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Dawn of industrial revolution

The advent of logistics parks aims to act as a hub for freight movement for better connectivity and distribution. The multimodal logistics parks model would help reduce costs and improve efficiency.



KALPANA LOHUMI

With Goods and Services Tax (GST) coming in, warehousing sector is expected to witness a great boom. Warehousing in India is getting better with changing business dynamics, by increasing their capacity, expanding their network and adapting new concepts. The Indian warehousing sector is progressively getting redefined and upgrading to modern-day large logistics parks with state-of-the-art facilities. Going one step ahead, multimodal logistics parks is the refined form of logistics parks where various value added services are rendered in addition to rail/road based transportation. Seeing the potential, government has announced the development of multimodal logistics park in 35 clusters. CARGOTALK took opinion of industry experts on how developing a network of multimodal logistics parks will address the issues of unfavourable modal mix,



inefficient fleet mix and an underdeveloped material handling infrastructure.

Reduction of costs

Providing his opinion on reduction of costs, Vineet Kanaujia, India Cargo Award winner, 2015, and Vice President of Marketing, Safexpress, says, "Development of multimodal logistics parks is definitely the way ahead

towards reducing logistics costs in India. However, the government needs to speed-up the process of providing adequate support for building them. India Inc. needs the multimodal infrastructure in order to reduce logistics costs and make the economy more competitive. This also requires creating an effective transportation framework for the railways, highways, inland waterways and airports."

"We need efficient transportation solutions that will help improve the effectiveness of infrastructure that has already been developed. An efficient transportation system will improve logistics efficiency of the country by reducing costs and providing more organised as well as transparent freight movement system," adds Kanaujia.

The right mix

Shares Amit Kumar, Director, Pristine Logistics, "Ask any long-distance road hauler and he will tell you how his heavy-duty vehicle does milk runs in towns and cities. The first mile or last mile either kills their profitability or, more often than not, it comes at an inflated cost to the consumer. But, why these parks are a real winner is

because it's all about culling efficiencies through the right mix of inter-modalism. The view is derived from a basic belief that long leads should be by rail/river/air/ocean and short lead consolidation or distribution can be taken care of by road. I always hold that reduction in cost should be a function of efficiencies and not at the cost of profit to organisation."

Swift distribution

According to Prakash Tulsiani, Executive Director & COO, Allcargo Logistics, "India has a logistics cost of 13-14 per cent, which is very high when compared to other developed countries across the world. To reduce this cost and to improve India's logistics operations, logistics parks would play a vital role. Essentially, they would be set up closer to the area of manufacturing or consumption. Secondly, the logistics parks will have infrastructure to address different cargo needs.

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Corridor to facilitate Indo-Afghan trade

With the aim to establish an air freight corridor between landlocked Afghanistan and India, a cargo flight was flown from Kabul to New Delhi. The arrival of the cargo flight in Delhi marked the inauguration of the dedicated air freight corridor, a decision taken

in a meeting between Prime Minister Narendra Modi and Afghan President Ashraf Ghani in September, 2016. The decision will also benefit Afghan farmers by giving them a quick and direct access to the Indian markets for their perishable produce. The flight was flagged

off by President Ghani in the presence of several Afghan Cabinet ministers and India's Ambassador to Afghanistan, Manpreet Vohra. In Delhi, the flight, carrying 60 tonnes of cargo, mostly asafoetida (hing), was received by Sushma Swaraj, External Affairs Minister; Ashok Gajapathi

Raju, Civil Aviation Minister; M J Akbar, Minister of State - MEA; and Afghan Envoy to India Shaida Abdali.

In January, 2015, India had announced its decision to allow Afghan trucks to enter the Indian territory through Attari's land checkpoint for offloading

and loading goods from and to Afghanistan. India is also co-operating with Afghanistan and Iran for development of the Chahbahar Port. In this context, a trilateral transport and transit agreement based on sea access through Chahbahar was signed in the presence of the leaders of

the three countries in Tehran in May, 2016. Currently, major exports from India to Afghanistan are man-made filaments, apparels and clothing accessories, pharmaceutical products, cereals, man-made staple fibres, tobacco products, dairy and poultry products, coffee/tea/meat and spices.



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Envisioning fruitful prospects: AAI

Guruprasad Mohapatra, Chairman, Airports Authority of India (AAI), in a tête-à-tête with CARGOTALK shares the achievements and key focus areas that have so far been undertaken by the authority.



KALPANA LOHUMI

Would you like to talk about some achievements in the cargo sector in FY 2016-17?

During FY 2016-17, AAI took up the development of Common User Domestic Cargo Terminals (CUDCTs) at 24 airports across the country in a phased manner to boost and facilitate the growth of air cargo. Cargo facilities have been commissioned at the following airports:-

❖ **Domestic cargo facilities:** Ranchi, Goa, and Srinagar (interim) airports.

❖ **International cargo facilities:** Indore and Bhubaneswar airports.

❖ **International courier facilities:** Kolkata and Chennai airports.

Another important achievement was creation of AAI Logistics & Allied Services (AAICLAS) company in August, 2016, a 100 per cent owned subsidiary of AAI for focused attention and market-oriented approach. In addition, we took several steps to boost cargo, simplify procedures to reduce time and provide relief to freighters through reduced space rentals and uniform tariff. Some of the salient features are:

❖ Cargo Dwell Time Study at six major airports reduced by cutting the free period from three to two days for EXIM cargo, thereby speeding up the process.

❖ Reduction in 50 per cent space rentals for cargo facilities at old terminal building for operation and management vendors.

❖ Introduction of uniform Bonded Truck Tariff at all AAI airports.

What are your key focus areas for 2017-18?

We are the pioneers in providing state-of-the-art cargo infrastructure at Indian airports and will continue to be at the forefront in providing



the requisite infrastructure to facilitate EXIM trade.

We will be focusing on launching CUDCTs at other airports including Pune, Guwahati, Tirupati, Lucknow, Trivandrum, Varanasi, Amritsar, Surat, Rajahmundry, Srinagar, and Vijayawada.

We also plan to undertake international cargo/courier handling at Pune, Jaipur, Aurangabad, Vizag, Madurai, and Trichy airports.

The country's air cargo sector is projected to grow at nine per cent in next few years. How is AAI planning to achieve this target?

The cargo growth of seven per cent registered at AAI-managed airports during the previous FY 2016-17 is almost in line with the projections of nine per cent in the future.

AAI has sufficient holding capacity at the airports to cater to the proposed growth rate even beyond 2021-22.

In addition, AAI has chalked out a roadmap to provide matching cargo infrastructure in the form of establishment of CUDCTs or International Cargo or Courier and Bonded Truck Operations across AAI Airports in the country to meet the growth targets.

AAI has launched a separate company for freight, AAICLAS. What was the aim behind this move? Is it fulfilling the objective?

India's air cargo business has huge potential. In today's economy, air cargo sector has become indispensable to facilitate global trade, logistics and supply chain management. AAICLAS has been formed with a long-term vision of integrated logistics network operations in India with primary focus on air cargo handling and allied services. The company will focus on three verticals including air cargo handling and allied services, warehousing and contract logistics and air cargo road feeder and air freight stations. Air Cargo Logistics & Allied Services Company would bring multiple advantages in form of capturing the entire value chain in AAI airports and providing ease of doing business to the importers and exporters of the states, especially in the Tier-II and Tier-III cities having significant export and import potential.

AAICLAS is examining various factors related to the establishment of dedicated cargo airports in the country by ensuring the commercial viability for airlines and availability of industrial and consumption clusters, besides, well-connected rail/road and airport network for multimodal transport connectivity and ability to

handle large aircrafts for transporting cargo in large volumes for airlifting purposes.

AAI, subject to the approval of respective state governments, would facilitate the construction of such dedicated cargo airports once the sites and plans are finalised, and after finding that the same would be geographically suitable for air transportation. These cargo airports, when established, may also act as air cargo hubs in the country.

Is AAI working on any common IT platform for air cargo stakeholders?

In order to support sustainable growth, it is of paramount importance that the right infrastructure, both physical and digital, is put in place to facilitate ease of doing business in India.

At present, each air cargo shipment, on an average, carries around 30 types of documents and well over 100 copies, thus resulting in significant documentation overheads, increased dwell times and delay in supply chain. It is imperative that a uniform electronic platform be put in place to digitise key stakeholder interactions.

This electronic platform can allow the reusability of data, thereby eliminating duplicate data entry, reducing unnecessary paperwork by giving authorised access to data to the relevant supply chain stakeholder and bringing in supply chain visibility thereby reducing inventory and other transaction costs related to the air cargo movement.

In this regard, the Ministry of Civil Aviation (MoCA) has constituted an Air Cargo Community System (ACS) committee, drawing representation from all stakeholder groups including AAI, to work on a single window air cargo community system under a Public Private Partnership (PPP) model. Government of India will hold 51 per cent stake and the remainder will be distributed amongst the airport operators in the country. The National Air Cargo Community System (NACS) will be a single-window system that will directly interface with Indian Customs and facilitate seamless movement of goods and information.

According to you, what are the crucial issues of the sector that need attention?

I will not say issues, but there are several challenges, some being common to other sectors as well, like fuel prices, escalating security concerns, etc., that need attention. Some of the factors specific to cargo sector that we are aggressively competing for is competition from other modes of transport.

NACS will be a single-window system that will directly interface with Indian Customs and facilitate seamless movement



CARGOTALK

EDITORIAL

New policies and new technologies

With Goods and Services Tax (GST) to be implemented*, the industry is not only excited but also comprehending the pros and cons of this tax regime. There is no doubt that GST is being considered as a path-breaking tax reform. If the tax is able to eliminate the cascading effect and making things simpler, industry won't mind compromising on cost. Associations are making an effort to resolve the queries of industry stakeholders about GST through numerous awareness programmes. (*at the time of going to press).

On the air front, to give a fillip to the trade relations between Afghanistan and India, a cargo flight has landed from Kabul to New Delhi, establishing an air freight corridor between the two Asian countries. India is also working with Afghanistan and Iran for the development of the Chabahar Port.

The logistics market in India is expected to be worth \$307 billion by 2020; but what is disheartening is the fact that the country is not at all cost-competitive in this sector. This is why the industry is not delivering services that veterans are willing to oppose. Logistics is a sunrise industry; but if necessary steps are not taken to reduce cost, the industry won't be able to perform the way it could have. Logistics parks are a viable solution to tackle this problem and reduce costs. CARGOTALK gives an insight into how these parks will improve logistics efficiency of the country by reducing costs and providing a more organised freight movement system.

With the collective efforts of industry and government, growth of the industry is crystal clear. The only need now is to look at the broader perspective with more innovative ideas.

AFS: Potential unexplored

On the sidelines of the press conference of Aero Expo 2017, Vipin Vohra, Co-Chairman, Civil Aviation Committee, PHDCCI, stresses on AFS policy.



CT BUREAU

PHD Chamber of Commerce and Industry is organising its second edition of the aviation exposition - Aero Expo India 2017, from November 2-5, in the capital. "Our endeavour with this Aero-Show is to bring the allied industries together and make the best of the exposition and attain positive results for the growth of this vital industry," says Vipin Vohra, Co-Chairman, Civil Aviation Committee, PHDCCI.

In October, 2015, the government announced the policy for Air Freight Station (AFS) to decongest airports but the same has still not taken off. In the last one and a half years, no Greenfield AFS has come till date. The government has to relook at the AFS policy because that's the solution to decongest the airports and to look at the future prospects of the cargo industry. If they will allow AFSs, then people will be able to clear the cargo from their places. For example, in Hong Kong, 85 per cent of cargo is being loaded in the pallets in the agents' warehouse and then brought to the airport one or two hours before the flight is scheduled to take off. When these ICD/CFS policies came, industry was not sure about the need for ICDs and CFSs but now there are more than 130 such facilities across India, and handling good amount of cargo and enabling decongestion of ports.

