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Decoding GST for logistics

Goods and Services Tax (GST), scheduled to be implemented from July 1, is expected to develop the logistics sector. In conversation with CARGO TALK, industry veterans note that the tax regime can spruce up the industry.

KALPANA LOHUMI

The logistics sector, comprising of inbound and outbound segments of manufacturing and supply chain, is likely to get a much-needed boost, through the implementation of GST. Since GST will replace a bundle of indirect taxes imposed by the centre and state; hence the regime is expected to bring down the tax leakage. This will automatically reduce the freight cost.

The government shall roll out GST on July 1, 2017. In an announcement made by **Arun Jaitley**, Finance Minister, Government of India, the government has kept large number of items under 18 per cent tax slab. Post GST implementation, most FMCG companies will be able to generate substantial savings in logistics and distribution costs as the need for multiple sales depots will be eliminated. Presently, FMCG companies pay nearly 24-



25 per cent taxes including excise duty, VAT and entry tax. With a tax rate of 18 per cent under GST. There could be a significant reduction of six to seven per cent in taxes.

The minister also mentioned that road

transport, air transport and rail transport will come under five per cent slab. As per the market experts, GST will bring healthy growth prospects for the logistics sector. CARGO TALK takes a sneak-peek on the immediate and long-term

effect of the tax, once it gets implemented.

Gemunu Rodrigo, CEO, Expo Freight, says, "GST will essentially eliminate the existing inefficiencies and facilitate structural re-engineering

of the logistics network. Service providers will be incentivised to leverage hub-and-spoke supply chain networks by operating large central warehouses and remodel transportation routes. This will enable increased consolidation

in the industry with large players operating efficiently. Phasing out the inter-state check posts will significantly reduce transportation costs and enhance the ease of doing business.

In the opinion of **Sunil Kohli**, Managing Director, Rahat Cargo, "The implementation of GST will yield several productive outcomes with fresh establishment of warehousing hubs coupled with an enhanced transportations and logistics services across the nation. Apart from warehousing facilities, these entities in India may now offer a variety of value-added services such as packaging, reverse logistics, bar coding, etc. to provide best services to the consumers."

"The new taxation system will positively affect the manufacturing chain, supply chain, and retail chain. A strategically placed warehouse not only improves

Contd. on page 6 ▶

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Bonded trucking is the future



Celebi Delhi Cargo Terminal has started a daily Road Feeder Service (RFS) from Ludhiana and Kanpur. **Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management, enumerates expansion plans.



Enumerate the latest RFS development.

We have already started the Ludhiana facility with effect from February 1, 2017, and in Kanpur from March 6, 2017. The bonded trucking partners for the Kanpur and Ludhiana facilities is Om Logistics. These bonded trucks will bring the cargo to Delhi and then the cargo will be handed over to airlines in Delhi.

The facility has features like no waiting or immediate handling at truck docks. The cargo will be ready for loading at Actual Time Arrivals (ATA) +4 hours. Even, for large lots (6T plus) additional capacity can be arranged at short notice. More importantly, there will be assured delivery and no minimum weight.

Kindly highlight the USP of Celebi bonded trucks?

Bonded trucking has already started several times. So, what makes our truck different is customised vehicle which is planned for cost optimisation. The size of the truck is 19 feet. We have three compartments in the truck; first and second one is of six feet and third one is of seven feet. And each compartment can carry 2,000 kilos. If we don't have sufficient cargo for the whole truck, then we will have a possibility of knocking one compartment separately with the custom seal and the rest will be available to be used for the general cargo.

How do you envision to make Delhi as a cargo hub?

We are working hard to make Delhi as the hub for transshipment and pharma. We are trying to bring pharma from hinterland and bringing

HUB & SPOKE



transshipment from, let's say Dhaka, Colombo, Kathmandu, and develop domestic to international transshipment and vis-à-vis, and international to international transshipment. For this, Dhaka (DAC) freighters has already started and we are working on Colombo freighters. This

will help us to make Delhi as a hub for transshipment and pharma.

Please elaborate on the ULD Repair System.

ULDs are the pallets and containers that the airlines used to forward cargo and baggage and they get



Ramesh Mamidala
DDP Game Changer, India Cargo Awards 2016, CEO, Celebi Delhi Cargo Terminal Management

damaged. For repair, the airlines have to send it to their headquarters. We have a space, so with this facility, we are trying to help the airlines with their repairs. We are in a process to organise few licenses that are required for such stations.

