra costs, loss of trade and disruption of trade and transport agreements."

Mahajan further explains with the help of figures. "A high dwell

Source: <http://www.cbec.gov.in/>

Customs station	Time taken from arrival of cargo to filing of declaration by importer	Time taken by Customs for assessment after filing of declaration	Time taken by importer for payment of customs duty	Time taken from payment of duty to registration of documents	Time taken from registration of documents to "out of customs charge"	Total time	Percentage of time taken by customs
JNCH	4 days 16 hours 13 minutes*	18 hours 11 minutes*	23 hours 29 minutes*	2 days 1 hour 31 minutes*	5 hours 08 minutes*	8 days 16 hour 32 minutes*	11.02%
Chennai Customs House	4 days 19 hours 15 minutes*	12 hours 16 minutes*	21 hours 12 minutes*	1 days 19 hours 02 minutes*	5 hours 49 minutes*	8 days 5 hours 33 minutes*	9.2%

*Time rounded to the nearest hour

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Distribution Redefined

First-of-its-kind export terminal at MIAL

The Mumbai International Airport (MIAL) has consistently moved northwards on the growth graph. The new process management deployed, along with incremental export capacity, will reduce the dwell time to a considerable extent.

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MIAL has launched an Export Heavy and Bonded Cargo Terminal, a dedicated cargo terminal for bonded and heavy export cargo, at city's Chhatrapati Shivaji International Airport (CSIA), one of the busiest airports in Asia. With this, CSIA's cargo handling capacity will increase to seven lakh tonne annually from around four lakh tonne at present. The heavy cargo includes

machinery, non-perishable pharma, automobile, engineering products, etc. The terminal started operations from December 14, 2016.

Devendra Singh, Chief Commissioner, Customs, inaugurated the facility. The event witnessed a huge gathering of officials from Customs, BCAS, CISF, ACAAI, BCHAA, airlines, freight forwarders, ground handlers, IMC, MACCIA, Mumbai Police, RFS providers



and other stakeholders. From well-structured operations to extravagant concierge facilities, the complete gamut of services offered at Mumbai Airport has undergone a massive revolution over the past decade.

Manoj Singh, Senior Vice President, MIAL, highlighted that the new facility is part of the ongoing Cargo Master Plan and will further enhance the annual export capacity by an additional 300,000 metric tonnes. He also added that the 7500 sq. m.

facility provides exclusive handling for heavy, odd-sized and bonded cargo.

The facility offers truck docks, dock levelers, X-Ray machines, office space, dedicated material handling equipment, 24x7 CCTV coverage and spacious palletization area. "Introduction of this facility has created a one-stop solution for bonded cargo handling with a dedicated channel for cargo admittance, X-ray screening and palletisation," informs Manoj Singh. The new cargo terminal will

also complement the existing 'Export Unitisation Zone' by increasing efficiency through faster cargo admittance, swift vehicle turnaround and overall curtailment in handling dwell time with futuristic process management. Besides, MIAL will now boasts 50 truck docks to offload export cargo. Owing to the launch of the latest cargo terminal with contemporary components, the Mumbai Airport is certain to witness a continued upturn and expansion in the freight business.

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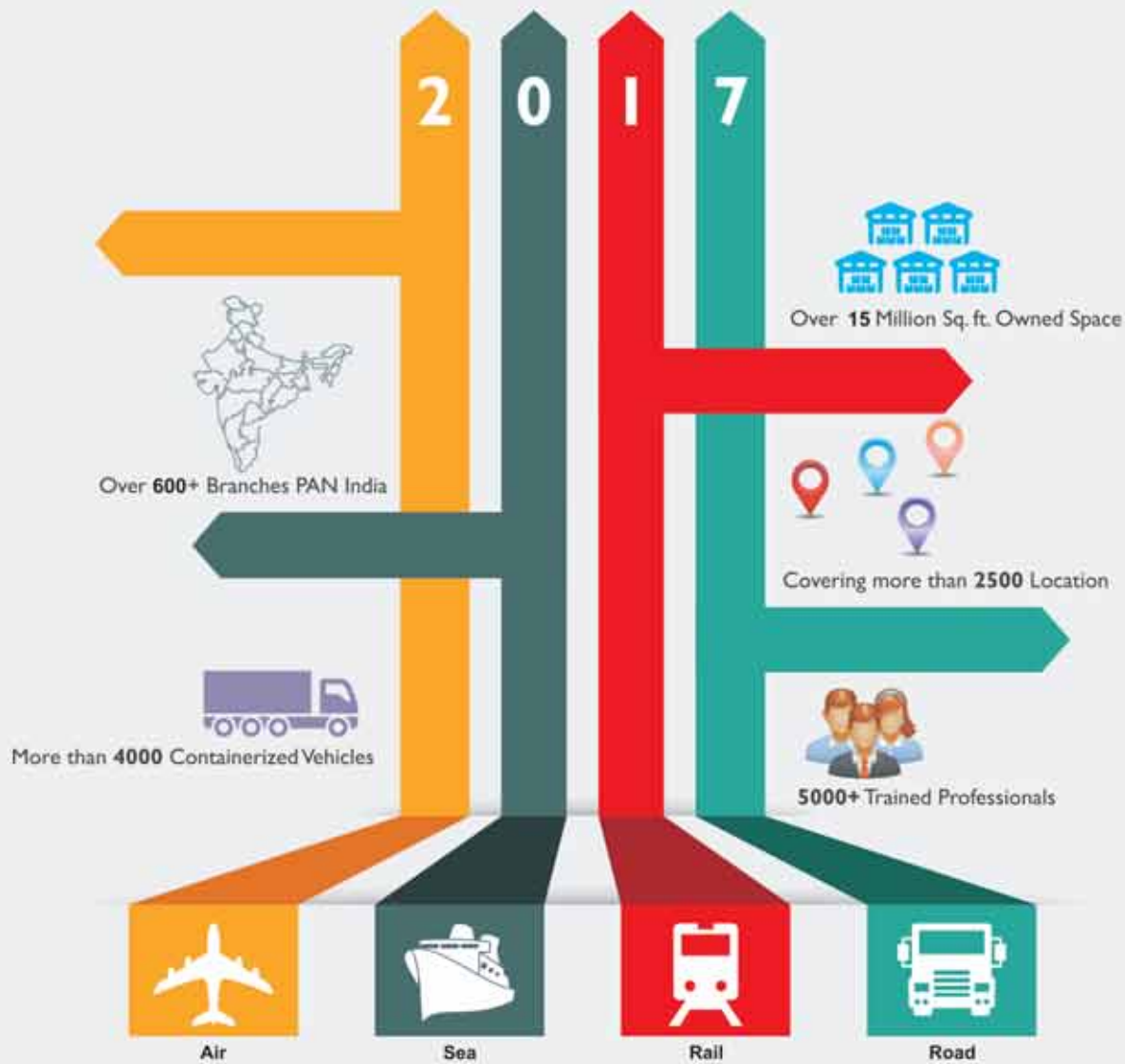


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Impose penalty for increase in dwell time

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explains, “Customs inspection is another aspect of organisation and procedures of custom checks can cause congestion at the point where cargo enters or leaves the country. Enhanced security checks in the frame of international anti-terrorism measures may further worsen the fluent flow of cargo through the port.”

areas and unexpected issues may impose waiting time upon cargo and vessel. The choice of automated versus manual handling has to be considered.”

The government’s focus is to reduce dwell time to match with international standards through automation, e-governance, and air freight stations (AFS) and simplified processes. Sharma feels that the

He then adds, “Various aspects have to be taken in consideration

Cargo and trucks waiting outside the terminals, make it difficult to use various material-handling equipment at the port

bound milestones that must be completed by every stakeholder in the chain. If not, they should be

made to pay huge penalties for delays caused.” Commenting on what the government should do to

lessen dwell time, **Sarini Sachdeva**, CEO, Aardour Worldwide Logistics & India Cargo Award winner 2015,

in terms of maritime access route. Tide dependence may give rise to congestion in rivers or canals between open sea and the port. Ships often adapt their speed in open sea to the expected slot. Also, bad configuration in storage

biggest challenge the government will face is the alignment of stakeholders to the desired SLAs. “The government must also assign penalties to erring stakeholders to achieve reduction in dwell time,” he suggests.

Source: <http://www.cbec.gov.in/>

Customs station	Time taken from arrival of cargo to filing of declaration by importer	Time taken by Customs for assessment after filing of declaration	Time taken by importer for payment of customs duty	Time taken from payment of duty to registration of documents	Time taken from registration of documents to “out of customs charge”	Total time	Percentage of time taken by customs
Sahar, Mumbai	2 days 20 hours 13 minutes*	07 hours 24 minutes*	8 hours 57 minutes*	1 day 1 hours 02 minutes*	2 hours 07 minutes*	4 days 15 hour 41 minutes*	8.5%
IGI, Delhi	2 days 15 hours 24 minutes*	5 hours 07 minutes*	8 hours 13 minutes*	01 hours 30 minutes*	2 hours 04 minutes*	4 days 7 hours 19 minutes*	7.0%
Air Cargo Chennai	2 days 6 hours 35 minutes*	5 hours 57 minutes*	5 hours 14 minutes*	1 day 2 hours 22 minutes*	3 hours 35 minutes*	3 days 23 hours 42 minutes*	10.0%
Air Cargo, Bangalore	3 days 5 hours 57 minutes*	5 hours 12 minutes*	8 hours 42 minutes*	1 day 17 minutes*	1 hours 35 minutes*	4 days 21 hours 44 minutes*	5.8%

*Time rounded to the nearest hour

Source: <http://www.cbec.gov.in/>

Customs station	Time taken from arrival of cargo to filing of declaration by importer	Time taken by Customs for assessment after filing of declaration	Time taken by importer for payment of customs duty	Time taken from payment of duty to registration of documents	Time taken from registration of documents to “out of customs charge”	Total time	Percentage of time taken by customs
ICD, Delhi	10 days 22 hours 51 minutes*	23 hours 31 minutes*	16 hours 27 minutes*	2 days 8 hour 36 minutes*	7 hours 19 minutes*	15 days 6 hour 43 minutes*	8.4%
ICD, Bangalore	5 days 20 hours 58 minutes*	16 hours 48 minutes*	1 day 10 minutes*	1 day 15 hours 56 minutes*	4 hours 55 minutes*	9 days 10 hours 46 minutes*	9.6%

*Time rounded to the nearest hour

^ includes the time taken for the container to be transported from Port to ICD.



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Will drone deliveries take off?

Logistics service providers are exploring new delivery methods to increase their operational efficiency due to the integration of e-Commerce and logistics services. Drone technology provides the best option for logistics service providers to tackle supply chain problems. CARGOTALK explores the possibility of using technology to lift or deliver goods through drones in India.



KALPANA LOHUMI



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Chief Operating Officer
Express Industry Council of India (EICI)

Drones are exciting developments and have the potential to be used in last-mile delivery. As restricted city access issues come to the fore due to environmental and traffic issues, products like drones could provide an alternative to delivery by road. These could also be used for delivery in rural areas where there are infrastructure constraints. The right cost would be a major driver for popularising use of drones. However, the biggest constraint would be regulatory challenges like security concerns. The government should put in the right regulatory framework to realise the opportunities offered by technologies like these. Express industry has always been a user of innovative technology. The large express companies already had intra global emailing systems in place as early as in the 1980s, both for communication as well as for track and trace. Similarly, express companies have been in the forefront in using technologies like GPS-enabled hand-held scanners, RFID etc.