Issues pertaining to the policy

The government announced the policy of AFS way back in October, 2015. There were a lot of issues because initially, even government officials



were not aware of what needed to be done for AFSs. The inter-ministerial board, which clears ICD and CFS, has given the responsibility to the Ministry of Civil Aviation to approve the policy of AFS.

However, the point is that whenever you start a new thing, you have to explain to the customs, to all the different bodies as to what AFS is, how it will operate, what is going to happen, etc. Government has cleared one of the Greenfield AFS and approved few others at facilities where ICDs and CFSs are already operating. Afterward the cargo is brought from places like Ludhiana to Delhi and then handed to the terminal operators. This has to change. In other countries, the AFS or the freight station is outside the airport terminals to decongest the airports. The idea is to build the pallets and containers, get shipments cleared at the AFSs, x-ray in the AFSs, then load them onto the pallets and then bring the pallets and containers to the airport.

Although the government has approved of it, there is a lot of resistance from terminal operators because they

have to allot a space to us. However, now they are not capable of allotting the space as our transaction charges are quite high and if the cargo is cleared in AFS, the shipper will not be required to pay the terminal charges twice, once to the AFS operator and later, to the terminal operator.

The representation from FFFAI has already been made to the Secretary of Civil Aviation; they are looking into it and they have said that they will work towards the issues. Clearing all these issues is the answer to the future growth of this business because the way Indian cargo is going to increase because of 'Make in India' policy, our airports are going to be full and we need something outside the airport to clear the cargo.

Look at Mumbai, even in peak periods, there are trucks standing for as long as 8-12 hours. So, if government doesn't look into this seriously there will be huge backlog after one or two years when the cargo industry will be booming.

Moreover, these AFSs should be allowed by the government to take



Vipin Vohra
India Cargo Award winner, 2016
Co-Chairman, Civil Aviation Committee
PHDCCI



The government has to relook at the AFS policy because that's the solution to decongest the airports



them to production zones like Muradabad, Kanpur, Lucknow, Bhadohi and Jaipur. Not many airlines are flying there, other than the small aircrafts.

Now, if AFSs will open at these airports, we can clear the cargo over there and bring it overnight on the trucks and put the pallets on the flights like any other European country.



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ASIA

Making a mark in Indian logistics

By joining hands with Indian industrial real estate specialist, Firstspace, Ascendas-Singbridge marks its foray into the subcontinent's logistics and industrial real estate sector.



CT BUREAU

Ascendas-Singbridge Group (Ascendas-Singbridge) is partnering Indian industrial real estate specialist, Firstspace Realty (Firstspace), to deliver state-of-the-art logistics and industrial facilities across major warehousing and manufacturing hubs in India. The Ascendas-Firstspace platform is a joint venture formed by both the companies to meet infrastructure needs of businesses tapping into high-growth industrial verticals such as third party logistics, e-commerce, automobiles, fast-moving consumer goods, modern retail and manufacturing in India.

By combining Firstspace's local knowledge, networks and execution capabilities with Ascendas-Singbridge's international best practices, governance standards and track record, Ascendas-Firstspace plans to build and manage a network of logistics and industrial parks across key nodes in the country.

The joint venture will invest in projects aimed at the development of logistics and factory spaces in Mumbai,

the National Capital Region (NCR), Pune, Chennai, Bengaluru and Ahmedabad, and top warehousing and manufacturing hubs in India. Over the next five to six years, it aims to develop close to 15

million sqft of space, and will be managed by Ascendas-Firstspace. Miguel Ko, Chief Executive Officer, Ascendas-Singbridge, said, "Entering the industrial and logistics

sector is a natural progression, and we expect to meet the growing demand for quality manufacturing and logistics space. We have assembled an entrepreneurial team

to lead the way. The team will be supported by our experienced India and global operations."

Aloke Bhuniya,
Ascendas-Firstspace

Chief Executive Officer, said: "We are excited about opportunities in the industrial and logistics infrastructure space, which are expected to increase exponentially."



Aloke Bhuniya
Chief Executive Officer
Ascendas-Firstspace



Ascendas-Firstspace platform will meet infrastructure needs of businesses tapping into high-growth industrial verticals



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The government announcement of opening of 35 multimodal logistics parks across the country would bring in speedy distribution and improved efficiency."

Echoing similar thoughts, Kanaujia adds, "Logistics costs will get reduced once the proposed multimodal logistics parks are set up by the government and also with the development of suggested economic corridors. With initiatives from the private sector, multimodal infrastructure could develop in the country in an integrated manner, keeping in mind the proximity to production and consumption zones. The involvement of private sector in development of multimodal logistics parks will not only enable access to state-of-the-art technologies available with the private sector, but will also help in achieving efficient delivery of high-quality operational and maintenance services. However, massive investments are required for development of such logistics parks."

"This initiative is a need of the hour and it will definitely lead to positives such as effective utilisation of the modal mix, reduction in chances of pilferage due to containerisation, reducing overall time in transit and also definitely drive down logistics costs. The introduction of multimodal logistics parks will also help us reduce the carbon footprint and move towards green logistics," opines Tulsiani.

Single point accessibility

Agreeing to the efficiency of logistics parks, **Praveen Somani**, Director, Strategy & New Business Development, Inland World Logistics, informs, "With logistics parks, all these issues such as inefficient fleet mix and an underdeveloped material handling infrastructure can be overcome as it would make everything available at one point wherein there would be



Vineet Kanaujia
India Cargo Award winner, 2015
Vice President – Marketing
Safexpress

“Logistics costs will get reduced once the proposed multimodal logistics parks are set up by the government”



Prakash Tulsiani
Executive Director & COO
Allcargo Logistics

“To reduce logistics cost and to improve India's logistics operations, logistics parks would play a vital role”



Amit Kumar
Director
Pristine Logistics

“The inter-modal logistics parks are not only providing opportunities to shift modes but also services of warehousing”



Harpreet Singh Malhotra
Chairman & Managing Director
Tiger Logistics (India)

“With multimodal hubs, there will be significant reduction of handling cost and processes will become more efficient”



Praveen Somani
Director, Strategy & New Business Development
Inland World Logistics

“Logistics parks make everything available at one point; there would be no to and fro happening with the material to be delivered”



shift modes but also services of warehousing and other value adds like packaging, unitising and labeling.”

“Complicated operations such as package sorting and accounting can be carried out at multimodal logistics parks rather than at every distribution node. And once hubs are created, spokes can be conveniently created to carry out smooth operations,” shares Kanaujia.

“Logistics parks are instrumental in driving down overall transit time and reducing logistics cost. The hub and spoke model involves aggregation of cargo from various parties which brings in economies of scale and hence ensures that the per unit cost of cargo comes down,” notes Tulsiani.

“The strategy involves a reset of India's logistics sector from a 'point-to-point' model to a hub and spoke model and involves railways, highways, inland waterways and airports to put in place an effective transportation grid,” enlightens Malhotra. ➔

no to and fro happening with the material to be delivered, hence reducing chances of it getting mishandled as it would go through a much simpler transition process, increasing the efficiency of the fleet and ensure timely delivery.”

“Multimodal logistics parks are expected to bring down logistics costs by serving four functionalities; freight aggregation and distribution, multimodal freight transportation, storage and

warehousing with modern, mechanised warehousing space satisfying the special requirements of different commodity groups and value added services such as customs clearance with bonded storage yards, and warehousing management services,” explains, **Harpreet Singh Malhotra**, Chairman & Managing Director, Tiger Logistics (India).

“With such multimodal hubs, there will be significant reduction of handling cost and

processes will become more efficient and streamlined, including government clearances,” he adds.

Technological boon

Explaining how logistics parks are expected to help transition from the current situation of point-to-point freight movement to an ideal situation of hub and spoke model freight movement, Kanaujia, notifies, “With the advancement of technology, the supply chain and logistics industry has also developed

faster and more cost-effective ways of freight movement. The hub-&-spoke model was created to develop more efficient networks. In recent times, the hub and spoke model is being adopted widely in order to speed up deliveries and reduce costs. One major advantage of multimodal logistics parks is improved trackability and traceability of the freight movement.” According to Kumar, “The inter-modal logistics parks are not only providing opportunities to

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The e-surveillance service provider has entered the warehousing and logistics industry with its specially designed solutions for the sector. **Sunil Udupa**, Chairman and Managing Director, Securens Systems, reveals more.



HAZEL JAIN

Can you share details of the comprehensive AMC?

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number of guards by half but can also increase efficiency.

How evolved is the Indian logistics industry in terms of technology used for security?

Logistics and warehousing are in a very competitive marketplace. Customers are looking to save money by using technology. This is seen by the various technology that has been used from sorting to tracking. Unfortunately, the security space was largely manual. We have identified that there is a need for an efficient technology and we are already seeing a warm response from our customers. Many logistics and warehousing organisations have adopted Securens services to bring down their costs.



Can you offer services to even remote parts of the country?

We have successfully provided efficient e-surveillance services to more than 21,000 sites across India and many of them are located in remote areas such as Tinsukia in Assam,

Aizawl in Mizoram, and Kohima in Nagaland. Most of the large companies are our customers and customer referrals have helped us grow. Through our service, we have earned the trust of customers and our R&D is working round-the-clock to bring innovative solutions.



Sunil Udupa
Chairman and Managing Director
Securens Systems

GST is welcome

GST is a transparent tax system that reduces the number of indirect taxes. Easy Input Tax Credit will encourage more taxpayers. Manufacturing will get more competitive as GST addresses cascading of tax. There will be boost in the manufacturing sector, and costs will reduce.

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Chennai scales up scope of logistics

AV Vijaykumar, Vice Chairman, FFFAI (Paramount Shipping Services, based in Chennai), feels that though the scope of exclusive customs clearance may diminish, the opportunity for logistics will scale up.



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The trade facilitation measure introduced over the previous years will bear fruits of ease in doing business in the days to come and hence there is a possibility that mere filing of declarations with customs without value added service will require a relook in the business model. Add to this, implementation of GST, which is system-centric, and the recipe will favour only those who are tech savvy.

While it is a positive step for India to adopt WTO TFA, the local flavour should not be disregarded. Regional restrictions and constraints related to infrastructure have to be in consideration when facilitation measures are introduced. When we address infrastructure related limitations at ports, airports and approaches,

introducing trade facilitations measures need not necessarily produce positive yields. There should be a judicious moderation of facilitation and protectionism, which presently is lacking. Instead of hastening progress, such moves could bring down growth.

Opportunities galore

Why Chennai is positioned to be an ideal logistics hub owing to the above ecosystem, is its strategic location, which has enormous potential, more so after implementation of GST. As a state, Tamil Nadu has the distinction of becoming leaders in auto, chemical, engineering, leather, pharma, textile, shipping, transport, and many more core sectors and support systems like IT. Tamil Nadu is the gateway port for southern India and has a glorious past. In addition, customs



initiatives aim to expand the DPD (Direct Port Delivery) base; Chennai Port has the largest DPD facilitation in India and it may add value to the EXIM trade.