What are your expansion plans for RFS?

The expansion will be further into Kolkata-Durgapur, Indore, Jaipur, Ahmedabad

Trivia

- ◆ The bonded trucking partners are Om Logistics, Overseas Warehousing, Ludhiana and Kanpur Logistics Park.
- ◆ Varanasi, Bhadoi, Goiganj, Khamaria, Mirzapur, Patna, Allahabad, Kanpur and Lucknow air cargo can now be custom cleared at KLPL facility, Kanpur.
- ◆ Amritsar, Jalandhar, Phagwara and Ludhiana air cargo can now be custom cleared at OWPL facility Ludhiana.

and Roorkee-Haridwar belt. We are also working on BBIN (Bangladesh, Bhutan, India & Nepal) RFS corridor. Hence, there is a possibility of moving trucks from these places and we are trying to get cargo to India without any restrictions.

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Opportunities galore

GST is creating a buzz yet again and with less than a month left for its implementation the industry is gearing up to see how this phase fares. The government has issued a statement to keep large number of items under 18 per cent tax slab. The FMCG segment will be the direct beneficiary through the reduction of nearly seven to eight per cent tax. From the broader perspective, the new tax regime will allow savings on logistics and will encourage the industry to be more organised. With a continuous government endeavour to improve infrastructure within the industry, GST will indeed be a cherry on the cake.

Warehousing will be the unambiguous beneficiary from GST; be it making the sector organised, reducing the current scattered warehousing, bringing efficiency or optimising cost, the segment will reap positive rewards. In the transportation segment, GST hopes to boost demand for high tonnage trucks and expects to bring about an overall reduction in transportation costs. The industry associations are also in constant touch with the ministry to make the tax more profitable for the sector.

On the aviation front, there is an ardent requirement for skilled personnel and understanding that the sector will require 1,50,000 skilled workforce by 2020, the Air Cargo Forum India (ACFI) launched an Advance Air Cargo Handling Training Programme to benefit the air cargo industry in India. The aviation sector will also witness the advent of another innovation which is a customised vehicle from the company — Celebi. The vehicle has been conceptualised with an aim to bring cost optimisation.

In our debate, industry experts opine on modes of transport being competitive with each other rather than being alternatives for the same traffic.

Championing e-commerce retail

At a CII conference in Delhi, experts brainstorm on GST preparedness and e-commerce 2.0 to ameliorate the infrastructure of the logistics sector.



CT BUREAU

"Lot of focus has gone to, roads, ports, railways and civil aviation, etc. The infrastructure building part has been quite accelerated both in terms of finances as well as execution. Lot of improvements has been made in customs also."

He informed that the government is targeting Singapore port for the processes, which will be the benchmark for Indian ports, especially container ports like JNPT, etc. "We are also trying to connect all the capital cities of North-East via rail by 2020 and this will help e-commerce ultimately," he adds.



Dr Manoj Singh
IRTS, Adviser (Transport),
NITI Aayog, Government of India

"e-commerce 2.0 is basically to take products to middle India and grab the opportunity. Moreover, there are two major trends in e-commerce industry; one that even with much strengthened growth level, e-commerce is still at a stage where we are always looking for more capacity."

"The second trend is that the demand in e-commerce is a peak phenomenon; you have a regular demand coming up and then same season pushes up the demand and brings in new consumers into the ecosystem and then sets the new bar for the average demand. And, the third trend could be 'speed of innovation'."



Satyam Chaudhary
Senior Director –
Supply Chain, Flipkart.com



"The DHL report says that cross-border opportunity, assess the vast potential of cross-border logistics and last mile opportunities across the world. Online shoppers are becoming increasingly sophisticated. And, according to Google's Consumer Barometer, shoppers identify logistics, trust, price and experience as the main barriers to overseas purchases." Smaller retailers can also build trust through partnership with recognised and trusted logistics, payment and website security.

Aman Bhalla
Business Development
Manager, DHL Express India



"The first element is technology and the other is operation and how we deal with them. From the technology side, the focus is to create products that has platform. For omni-channel to work, you need to have EPI integration. From technology point of view, we are trying to build platforms rather than products. On the other hand, looking at people and ground execution, the challenge for our generation is that it is important for people to get excited about their jobs rather than companies."