Sandeep Padoshi
Co-founder & Director
WOWEXPRESS

The logistics sector was quite late in adopting new-age technology. I believe drones will become an integral part of the logistics industry in the years to come. Although, still in its nascent state in India, tests have been successfully conducted by international e-commerce companies and drone-based deliveries are likely to become the norm in the future. Logistics sector is ready for drone technology but it would totally depend on the other aspects such as impact on the aviation sector, safety and security angle, government rules and regulations. The advantages would be automation, remote location access, speed, and accuracy of deliveries. While the drawbacks will be safety and security management and costs. Sheer drone traffic management and the impact that it would have on air traffic and other collateral damages is a major drawback and one of the reasons why active adoption of drone technology is taking time.



P.C. Sharma
India Cargo Award winner 2016 & CEO
and whole-time Director, TCI Express

The application of drones as a new technology will certainly play a unique role in enhancing short distance operations. It will provide major relief for tackling intra-city transport, taking traffic off the roads which remains the core reason for the delay in deliveries, and would also reduce the costs associated with traditional means of transportation. It will not have a similar application in terms of long-distance operations as there are limitations with regards to payloads.

India is ready to adopt this technology and following global nuances. Industry guesstimates suggest that the use of UAV (unmanned aerial vehicles) is estimated to grow between \$1.2 and \$1.5 billion by 2020. This certainly provides a huge window of opportunity to logistics service providers to grow in the country. Technology is a critical enabler for progress in any industry and with the right regulations formulated, it won't be long before the drones become a common sight. In terms of being prepared to adopt and deploy, even global giants like Walmart and Amazon have been testing the viability of this technology; so, as an industry, I think that drone technology is still in its nascent stage of adoption across the world. It might possibly take five years before this is the new norm. In terms of drawbacks, there is no secure way of delivery via drones as weather and other external factors will definitely have an impact on drones. In addition to this, we are yet to look at seamless and error-free delivery.

HIGHLIGHTS

- Drones have the potential to be used in last mile delivery.
- The biggest constraint would be regulatory challenges like security concerns.
- The right cost would be a major driver for popularising use of drones.
- The advantages of drones would be automation, remote location access, speed, and accuracy of deliveries.
- This new technology will pave the way for next level logistics in India and across the world.
- Flying packets in a city can also be challenging; flying too high could interfere with aircraft airspace and too low can hinder with skyscrapers and trees.
- An appropriate combination of regulation can trim down the threats but cannot eliminate them, there is always a risk that drones can be misused.
- Industry guesstimates suggest that the use of UAVs is estimated to grow between \$1.2 and \$1.5 billion by 2020.

Abhinit Kulkarni
Director
Kalayatan Cargo

The biggest impediment for India's logistics sector is the poorly developed underlying infrastructure. Indian roads operate at more than 300 per cent capacity during peak hours and emergence of new technologies is the best hope to contribute in getting respite from increasing traffic. Drones look like a positive aspect amidst the dark clouds of poor Indian infrastructure and increasing traffic. Drones could help in significantly bringing down the cost of last-mile delivery across different industries. The e-Commerce industry is likely to be the biggest beneficiary of drones as the average number of parcels per consignment is low in e-Commerce. This would also bring down the time required for ensuring successful delivery of parcels.

However, there are multiple reasons due to which drones might not prove to a big success in India. Lack of trained manpower could lead to slow acceptability of the technology. Drones require exact locations to deliver products. The technology is likely to work in developed economies where houses/commercial premises are distinctly identifiable.



Ajay Khosla
India Cargo Award winner 2016 & DGM
Jaipur Golden Transport Co

The technology to lift or deliver goods by air exists but there are regulatory and technology related obstacles before we take off with drone delivery of goods. Flying packets in a city can be challenging, flying too high could interfere with aircraft airspace and too low can hinder with skyscrapers and trees. Drones can shut down midflight and cause injury to bystanders and property damages. Amazon is planning to make drone delivery a reality.

Google has said that they might start package delivery through drones in 2017. Last year Walmart also applied to US regulators for drone test permission. Domino's launched many trial runs in New Zealand and now wants to expand in Australia, Belgium, France, Japan and Germany. Moreover, DHL has already successfully tested drone-to-locker delivery system in Germany and sometime earlier China's e-Commerce giant Alibaba started trial runs in key cities of the country.

Today, the real issue is whether UAVs are going to create security hazards or benefit organisations and the society at large. An appropriate combination of regulations can trim-down the threats, they cannot eliminate them, there is always the risk that drone can land in the wrong hands.

Cargo steps into paperless processing



With the objective to save time, speed up clearance of the import/export documents and reduce transaction cost, the Ministry of Finance has stopped physical printouts of exchange control copy and EP copy of shipping bills from December 1, 2016.



KALPANA LOHUMI

The cargo industry and the government are both making efforts for the smooth transition to paperless cargo processing. The government has issued a note to eliminate the physical printouts for custom clearance with effect from December 1, 2016. This will help the importers and exporters to move towards electronic messaging and paper-free environment.

The Central Board of Excise and Customs (CBEC) issued a Circular No. 55/2016 - Customs, wherein importers and exporters will henceforth not be required to submit paper documents such as GAR 7 forms/TR 6 challans, Transshipment Permit (TP), shipping bill (Exchange Control copy and Export Promotion copy) & Bill of Entry (Exchange Control Copy) to banks/DGFT/customs ports etc.

CARGOTALK speaks to industry experts for reaction on the government decision of discontinuing physical printouts of exchange control copy and EP copy of shipping bills and talks to them about how this initiative will steer the way for the industry to move forward.

S.L. Sharma, Gallery of Legends, India Cargo Award winner 2016 and Chairman, SLS Skyways Group, says, "The government has taken up several initiatives for promoting and enhancing 'ease of doing business'. One of the ways to make cargo clearance easier is to reduce the use of paper and to introduce electronic messaging and paperless processing. This can be achieved by advancing automated clearance process, EDI messaging and digital signatures to make a paper-free environment and help in reducing transaction costs for which the trade has been fighting hard for a long time."

Echoing similar views, **Rahul Dogar**, Director - Strategy & Business Development, Holisol Logistics, says it is a good move and will significantly increase the speed of doing business and reduce the amount of paperwork that had a low value-addition.

Appreciating the move, **Rahat Sachdeva**, VP - International Logistics, Rahat Continental & India Cargo Award winner 2016, says, "It is a good sign to be heading from



S.L. Sharma
Gallery of Legends, India Cargo Award winner 2016 and Chairman, SLS Skyways Group



Rahul Dogar
Director - Strategy & Business Development
Holisol Logistics



Rahat Sachdeva
India Cargo Award winner 2016 and VP - International Logistics, Rahat Continental



Varun Goyal
Director
Aeroship Freight Solutions

“The trade will benefit greatly with the doing away of physical printouts of documents for customs clearance”

“Such actions will send a serious message towards improving the ease of doing business and increasing the speed of transactions”

“This is a good sign of heading from a much-complicated work culture to a technologically advanced system”

“Paperless bill of entry will restrict the entry of bogus trade and the confidence of foreign buyer will increase on the Indian exporter”

a much-complicated work culture to a technologically advanced system. We are going cashless; it is imperative to go paperless too. This will not only save the environment but a lot of manpower, postage and other miscellaneous costs which are now required to manage paperwork. In the long-term, our focus and energies can be used towards more constructive tasks which will benefit the overall trade. This move will be beneficial for every member in the supply chain.”

Emphasising the importance of transparency, **Varun Goyal**, Director, Aeroship Freight Solutions, stresses, "Paperless bill of entry or shipping bill will restrict the entry of bogus trade and the confidence of foreign buyer will increase on the Indian exporter in terms of trade transparency."

Around 95 per cent of importers pay duty through e-payment and these documents can be viewed on the ICEGATE (E-payment Gateway). Hence, the need for printouts of GAR 7 Forms /TR6 Challans is not required. Similarly, trans-shipment permit information is sent electronically to the carrier, the transporter undertaking the trans-shipment, the custodian of the gateway port and the ICES system at the destination ICD or port. With this, the requirement for submission

of manual printouts of TP copy has been done away with.

The ICES generates documents, such as the shipping bill and the bill of entry, electronically. The CBEC provides copies of the

not required. Similarly, with the operationalisation of the IDPMS (Import Data Processing and Monitoring System) banks are not required to obtain a physical copy of bill of entry from the importer as an evidence of import because

physical printouts of documents for customs clearance. It will help the importers and exporters to move towards electronic messaging and a paper free environment. The importer/exporter, henceforth will not be required to submit paper documents such as transshipment permit, shipping bill and bill of entry, this will also reduce transaction cost."

On the other hand, Dogar says this move reflects progressive thinking and such actions will definitely send a serious message towards improving the ease of doing business and increasing the speed of transactions. However, he says, "This is one important step, but there are many more initiatives that need to be taken to achieve the end objective of promoting exports from the country."

"There is lot to do to achieve paperless export/import procedure and even physical intervention with the government machineries should be restricted to keep the transparency in the system from flinging till assessment. All documents must be linked online to the respective other government agencies. Moreover, to go one step ahead with the other countries' customs authority, restrict the misdeclaration in terms of value to avoid government revenues of other countries as well," explains Goyal.



digitally-signed shipping bill to DGFT and the data of shipping bill is integrated with the EDPMS (Export Data Processing and Monitoring System) of RBI. Therefore, printing of the exchange control copy and export promotion copy of the shipping bill for manual submission by the exporter is

data can be transferred in a secure manner from the system of customs department to IDPMS.

Explaining how these initiatives are helping the industry to move in the right direction, Sharma notifies, "The trade will benefit greatly with the doing away of

Blue Dart aims for bull's eye in innovation

To ensure that it continues its growth pattern, Blue Dart Express is creating a new business unit, and investing in technology, infrastructure and automation, reveals **Anil Khanna**, Managing Director, Blue Dart Express.



HAZEL JAIN

How will Blue Dart address the huge growth that will take place in India's e-tail segment?

In the last three years we have grown in the CAGR of 103 per cent versus the market growth of 60 per cent. We have grown faster than the market. To ensure that we continue this growth pattern, we are taking a lot of initiatives. First of all, we are creating a new business unit. We are investing a lot into technology, infrastructure, and automation. We are the only express company with its own aviation. We had five 757s. We recently inducted a sixth 757, augmenting our capacity to 500 turns a night. All the flights are going full. In fact, during the Diwali peak time we had to fly during the day time too.

We have invested in hand-held scanners. So each and every delivery will have them. We are investing into a lot of facilities. We are expanding our reach very aggressively. In the first seven-eight months of this year we have added 1,000 pin codes. So from about 4,300 pin codes that we were servicing earlier, we now service 5,300. We know that demand will come more from tier II and III cities.

We are doing a lot of innovations. We were the first ones to put up our parcel locker in Gurugram a year ago. We are now evaluating how and where we can put up more such parcel lockers across the country. We are looking at e-bicycles and e-tricycles for environment-friendly deliveries for e-commerce shipments as well. I spoke about the hand-held devices, apart from the fact that these devices allow couriers to be in touch with the consumers,



Anil Khanna
Managing Director
Blue Dart Express Limited

also be able to talk to them and take alternate delivery instructions. The technology also allows the consumer to see our courier moving on their screen and also to know when their shipment is going to be delivered.