Hence, opportunities are abundant, though there

have been some political imbalances for the past few quarters. In my opinion, recent development and aggressive approach of the newly created port in the vicinity of the Chennai port, is a challenge. However, with

change of management of the Kattupalli port and likely commission of the container terminal at Kamaraj Port, Chennai will regain its premier position as a viable logistics hub in the Southern region of India. ↴



AV Vijaykumar
Vice Chairman
FFFAI (Paramount Shipping
Services, based in Chennai)



Customs initiatives aim to expand the DPD; Chennai Port has the largest DPD facilitation in India and it may add value to the EXIM trade



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Dedicated Cargo Airport: Is it a boon

Bhiwadi was in the news last year as a prospective destination for a cargo airport. Keeping in mind the current air freight scenario, CARGOTALK asked veterans if we have sufficient resources and infrastructure to think of a separate airport for cargo and will the business of other airports be affected by this move?



KALPANA LOHUMI



Guruprasad Mohapatra

Chairman, Airports Authority of India (AAI)

DMICDC envisions a Greenfield international airport providing timely transfer facilities for passengers and cargo from developments in its catchment area. In line with this objective, a location has been identified near Bhiwadi in the state of Rajasthan. The land has been identified for the airport based on the pre-feasibility study conducted by AAI in consideration of the operational requirements. Ministry of Civil Aviation has granted approval of 'site clearance' and the Ministry of Defence has accorded 'No Objection Certificate' for the proposed airport. The airport is proposed to be

developed in phases to handle international and domestic passengers and cargo. The DPR for the airport is being prepared. The application for in-principle approval will be taken up in November, 2017, after issue of the environmental clearance.

The way our country is progressing by leaps and bounds, we will required to put the infrastructure in place at the earliest. The present air traffic boom is there for all to see. The same can be replicated in the cargo sector provided the infrastructure is in place with ease of doing business. Government is taking a keen interest and cargo is one of the big ticket items in the new civil aviation policy. AAI, on its part, is aggressively pursuing the direction and has formed AAICLAS to provide fillip to cargo activities. We have already established some of the infrastructure in the form of Common User Domestic Air Cargo Terminals (CUDCTs) and are examining various factors related to the establishment of dedicated cargo airports in the country. Resources are not the issue as we have sufficient internal funds and we can always approach the market for funds.

Making some of the regional airports as dedicated cargo airports will pave the way for decongesting the existing airports by moving the cargo flights away from these airports. With sustained growth in economy and consistent demand for air cargo, the separate cargo airports will soon be a reality. Major airports may not be affected much as there is already huge passenger demand at those airports along with the belly cargo, which anyway will continue to be served in the same fashion.



Bharat J Thakkar

Past President and Permanent Member - Board of Adviser, ACAA and Co-Founder & Joint Managing Director, Zeus Air Services

Any new facility for logistics is a jewel in the crown. Located in NCR, Bhiwadi is 81 miles from Delhi via NH-48, is approximately three and half hours by truck, is the industrial hub of Rajasthan and is also the third largest industrial sector in India with many big industries being situated there. With Bali Agreement being signed by majority of WTO members, India will benefit the most. With 'Make In India' story picking up, trade will further increase

in the next few years and every new facility will give users an option to choose from.

We all agree with MoCA that economics of the project need to be addressed and that this should be done either by the private sector who must take lead or the government must allow overseas investors to set up everything that is desired to build the cargo facility. Now the question remains, will this affect other airports?

On a positive note, if it decongests and allows smoother movement of inbound and outbound, the EXIM benefits resulting in reduction of transaction cost will automatically result in increase of traffic in international sectors.

What India requires is an air cargo hub like Dubai and Singapore and for that it is my understanding that such a facility should be near a port.



HIGHLIGHTS

- Ministry of Civil Aviation has granted approval of 'site clearance' and the Ministry of Defence has accorded 'No Objection Certificate' for the proposed airport.
- AAI, on its part, is aggressively pursuing the direction and has formed AAICLAS to provide a fillip to cargo activities.
- Making some of the regional airports as dedicated cargo airports will pave the way for decongesting the existing airports by moving the cargo flights away from these airports.
- With sustained growth in economy and consistent demand for air cargo, the separate cargo airports will soon be a reality.
- Bhiwadi is the industrial hub of Rajasthan and is also the third largest industrial sector in India with many big industries being situated there.
- What India requires is an air cargo hub like Dubai and Singapore and for that it is my understanding that such a facility should be near a port.
- Hassles at existing cargo terminals are likely to be reduced for some in ensuing years, owing to initiatives at the policy-level on infrastructure development and fast clearance of cargo.
- The majority of cargo moves under belly capacity and separate cargo facility will not be a help to these belly volumes.

or a massive bane?



Ashish Asaf

MD - CEO, SA Consultants & Forwarders

The idea proposed by MoCA that Bhiwadi was likely to get a cargo airport in the country and as announced in the budget 2017-18, Civil Aviation Ministry received an upsurge of 22 per cent from the past year and total allocation of ₹ 39,61,354 crore has been made for infrastructure targets that we would have phenomenal infrastructure in the coming period. Yes, we have the potential to come up with a separate cargo airport in the fastest growing industrial town. Moreover, it will increase growth of freight industry as it has a location advantage, 53 kms away from the IGI Airport, 195 kms from Jaipur, 85 kms from Alwar, 38 kms from Gurugram and 60 kms from Faridabad. It can be reached by National Highway-8 via Dharuhera that is five kilometres away. This regional connectivity will reduce transportation cost.

Bhiwadi is known for the innumerable industries that have been set here. This development owes its reason to the government's plan to develop Mumbai-Delhi Industrial Corridor where Bhiwadi figures under Phase-I of the project. It would decongest the airports, reduce operational time as well as costs.

On the contrary, India is a growing nation that is still progressing to set a benchmark in the global markets; yet, there are some bottlenecks and loopholes that are holding us back, the major one being world-class infrastructure. Under this scenario, there can be other ways to decongest airports like setting up cargo hubs near airports, bonded warehouse outside airport could be a cost-effective decision; on the contrary, developing a separate airport for cargo can be a costly affair. There are various cost variables, insufficient resources, poor infrastructure, insufficient integration of transport, which affect the decision. As of now, we don't have the infrastructure and integrated transportation facilities that reduce the cost. Moreover, complete automation is not yet adopted by the industry and we are juggling with higher logistics costs.



Ravinder Katyal

Director, Air Cargo & Head of Co-Load Indian Subcontinent, Cargo Partner Logistics India

We will have many infrastructural challenges, especially in terms of handling equipment or manpower and other related facilities if we create a separate airport for cargo. Not to forget, still the majority of cargo moves under belly capacity and separate cargo facility will not be a help to these belly volumes. To make cargo airport a success, we need to have more and more freighters along with customs and transportation services.



Samir J Shah

Chairman, FFFAI

A separate airport exclusively for cargo transportation is a long-cherished dream of the air cargo community in India, for domestic as well as EXIM cargo transportation. From that perspective, an airport at Rajasthan's thriving SEZ and manufacturing hub, Bhiwadi would be a welcome decision from the government to expedite exports from this region. To be supplemented by Western Dedicated Freight Corridor and Delhi-Mumbai Industrial Corridor, the potential of increase in export import air cargo shipments from this region is, however, required to be well-researched.

Meanwhile, a few export-oriented manufacturing units have been established in Bhiwadi SEZ. More such manufacturing units are expected to make their venture soon if initiatives from the state government are taken into account.

As far as viability of an all cargo airport is concerned from both user's and operator's point of view, there should be a reality check. Ground reality in respect of short-term projection may not be that rosy. It should be remembered that still about more than 50 per cent of international air cargo is belly-hold. India being a burgeoning international passenger traffic market, airlines are continuously adding substantial capacity of passenger aircrafts and their frequency, resulting in creation of extra capacity for belly-hold cargo. On the other hand, hassles at existing cargo terminals are likely to be reduced for some ensuing years, owing to initiatives at the policy-level on infrastructure development and fast clearance of cargo. In the near future, airport/terminal operators would be under the scanner of concerned authority/authorities both in terms of capacity building and efficient handling of cargo for quick movement.

However, for long-term projection of the growth of air cargo industry in India, trade facilitation and multimodal transport initiatives by the government and its foreign trade allies (countries) would definitely require all cargo airports at major manufacturing and consumption centres in the country. Add to this, fast emergence of e-commerce/retail exports or imports and growing security/safety concern for passenger at the international level would strongly push the requirement for separate cargo airports in India too, in due course of time.

Impact of GST: A modified e-way bill

Highlighting the impact of GST on logistics, **Bhavik Chinai**, Founder & CEO, Vamaship, shares that the most critical modifications awaited are the modified e-way bill rules, which will impact operations in the logistics sector.

Logistics industry is worth over a USD one trillion, accounting for approximately 10 per cent of total amount spent on all goods and services combined. Despite its size, logistics is an unorganised sector, vis-à-vis mining, retail and pharma.

With the commencement of GST, the logistics industry will undergo a lot of changes. Certain segments within logistics are going to have a very positive impact because of GST. Three of the organised segments which we believe will have the biggest positive

impact are warehousing, e-commerce logistics and less-than truckload companies. However, GST is going to be highly challenging for full truckload companies that will face difficulties to comply with the e-way bill rules on time. The announced GST

rates are as expected and their impact on e-commerce merchants, exporters and importers is minimal.

Unraveling the numbers

For most logistics services like e-commerce

logistics, warehousing and air freight (export), the tax rate is 18 per cent, which is an increase from the current 15 per cent and includes service tax and cess. Services like ocean freight and road transportation are in the 5 per cent slab. A

few essential services that haven't been exempted will be discussed by the logistics trade bodies with the government. For the trucking sector, the most critical changes are the modified e-way bill rules, which will impact operations of almost all entities in the supply chain. The current e-way bill rules aren't practical to implement and leave major room for loopholes.

Once GST comes in, a lot of non-e-commerce players that are traditional businesses are going to change their entire supply chain strategy. Today, you need to have big warehouses in every state because of regulation and tax planning.


The old exemptions and reverse charge rules have been continued and that's positive. For the unorganised sector, a lot of handholding will be required and it will at least take a minimum of six months for the unorganised sector to fully understand the gap that they have between their operations and compliance needs.

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





Bhavik Chinai
Founder & CEO
Vamaship

Three of the organised segments that will have positive impact are warehousing, e-commerce logistics and less-than truckload companies




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Technology sees businesses through

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► Fastest Hub Developer Outside India (North & East 2016): Cargo Consol India



► Most Innovative Logistics Company (West & South 2016): RCPL Logistics



Technology simplifies SCM

According to **Nagaraj. C**, Managing Director, Cargo Consol India, "In today's highly competitive marketplace, it's imperative for businesses to innovate new ways to streamline their supply chain and optimise productivity. Technology can help to simplify Supply Chain Management (SCM), which will help to operate more efficiently, give more visibility and control over inventory, and help to reduce operational costs."

Computerised Shipping and Tracking, especially cloud-based ERP is excellent and brings efficiency to the SCM. With reduced costs and internet-based software, we can simplify the supply process and dramatically reduce shipping errors. We can greatly reduce the time spent on shipping, receiving, tracking, and compiling order data, which will save both time and money.

The most popular use of IT in supply chains is in the management of transport. In production and logistics, many parties are involved in coordinating all the processes that are involved in fulfilling a customer's order - manufacturers, suppliers of parts and subassemblies, material managers, logistics managers, transportation carriers, customer service representatives, quality assurance staff and others. The goal is to reduce the duration of the cycle to fill a customer's order, reduce the inventory of parts, work in process and finished goods in the pipeline, increase the accuracy and completeness of filling a customer's order and of billing him for it, and accelerating payment for delivered goods."