Sourabh Pandey
Director & Head –
Logistics, Myntra.com

"e-commerce logistics is integral. It's been a constant endeavour to be in touch with e-commerce companies and talk about supply chain. In logistics and supply chain, most of the companies are offering Just-in-Time.

Moreover, there is a potential in collaboration wherein logistics companies can do a good job and simultaneously e-commerce companies can also explore more."



Manu Raj Bhalla
Member – CII National Committee
on Logistics & Global Head,
Freight Systems

"There is an increased focus on infrastructural development in India; roads, rail, ports and aviation often in the form of PPP. Even the logistics service providers are providing integrated distribution solutions cutting across multiple modes of transportation right at your doorstep. The only gap is that, multi-modal connectivity should develop higher efficiency and encourage optimal operation at competitive costs. There is a transformation in the sector and that is also driven by investment in the sector by both investors and strategic operators."



Anay Shukla
VP, Business Development &
Solution Design, Apollo LogiSolutions



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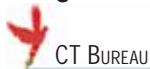
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Safexpress gets logistics park in Amritsar

The ultra-modern logistics park that has been unveiled in Amritsar will help drive industrial growth in the Punjab region and will be an important supply chain and logistics centre.



Safexpress has launched its ultra-modern logistics park at Amritsar. The development of the facility has been initiated on a land area of 25,000 square feet. The establishment of the park aims to drive the economic growth in Punjab. Vineet Kanaujia, Vice President – Marketing, Safexpress, said, “Amritsar is an important centre for textile and chemical industries and also engages in food milling and processing, silk weaving, tanning, canning, and the manufacture of machinery. A prominent feature of the industrial scenario of Punjab is its small-sized industrial units. The city of Amritsar holds a place of prominence in India in the production of woollen fabrics, like worsted, tweeds, blankets, shawls, etc. Despite the presence of many medium and large scale industries, Amritsar does not have adequate warehousing and logistics infrastructure. Safexpress Logistics Park at Amritsar will help in bridging the infrastructure gaps and serve the supply chain and logistics requirements of the entire region.”

He further highlighted, “We have made a significant investment to set up this ultra-modern logistics infrastructure. This will help the industries in the Amritsar belt in having access to our world-class supply chain and logistics services, which would contribute heavily in the economic growth of this entire region.” Kanaujia said, “We have taken special environment-friendly initiatives at the Logistics Park by investing in rainwater harvesting, developing a special green zone and using natural sunlight during the daytime to conserve energy. Our park is strategically located close to NH 1. The operations are highly streamlined, ensuring the country’s fastest transit time from Amritsar to over 620 destinations across India. The dedicated bays and docks provide an uninterrupted and

unidirectional flow of inbound and outbound goods.”

“For the last decade, Safexpress has been driving a 3PL revolution in the country in anticipation of GST. Our park is the 31st Logistics Park launched by

our firm in the country. It will be operational 24x7, 365 days in a year to provide time-definite deliveries. Due to our non-stop operations, we will be providing the fastest transit time for deliveries from Amritsar to all over India,” he concluded.



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One country, one tax is the GST mantra

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the consumer services but also facilitates proper supply chain management. It is expected to do well in the GST regime," he adds.

Strengthening organised sector

Sanjay P Rathi, Managing Director, Sampark India, comments, "The tax will strengthen the companies in organised sector as opposed to the unorganised sector, since the customers will be allowed to offset services tax under GST. India's logistics sector will be overhauled with the implementation of the GST and schemes such as Dedicated Freight Corridor (DFC) as well as logistics hubs will be quantum leaps along with helping control the inflation. The implementation of GST will lead to lower transit time and thereby generate higher truck utilisation," in adding, "This will boost demand for high tonnage trucks and lead to overall reduction in transportation costs. It will facilitate seamless interstate flow of goods, which is expected to directly accelerate demand for logistics services."

Krishnakumar V, COO, Agility India, notes, "Due to wide spectrum of taxes for each of India's states and union territories, the freight that moves across the country, is taxed multiple times. With GST, companies will now look to reshape their distribution models to the change in tax geography. The speed of movement of goods should improve, and we should expect more innovative business models."