Reverse pick-up is one of the most important services in the e-tail industry. We are launching a product which will meet the requirements of e-tail customers. We are also tying up with Parcelshop as an alternate delivery option. We are also looking at several other alternate delivery options including tie up with Department of Post and how we can use their entire infrastructure. Our GPS facility allows the customers to know our couriers and track their parcels. We are doing Sunday and holiday deliveries. We have introduced mobile vans and looking at how to add to them. We are also offering slotted deliveries.

E-scooters are the next big thing. When can India see them?

We are looking at bringing e-scooters especially for cities like Delhi and Mumbai. They have just been launched in Germany and

“
To augment our capacity, we are putting up a new facility in Mumbai airport. The current facility was given to us about seven year ago and we have run out of capacity
”

they are currently in commercial production. It will make a lot of sense for us to bring e-scooters into India as early as possible, not only from a cost perspective but also from environment point of view. I will be speaking to the DHL team. However, right now they are unable to meet their own demand. But we will try and expedite it and see if it is possible to transfer their technology to one of the companies in India who can then manufacture for us here.

How soon do you plan to introduce drones in India?

We were the first company in India to apply to DGCA for allowing us to fly drones about one and a half years ago. They had said that they will come out with complete guidelines on usage of drones. But it looks unlikely that they will allow private players to use drones. Our application was based on using drones for remote areas for carrying life-saving drugs. So it was not only from a commercial angle but also from a humanitarian point of view. But it looks unlikely that they will give any permissions because of security concerns and very rightly so.

Can you share details about your new Mumbai and Delhi facilities?

To augment our capacity, we are putting up a new facility in Mumbai airport. The current facility was given to us about seven year ago and we have run out of capacity. We are investing about €44 million for this new facility which will allow us to not only improve efficiencies but also to carry higher tonnages and connect our shipments faster. We are also investing in a facility in Delhi. The current facility was given to us around seven years ago where we have run out of capacity. It has problem of vehicles docking. We are investing almost about €25 million in the new facility which will take away all the pain points we currently experience.

For Mumbai, everything has been finalised as far as agreements with MIAL or DIAL are concerned and facilities have been identified.

Aiming for the best

Initiatives taken:

- ◆ Recently inducted a sixth 757, augmenting capacity to 500 turns a night.
- ◆ From about 4,300 pin codes, they now service 5,300.

These will be big facilities so they will take at least a year to 15 months to come up. I expect the Mumbai and Delhi facilities to come up by 2017 end.

Will demonetisation affect the industry?

It already has had a big impact on the industry. In India, 70 per cent of the e-tail business is on COD. The moment demonetisation

was announced, companies like Amazon, PAYTM, etc announced a total freeze on COD shipments. Companies like Snapdeal brought down the limit to ₹2,000 and even ₹1,000. So it has definitely impacted the industry and in the first two-three days we have seen a huge impact. But I guess it is temporary. E-tailers are trying to switch their customers from COD to prepaid or other modes of payment.

Blue Dart is geared up for this challenge in terms of offering e-wallets on our hand-held devices with 13 e-wallets right now for our customers. We are also providing card-swiping facilities to customers. This will help us through the demonetisation period. These are also very convenient payment features for the customer. I expect there would be an impact till such times when other solutions can be worked out.

What is your take on GST?

It's a positive move as far as the logistics industry, specially express, is concerned. With all these toll nakas going, there will be a lot of cost saving, which we will pass on to the customers. Second is in terms of the business volume. Right now, the supply chains are structured because of the VAT.

Now, with all that VAT getting removed, it will be movement from one manufacturing site straight to the customer or maybe to three or four regional warehouses and then to the customer. So the movement from full truckloads essentially would become LTLs or direct to the customer. This would essentially be an express service helping the express companies. ↴

DHL Express opens new service centre

DHL Express has expanded its Gujarat operations with the launch of a new service centre in Vadodara. The 8,500 sq. ft. facility caters to Vadodara city and the surrounding areas of Savli, Halol, Waghodia, Por, and Padra covering a radius of approximately 45 km.

R.S. Subramanian, Senior Vice President & Country

Manager, DHL Express India, said, "For DHL, the state of Gujarat represents a huge growth opportunity. Our continuing investments in Ahmedabad, the recent facility in Surat and now this new service facility at Vadodara – are testimonies to its potential. Vadodara

is also strategically located to take advantage of the developing



golden quadrilateral highway network that will connect Chennai, Kolkata, Mumbai and Delhi."

The service center has been set up to focus purely on international shipments, and

will offer extended cut off times for the pick-up of documents and parcels, which will give customers more time to handover shipments, all within the committed transit time. It will offer real time checkpoint visibility of shipments and reduced transit time for inbound shipments with a same-day delivery commitment.



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FFFAI foresees transparency in business

S. Ramakrishna, Vice Chairman, Federation of Freight Forwarders Associations of India (FFFAI), shares his perception on the impact of demonetisation on custom brokerage and the freight forwarding industry.



CT BUREAU

With regard to the impact on Customs Brokerage and freight forwarding business, the FFFAI is foreseeing very positive results. Cash flow in any case with the custom brokers or freight

forwarders does not impact much except a very few cases. In our trade, majorly all charges, statutory or shipping line or airline charges, are paid by NIFT, RTGS,



cheque, etc. Various associations also worked out with the airlines and custodians by cheque payment as well.

There might be some impact but the same have



S. Ramakrishna
Vice Chairman, Federation of Freight Forwarders Associations of India (FFFAI)



There would be transparency and all transactions would be through banking channels only, which means lessening of direct and indirect tax issues



been mitigated with proactive co-operation of all concerned.

The long-term effect of the demonetisation drive would be very positive. There would be more transparency and all transactions would be through banking channels only, which means lessening of direct and indirect tax issues. Account books would be clear all the time.

More professionalism and transparency would lead to other partners have more trust and faith on our community, leading to cheque dealing rather than on-line transfers through banking channels.

The major issue has been the payment to unorganised sector. The government should give adequate facilities to have the payment through custodian for labour, packing, etc., within the port or ICDs and transporter should be encouraged to use petro cards for their vehicles which would reduce cash transactions. Similarly, universal toll cards should be mandated which will further reduce the cash transactions. GST will also do away with interstate tax.

We hope that in post-demonetisation policy framework FFFAI's viewpoint would be heard seriously for the interest of Exim trade as well as the country's economy.



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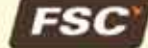
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Unifying the trucking sector

City Link is a defined marketplace for in-city trucking which connects users to the nearest available trucks. **R. Jayakumar**, Chairman, City Link, and **Puneet Prakash**, Founder & Director, City Link, shares what inspired them to start this initiative.



CT BUREAU

What was the inspiration behind this platform?

R. Jayakumar: The in-city trucking space is highly fragmented

with vehicle ownership not averaging more than 1- 1.5 vehicles. We saw this as a big challenge on the contractual side. On the on-demand side we saw the hegemony of the trucking stands, fixed rate



(L-R): R. Jayakumar and Puneet Prakash

operations devoid of any rationale which badly needed reform akin to the new agetaxis. The idea

is to bring the demand and supply onto a common platform which shall lead to, for the consumer, transparency in engagement, reliability in services, rationalised pricing and higher returns for the vehicle owner. All kinds of transactions are enabled through the marketplace — B2B, B2C and C2C using our website/mobile App/call center.

Transaction engagements are of two types: contractual and on-demand. Presently our services are being provided in the three southern cities of Bengaluru, Chennai and Hyderabad and we plan to expand this to 12 cities by 2020.

What kinds of problems do you want to address?

- Puneet Prakash:**
- ♦ Manual dependency in transactions
 - ♦ Asset use optimisation
 - ♦ Fragmented supply
 - ♦ Efficiency, reliability and control
 - ♦ Transparency

What is your company's USP?

R. Jayakumar: Coming from a rich logistics background, we offer a unique blend of domain essentials and tech-backed convenience. The customer can reach us through multi-modes, and pay by cash/ credit/cashless means. We in turn complete the entire transaction on our platform with the customer being in real-time control, ensuring a smooth experience.

Who are your target customers?

Puneet Prakash: Anybody and everybody who moves cargo using trucks within city is our customer. Hence the portfolio is diverse: large enterprises, SMEs, traders and individuals. More than 95 per cent of our revenue source today is B2B i.e. the SMEs, traders and institutions. Though comparatively smaller, the individual segment is witnessing good week-on-week growth.

We clock more than 400 transactions per day and want to take this number to 2500-3000 transactions by 2020.

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Trivia

- ♦ CityLink provides services in Bengaluru, Chennai and Hyderabad and plans to expand this to 12 cities by 2020
- ♦ 95 per cent of the revenue source for CityLink is B2B

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AISATS keen to go local in new markets

The global economy depends upon the ability to deliver high-quality products to consumers worldwide and the air cargo industry contributes to the global economic development. **Mike Chew**, India Cargo Award winner 2016 & CEO, Air India SATS, talks about challenges and methods to develop this industry.



CT BUREAU

What is the role of ground handlers in boosting air cargo operations?

When air cargo has a crucial role to play in growth of the country, it is imperative to develop necessary infrastructure supported by various government initiatives. Across the globe, ground handling agencies are contributing to the government's ambitious vision of air cargo growth by investing in development of on-airport cargo terminals, Air Freight Stations, off-airport common user facilities to handle air cargo, dedicated on-airport integrated perishable cargo handling centers and further integrating technology to create the best organisation network.

For example, use of technologically advanced equipment such as ASRS (Automated Storage and Retrieval System) and VNA (Very Narrow Aisle) allows efficient use of the space and easy cargo movement in the air freight terminal and use of information technology such as e-freight, an initiative to adopt paperless procedures for air cargo transports, facilitates faster cargo

shipment processing and online shipment tracking. Air cargo is also critical in flying temperature-sensitive pharmaceuticals in the

“
Insufficient capacity planning for air cargo while developing airports is a major challenge to adequately handle the increasing cargo volumes
”

best conditions, using innovative technologies and procedures.

As much as adoption of technology is important, equally important is the maintenance of the cargo throughout its movement from the entrance to the cargo terminal till its uploading on to the aircraft. For example, cargo security is ensured by having various security systems in place and which are once certified by governing bodies like TAPA (Transport Asset Protection Association) and GDP (Good Distribution Practices) further accentuate the credibility of the processes.

Furthermore, careful transport and storage of perishables has become an essential part of offering an un-broken supply chain to the stakeholders. Government of Karnataka realised the importance of having well-developed infrastructure for exporters of perishable commodities from the state and has supported Air India SATS Airport Services in establishing AISATS Coolport.

The ground handler with these positive developments will continue to contribute in developing sustainable ecosystem models in the growing environment of infrastructure and technology to deliver seamless services to the customer.

What services are you offering to freight agents and airlines to make their shipments easy?

AISATS Cargo has always been passionate about being

an e-freight compliant entity. In a bid to foster better communication and effective dissemination of information to trade partners, AISATS has launched the Airport Cargo Community portal (ACS-Airport Community System). The ACS act as a platform for e-freight and is compliant with IATA's e-freight guidelines and global industry requirements. E-freight offers the following features and facilities to its trade partners:

- ◆ **E-Customs:** Trade members can generate shipping bills, bill of entry through the online portal and file the

and entry into the Cargo Terminal

- iii. Freight Forwarders can send the Carting Order (CO) request of a particular air waybill to airlines
- iv. Using ACS, an airline user will be able to view the CO request and approve the same
- v. User can pay handling charges online

How do you see the air cargo market evolving and what are the key challenges?