► Best Integrated Logistics Provider (North & East 2016): Sindhu Cargo Services



Technology enhances customer satisfaction

According to **S Balaraju**, Managing Director, Sindhu Cargo Services, "In order to improve efficiency, logistic players are adopting latest technologies. Key aspect of logistics and supply chain management is information management and delivery at right time at right destination. Barcodes and RFID have played a significant role in this. While barcodes have facilitated tracking the product with timely and accurate delivery, RFID has helped tracking production, inventory control, shipping, and other activities. GPS tracking systems have helped in real-time monitoring of fleet, reduced fuel consumption, improved productivity, and better customer services. Latest trends are the usage of optical scanning, electronic notepads, and voice recognition, which are expected to boost the efficiency and enhance customer satisfaction."

Technology to gain competitive advantage

Manish Gupta, Managing Director, RCPL Logistics, feels, "If we talk about latest trends in this digital-transformation age, Internet of Things (IoT) has provided highly integrated logistics and supply chain management solutions connecting in-vehicle sensors and other integrated devices over the network. RFID chips in vehicles will continuously capture, share, act on real time data and visibility to the customer via mobile, tabs, digital pens or signatures, etc."

Data analysis of the captured data and taking business decisions based on patterns identified, gives a competitive edge. Earlier, service providers used to take vehicles from local brokers but now a number of startups are coming up with online solutions for the availability of trucks through e-trucking or we can use the term 'online broker'.

Companies now have their own applications from where anyone can get all the information regarding booking, deliveries, and documentation, be it tracking, rate finders, location finders, state forms, etc. Management systems like WMS and VMS are now common in the logistics industry. These are helping the sector to get more organised day-by-day."

► Best Air Cargo Consolidator- Domestic (West & South 2016): Index Logistics



Technology improves efficiency

Ismail Khan, Managing Director, Index Logistics, says, "Smart logistics have become a need of the hour. Technology-enabled solutions have become an integral part of supply chain management. As the competition has intensified, organised players have adopted latest technologies to improve efficiency. The common mistake that has often been noted in the logistics industry is information management and delivery at right destination. Latest technological advancements such as barcodes and RFID have helped logistics players to a great extent in curbing such errors. The use of barcodes has facilitated information management activities like routing and scheduling, which help a logistics player to track the product and ensure timely and accurate delivery of the goods. Label applicators mark the content of a package accurately for safety and tracking. Another widely used technology is RFID, which uses radio transmission to identify a person or thing. There is a particular serial number allotted to the product and a microchip is attached to an antenna. The chip and antenna are collectively called RFID transponder or an RFID tag."

Besides these technological advancements, some others like optical scanning, electronic notepads, robotics, and voice recognition have helped the industry to serve the customers in an improved manner."



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Need for infrastructure in PEB is vital

Gautam Suri, CTO & Founder Director, Interarch Building Products, explores the scenario of Pre-Engineered Building (PEB) industry while enumerating suitable opportunities for logistics and warehousing sector.



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What is your view of developments of pre-engineered building systems in India?

We feel the market for pre-engineered steel building is fairly mature now, and growing exponentially in India with consumers opting for new-age technologies as well as the need for fast construction. All sectors in India are expanding in terms of business and more and more companies are coming to India, which gives pre-engineered steel sector huge potential to grow. Also, now the pre-engineered building sector has started getting its due credit as a favourable alternative construction methodology in India.

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for offices, schools, hospitals and light building systems for applications like farmhouses, villas, resorts, rooftop construction and other institutional requirements.

Interarch caters to some of the most diverse steel building construction projects in India ranging from clients like Tata Motors, Honda, Hindustan Unilever, ITC, Asian Paints, Ultratech Cements, BHEL, Indospace, ABB, GMR, L&T, NTPC, CIPLA, Dr. Reddy, Fortis Hospitals, HCL, Siemens and many more.

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Enumerate the business opportunities in the logistics and warehousing sector.

We feel, with increased manufacturing activity and implementation of GST, there will be an

upswing in demand for immediate creation of new infrastructure in the logistics and the warehouse sector in India. Also, as identified by government agencies, there is a need to build agri-warehouses in all the states to store grains and cold storages to limit wastage of perishable goods.

What are the key challenges in the logistics and warehousing sector?

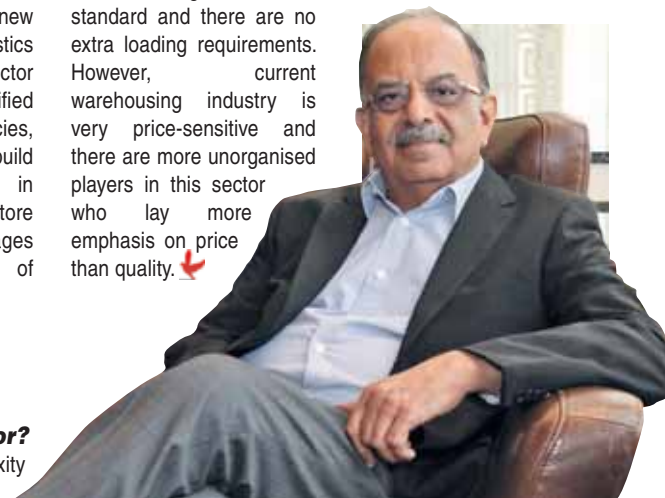
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sectors like industrial, automotive, agro, textile, pharma, warehousing, infrastructure, retail, and airport terminal spaces in India. This can provide a good engineering support for all customer requirements.

as the building dimension is standard and there are no extra loading requirements. However, current warehousing industry is very price-sensitive and there are more unorganised players in this sector who lay more emphasis on price than quality. ↴



Women in logistics on customs clearance

The Federation of Freight Forwarders' Associations in India (FFFAI) recently hosted an event talk on 'Import Customs Procedure' for Women's International Shipping and Trading Association (WISTA) at Indian Institute of Freight Forwarders (IIFF). The event was attended by members of WISTA India and several other women

professionals from the shipping and logistics industry. **Nirav Thakker**, Hon. Secretary, IIFF, gave an overview about functions and obligations of a custom broker in the shipping and logistics industry and what role a custom broker plays to bridge the gap between customer, government, customs and other stakeholders affecting

the trade. He also explained the Customs Act 1962, Customs Tariff Act 1975 and various Allied Acts that are prevalent and effect EXIM trade. New importer registration, checklist with all requirements for customs clearance and import procedures were explained elaborately. Apart from customs clearance, the participants

were also provided with an opportunity to discuss trade facilitation through 'Ease of Doing Business' initiative from the Government of India. Significantly, as part of the 'Ease of Doing Business' initiative, the JN Port has taken several measures including introduction of Direct Port Delivery (DPD) process driven by PMO. **Viren C Dayal**, Course Director, IIFF, discussed

the DPD process and what impact it has made on overall trade. According to Dayal, DPD facility and its success are essential from the perspective of India's global ranking. "DPD is one of the latest initiatives undertaken by customs and the terminals for better performance in global trade and all members took keen interest

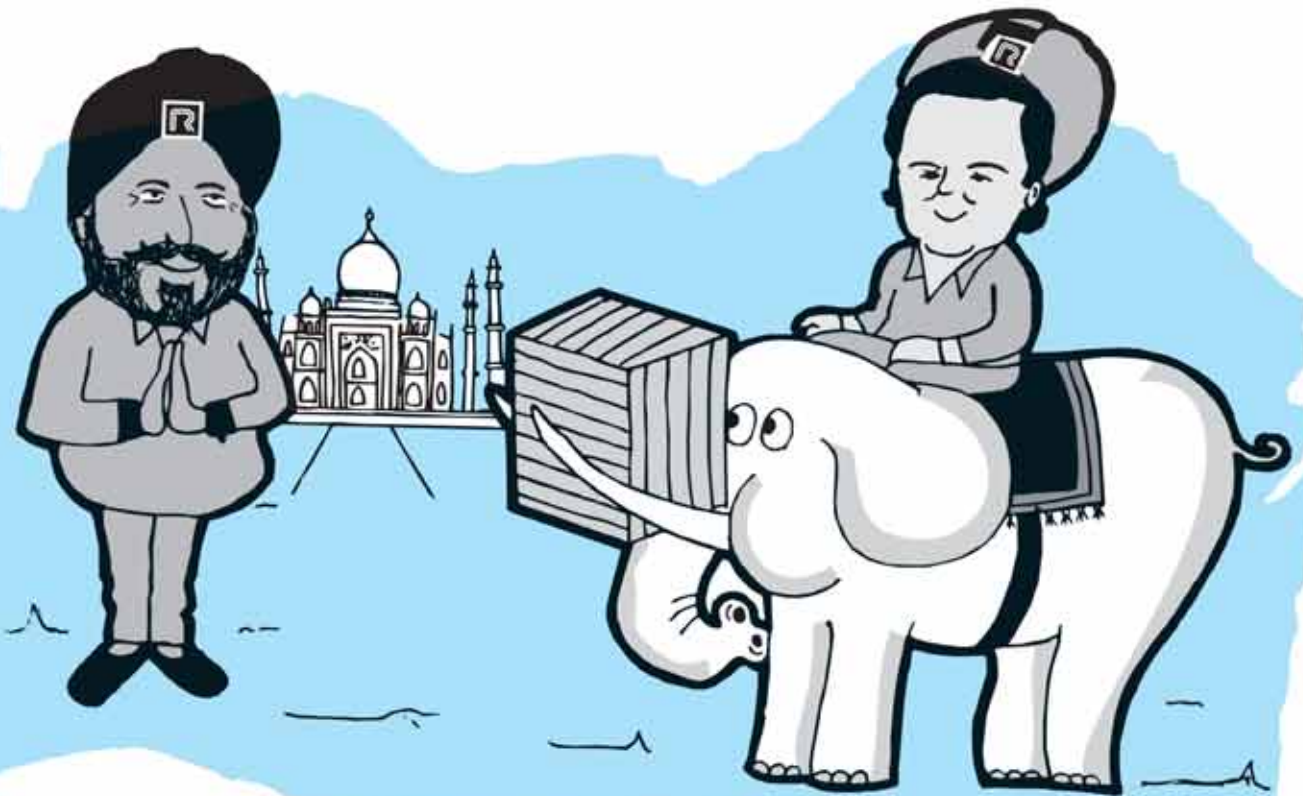
to know how DPD has improved overall growth and added significant value to uplift our global position," he said. The WISTA members, who attended the event, under the leadership of Sanjam Sahi Gupta, Director, Sitara Shipping & President, WISTA India, maintained that the event was highly enlightening.



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Please tell us about your business model. What services do you offer?

Our forte is handling exhibition cargo in India but the other areas we work on are defence, entertainment and sports events. We handle exclusively all the editions of Formula 1.

The first portion of our business is to handle international exhibitors to exhibit in India. Our job is to ensure the exhibit from their point of origin through the customs, transportation in that country, multimodal transport into India by air or sea or any other mode. We do all the clearances plus transportation, then we deliver on site in India. At site, we also do the installation of the exhibits. After the exhibition, the whole process is reversed. The second portion is complete reversal, that is, we also handle Indian exhibitors who go abroad for exhibitions and the difference only is that we are handling our people. Another area where we are getting involved in a big way is defence projects. We are handling contracts for Ministry of Defence and private companies.

For the entertainment business, we handle musical concerts of international groups. The recent Justin Bieber concert in our country was handled by us. These artists bring huge amounts of equipment, be it musical equipment, theatrical accessories, etc., that come under exhibition cargo. We handle the clearances and also help during the show. Over the years, we have handled some of the big names that have performed in India, such as Metallica, The Rolling Stones, and Enrique.

What is the current global scenario where the exhibition industry is concerned?