The air cargo market has seen remarkable growth by contributing to about 35 per cent of the total world trade by value, according to

for air cargo while developing airports is a major challenge to adequately handle the increasing cargo volumes and needs careful consideration. Also for faster movement of express cargo and perishable cargo there's a need to develop integrated special handling facilities, with in house special services like 24x7 custom clearances, availability of drug controller testing lab etc. Apart from special handling facilities, there is a need to integrate the airport infrastructure with air cargo facilities to handle increased air cargo volumes.



same with ICEGATE. Along with EDI, trade members also have an option to generate documentation like checklists, and annexes.

- ◆ **E-booking:** Trade members can send electronic booking requests to multiple airlines from ACS, thus avoiding usage of multiple airline websites or frequent telephone calls for booking.

- ◆ **E-AWB:** Trade members can send airway bill information to multiple airlines using the ACS hence eliminating printing of the air waybill by trade members following the E-AWB processes.

- ◆ Other value added features which are beneficial to our customers are:

- i. Users can register MAWB & SBs
- ii. Update vehicle & driver details in ACS portal for swift check

IATA. Out of this, the demand of Indian air freight market is expected to reach level of 2.8 million ton by 2018.

Noteworthy developments in the Indian aviation sector have directly impacted the air cargo sector. Substantial policy reforms and initiatives like 'Make In India', 'Open Sky Policy', replacement of 5/20 rule with 0/20 rule, Regional Connectivity Scheme (RCS), UDAN (Udey Desh ka Aam Nagrik), relaxation of the FDI norms and the emerging e-commerce market are all set to help the growth of air cargo market.

Despite positive developments, the industry faces several challenges such as relatively low priority in planning, allocation of space, budget, and human resources while developing cargo facilities at Indian airports. Insufficient capacity planning

AISATS trivia

- ◆ The AISATS air freight terminal in Bengaluru is TAPA FSR-2014 Class A certified.
- ◆ Completion of AISATS COOLPORT holds the merit of being India's first integrated on-airport perishable cargo handling center.

What are AISATS' expansion plans?

AISATS' ambitions are not limited to the airports that it is currently operating at and would continue to explore opportunities to replicate the experience at other airports as well.

We are keen on expanding our local footprint in new and emerging markets. The company will endeavour to implement innovations in the airline industry, to further enhance services.



Mike Chew
India Cargo Award winner 2016 & CEO, AISATS

Warm Wishes For The Most Joyful Holiday Season

We hope the faith and the union, which are our strong points, endure over the time and allow us to keep achieving our goals.

During this year, we have received a lot from you and we want to take a chance on this so special day to give you the respective thanks for your preference and trust.

Merry Christmas and A Venturous New Year!

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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

Dated: 27/12/2016; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Sept)	% Share	HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Sept)	% Share
01.	Live animals	46,627.38	0.0272	13,330.92	0.0152	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	791,343.04	0.4611	404,367.92	0.4604
02.	Meat and edible meat offal	2,760,392.10	1.6083	1,282,392.76	1.4601	29.	Organic chemicals	7,532,518.01	4.3886	3,714,801.08	4.2294
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	2,937,891.53	1.7117	1,761,253.95	2.0053	30.	Pharmaceutical products	8,448,121.15	4.9221	4,324,136.93	4.9232
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	214,578.69	0.1250	89,637.92	0.1021	31.	Fertilisers	67,336.73	0.0392	17,033.30	0.0194
05.	Products of animal origin, not elsewhere specified or included	60,251.44	0.0351	25,160.82	0.0286	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,616,513.81	0.9418	864,516.84	0.9843
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	48,341.34	0.0282	28,056.06	0.0319	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	973,263.76	0.5670	511,906.48	0.5828
07.	Edible vegetables and certain roots and tubers	826,752.91	0.4817	385,565.33	0.4390	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	316,335.54	0.1843	169,744.07	0.1933
08.	Edible fruit and nuts; peel or citrus fruit or melons	1,040,375.82	0.6061	467,566.03	0.5323	35.	Albuminoidal substances; modified starches; glues; enzymes	163,326.46	0.0952	79,200.00	0.0902
09.	Coffee, tea, mate and spices	1,932,655.68	1.1260	1,052,337.41	1.1981	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	53,701.95	0.0313	36,187.65	0.0412
10.	Cereals	4,096,626.34	2.3868	2,048,143.31	2.3319	37.	Photographic or cinematographic goods	9,820.22	0.0057	5,461.67	0.0062
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	195,504.34	0.1139	77,275.21	0.0880	38.	Miscellaneous chemical products	2,008,316.50	1.1701	989,221.71	1.1263
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,096,777.74	0.6390	510,646.46	0.5814	39.	Plastic and articles thereof	3,433,855.62	2.0006	1,736,486.42	1.9771
13.	Lac; gums, resins and other vegetable saps and extracts	567,190.49	0.3305	245,024.73	0.2790	40.	Rubber and articles thereof	1,550,116.87	0.9031	787,924.80	0.8971
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	43,426.09	0.0253	18,772.26	0.0214	41.	Raw hides and skins (other than furskins) and leather	685,278.56	0.3993	303,233.56	0.3452
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	574,181.47	0.3345	273,047.59	0.3109	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	1,561,828.54	0.9100	803,581.08	0.9149
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	138,744.77	0.0808	99,372.18	0.1131	43.	Furskins and artificial fur, manufactures thereof	3,330.14	0.0019	4,667.49	0.0053
17.	Sugars and sugar confectionery	1,160,777.59	0.6763	492,746.07	0.5610	44.	Wood and articles of wood; wood charcoal	291,193.67	0.1697	133,457.39	0.1519
18.	Cocoa and cocoa preparations	126,760.66	0.0739	59,124.46	0.0673	45.	Cork and articles of cork	1,306.41	0.0008	776.93	0.0009
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	331,359.18	0.1931	174,579.35	0.1988	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	4,935.53	0.0029	3,087.93	0.0035
20.	Preparations of vegetables, fruit, nuts or other parts of plants	320,094.91	0.1865	151,887.96	0.1729	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	7,393.02	0.0043	4,359.23	0.0050
21.	Miscellaneous edible preparations	372,659.29	0.2171	201,618.83	0.2296	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	749,373.60	0.4366	422,189.71	0.4807
22.	Beverages, spirits and vinegar	209,761.27	0.1222	100,827.92	0.1148	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	189,801.12	0.1106	100,934.24	0.1149
23.	Residues and waste from the food industries; prepared animal fodder	523,662.31	0.3051	220,782.29	0.2514	50.	Silk	68,142.48	0.0397	31,109.68	0.0354
24.	Tobacco and manufactured tobacco substitutes	645,235.85	0.3759	313,794.74	0.3573						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,213,031.81	0.7067	607,345.70	0.6915						
26.	Ores, slag and ash	452,382.88	0.2636	393,214.53	0.4477						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	20,388,514.49	11.8788	9,803,461.30	11.1616						

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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

Dated: 27/12/2016; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Sept)	% Share	HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Sept)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	116,601.36	0.0679	52,930.47	0.0603	78.	Lead and articles thereof	118,831.45	0.0692	41,557.59	0.0473
52.	Cotton	4,798,343.67	2.7956	1,737,389.04	1.9781	79.	Zinc and articles thereof	343,456.71	0.2001	83,753.90	0.0954
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	252,973.61	0.1474	127,674.10	0.1454	80.	Tin and articles thereof	38,298.40	0.0223	2,638.05	0.0030
54.	Man-made filaments	1,345,961.94	0.7842	672,178.60	0.7653	81.	Other base metals; cements; articles thereof	27,742.63	0.0162	13,416.55	0.0153
55.	Man-made staple fibres	1,362,462.26	0.7938	687,294.44	0.7825	82.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	493,019.43	0.2872	255,924.24	0.2914
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	333,849.66	0.1945	111,166.57	0.1266	83.	Miscellaneous articles of base metal	329,684.52	0.1921	173,734.69	0.1978
57.	Carpets and other textile floor coverings	1,129,810.21	0.6583	571,188.65	0.6503	84.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	8,673,139.92	5.0532	4,529,992.34	5.1576
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	230,250.64	0.1341	128,851.97	0.1467	85.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	5,241,161.17	3.0536	2,691,444.36	3.0643
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	132,381.14	0.0771	69,374.48	0.0790	86.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	72,362.81	0.0422	52,633.75	0.0599
60.	Knitted or crocheted fabrics	158,419.90	0.0923	86,408.50	0.0984	87.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	9,403,953.01	5.4790	4,920,263.73	5.6019
61.	Articles of apparel and clothing accessories, knitted or crocheted	5,015,336.86	2.9220	2,704,193.80	3.0788	88.	Aircraft, spacecraft, and parts thereof	2,420,472.33	1.4102	972,788.66	1.1076
62.	Articles of apparel and clothing accessories, not knitted or crocheted	6,102,945.07	3.5557	2,959,083.59	3.3690	89.	Ships, boats and floating structures	2,002,775.71	1.1669	1,443,787.95	1.6438
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	3,001,554.21	1.7488	1,564,170.71	1.7809	90.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,563,693.21	0.9110	870,250.40	0.9908
64.	Footwear, gaiters and the like; parts of such articles	1,793,223.40	1.0448	951,596.56	1.0834	91.	Clocks and watches and parts thereof	63,779.86	0.0372	30,526.43	0.0348
65.	Headgear and parts thereof	24,958.55	0.0145	12,110.06	0.0138	92.	Musical instruments; parts and accessories of such articles	9,574.20	0.0056	5,030.51	0.0057
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	15,296.65	0.0089	774.29	0.0009	93.	Arms and ammunition; parts and accessories thereof	80,644.70	0.0470	25,139.45	0.0286
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	164,477.75	0.0958	80,775.07	0.0920	94.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	828,744.77	0.4828	423,190.59	0.4818
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	872,491.59	0.5083	466,299.92	0.5309	95.	Toys, games and sports requisites; parts and accessories thereof.	189,384.38	0.1103	109,042.58	0.1241
69.	Ceramic products	598,230.80	0.3485	364,124.63	0.4146	96.	Miscellaneous manufactured articles	359,745.30	0.2096	189,886.88	0.2162
70.	Glass and glassware	459,398.60	0.2677	227,920.19	0.2595	97.	Works of art collectors' pieces and antiques	108,842.04	0.0634	178,282.77	0.2030
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	25,917,780.46	15.1003	14,854,281.32	16.9122	98.	Project goods; some special uses	46,720.59	0.0272	44,288.99	0.0504
72.	Iron and steel	3,583,023.21	2.0875	2,199,861.04	2.5046	99.	Miscellaneous goods	1,285,031.15	0.7487	228,129.67	0.2597
73.	Articles of iron or steel	4,025,163.87	2.3451	1,880,401.62	2.1409		India's total export	171,637,804.58		87,831,810.90	
74.	Copper and articles thereof	1,617,412.07	0.9423	734,185.75	0.8359						
75.	Nickel and articles thereof	320,732.85	0.1869	41,886.36	0.0477						
76.	Aluminium and articles thereof	1,711,954.45	0.9974	914,632.48	1.0413						

Source: Ministry of Commerce, Government of India



Wish you a very Happy New Year 2017



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Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to September		
		Sept 2016	Sept 2015	%Change	2016-17	2015-16	%Change
(A) 18 INTERNATIONAL AIRPORTS							
1	Chennai	7782	6707	16.0	44635	42252	5.67
2	Kolkata	8509	7706	10.4	49500	45959	7.7
3	Ahmedabad	3974	3783	5.0	22295	22963	-2.9
4	Goa	234	292	-19.9	1458	1808	-19.4
5	Trivandrum	70	69	1.4	802	404	98.5
6	Lucknow	164	258	-36.4	1077	1373	-21.6
7	Jaipur	1255	407	208.4	6931	2126	226.0
8	Guwahati	1624	1452	11.8	8264	7731	6.9
9	Srinagar	264	341	-22.6	2453	2426	1.1
10	Calicut	34	33	3.0	201	224	-10.3
11	Bhubaneswar	651	590	10.3	3833	3327	15.2
12	Coimbatore	960	599	60.3	4122	3398	21.3
13	Mangalore	47	38	23.7	225	162	38.9
14	Varanasi	73	57	28.1	565	362	56.1
15	Trichy	2	0	-	9	0	-
16	Amritsar	23	10	130.0	117	87	34.5
17	Port Blair	267	293	-8.9	2111	1702	24.0
18	Imphal	275	561	-51.0	2039	2242	-9.1
	Total	26208	23196	13.0	150637	138546	8.7
(B) 6 JV INTERNATIONAL AIRPORTS							
19	Delhi (DIAL)	25601	24512	4.4	145511	145125	0.3
20	Mumbai (MIAL)	19006	16540	14.9	112356	103199	8.9
21	Bangalore (BIAL)	10439	9535	9.5	61494	57790	6.4
22	Hyderabad (GHIAL)	4484	4222	6.2	25535	25200	1.3
23	Cochin (CIAL)	1354	997	35.8	7340	5998	22.4
24	Nagpur (MIPL)	532	300	77.3	3274	2974	10.1
	Total	61416	56106	9.5	355510	340286	4.5
(C) 7 CUSTOM AIRPORTS							
25	Chandigarh	477	402	18.7	3269	2508	30.3
26	Pune	3161	2614	20.9	17186	14708	16.8
27	Visakhapatnam	373	140	166.4	2425	638	280.1

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to September		
		Sept 2016	Sept 2015	%Change	2016-17	2015-16	%Change
28	Patna	521	257	102.7	2899	2218	30.7
29	Bagdogra	408	324	25.9	2046	1571	30.2
30	Madurai	95	73	30.1	396	422	-6.2
31	Aurangabad	127	119	6.7	809	647	25.0
	Total	5162	3929	31.4	29030	22712	27.8
(D) 24 DOMESTIC AIRPORTS							
32	Indore	380	580	-34.5	3688	3295	11.9
33	Raipur	401	372	7.8	2197	2195	0.1
34	Jammu	162	160	1.3	1032	877	17.7
35	Vadodara	334	112	198.2	1605	966	66.1
36	Agartala	704	437	61.1	3155	2668	18.3
37	Ranchi	406	351	15.7	2127	1957	8.7
38	Udaipur	3	5	-40.0	9	25	-64.0
39	Bhopal	67	100	-33.0	454	594	-23.6
40	Dehradun	30	8	275.0	134	60	123.3
41	Rajkot	16	10	60.0	114	79	44.3
42	Leh	115	74	55.4	866	660	31.2
43	Dibrugarh	39	16	143.8	273	163	67.5
44	Jodhpur	1	1	0.0	5	8	-37.5
45	Rajahmundry	0	1	-100.0	0	2	-100.0
46	Silchar	32	44	-27.3	144	189	-23.8
47	Juhu	29	30	-3.3	201	185	8.6
48	Jabalpur	4	0	100.0	7	0	100.0
49	Bhuj	2	2	0.0	14	12	16.7
50	Dimapur	41	9	355.6	118	128	-7.8
51	Tuticorin	4	8	-50.0	18	27	-33.3
52	Jamnagar	8	12	-33.3	22	31	-29.0
53	Jorhat	5	1	400.0	39	4	875.0
54	Bhavnagar	0	0	-	0	1	-100.0
55	Agatti	0	1	-100.0	0	2	-100.0
	Total	2783	2334	19.2	16222	14128	14.8
(E) 1 ST.GOV. / PVT AIRPORTS							
56	Lengpui(AIZWAL)	104	22	372.7	398	133	199.2
	Total	104	22	372.7	398	133	199.2
	Grand Total (A+B+C+D+E)	95673	85587	11.8	551797	515805	7.0

Traffic Statistics

International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to August		
		AUGUST 2016	AUGUST 2015	%Change	2016-17	2015-16	%Change
(A) 15 INTERNATIONAL AIRPORTS							
1	Chennai	22208	19527	13.7	134495	116292	15.7
2	Kolkata*	4938	4519	9.3	27490	25179	9.2
3	Ahmedabad	2149	1843	16.6	13965	11253	24.1
4	Goa	113	128	-11.7	625	618	1.1
5	Trivandrum	2486	3397	-26.8	14143	17455	-19.0
6	Lucknow	201	192	4.7	1452	1301	11.6
7	Jaipur	201	76	164.5	1289	482	167.4
8	Guwahati	0	0	-	2	3	-33.3
9	Srinagar	0	2	-100.0	0	2	-100.0
10	Calicut	1119	1093	2.4	6303	7674	-17.9
11	Coimbatore	91	84	8.3	582	545	6.8
12	Mangalore	84	31	171.0	383	351	9.1
13	Varanasi	0	0	-	0	2	-100.0
14	Trichy	600	626	-4.2	3418	3576	-4.4
15	Amritsar	51	78	-34.6	435	345	26.1
	Total	34241	31596	8.4	204582	185078	10.5

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to August		
		AUGUST 2016	AUGUST 2015	%Change	2016-17	2015-16	%Change
(B) 6 JV INTERNATIONAL AIRPORTS							
16	Delhi (DIAL)	45353	39939	13.6	273929	249253	9.9
17	Mumbai (MIAL)	42026	40683	3.3	254846	247724	2.9
18	Bengaluru (BIAL)	15405	13960	10.4	98619	86739	13.7
19	Hyderabad (GHIAL)	5730	4969	15.3	32432	30129	7.6
20	Cochin (CIAL)	5815	5576	4.3	35417	33070	7.1
21	Nagpur (MIPL)	33	25	32.0	165	201	-17.9
	Total	114362	105152	8.8	695408	647116	7.5
(C) 2 CUSTOM AIRPORTS							
22	Visakhapatnam	0	0	-	0	15	-100.0
23	Madurai	2	5	-60.0	2	19	-89.5
	Total	2	5	-60.0	2	34	-94.1
(D) 1 DOMESTIC AIRPORTS							
24	Ranchi	53	88	-39.8	124	88	40.9
	Total	53	88	-39.8	124	88	40.9
	GRAND TOTAL (A+B+C+D)	148658	136841	8.6	900116	832316	8.1

DTDC opens new gateway in Bangladesh

DTDC strengthens its presence on the global map in collaboration with Galaxy Express. With this, DTDC will introduce international standards of delivery service in the region.



CT BUREAU

DTDC Express launched its operations in Bangladesh in collaboration with Galaxy Express. Bangladesh will reportedly record 72 per cent growth a year in e-commerce transactions in the coming days. To meet the growing demand of the country's e-commerce trade, DTDC will also look at bringing its eCommerce Expertise such as e-Portal, e-Parcel, e-fulfilment and cross border e-commerce business to Bangladesh.

Subhasish Chakraborty, India Cargo Award winner 2016 & CMD, DTDC said, "Over the years, we've invested significantly to bolster our network and services in around the

Ahmed Yusuf Walid, Managing Director, Galaxy Express, said, "International trade via imports and exports are the lifeline to develop the economy of Bangladesh which is registering a continuous healthy

growth. We at Galaxy Express are proud to associate with DTDC to facilitate trade for local businesses via DTDC's international network that connects to over 10,000 locations across the globe."



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Trivia:

- ◆ DTDC has a direct presence in 20 countries
- ◆ With its strategic partnership with DPD Group, the company has expanded its business network in over 220 countries

globe. Our collaboration with Galaxy Express is the most recent in a series of global network addition, and a strategic step to expand our presence in Indian subcontinent."

New Pune airport to serve as cargo hub

The new Pune airport, which is coming up at Purandar, will serve as a cargo hub for the state. **Vishwas M Patil**, Vice Chairman and Managing Director, Maharashtra Airport Development Company (MADC), said, "The plan for the new airport included setting up of a separate section meant for full-fledged cargo movements. Though the detailed project report (DPR) is still to be made, we have plans to make the new Pune airport a cargo hub of the state. There are many farmers in areas like Satara, who, apart from other crops, cultivate fruits like grapes and pomegranate. With the new airport and the state-of-the-art cargo, their crops can be easily transported to other states."

The airport will relate to six different routes including National Highways 4 and 17.

Cochin can be hub for transshipment cargo

The freight forwarding and logistics industry is passing through a turbulence. The Federation of Freight Forwarders Association of India (FFFAI) is working hard to ensure support to its members through various initiatives, the FFFAI Biennial Convention is one of them, shares **Samir J Shah**, Chairman, FFFAI



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How is FFFAI bridging the gap between industry stakeholders and the government for more growth?

We are undertaking many contact programs amongst all stakeholders to enhance general awareness on actual requirements and proper compliance. We are also undertaking training programs for our members and their staff to improve their domain knowledge and thereby a proper application of the knowledge can be acquired.

We are in the service sector and we are directly depended on the volume handled by our clients. Since the volumes of export is down, the amount of work undertaken by us has come down. We work on fixed cost and very thin margins. This has resulted in directly affecting our members.

How crucial is freight forwarders' role in setting the export target?

We at FFFAI are addressing 'speed of doing business' since 'ease of doing business' would be better tackled by the regulatory authorities. Reduction of dual time is very important for all stakeholders. The step to be taken by all has a common agenda with a clear understanding that we are



Samir J Shah
Chairman
FFFAI

working for national interest and not individual benefit.

If government can initiate and facilitate a dialogue with a complete holistic approach, we will achieve much more than what we have set out to achieve. The role of the government should be to facilitate such actions. And, FFFAI is committed to support our export community through our expertise as service providers pertaining to clearances of shipments, transportation and other logistics services.

Would you like to talk about the milestones you have achieved during your tenure?

FFFAI has been included in the constituted National Committee on Trade Facilitation (NCTF),

“
Custom's 'Single Window Clearance' and 'paperless' initiatives are welcome movements and they show that the government is prepared to walk the talk
”



which was recently constituted by the Government of India, under the Chairmanship of the Cabinet Secretary. NCTF was formed as per the WTO Trade Facilitation guidelines.

We are also constantly interacting with Ministry of Commerce; Shipping, Road Transport & Highways; Civil Aviation; Micro, Small & Medium Enterprises; Skill development; CBEC, to name a few for making logistics a powerful profession. We are moving towards very positive directions. FFFAI's constant initiatives were to

strengthen paperless transactions. Custom's 'Single Window Clearance' and 'paperless' initiatives are welcome movements and they show that the government is prepared to walk the talk.

It is necessary that issues like RMS, Ex-bond, etc., i.e. manual out of charge should be replaced by system out of charge. Customs has informed us about the various new initiatives they are taking to become paperless. The processing procedures have not changed at the front end. Receiving the paper from the department should be done away with. It is important that the process is revamped to achieve true facilitation.