Exhibition industry has only grown over the years. I firmly believe that



if anybody wants to do business anywhere, an exhibition is the kick-off point. Nowadays, there are other forms of media too such as social media. Virtual exhibition started 15 years ago, but failed. The present economic scenario is on the uptick.

How do you differentiate yourself from freight forwarders?

Our business is extremely time bound. The role of freight forwarders is basically from departure airport to arrival airport. Exhibition logistics business is all about final delivery to stand on the exhibition site. It is a 100-metre race for us, 90 metres of which comprises movement from departure to arrival airport and the last crucial 10 metres from the arrival airport to the exhibitor's stand. These last 10 metres are critical to the success of the exhibition.

What are the challenges faced by the exhibition logistics industry in general and in India in particular?

I won't say India is not as easy market; it is. We work worldwide and I can say that we are still better-off as compared to the custom procedures of America, Japan, South America, etc. But we do

still have systems that we abide by.

Then, we have challenges in terms of venues in India; all the venues are not state-of-the-art, and to work in that environment is a tough job at times. These are all back end challenges. Moreover, we face challenges in terms of paperwork, systems that could have been more simplified, and lack of infrastructure.

We, as a company, in the last 30 years, have done a lot of work in co-operation with customs to set these systems. A lot of these trade fair units are applicable in many ports in India and we take full credit for that.

Tell us about government support to the industry.

It could be better. I am also part of the Executive Committee

of International Exhibition Logistics Associates (IELA). The association wants the exhibition industry to be given an industry status so that we are able to get brands.

The government also has to take initiatives in major metros to get more venues. It has to be state-driven; unless it is not state-driven, the return of investment won't make it feasible for private investors to come in. This is the reason why German models are a success story where all the venues are partially owned by the cities or states. With

China, the case is quite similar.

Therefore, wherever venues are a success story, cities or states are involved.

What is your USP?

Our success story is our USP. Today, we are the only company that has all the ISO certifications.

We have environment, quality, health and safety certifications, apart from recently having achieved ISO 20121 - Event Sustainability Management Systems certification as well. We have the right manpower and the right infrastructure, be it a forklift, cranes, our own custom licences, etc.



Ravinder Sethi
Managing Director
R.E. Rogers India



We keep pace with the fast-changing digital and technical revolution and ensure quality, and sustainability in our work style



In terms of infrastructure, the amount we have in terms of cranes, etc., is something that no other forwarder, leave alone the logistics side, would have in India.

What is your mantra for success? What is your vision for the future of RE Rogers?

We lead the way and set the rules. We keep pace with the fast-changing digital and technical revolution and ensure quality, health, safety, and sustainability in our work style. We maintain relationships, both internally and externally, and retain our culture and our humility. My vision for the future is to continue to remain the market leaders and always abide by the above mantras. ↴





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Airports Authority of India, Traffic Statistics

Domestic Freight

S.N	Airport	Freight (in tonnes)			S.N	Airport	Freight (in tonnes)			
		For the Month					For the Month			
		April 2017	April 2016	% Change			April 2017	April 2016	% Change	
(A) 18 INTERNATIONAL AIRPORTS					29	Bagdogra	225	318	-29.2	
1	Chennai	8170	7149	14.3	30	Madurai	95	68	39.7	
2	Kolkata	7858	7505	4.7	31	Aurangabad	110	115	-4.3	
3	Ahmedabad	4044	3207	26.1	Total			4870	4627	5.3
4	Goa	245	264	-7.2	(D) 23 DOMESTIC AIRPORTS					
5	Lucknow	259	124	108.9	32	Indore	777	580	34.0	
6	Trivandrum	117	99	18.2	33	Raipur	325	325	0.0	
7	Guwahati	2424	1288	88.2	34	Agartala	507	561	-9.6	
8	Jaipur	836	963	-13.2	35	Jammu	165	159	3.8	
9	Calicut	89	26	242.3	36	Vadodara	169	223	-24.2	
10	Bhubaneswar	694	635	9.3	37	Udaipur	1	1	0.0	
11	Coimbatore	740	542	36.5	38	Ranchi	517	314	64.6	
12	Srinagar	423	460	-8.0	39	Dehradun	14	7	100.0	
13	Varanasi	75	110	-31.8	40	Bhopal	69	77	-10.46	
14	Mangalore	43	38	13.2	41	Leh	76	276	-72.5	
15	Amritsar	46	22	109.1	42	Rajkot	32	12	166.7	
16	Trichy	0	2	-100.0	43	Jodhpur	1	1	0.0	
17	Port Blair	396	400	-1.0	44	Dibrugarh	48	57	-15.8	
18	Imphal	331	295	12.2	45	Silchar	32	21	52.4	
Total		26790	23129	15.8	46	Bhuj	1	2	-50.0	
(B) 6 JV INTERNATIONAL AIRPORTS					47	Juhu	36	35	2.9	
19	Delhi (DIAL)	23864	21969	8.6	48	Jabalpur	1	0	-	
20	Mumbai (MIAL)	19866	17632	12.7	49	Dimapur	47	9	422.2	
21	Bangalore (BIAL)	9017	8720	3.4	50	Tuticorin	0	3	-100.0	
22	Hyderabad (GHIAL)	4282	3761	13.9	51	Jamnagar	0	8	-100.0	
23	Cochin (CIAL)	1135	1041	9.0	52	Jorhat	7	7	0.0	
24	Nagpur (MIPL)	335	408	-17.9	53	Agatti	1	0	-	
Total		58499	53531	9.3	54	Porbandar	1	0	-	
(C) 7 CUSTOM AIRPORTS					Total			2827	2678	5.6
25	Pune	2771	2794	-0.8	(E) 1 ST.GOV'T. / PVT AIRPORTS					
26	Visakhapatnam	427	483	-11.6	55	Lengpui(AIZWAL)	48	39	23.1	
27	Patna	621	342	81.6	Total			48	39	23.1
28	Chandigarh (JV Airport)	621	507	22.5	Grand Total (A+B+C+D+E)			93034	84004	10.7

Traffic Statistics

International Freight

S.N	Airport	Freight (in tonnes)		
		For the Month		
		April 2017	April 2016	% Change
(A) 12 INTERNATIONAL AIRPORTS				
1	Chennai	24366	21284	14.5
2	Kolkata	4891	3900	25.4
3	Ahmedabad	3110	2180	42.7
4	Goa	123	106	16.0
5	Lucknow	183	241	-24.1
6	Trivandrum	2387	1856	28.6
7	Jaipur	233	189	23.3
8	Calicut	1558	1014	53.6
9	Coimbatore	67	9	8 -31.6
10	Mangalore	142	56	153.6
11	Amritsar	106	64	65.6
12	Trichy	622	552	12.7
	Total	37788	31540	19.8

		2017	2016	
(B) 6 JV INTERNATIONAL AIRPORT				
13	Delhi (DIAL)	55131	43603	26.4
14	Mumbai (MIAL)	52581	42184	24.6
15	Bengaluru (BIAL)	17259	15882	8.7
16	Hyderabad (GHIAL)	6170	5179	19.1
17	Cochin (CIAL)	5940	5839	1.7
18	Nagpur (MIPL)	31	39	-20.5
	Total	137112	112726	21.6
(C) 1 CUSTOM AIRPORTS				
19	Madurai	1	0	-
	Total	1	0	-
GRAND TOTAL (A+B+C)		174901	144266	21.2

MUMBAI

FFFAI promotes INSTC route in Mumbai

FFFAI carried a dry run study and organised three international conferences on International North-South Trade Corridor (INSTC) to promote unexplored potential markets for exporters and importers in India.



CT BUREAU

Federation of Freight Forwarders' Associations in India (FFFAI), in association with Department of Commerce, Ministry of Commerce and Industry, Govt. of India, and Maritime Nation India, is organising an interactive business session to popularise the International North-South Transport Corridor (INSTC) route among potential stakeholders in an attempt to promote the strategic route. "Going forward, we would like to seek more participation from trade and stakeholders on INSTC route to reach Russia/CIS countries via Iran, with competitive price and lesser time with


the development taking place in shipping goods and infrastructure," said **Shankar Shinde**, Vice Chairman, FFFAI, who is spearheading the INSTC project from the Federation.

He also maintained that Indian freight forwarders and logistics companies can substantially benefit from operating on INSTC Route thanks to cost competitiveness.

Remarkably, Prime Minister Narendra Modi visited Russia on June 1, just 15 days after China's Belt and Road Initiative (BRI) Forum, which India did not participate in. It

holds immense significance for the INSTC, which would connect India, Iran and Russia through Central Asia.

He emphasised on the role of the private sector

in enhancing trade and commercial ties between the two countries, adding that India and Russia are close to achieving the target of \$30 billion worth of investment by 2025. 



Shankar Shinde
Vice Chairman
FFFAI

Trivia

- ♦ The INSTC Conference will be held on September 16, 2017, at International Exhibition Centre, Vashi, Navi Mumbai, from 2:00 pm to 3:30 pm
- ♦ FFFAI is also organising Trade Facilitation Conference (TFC) on September 16, 2017, from 3:30 pm to 5:00 pm at the same venue
- ♦ There is no participation fee for members of FFFAI, but as prior registration is mandatory, FFFAI requests all participants to fill-up the registration form and forward to FFFAI Secretariat, latest by September 9, 2017.



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FFFAI focuses on varied objectives

The ninth Executive Committee (EC) meeting of FFFAI for the term 2015-2017 was held in Bengaluru in the presence of its office bearers and EC members from across the country. Highlights of the discussions included a report on actions arising out of the discussions during the eighth EC meeting held in Delhi.



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'50% revenue through exports by 2020'

While sharing the future plans of the company, **Samir Gandhi**, Director, Gandhi Automations, shares the safety compliance in line with European standards that are being used to develop products.



CT BUREAU

What is your strategy to stand apart from competitors?

We have presence at 23 locations pan India along with a state-of-the-art factory and a warehouse. Ongoing technological advancement, product and solutions and after sales support are the key that distinguish us from competitors.

We already have an install base in Africa, Europe, Middle East, America and South Asia. However, such projects were intermittent, owing to focus on such markets.

We have now commenced our focus on international markets through dealer networks and exhibitions. So far, the response is encouraging.

What safety standards are taken before designing and manufacturing products?

Our Research and Development and Design wings are responsible for creating, launching, and developing a new or existing product. European collaboration has helped to manufacture our product as per European (EN) Standards.

Each product is operated and tested under multiple environments and test scenarios. Our products are equipped with safety mechanisms to either lock or retract under emergency situations to avoid any hazard towards man or material. Basic emergency mechanisms are included with the product, but we can



customise and add further safety measures as per requirements.

Please throw some light on your presence across the country and worldwide.

Apart from a 300,000 sqft factory and warehouse, we have

presence at 23 locations pan India for sales and service.

Our vision is 50 per cent revenue generation through exports by 2020. Although we have exported and installed in few countries in the past, we now have multiple dealer networks in all continents, with a focus on select countries.

What is your USP?

- ♦ More than 100,000 installations, 70 per cent market share, 21 years' experience, and more than 500 employees.
- ♦ Presence in 23 locations across India
- ♦ ISO 9001:2008 certification by TUV NORD
- ♦ Advanced manufacturing through European



Samir Gandhi
Director
Gandhi Automations

collaboration for technology and creative engineering

- ♦ Reduced downtime through periodic preventive maintenance visits by service team as per AMC
- ♦ In-house research and development that customises and develops products with latest technologies in international markets



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Enabling end-to-end visibility to warehousing

Ajay Rao, Founder and CEO, Emiza, in conversation with CARGOTALK, enumerates the suitable warehousing options that the company offers and its plan to grow to 35 hubs from the existing 23 hubs.