Where do you see the need for adoption of technology in the system?

Digital operations and cashless transactions will be the future model. On the other hand, increasing compliances and safety and security issues will be making the freight forwarding and logistics business very sensitive. Without robust technology and proper skill and domain knowledge it would be difficult to grow in this sector.

More than the need for new workforces, it is necessary that the existing workforce becomes more capable, knowledgeable and

domain driven. All those who will not be able to adapt the same would be rendered for the logistics sector. It is, however, to be understood that many new Exim facilities are going to come up in the country. These would require new people since the industry segment would be established over in those occasions for the first time. The number would depend from clearly on the size and the scale of the new facility being credited.

Why have you chosen Kochi for the 23rd FFFAI biennial convention?

Kochi has been selected to highlight the tremendous importance of this strategic location and India's southern region. Cochin can be further strengthened as a gateway point for transshipment cargo in the region.

What are your expectations from the convention?

At this convention, there will be a significant number of overseas delegates from Malaysia, Sri Lanka, Bangladesh, Singapore, the UAE, etc. There will be a specific focus on international market trends, economic developments in India and fast-changing policies and compliances. Domain experts will discuss topics both from India and other countries. ↘

Tidal changes in the offing for 3PL

Rubal Jain, DDP Trailblazer, India Cargo Award winner 2016 and Managing Director, Safexpress, talks about the prospects ahead for logistics in an interview with CARGOTALK.



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What are the trends and opportunities that you see in the 3PL segment?

3PL includes both the warehousing as well as the transportation segment and both are interestingly poised. Warehousing will see a huge change when it comes to its set-up once GST comes in. The small, state-wise and regional warehouses are going to get consolidated into either central or larger warehouse which means more state-of-the-art facilities, more cargo management and handling capabilities and probably more automation. It should be an interesting time for the warehousing sector. And for

transportation, at least for an express cargo company, it is going to be an absolute game changer because the ability to move cargo

“
Among all the four modes of transportation, road has a huge range. As state checkpoints move away and highways get better, road transportation in India will become smoother
”

across the country is extremely complicated. Among all the four modes of transportation,



Rubal Jain
DDP Trailblazer, India Cargo Award winner 2016
and Managing Director, Safexpress

road has a huge range. One can do Delhi to Chennai in 15 days or the same in 60 hours. So, it totally depends on how one looks at it. As state checkpoints move away and highways get better, road transportation in India is going to become smoother.

Is road the most beneficial mode post GST?

Yes, very heavily and warehouses, of course. Air is going to get hit a little bit because more material can be moved efficiently through road. Currently the customer only has a choice of next day or three/two weeks. Then he will have the choice of two/three/four or five days and this will be possible because of GST.

Which is the most important requirement for the industry?

We are still not considered as an industry as it is almost impossible to compare different companies within the country because there is no norm, due to which there is a possibility of negative reaction.

At the end, this is the backbone of the economy we need to look at it positively because everything we eat or wear comes at your doorstep on a truck.

Firstly, as an industry, we need to figure out what is it we can contribute that can help the country's economy grow together without harming the other aspects. ↘

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Implementation will decide effectiveness

GST is expected to impact a wide range of industries of which logistics and transport will be the most affected sectors. **Piyush Kumar Singh**, CEO, Indus B2B Solutions, shares his vision on how GST Bill will impact the logistics industry.

Parliament has passed the GST Bill. Industry experts are of the view that the new law would help in the overall growth of the economy and softening of prices. According to some estimates, the new tax law could result in a 2 per cent growth in GDP. India has already been hailed as a 'bright spot in world economy' with 7.9 per cent GDP growth, piping China. Adding the GST increase to the kitty will get the GDP figures soaring.

The logistics and transportation industry is worth more than \$130 billion. It is an important cog in the entire infrastructure superstructure. For India's economy to gallop, a leaner and more efficient logistics industry would be paramount and the GST could facilitate smoother and better transport.

It will replace the age-old cumbersome and inefficient transport system that was built around individual state taxation system. Logistics should ideally

add 8 per cent additional trucks on the highway.

However, the moot question remains, is your business software ready for GST? Currently, the industry is largely unorganised and scattered because of the

and forms along with them. The new law will replace various taxes that the Centre and State governments charge separately. This would translate into increased uptime for trucks, reduced idle hours, quicker turnaround time and more optimised warehousing structure.

Key hubs would emerge with single GST across the country. Consequently, manufacturers can have a hub rather than a separate warehouse for each state

tax structures at the state level. The present inter-state system of transport taxation has compelled organisations to put up warehouses in every state, thus making the supply chain longer than it needs to and therefore to a large extent inefficient. Given the complex structure, the transport industry ends up spending almost 50-60 per cent of its time and resources on tax compliance, together with trucks queuing up at interstate check

According to a report by the Ministry of Road Transport and Highways, a truck typically spends nearly 16 per cent of the time at check posts. A truck in India covers an average annual distance of only 85,000 km as compared to 150,000 to 200,000 km in advanced countries.

The GST would eliminate delays and long queues that are often seen at checkpoints on state borders. There would also be



states as they have the logistics and infrastructure, thus escape paying tax on interstate movement. But, owing to lack of infrastructure, SMEs and start-ups are unable to do that and get goods through inter-state sales (instead of stock transfers) and end up paying central sales tax on them. In this respect, GST brings SMEs and start-ups at par with big corporates by taxing stock transfers as well.

GST for start-ups and SMEs: boon or bane?

Today, logistics includes transportation and warehousing, along with distribution and optimisation. The GST tax will be operational on transportation and full credit will be provided on interstate transactions. This is expected to lead to concentrated mega logistic chains that are optimal and efficient. This will eventually lead to centralisation which will make the process of claiming and utilising credits easier. In addition,

tax compliance issues will get resolved. Moreover, under the GST regime, regional warehouse hubs will emerge.

Unlike the existing tax regime, a manufacturer would not need a warehouse in each state, leading to centralisation of resources. Key hubs would emerge because of a single GST across the country. Consequently, manufacturers can have a hub, for example, in Delhi which can serve the entire north region, rather than having a separate warehouse for each state. Therefore, the whole logistics chain becomes more focused, leaner, concentrated and smarter. The GST could lead to major consolidation in this segment.

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



make core operations more efficient, but it finds itself caught in the complex of compliance and regulation. With a single GST, checking and tracking of sales tax at inter-state barriers would not be necessary. According to a recent survey, if the waiting time of trucks is reduced by 50 per cent, it would

points for tracking and inspection of inter-state sales tax.

Currently, state governments maintain several forms for recording the movement of goods in and out of their jurisdiction. Present processes also necessitate the transporter to carry the hard copies of the invoice

simplification of the documentation process that is needed for transporting goods across India. These are significant objectives given the high average waiting time along with the stoppages for trucks transporting goods. Under the existing regime, big corporates 'stock transfer' goods to other

“If the waiting time of trucks is reduced by 50 per cent, it would add eight per cent additional trucks on the highway”



Piyush Kumar Singh
CEO
Indus B2B Solutions

Maersk Line forays into perishables shipment

Maersk Line has processed its first-ever shipment of Kinnows from Sonapat in Haryana to Novorossiysk in Russia. This opens-up a niche cargo category of shipping non-frozen goods (fruits) using reefers and ex-inland acceptance points. At present,

exporters have been moving this type of commodity directly to the ports. Through Maersk Line's reefer services, the transportation time between the point of origin and the port will be reduced considerably,



facilitating a one-stop solution closer to the place of origin of cargo. A big boon to the community dealing with this sensitive cargo.

“This is a first-of-its-kind niche shipment of highly sensitive non-frozen goods via reefers. This

is a testament to our tenacity to push the limits, leveraging on our expertise of enabling trade, creating a global marketplace and contributing to the Indian economy,” said **Franck Dedenis**, Managing Director, Maersk Line (India, Sri Lanka and Bangladesh).

Wheeling in the sky with Emirates

Emirates SkyCargo has launched Emirates SkyWheels Premium and Emirates SkyWheels Advanced for high-value automobiles.



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Through its latest offering, the airline will provide customers a complete transportation solution for vehicles such as classic, luxury, and sports cars, across its network.

The customisable premium product package covers door-to-door transportation of the vehicle from select origins and destinations. It includes collection of the vehicle from its home and delivery overseas, in addition to export and import customs clearance processes for the vehicle at both

appearance for display in private collections, museums or competition events. This, combined with the high value and uniqueness of the cars, meant that the Emirates SkyCargo team had to ensure that the vehicles were transported with the utmost

of care, safety, and security. Some of the other cars transported by Emirates SkyCargo for Gulf Concours included a 1955 Ferrari 250 GT Competizione Berlinetta Sport Speciale and a rare 1965 Ferrari 275 GTB Competizione.



DID YOU Know?

Emirates SkyCargo boasts a modern fleet of over 245 widebody aircraft including 15 freighters; 13 Boeing 777Fs and two B747-400ERFs.

ends of the journey. Additional road and transport insurance is also available under the premium option.

Emirates SkyWheels Advanced offers seamless airport-to-airport transportation for automobiles. Emirates SkyCargo offers complete round trip handling



of vehicles under both Premium and Advanced products.

Emirates SkyCargo also recently transported an exclusive Pagani Zonda F super car from Dubai back to the Pagani factory near Bologna, Italy for a service. With respect to the partnership with Gulf Concours, the airline also transported a collection of rare classic Ferrari cars to Dubai for the event. One of the cars that was flown into Dubai was a classic 1962 Ferrari 250 GTO estimated worth over \$40 million.

Cars participating in Concours d'Elegance events across the world are normally not driven on a day to day basis and are meticulously maintained by collectors to ensure a perfect

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Tread the digital highway to move forward

Countries that manufacture indigenously and export goods, achieve high economic growth. **Mandar Athalekar**, Strategy Leader for Global Trade Management, Thomson Reuters, talks about the challenges in supply chain management and how companies can counter them.



CT BUREAU

What are the supply chain management challenges affecting or likely to affect 'Make in India' initiative?

'Make in India' is a vision to transform India into a global manufacturing and export hub. It is much more than simply that. The primary objective of this initiative is to attract foreign investments and strengthen India's manufacturing sector. In the process, however, it aims growth of manufacturing



Mandar Athalekar
Strategy Leader for Global Trade Management
Thomson Reuters



'Make in India' aims to transform India into a global manufacturing and export hub. A strong supply chain can connect the various supply sources within India to markets across the globe



machinery and infrastructure in the country, technological improvements, skills enhancement, innovation and most importantly, for a highly-populated country like ours, job creation. The biggest challenge is lack of adequate infrastructure, mainly transportation, energy, and communication.

High rate of economic growth is difficult to sustain if infrastructure development does not increase and keep pace with demand. 'Make in India' aims to transform India into a global manufacturing and export hub. Only a strong supply chain can connect the various supply sources within India to markets across the globe.

We need roads, highways and railways network, seaports, airports, bridges, urban and rural transport, dedicated freight corridors, power, construction equipment and communication technology, all of which in a scale capable of keeping pace with global demand. Another challenge is lack of required co-ordination between the various government and regulatory agencies for land clearances, approvals, licenses and financing. The third one is lack of digitisation in that the lack of timely availability, processing and transmission of information.

What role will Thomson Reuters play in making 'Make in India' a success?

Thomson Reuters is the answer company. Our vision is to provide trusted answers – to industry, academia, governments, professionals, and individuals. And these answers are mainly in the form of content-equipped automation software systems and workflow

solutions we have designed to meet the various challenges faced by the corresponding entities.

'Make in India' is a vision for transformation and growth of the nation, the institutional mass



of which is all the entities listed above. Ease of doing business and digitisation are two main building blocks of this 'Make in India' initiative. There are several problems in both these areas which need solutions. Our visions, thus, converge.

Comprehensibly, Thomson Reuters has the intelligence; technology and expertise to provide software solutions, as specialised content on technology platform, to enable corporations digitise their processes in co-ordination with various governmental and other regulatory agencies and increase ease of doing business globally. One such solution is our ONESOURCE cloud enterprise solution which provides capabilities

across Global Trade Management, Indirect Tax and Transfer Pricing. It is a global platform with local regional features, a combination typically corporations across the



globe would benefit with, as a part of 'Make in India' initiative.

How would you rate smart technologies in supply chain management in terms of their adoption, effectiveness, cost, and benefits?

Smart technologies are the backbone of a growth-oriented digital economy. Both supply chain and industry stand and thrive on it. Newer products, markets, demand patterns, trade routes and macro technology trends, all call for newer and more efficient and transparent techniques to track and control goods movement and improve customer service. That explains the rapid adoption and proliferating use of mobile wireless devices, electronic sensors, RFID

(Radio-frequency identification) techniques, GPS (Global Positioning System)-based vehicle tracking, navigation and message transmission, big data analytics, cloud computing information systems and the internet of things in supply chain management.

So, on every parameter of adoption, effectiveness, and benefits, they deserve the visibly high rating industry has conferred on them globally. As far as cost of adoption goes, it justifiably sets the magnitude and direction of investment towards mitigation of risks due to obsolescence, productivity loss and missed opportunities on continuous improvements. Hence, it is always better to be smart enough and adopt smart technologies in supply chain management in time than to reactively try and recover from losses later, due to delayed or lack of adoption.

In your opinion how prepared is India to take on the future supply chain challenges?

The future certainly looks bright with all the timely initiatives this government has started. India looks well-prepared to rightfully claim its position as a global leader in supply chain management and economy. Infrastructure, the major challenge in supply chain management, is on the verge of a turnaround.

Government policy initiatives and reforms – GST, land acquisition, fuel pricing deregulation, labor, banking, foreign trade policy, single window clearances in global trade (SWIFT), export incentives, increased FDI limits, ease of doing business, skills development, digitization, development of smart cities and many more, are all significant and thoughtful steps in this direction. And Thomson Reuters, having strong solution footprints in almost each of these reform areas, is keen to collaborate closely with the Indian government only to add to its preparedness! ↴



Maersk Line launches App to manage cargo

Maersk Line launched a mobile App to manage and track cargo on the move. This App will allow users access to

comprehensive information on shipments, track cargo in real time, check schedules, changes in destination and documentation.

Franck Dedenis, Managing Director, Maersk Line (India, Sri Lanka and Bangladesh), said, "This will enable customers to

further strengthen their businesses and create a dynamic business platform to expand globally in a convenient and faster way."

The App is compatible with iOS and Android devices and can be downloaded from Play store and App Store.

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Qatar adds 4 destinations in the Americas

The freighter services aim to meet the growing demand for import and export trade and will supplement the belly-hold cargo capacity on Qatar Airways' daily flights to São Paulo, Buenos Aires and Miami.



CT BUREAU

Qatar Airways will commence twice-weekly freighter services to and from the South American destinations of São Paulo, Buenos Aires and Quito, effective February 2, 2017. Qatar Cargo will also

expand its freighter network in the US with the addition of Miami, which the carrier will visit on its return flight following the South American stops. The flight will then transit via Luxembourg before



returning to Doha. The four new destinations bring the carrier's total freighter destinations in the Americas to 12.

"These new destinations will connect the burgeoning import and export markets in the Americas region with the rest of the world," said Ulrich Ogiermann, Chief – Cargo, Qatar Airways. "Through our expertise in specialised solutions, namely QR Pharma for



Ulrich Ogiermann
Chief – Cargo
Qatar Airways



These new destinations will connect the burgeoning import and export markets in the Americas region with the rest of the world



pharmaceuticals and QR Fresh for perishables, we are able to offer our customers a seamless and an unbroken cool chain for their temperature-sensitive products via our state-of-the-art fully automated hub in Doha."

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"With our direct flight from LAX to HKG, we were able to quickly and successfully deliver the shipment in prime condition before the exhibition's debut in Hong Kong," said Joe Goode, Managing Director & Cargo Sales – Western Division, American Airlines Cargo.

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Giving wings to India's maritime goals

The Sagarmala Development Company (SDC) has been incorporated under the Companies Act, 2013, with an initial authorised share capital of ` 1,000 crore and a subscribed share capital of ` 90 crore.



CT BUREAU

Sanguine about the prospects of the projects worth ` 1,000 crore under Sagarmala programme, **Nitin Gadkari**, Minister of Shipping and Road Transport & Highways, Government of India, said that the

company will play a major role in realising India's maritime potential.

The main objective of the company is to identify port-led development projects under the Sagarmala programme and provide equity support for the project



Special Purpose Vehicles (SPVs) set up by the ports/state/central ministries and funding window and/or implement only those residual projects which cannot be funded by any other mode.

The Cabinet had approved the formation of the SDC under the administrative control of the Ministry of Shipping in July 2016. The company would help in structuring activities, bidding out projects for private sector participation, identifying suitable risk management measures for strategic projects across multiple states/regions and obtaining requisite approvals and clearances.

The implementation of the identified projects would be taken up by the relevant ports, state governments/maritime boards, central ministries, through private or PPP mode. The company would act as the nodal agency for coordination and monitoring of all the currently identified projects under Sagarmala as well as other projects emerging from the master plans or other sources. ↘

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E-connecting 12 major and 6 non-major ports

For providing electronic connectivity at ports, the Central Government has implemented Port Community System. This is intended to integrate the electronic flow of trade-related documents, information and functions as a centralised hub for ports of India and other stakeholders like shipping lines, agents, surveyors, stevedores, banks, CFS, CHAs, importers, exporters, railways, CONCOR, government regulatory agencies, for exchanging electronic messages in a secure manner.

The main objectives of the PCS are:

- Develop a centralised web-based application, which act as single window, for the port community members, stakeholders to exchange messages electronically in secure fashion.
- Reduce transaction time and cost in port business
- Achieve paperless regime in port sector
- Implement an e-commerce portal for port community

Track cargo in real time

The new App will speed up the process of documentation and offer information such as schedules, change of destination and more.



CT BUREAU

Digitisation is the need of the hour. Understanding its need and importance in today's world, Safmarine launched its own mobile App. The newly launched App will let one manage and track cargo on the go. **Bimal Kanal**, Cluster Manager, Safmarine India, said, "This App is a big step towards ease of doing business and aimed to provide customers with a

simultaneous communication to all the involved parties.

Check schedules: The App will provide all the information regarding its services and

schedules across the globe. This will facilitate effective planning and execution of its customer and help them to reach new markets. A detailed schedule will also enable the customer to reduce travel time. ↘



seamless and convenient platform to manage their businesses in real time." Launching this App makes Safmarine one of the very few companies to offer such services. Digitisation continues to transform industrial processes all over the world. Shipping is no exception. The customers will be able to track their shipments in real time and the benefits in security, energy savings, resource utilisation and efficiency will be far-fetching.

Why Safmarine's customers should download this App?

Live Tracking: With up-to-the-minute information on all shipments, the App will enable the customers to track their cargo round-the-clock.

Push notifications: The App will generate notifications regarding vital information and status of one's cargo on a real-time basis, reducing the hassle for a customer to manually go and check the status by feeding data on other tracking platforms.

Unique guide to shipping: The app has a guide which will enable a new entrant to the market to understand the systems and processes of Shipping.

Share information: The app will keep Safmarine's customers in the know by sharing all the latest information on shipments directly from the App. Information will be shared in real time, facilitating

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Launch of ACFI Ahmedabad Chapter

Air Cargo Forum India (ACFI) and the air cargo industry of Gujarat established a third regional chapter at Ahmedabad after ACFI Bengaluru Chapter in 2014 and Chennai Chapter in 2015. **Samir Mankad**, Ex. Director, GSEC, Ahmedabad, was elected unanimously as the Chairman of ACFI Ahmedabad Chapter.

ACFI launches its chapter in Ahmedabad, Gujarat under the Chairmanship of **Tushar K. Jani**, President, ACFI, in the presence of other board members, associations, and air cargo logistics trade members from Ahmedabad. Mankad thanked ACFI Board members present at the occasion and assured his full commitment to discharge this new

responsibilities. He also requested the support and cooperation of all the members of air cargo logistics trade of Ahmedabad to achieve their aspirations and taking ACFI Ahmedabad, Gujarat to new growth.

ACFI has also held Pharma Awareness Workshop same day in the presence of

Ahmedabad pharma air trade. Air cargo trade fraternity of Ahmedabad, Gujarat will be benefited with this initiative of ACFI. It was the right approach to create a common platform between all stakeholders in Pharma Air logistics and strive towards continuous improvement to provide a solid bedrock of infrastructure, services and solutions to their

Pharma exports, thereby facilitating and ensuring better quality medicine from India to the world. The workshop was graced with the presentations by **Arvind Kukrety**, Dy. Drug Controller; **Mahendra Pokhriyal**, GM Emirates Airline; **Anil Seshagiri**, GM, CSC; **Aditya Parulkar**, President, Penta Freight and **Reshma Zaheer**, COO, TT Aviation.