JESSY IYPE

What kind of warehousing platform do you offer to your customers?

We offer multi-client warehousing platform and provide a complete

technology, services and infra stack on a 'pay per use' basis to our customers. Since we are looking at larger and multi-user facilities, it translates into lower cost. This is a strong product, especially for SMEs that are constantly under

pressure for cost cutting unlike their MNC counterparts that can easily benefit from economies of scale.

We are sure that with GST as a platform, this integrated offering would

make a lot of sense, both for SMEs and large corporates.

Please throw light on your network of 23 hubs.

If the logistics are to be efficient, one must have high level of penetration even in

Tier-III and IV cities. Our entire focus is touching these cities to be able to deliver effectively and efficiently. We have 23 branches and hubs across eight states in North India: Delhi, Jammu & Kashmir- Jammu, Himachal Pradesh- Parwanoo, Punjab-



Ajay Rao
Founder and CEO
Emiza

Ludhiana, Jalandhar, Amritsar and Bhatinda, Haryana- Ambala, Karnal, Rohtak, Gurgaon and Hisar, Rajasthan- Jaipur, Uttar Pradesh- Noida, Agra, Kanpur, Allahabad, Lucknow, Varanasi and Gorakhpur, Uttarakhand – Rudrapur, Haridwar and Dehradun, Chandigarh. We plan to grow from 23 hubs to 35 hubs, soon.

What is your USP?

The secondary transportation space that we operate in, makes our offering unique and dynamic. Each corporate currently deals with 20-30 vendors for their regional distribution requirement. Our unique business model is in the segment of supply chain that is untouched by the organised players. Own branches mean increased transparency, visibility and ownership of the network. Technology is the backbone of our systems and processes.

Kindly explain your future plans?

With implementation of GST, our aim is to integrate warehousing solutions with distribution, thereby being the single window for our customers from inventory management to distribution to their last link in supply chain.

Currently, we are in North India. In a few months, we plan to kick start West India operations, which would be followed by South India by end of this year and East and North- East after that. Not only are we highly tech-enabled but also control the network end-to-end.

30
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Evolution of IGI's Air Cargo Terminal

Having witnessed the making of integrated international air cargo terminal at IGI Airport, **Sushant Nigam**, International Air Cargo Consultant, shares crucial milestones of international air cargo movement.

The development of cargo facilities has been worth penning down; right from the archaic manual ways to the modern day of mechanical and computerised ways; from storing cargo packages on ground to multi-level storage racks, using high-reach forklifts; from recording physically in the registers to the electronic recording and what not. It has been a privilege to witness the revolutionary changes from the monopolistic situation under public sector to the competitive one wherein establishment of two service providers was mandated by the government. Providing world-class infrastructure and offering efficient services at competitive yet regulated prices to customers of the airport through reputed private sector companies.

Evolving over the years

More than four decades ago, the infrastructural facilities to process international cargo for air-lifting were virtually non-existent at Indian airports. After making a shipment ready, as per the buyer's order, an exporter or his agent would hop from one airline office to the other to find an airline agreeing to book his shipment and uplift it. Seeking regulatory clearances would make an exporter shuttle around the city from one office to the other office of relevant government bodies (such as AEPC, DGFT, ASI, Wildlife,



Animal/Plant Quarantine, etc.) to complete the formalities of exporting.

Very few foreign airlines operated at Delhi in the 70's and some of them contracted the national carrier, Air India for providing ground handling services for their cargo and the aircraft. Cargo volumes were so low; that a small office in the downtown had capacity to accept and carry it after customs clearance to airport in staff bus for upliftment. The then international and domestic flights were operated from a building constructed during World War II, the erstwhile T-1B, which has now been converted into swanky Domestic Passenger Terminals 1C & D.

In April 1972, government established International Airports Authority of India (IAAI) to construct, manage and

With the formation of AAICLAS, government has shown its seriousness in infrastructural development through professional intervention

operate five airports in the cities, named that time as, Delhi, Bombay, Calcutta, Madras and Trivandrum. The mandate included establishing international air cargo terminals to provide all cargo handling and storage facilities to all operating airlines and the user trade on common user basis. All facilitating and regulatory bodies were to be given office space so that the user cargo trade would not have to run around from one corner of the city to the other for completing regulatory formalities. The then Calcutta Airport became the first in the series to have an Integrated Cargo Terminal

in 1975 followed by the one at Bombay Airport in 1977 and Madras in 1978.

Delhi Airport commissioned its semi-mechanised integrated air cargo terminal along with Passenger Terminal, T-2 on May 1, 1986. The Palam Airport was simultaneously renamed as IGI Airport. Airlines that owned a warehouse or used Air India services for cargo, were shifted to the new Integrated Cargo Terminal despite reluctance to move out of their own kingdom to a place to be used on common user basis but gradually they found it a cost effective move.

Consistently efficient

The Delhi Cargo Terminal having made a modest beginning from around 27,000 sq m of covered area, handling around 75,000 MT of export and import cargo in the first year, has grown five times in space but 10 times in cargo volumes. Modernised and environment-friendly solar energy powered terminals, multi-level storage, eco-friendly handling equipments, expansive city-side and air-side access, paperless and online business transactions, mobile app-based easy information and transaction system, etc. makes Delhi Airport Cargo Complex as India's premium as well as most preferred gateway.

Although some premium Indian airports, having already good market reach as well as share of the aviation business have been handed over to private sector consortiums yet

the other Indian airports have not gone beyond the active radar coverage of government of the country. With the formation of Airports Authority of India Cargo Logistics Services and Allied Services (AAICLAS), government has shown its seriousness in infrastructural development through professional intervention.

Focus on adopting best practices, removing bottlenecks, simplifying clearance procedures, development of world class infrastructural facilities complemented whole-hearted trade friendly measures being taken by private as well as public airport operators, under close monitoring and collaborative approach by government are bound to fructify India's efforts to skyrocket its global trade.

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



Sushant Nigam
International Air Cargo Consultant

AISATS receives HACCP certification

AISATS (Air India SATS Airport Services), has become the first on-airport perishable cargo handling centre to receive the HACCP certification.

The HACCP (Hazard Analysis and Critical Control Point) certification, a very important component for safety compliance as per global standards, will ensure that the shelf

life of perishables is retained, enhancing the high quality and service standards that AISATS denotes. With the AISATS COOLPORT equipped to handle up to 40,000 tonnes of perishables per annum, inclusive of flowers, fruits, vegetables, meat and pharmaceuticals, this certification will warrant further precaution in terms of storage practices

and temperature control protocols. AISATS is operating across five airports – New Delhi, Bengaluru, Hyderabad, Trivandrum and Mangalore.

The company has also introduced an automated aircraft exterior cleaning system recently, which will help it reduce time and manpower required in cleaning of planes.





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New projects inaugurated at Kamarajar Port

The projects include a new Container Terminal worth ₹1270 crore, a new multi cargo terminal worth ₹151 crore, railway line to Container and Multi Cargo Terminal worth ₹60 crore, and RFID system worth ₹11.82 crore.



CT BUREAU

Nitin Gadkari, Union Minister of Shipping, Road Transport & Highways, Government of India, has said that an investment of ₹250,000 crore is being made in Tamil Nadu under

Sagarmala. Of this, ₹39,000 crore will be for port modernisation, ₹55,000 crore for port connectivity and ₹150,000 crore for port led industrialisation.

Gadkari said the work being done under

Sagarmala is estimated to create about 2 lakh direct jobs in the state in the next two years.

The development of New Container Terminal project will provide more container handling facility

for traders. It will also facilitate the new industries and ancillaries in the vicinity of the port, provide new job opportunities and give boost to local economy.

The rail connectivity to Container and Multi

Cargo Terminal project will improve cargo movement through rail route. The terminal will also reduce the logistics cost and reduce the load on roads and decongest the nearby roads for the benefit of general public.



Nitin Gadkari
Union Minister of Shipping, Road Transport & Highways
Government of India



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The development of New Container Terminal project will provide more container handling facility for traders



The implementation of RFID system project will enhance the ease of doing business for traders. The RFID system will lead to reduction of time and congestion in cargo traffic and enhance the port operations. ↴

Safmarine launches online quote form

This one-step entry tool is designed to save time on documentation, tracking and more. Through my.safmarine.com, a customer can get accurate and competitive rates as per their requirements within two hours. **Bimal Kanai**, Director - India, Sri Lanka and Bangladesh, Safmarine, said, "This new service offering for customers in India will enable them to do business faster and accurately at a global level. We will continue to focus on building relationships with our customers."



National Conclave on Cold Chain Development

27th July, 2017 at 9:30 a.m., PHD House, New Delhi

Sessions

- Inaugural Session
- Panel Discussion-I : Indian Cold Chain Industry and Way Forward
- Panel Discussion-II : Efficient Reefer Transportation: Key for Cold Chain Logistics
- Session-III : Technological Innovations and Emerging Technologies in Cold Chain Sector

Broad Agenda Outlook:

- | | |
|---|--|
| <ul style="list-style-type: none">• Key trends and current outlook• Policy and Regulatory Framework• Investment Opportunities in Cold Chain Sector | <ul style="list-style-type: none">• Evolution of cold storages into multi-commodity distribution centres• Recent Schemes and Govt's initiatives• Technological Innovations and Emerging Technologies |
| <ul style="list-style-type: none">• Need of Skilled & trained manpower• Reducing the cost of operations with alternate resources , energy efficiency ,etc• Reefer transportation-still in nascent stage | <ul style="list-style-type: none">• Impact of GST on Cold Chain Sector• Start-ups in cold chain business• Impact of increased e-retail and rising e-commerce on Cold Chain Sector |

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SOUTH INDIA

Krishnapatnam port goes paperless

The cloud-based solution acts as a centralised docking station to all the stakeholders by accessing and processing the container documents, thereby eliminating inefficiencies in the process.



CT BUREAU

Krishnapatnam Port is all set to go paperless by implementing 'e-Xpressway' for its container operations. A first-of-its-kind cloud-based electronic platform aims to speed up container terminal operations by digitising the end-to-end documentation processes related to containers. It also provides a cloud-based online access to vessel operators, container operators, terminal, CHA, freight forwarder, CFS, transporter, empty yards, etc, for export and import containers moving by both road or by rail by generating and processing forms and for gating the container in and out of terminal. Besides, it offers online approval of containers for customs and online form generation for export and import by road and by rail containers.



Jithendra Nimmagadda
COO
KPCT

According to a research, while the shipping industry has an excellent infrastructure for smooth movement of shipping containers, it lacks facilities for the seamless movement of container documentation from source to delivery. Several man-hours are spent in physically transmitting an estimated 200 documents for shipment of a single container from source

e-Xpressway is a path breaking digital platform and is capable of changing the face of Indian maritime industry

to destination making the industry extremely inefficient and unreliable.

Jithendra Nimmagadda, COO, Krishnapatnam Port Container Terminal (KPCT) says, "e-Xpressway is a path breaking digital platform and is capable of changing the face of Indian maritime industry considering the intense complexities, delays and inefficiencies involved in

container documentation. With a whopping 33 per cent of entire container processing time spent in co-ordination of paperwork, the system can completely eradicate the heavy dependence on traditional methods of transmission of documents. With increasing implementation of this system by the maritime industry, we can jointly transform the industry to make it more competitive, transparent and efficient."

Each stakeholder can simply log in to e-Xpressway to complete their respective activities which will automatically push the activity to the next concerned stakeholder. The platform provides transparency by providing the real-time status of the container documentation stages and their completion.

Trivia



Krishnapatnam Port has conceptualised and installed a first-of-its-kind Automated Fertilizer Handling System (AFHS) in India. The innovative infrastructural set-up was inaugurated by the Amitabh Kant (I.A.S.), CEO, NITI Aayog at the port. The AFHS at Krishnapatnam Port will be equipped to handle the end to end fertilizer cargo operations right from the cargo discharge from

vessel till evacuation by road/rail. A more reliable, economical and an all-weather cargo handling solution, AFHS will enable the port to meet the increasing demand of imported fertilizers. Offering requisite efficiencies, flexibility and precision in operations, with the new system installed, the port is expecting to meet the needs of fertilizer importer.

ASIA

ML's first shipment from Vizag to Nepal

Maersk Line's (ML) maiden rake left from Visakhapatnam for Nepal on June 6. It aims to offer a guaranteed fixed transit time from load port till ICD Birgunj.



CT BUREAU

Chennai Express, which has high schedule reliability, will call on Visakhapatnam once a week with multiple feeders sailing during the week that will help customers to carry shipments globally. This service offering is aimed at ease of doing business and increasing transparency by providing customers with an end-to-end delivery mechanism. This entails one stop solution such as online payment, handling documents, DO issuance and clearing cargo all at Nepal itself.

Franck Dedenis, Managing Director, Maersk Line (India, Sri Lanka, Nepal and Bangladesh) said, "We have been serving the Nepal market for over two decades. Last

September, I had mentioned that we wanted to expand our offerings in Birgunj to increase accessibility and transparency to our customers in the region.

We believe we have delivered on that promise to provide customers with an alternate, provide an end-to-end delivery mechanism and ease of doing business with transaction facility in Nepal. We are committed to serving our customers to help grow their businesses in a cost-effective, transparent way."

Key benefits for Birgunj

- ❖ Fixed transit time till ICD Birgunj – ML will offer a guaranteed fixed transit time from load port till ICD Birgunj. Customer will

know in advance of cargo reaching ICD Birgunj, making business more efficient, saving inventory costs, detention costs and allied costs.

- ❖ Fixed customs activity till ICD Birgunj – ML will offer only one fixed transshipment permit, customer transit documents and custom permission charge which will end the market practice of charging different clearance charges, thus ensuring transparency and cost savings.

- ❖ Fixed transportation charges – ML will offer fixed transportation charges depending on weight of cargo without any additional costs.

- ❖ Mother vessel connection at Visakhapatnam port – ML's CHX vessel

to call once a week with multiple feeders sailing during the week that will help customers to carry bulk shipments.

- ❖ Online payment of charges.

- ❖ Online tracking facility of cargo till Birgunj.

- ❖ Single window solution – ML will be the single point of contact for the shipping, transportation and custom related activities. Customers will save time, money, coordination and allied efforts to bringing the cargo to their doorstep.

Trivia

Maersk Line has also processed trade's debut shipment of papayas from Mangalore in Karnataka to Jebel Ali, UAE through its container vessel - M. V. Tiger Goman. This opens up a niche cargo category of shipping non-frozen goods (Fruits) using reefers from the region (Mandya, Karnataka). Reefer services from Maersk Line link the farms to the ports, enabling transportation between the point

of origin and the port for specialised cargo that needs expertise and care. This acceptance via Mangalore port has further reduced the transportation time, resulting in cost savings along with considerable reduction in carbon footprint. This has also enabled avoiding the state border tax. Previously the transportation used to happen through JNPT or Chennai port.





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Etihad, Royal Air Maroc Cargo sign MoU

The MoU shall imbibe co-operation in network, freighter deployment and increase traffic on several trade lanes over the next nine months.



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The MoU was signed by **David Kerr**, Senior Vice President, Etihad Cargo, and **Amine El Farissi**, Vice President - Cargo, Royal Air Maroc. **Abdelhamid Addou**, Chief Executive Officer

of the Moroccan national airline also attended the signing ceremony. Kerr said, "The MoU reinforces Etihad Cargo's commitment to our customers by providing more capacity and greater frequency to destinations around the world. Together

with Royal Air Maroc, we have been working for the past year to deliver improved services for shippers to the US, Canada, Brazil and West Africa.

"This MoU is a testament to the success

of our partnership, both commercially for our respective airlines and for our customers who have benefitted from enhanced connections," he added.

El Farissi said, "The signature of this MOU is a



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The airline will spend the next nine months identifying other areas of co-operation

”

milestone for our long-term co-operation. Thanks to the geographic and commercial synergies that will result from this game-changing partnership, we will take our performance to the next level, mainly in the African and the American markets. Royal Air Maroc Cargo will also benefit from Etihad Cargo's operational and technological know-how."

The airline will spend the next nine months growing traffic through joint network development, including freighter deployment and identifying other areas of co-operation.

Royal Air Maroc Cargo operates one Boeing 737 freighter, which will be complemented by Etihad Cargo's freighter fleet of 10 aircrafts – five Boeing 777Fs and five Airbus A330Fs – as well as a belly hold capacity on a combined fleet of more than 150 passenger aircrafts from both airlines.

Etihad Cargo has also launched a weekly freighter service between Abu Dhabi and the Cambodian capital Phnom Penh, to support Cambodia's garment and footwear industry. The garment industry employs around 10 per cent of the country's workforce and is critical to the economy of the Southeast Asian nation. The new service operates Abu Dhabi-Singapore-Phnom Penh-Abu Dhabi on an Airbus A330F with a payload of 64 tonnes. Phnom Penh will be Etihad Cargo's 15th destination in Asia.

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India in limelight at Air Cargo Europe

Dr. Robert Schoenberger, Exhibition Group Director of Messe München, talks about the success of Air Cargo Europe 2017 and India's growing significance in the industry.



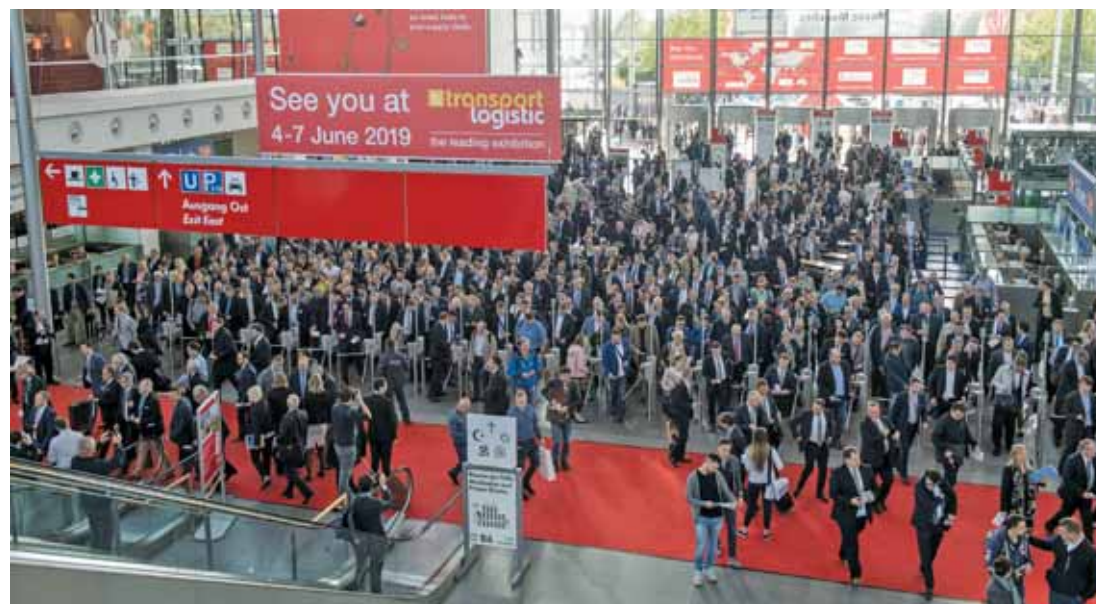
GUNJAN SABIKHI

What do you feel were the biggest achievements of Air Cargo Europe in 2017?

Air Cargo Europe witnessed the maximum number of visitors and exhibitors, with the exhibition halls filled up. Networking, digital and across all borders, was the dominant theme at transport logistic 2017. Showcased here were future-oriented technologies in self-driving vehicles, telematics, smart data and cloud solutions. The biggest achievement certainly was to be able to bring so many key players from the whole supply chain, all transportation modes and many countries of the world together at one place. Transport logistic has never been more international, more intermodal or more focussed. We also never had more high-level conferences taking place in our forums:

How many countries participated this year? How many new exhibitors were there?

Transport Logistic 2017 reported a record participation figure of 2,162 exhibitors from 62 countries who showcased their products and services at the industry's leading international trade fair, a rise of 5.4 per cent. The number of visitors rose by 9.5 per cent to 60,726 from 123 countries. The exhibition space covered by the trade fair grew to 115,000 sqm, all nine halls



were fully booked. New exhibitors from all around the world were on board; among them were China Railway Container Transport, DP World, Heathrow Airport, Kerry Logistics and Maersk. In addition, there were 17 national pavilions from Bahrain to China and Slovenia. The top ten exhibiting countries, after Germany were Netherlands, Italy, Belgium, France, Austria, Spain, UK, The Czech Republic, Poland and China.

Do you feel there has been an increase in interest towards India?

India is a huge logistics market. It belongs among the top countries in the world due to its sheer size and it certainly belongs as a main player to the logistics landscape. With all the vertical industries India has to offer, there is an increasing

demand of varied logistics services required in future. - India is also leading in IT services and digitisation, a topic that dominated this year's transport logistics show. There were loads of opportunities for Indian companies also at our exhibitions and conferences. We would wish to see even more Indian companies coming to our shows in Munich and Shanghai as we strongly believe they will all find excellent opportunities to create additional or new businesses.

What game-changing industry trends do you feel have been highlighted at Air Cargo Europe, this year?

Well, there are many trends that have been discussed and showcased, explained and shared. Logistics is entering a new age. Only time will show

though, if those trends will be game changing.

Transport logistic shows also give room to ideas which then might become trends after the show; one trend in particular has stood out, that is, digitisation. This trend is being discussed in all modes of transportation (from ocean to air to road to rail) and no one can go around it as it involves the whole supply chain and all of its participants.

Another much-discussed topic was rising national protectionism, which is a risk for international trade.

Also, industry 4.0, the Internet of Things and digitisation are technology drivers that can secure a company's competitive position. That applies to providers of logistics services as well as to shipping agents.

Right now, the market for drones, delivery robots or 3D printers still appears to be limited. We, as an exhibition organiser, create room for ideas, showcases and discussions to help this industry move forward.

What influence have technology development and the digital growth had on the event this time?

With digitisation, logistics is on the threshold of the most exciting phase of innovation in recent decades and as a result it is becoming even more important.

The importance of this sector was also underlined at the opening event by Alexander Dobrindt, German Federal Minister for Transport and Digital Infrastructure.

Forwarding agents and logistics companies work in a dynamic environment



Dr. Robert Schoenberger
Exhibition Group Director
Messe München

With all the vertical industries India has to offer, there is an increasing demand of varied logistics services required in future

that place high demands on economic, ecological and social sustainability. Digitisation is changing consumer behaviour as well as the production and sales strategies of industry and trade.

As a result of innovations in processes and technology, new logistics solutions are being created.

At the same time, we see that the markets and the market participants are re-grouping. The big challenge for transport and logistics companies is that often opportunities and hurdles lie very close together. ↴



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Industry's effort to tackle GST hurdle

Air Cargo Club of Delhi (ACCD) recently organised a GST Awareness Programme for airlines, GSAs and freight forwarders. K. Vaitheeswaran gave a detailed presentation on relevance of GST and responded to the gathering's doubts.