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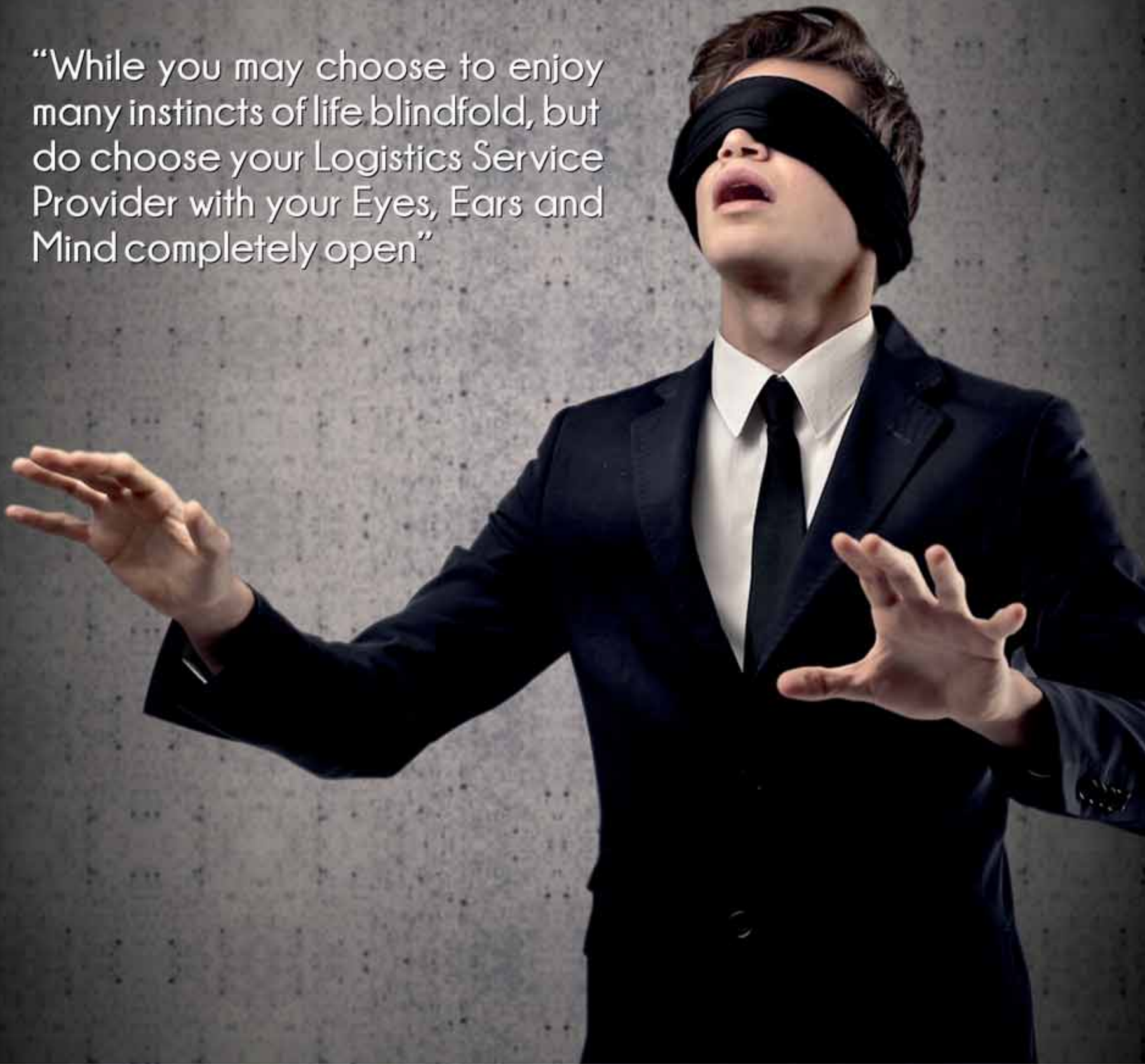
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ACCD sets annual ball rolling

The Air Cargo Club of Delhi (ACCD) hosted its annual ball at Kundan Farms, New Delhi. The focus was on enhancing the branding of this event by giving it a new makeover. Over 700 people from the fraternity attended the event which allowed them to socialise and discuss issues while making sure that it was not all work.



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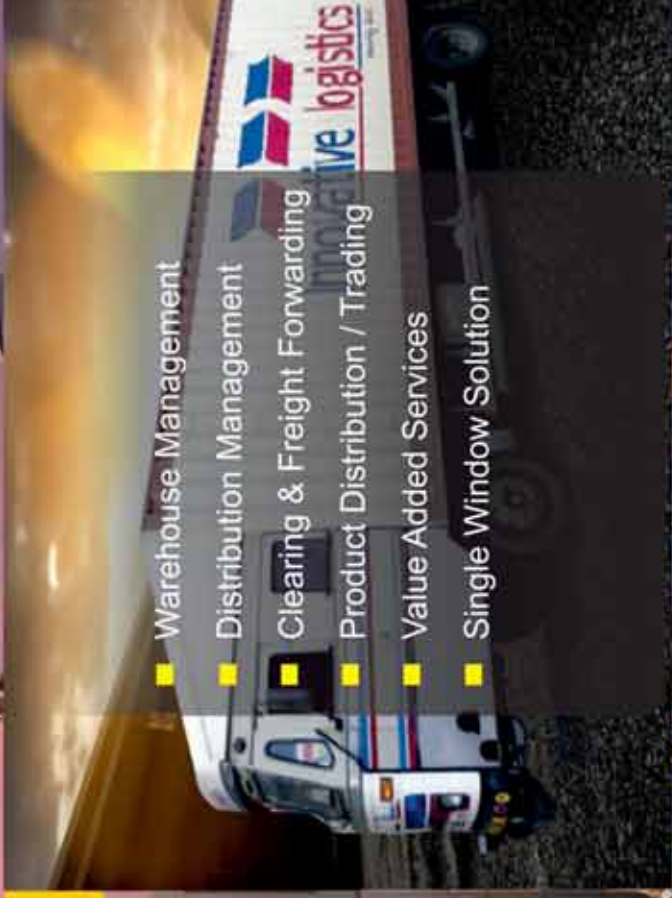


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EVENT TALK

JANUARY 2017

Reverse Logistics Associations Conference & Expo Las Vegas	USA	5-8
IMC Conference & Expo	Colombo, Sri Lanka	10-12
India Maritime 2017	Mumbai	11-13
CONquest 2017	New Delhi	17
Middle Cargo Meet 2017	Dubai, UAE	16-19
Industrial Warehousing and Logistics Seminars	London, UK	19
PHD National Maritime Conclave 2017	New Delhi	24
Temperature Controlled Logistics	ExCel London, UK	Jan 30-Feb 2

FEBRUARY 2017

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

MARCH 2017

TransAsia	Jakarta, Indonesia	2
Eurasia Rail	Istanbul, Turkey	2-4
ICHCA International Dangerous Goods Seminar	London, United Kingdom	6
World ATM Congress 2017	Madrid, Spain	7-9
IATA World Cargo Symposium (WCS)	Abu Dhabi United Arab Emirates	14-16
Shoptalk	Las Vegas, NV, USA	19-22
Intermodal Asia 2017	Shanghai, China	21-23

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

A Greek sojourn for cargo

The 43rd annual convention of the Air Cargo Agents Association of India (ACAAI), held in Europe for the first time, stressed on expanding cargo services and trade between India and Greece.



CT BUREAU

The ACAAI Convention provided an opportunity for serious deliberations on stimulating topics pertaining to the revitalisation of air cargo in the context of global recession, the rules, regulations, processes, reforms, etc., which are essential for securing the air cargo supply chain. Commenting on the possible expansion of air cargo services between India and Greece, **Hemant Bhatia**, President, ACAAI, said, "India and Greece have recently signed an 'Open Skies Agreement,' which will permit airlines from India to operate unlimited number of flights to Greece, while Greek airlines have been granted unlimited traffic rights to six Indian metro cities, viz. New Delhi, Mumbai, Chennai, Bengaluru,

exports from Greece to India was 37.9 million, while the value of Indian exports to Greece was €187.2 million during January-July, 2016. Bhatia informs, "**M. Manimekalai**, Ambassador of India to Greece, and the officials at the Embassy of India at Athens are very keen to enhance the bilateral trade and

2016-17 at approximately 7.5 per cent will easily be the highest in the world. Despite the predictions of a slight down turn in the growth rate during the next two quarters due to demonetisation, growth at even 7-7.2 per cent will still far exceed the growth projections of all other countries. "Connectivity

With the Embassy's endeavours and the greater air connectivity, the volume of trade in both directions can be expected to increase substantially

commercial relations between the two countries, and they are making all possible efforts towards this objective. With the Embassy's endeavours and the greater air connectivity which has become possible because of the new

by air is now possible to virtually every nook and corner of the world. The global markets of the new century are highly dynamic and their requirements must be fulfilled almost instantaneously. In this context, the air freight industry



Kolkata and Hyderabad. This development offers new opportunity for the air freight industry."

agreement, the volume of trade in both directions can be expected to increase substantially."

alone can meet the need for speed in the transportation of goods expeditiously from any country to any part of the globe as per the specific requirements of every market," says Bhatia.

As per preliminary data gathered by ACAAI, the value of

The estimated rate of growth of logistics industry in India in fiscal



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CEVA Logistics

Australia & New Zealand

Carlos Velez Rodriguez has joined CEVA Logistics as its Managing Director for Australia and New Zealand cluster. Based in Melbourne, he will report to the company's Chief Executive Officer, Xavier Urbain. Rodriguez joins CEVA from FM Logistic where he was Group Managing Director Central Europe for the last decade and led a team of 5,000 individuals. He has a proven record of accomplishments in the logistics sector and has held a number of commercial roles at companies in Europe, USA and Latin America.



B&H Worldwide

Germany

B&H Worldwide has promoted **Markus Homann** to the position of Managing Director, Germany. He was previously Station Manager and was responsible for opening the company's first German office in Hamburg in April 2012. Homann is an experienced air freight professional who has developed and grown the B&H team in Germany as it caters to a variety of customer needs from the warehousing of routine consumables through to providing unique solutions for moving engines for grounded aircraft.



CHEP

Europe

CHEP has promoted **Robert Spencer** to Senior Director, Business Development, Food Banks. He was formerly Head of Strategy & Marketing for CHEP Europe. This is a dual position with Spencer working for both CHEP and FareShare, a UK-wide charity that tackles food waste and food poverty. In his new position, Spencer will help reduce FareShare's logistics costs and make its supply chains more efficient. He will also provide support with organisational strategy and leverage CHEP's existing business relationships in the fast-moving consumer goods market, especially with food manufacturers, to increase the amount of food being donated to the charity.



Aligra

Sweden

Aligra has appointed **Jeremy Barker** as their new Operations Director. Barker, who has been with the company since 2011, has played a critical role in driving Aligra's growth and service delivery along with the overall excellent performance of his division. The role, which has been newly created, demonstrates the company's ongoing commitment to improving contract delivery, quality, and innovation. Barker brings a wealth of industry experience and will strengthen board to achieve our future expected growth.



Cathay Pacific Airways

Western India Sales Team

Cathay Pacific Airways has appointed **Viren Rathod** as Account Manager in the Western India Sales team. In his new portfolio, Rathod will be responsible for revenue generation from strategic corporate and trade accounts and would be based out of Mumbai. Rathod has worked in the industry for eight years and his last appointment before joining Cathay Pacific was as Account Manager, United Airlines for six years. He has also had stints with Korean Air and Tap Portugal. He has completed his Master in Marketing Management from Welingkar Institute of Management and has a diploma in International Airlines, Travel and Tourism Management from IITC.



Holisol Logistics

Delhi

Holisol Logistics has appointed **Kiran Chopra** as Head of Communication. Chopra has 21 years of work experience and have been in the industry for more than 16 years. In her new role, she will be responsible for strengthening internal and external communication for the organisation. With her vast industry experience and functional expertise, Chopra will be leading Holisol's strategic communication agenda, contributing to the growth and success of the company.



TALKing People

Vivek Kele, President, AMTOI, loves reading and listening to music whenever he gets time off work. He also runs marathons. "I can never forget the day when I ran my first marathon in 2013," he shares. "I love gourmet food in all kinds of cuisines," says Kele. Sharing his experience of his recent visit to Capetown, Kele says, "It was wonderful being there, amidst amazing weather and natural beauty, and a lot of interesting bars and restaurants."



Manuraj Gupta, COO, Allways Logistics India, is a movie buff and enjoys surfing through news channels during his free time. "I always use my break for shopping; this is one of my favourite things to do," he adds. Gupta's favourite sport is cricket and his favourite meal is rajma rice. He prefers either Jaipur or Goa for holidays.



Sushant Khosla, MD, Viksun Carriers, loves to play table tennis. His favourite cuisines are Mughlai, Chinese and Thai cuisines. He prefers spending his free time with family. Talking about his favourite holiday destination, Khosla says, "I love to visit Geneva, especially Jungfrauoch, the glacier saddle. This is the top most destination of Europe that hardly has any match."





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