Ethiopian unveils new cargo terminal

The inauguration of the new state-of-the-art Cargo Terminal-II has been done on the sidelines of the second ICAO Global Air Cargo Development Forum.

CT BUREAU

Ethiopian Airlines has inaugurated its state-of-the-art Cargo Terminal-II during the second ICAO Global Air Cargo Development Forum. Covering a total area of 150,000 sqm area of land, the new cargo terminal includes facilities such as Dry Cargo Terminal warehouse, Perishable Cargo Terminal with cool chain storage, fully-automated with latest technology ETV (Elevating Transport Vehicle), G+2 office building, apron area that accommodates five additional big freighter aircrafts, sufficient truck parking apron as well as employee canteen and washrooms. The new cargo terminal is also fitted with different climate chambers for storage and handling of temperature sensitive products such as fresh agricultural products, pharmaceuticals, life science products, among others.

Tewolde GebreMariam, Group CEO, Ethiopian Airlines, remarked, "With infrastructure development being one of the four pillars of our fast, profitable and sustainable growth strategic roadmap, Vision 2025, we have been making massive

investments in infrastructure projects to modernise and expand our cargo facilities at a total cost of US \$150 million. The new Cargo Terminal-II combined with our existing Terminal-I will give us a total tonnage capacity of around one million per annum,

the largest in the continent of Africa. Moreover, upon completion of the second phase, which adds 600,000 tonnes annual uplift capacity, Ethiopian Cargo and Logistics Services will have one of the world's largest cargo terminals; a capability

equivalent to cargo terminals in Amsterdam Schiphol, Singapore Changi, or Hong Kong. This investment and the resulting massive cargo facilities along with the six modern B-777F fleet and 2 B-757F will create adequate air cargo transporting

capacity for the fast growing export and import demand of the continent, which is critically essential in the socio economic development of African countries."

Ethiopian Cargo and Logistics Services operates

eight dedicated freighters to 39 global freighter destinations in Africa, the Gulf, the Middle East, Asia and Europe with an average daily uplift of 650 tonnes on top of the belly hold capacity, 150 tonnes, to over 95 destinations globally.



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Tewolde GebreMariam
Group CEO
Ethiopian Airlines



The new Cargo Terminal-II combined with existing Terminal-I will give us a total tonnage capacity of around one million p.a.



ACCD members converge at AGM

Ravinder Katyal, President, Air Cargo Club of Delhi (ACCD), welcomed the newly re-elected Managing Committee at the Annual General Meeting of the club where members put forward suggestions for the year.



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EVENT TALK

JULY 2017

Automotive Logistics Russia Summit	Moscow	4-5
PHD Air Cargo Summit- 2017	New Delhi	19
Pharmaceutical End-to-End Supply Chain Management Summit	Philadelphia, USA	24-25
PHD- National Conclave on Cold Chain Development	New Delhi	27
India Warehousing Show	New Delhi	27-29
Logistics Development Forum	Vail	31
Logistics Development Forum	Vail, USA	Jul 31- Aug 2

AUGUST 2017

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

SEPTEMBER 2017

Cool Logistics Asia	Hong Kong	6
Asean Logistics & Transport Show	Malaysia	6-8
Transport & Logistics	Czech Republic	9-13
Material Handling Middle East	Dubai	11-13
Maritime Nation India 2017	Mumbai	14-16
Cool Chain Pharma Conference	Budapest	18-19
Air cargo Handling	Budapest	19-20
China Supply Chain & Innovation Summit	Shanghai, China	21-22

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

NORTH INDIA

IWS 2017 to redefine logistics

India Warehousing Show (IWS), scheduled from July 27-29 this year, at Pragati Maidan, New Delhi, aims to provide a suitable platform for business opportunities, says **Anuj Mathur**, Managing Director, Reed Manch Exhibitions.



CT BUREAU

The seventh edition of IWS will be the perfect conglomeration of 3PL/4PL companies, automobiles, OEM, FMCG, electronics, manufacturing units, retail companies, government departments, architects and consultants. The unmatched congregation of industry leaders from these sectors will make IWS an optimal marketplace for warehousing, materials handling and supply chain.

With the much-awaited implementation of GST, international companies are seeking to enter the Indian market to grab investment opportunities. IWS 2017 will have more than 250+ international and Indian companies showcasing their latest products and technology for the sector. IWS shall also witness some of the biggest brand names that are participating for the first time, namely, Shakti Hormann, Lakshay Buildtech, Barcode India, Landsky Engineers, Guidance Automation, Shenzhen Chainway Information Technology, Cheng Hua Engineering India, Nobellift Equipment Joint Stocks, Dortmund & Hubbard, Zhejiang Jialift Warehouse Equipment, New Era Warehousing, Loya Pre Engineered Buildings, LN Wrench /Less Deal, LiuZhou LiuGong Forklift, Orange City Logistics Park and many more.

"If one is looking to set up a manufacturing plant, warehouse, supply chain network or upgrade the existing facilities, IWS is a must-attend event. With



an exclusive concept to go beyond boundaries, this year we are coming up with an impressive line-up of new international players from Germany, the UK, US, China, Taiwan, Dubai, Italy, Switzerland to launch their products and solutions on this global platform," said **Anuj Mathur**, Managing Director, Reed Manch Exhibitions. Over 70 product launches from industry leaders like Armstrong Machine Builders, Falcon Autotech, Zebra Technologies, SBNTEX FZE, Shandong Province Qingyun, Cheng Hua Engineering India, Trafik Bremen GmbH, BM Techno Machines and many more, shall take place.

"A new talk session called the 'Investment Talk' has been introduced to raise funds for new projects,



Anuj Mathur
Managing Director
Reed Manch Exhibitions

as well as to upgrade the existing ones on July 28, 2017, at Spiritz Cafe.

We have also launched a new business matchmaking application, GoConnect, where one can meet registered visitors, VIPs, conference delegates, overseas suppliers in a one-on-one basis. We believe it will help to build a solid

Warehousing Leadership Summit will offer the supply chain professionals a distinctive experience and networking opportunity

foundation for exhibitors as well as for visitors for fruitful business tie-ups," added Mathur.

"The annual conference has been upgraded this year as Warehousing Leadership Summit. It aims at targeting top management from the logistics and warehousing buyers industry to share their insights.

The summit will offer supply chain professionals a distinctive experience featuring pragmatic content and networking opportunity. It is going to highlight the next generation supply chain and implementation and impact of GST in India. We also have new association support from CILT," he added.





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AAICLAS**Delhi**

Keku Bomi Gazder has been appointed as CEO of AAI Cargo Logistics and Allied Services Company (AAICLAS), a subsidiary of Airports Authority of India (AAI). Gazder has a rich experience of over 27 years in the aviation industry spread out in Middle East, South Asia and Indian subcontinent region where he has proved himself as a startup, transformer and turn around specialist with a focus on lean management principles. Based out of the corporate headquarters of AAI in New Delhi, his primary focus will be on air cargo handling services along with related activities such as ground handling services and security services. His duties will also include entering strategic partnerships.

**Virgin Atlantic Cargo****London**

David Geer has been appointed as Managing Director of Virgin Atlantic Cargo. Geer succeeds John Lloyd, who in May announced his decision to leave the airline after 30 years. Geer joined Virgin Atlantic in April, 2012, as Head of Strategy & Development at Virgin Holidays, following six years as a Manager with L.E.K Consulting. He has spent the last five years with Virgin Holidays, most recently as Commercial, Product and Business Development Director, before being appointed as interim Managing Director of Virgin Holidays in February. Geer will be based at Virgin Atlantic's VHO close to London Gatwick Airport.

**Emirates SkyCargo****New Delhi**

Emirates SkyCargo has announced the appointment of **Abdulla Alkhallafi** as Cargo Manager - North India, effective June, 2017. A Business Administration professional from the University of Dubai, Alkhallafi has been with SkyCargo since 2014. He was earlier stationed in Singapore, one of the busiest markets in Asia. Alkhallafi, who will now be based in New Delhi, will be looking after the North India markets covering Delhi, Uttar Pradesh, Punjab, Himachal Pradesh, and Uttarakhand.

**EFL**

EFL (Expofreight) has announced the appointment of **Ram Menen** as new Independent Director to its International Board as part of its ongoing efforts to add international experts to its management team. Menen is a stalwart of the modern air cargo industry. Widely recognised and admired, he was the cornerstone of building Emirates as the world's largest cargo carrier during three decades at the airline. He retired in 2013 with his last role as Divisional Senior Vice President - Cargo. The Board has been led by Founder and President Hanif Yusooof.



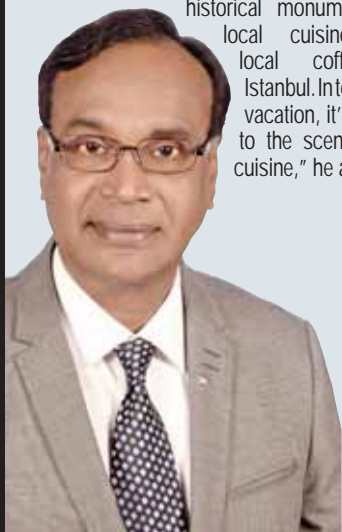
EFL (Expofreight) has announced the appointment of **Mike Sherman** as another new Independent Director to its International Board to transform companies and make them global brands with his experience, having led and grown international brands for over three decades. With over 40 years of experience, Sherman has worked with some of the largest retail brands such as Limited Brands, Abercrombie & Fitch, and Sony. He has held leadership positions in both financial management and supply chain operations and last served as VP -Transportation and Trade Compliance at Abercrombie & Fitch before retiring in 2017.



EFL (Expofreight) has also appointed **Stephen Dearnley** as a new Independent Director to its International Board. As one of the most respected and leading personalities in the Asian region, Dearnley carries with him more than 35 years of experience in freight and logistics. Prior to retiring in 2011, he was the CEO for DB Schenker - Asia Pacific. In his new role, he will guide EFL's global expansion strategy as the company aims to become the first global logistics brand originating from the Indian subcontinent.

**TALKing People**

Krishnan Chelliah, Group General Manager, Transairmarine Freight Services SDN BHD, always prefers to spend time with his wife after long hours or days of work and business travel. His favourite sport is soccer. South Indian Thalli is his most desirable cuisine. Talking about his memorable holiday, Chelliah shares, "It was with my family in Istanbul. We had so much fun and visited several historical monuments and their local cuisine with their local coffee at Old Istanbul. In terms of favourite vacation, it's Colombo, due to the sceneries and local cuisine," he adds.



Huned Gandhi, Managing Director, India - Air & Sea Logistics, Dachser, loves to spend time with family. "We usually go out for movies, have a nice dinner or sometimes simply a coffee near the seaside. I also enjoy playing tennis or badminton with my daughter and being together with friends," he says. Cricket has been his all-time favourite sport. Gandhi relishes Indian cuisine and usually enjoys simple food when at home and Chinese and Thai when he dines out. His favourite holiday destinations are Croatia and Montenegro.



Sanjay P Rath, Managing Director, Sampark India, loves spending time with family. "I also like being social," he says. His favourite sport is Cricket. Talking about his favourite holiday destination, Rath shares, "Spending time with nature is always something I look forward to and Kasauli is one of the best places to enjoy the serene beauty of nature. I also love visiting forts in Amer, Rajasthan, and Kumbhalgarh, Udaipur." Rath is also fond of Rajasthani cuisine.



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