Bhavik Chinai, Founder & CEO, Vamaship, says, "Effective implementation of GST would transform logistics industry in India. All customs and SME business will have a new perspective for business after GST. It will redefine the



Jaideep Raha
Managing Director
Jetex OceanAir

“As GST framework will be impressive upon logistics companies to restructure their network, we expect higher efficiency

way Indian logistics work and will flourish business of organised players of the sector.”

Anshul Singhal, CEO, Embassy Industrial Park, tells, "The GST regime promises one country; one tax. With GST, there will be promotion of trade, improvement of investment climate and an overall rise in GDP. The first beneficiary will be the logistics and transportation sectors. It will unshackle India from its bureaucratic web and improve the ease of doing business."

"The sector is largely fragmented and comprises of many unorganised players. Several players in the unorganised sector avoid tax which generates a cost gap between them and the organised players. With GST coming into picture, we expect an overall positive impact, with a reduction in the cost competitiveness as all the players will be brought



Sunil Kohli
Managing Director
Rahat Cargo

“A strategically placed warehouse not only improves the consumer services but also facilitates proper SCM

under a uniform tax base, thereby improving growth opportunities for the organised players," notes Rathi.

"The whole process involved in migrating from the current status quo to the post GST scenario mandates a high level of transparency, discipline to timelines, sticking to compliances. This is no doubt good news for those who have always towed the line and have invested in IT platforms that will facilitate transparent and real time transactions. This will lead to some amount of consolidation amongst service providers, while ensuring that service users will now deal with increasingly improved and organised service partners," feels **Vikram Mansukhani**, Head-3PLs, DIESL.

The ripple effect

Estimating that the full impact of GST will be visible in the next 12-18 months, Krishnakumar, says, "The immediate effect is to provide all players with a



Bhavik Chinai
Founder & CEO
Vamaship

“All customs and SME business will have a new perspective for business after GST. It will redefine the way Indian logistics work

common set of taxations where taking input credit will be easier and more transparent. So both manufacturers and service providers will have better visibility on actual costs, and therefore can be more competitive. In the medium term, closure of border check posts along with improving infrastructure will allow for faster transportation of goods across the country, which will lead to optimisation of distribution centers, and lower the cost of inventory carried."

Commenting on the same, **Jaideep Raha**, Managing Director, Jetex OceanAir, believes, "Immediate changes will be primarily in the accounting software that could somewhat be a problem for us but in the long-run, this will simplify our billing process."

Talking about the benefits to logistics firms from medium to long-term, Rathi, notes, "Q2 FY18 onwards, the implementation



Vikram Mansukhani
Head-3PLs
DIESL

“GST scenario mandates a high level of transparency, discipline to timelines, sticking to compliances

of GST is almost certain and supply chains in the domestic market are expected to undergo major overhauling. As GST framework will be impressive upon logistics companies to restructure their network, we expect higher efficiency to prevail despite of necessary margin impacting compliance costs. Even though, there is availability of information on the new tax structure, the real impact on logistics remains unclear. The evolution of the sector is a true barometer of the economy as the sub sectors, especially warehousing and transportation."

"Depending upon the state of development, transportation sector either expands or contracts (as a per cent of GDP) while warehousing remains almost constant. While contribution of overall logistics is just under three per cent of the US GDP, the sector contributes near eight to nine per cent of India. The understanding here is that a higher value to the overall

economy pushes down the cost of transportation and storage over the years. This is apparent from the low inflation recorded in developed economies while persistently high in EMs and poorer economies," he adds.

Sharing his perspective, Mansukhani says, "The immediate changes would stay around a heightened focus on ensuring that all service providers are GST compliant and that a timely accounting reconciliation is possible between the user and the provider to ensure that possible inputs credits are maximised. This would present an opportunity for some level of integration between the user and provider ERPs. In the long-term, quite clearly, there would be between 25 to 30 per cent reduction in number of warehousing locations and this decision will be driven by the need for 'Speed to Market'. Transportation will require increased focus and investment to ensure the quality of vehicles and drivers is significantly improved to ensure faster transit times while remaining visible in real time through the journey."

Similarly, Kohli feels, "The introduction of GST might open new forays for the organised sector as well as help to align the unorganised players. The consolidation of various tax components involved in the transportation of goods and services will result in increased efficiency of business as a whole and will facilitate borderless movement of goods."

Talking about the immediate effect, Chinai highlights, "Entire unorganised space will have the short-term negative impact; such as inaccurate filing in terms of finance will have an adverse effect. But in the long-run, e-commerce

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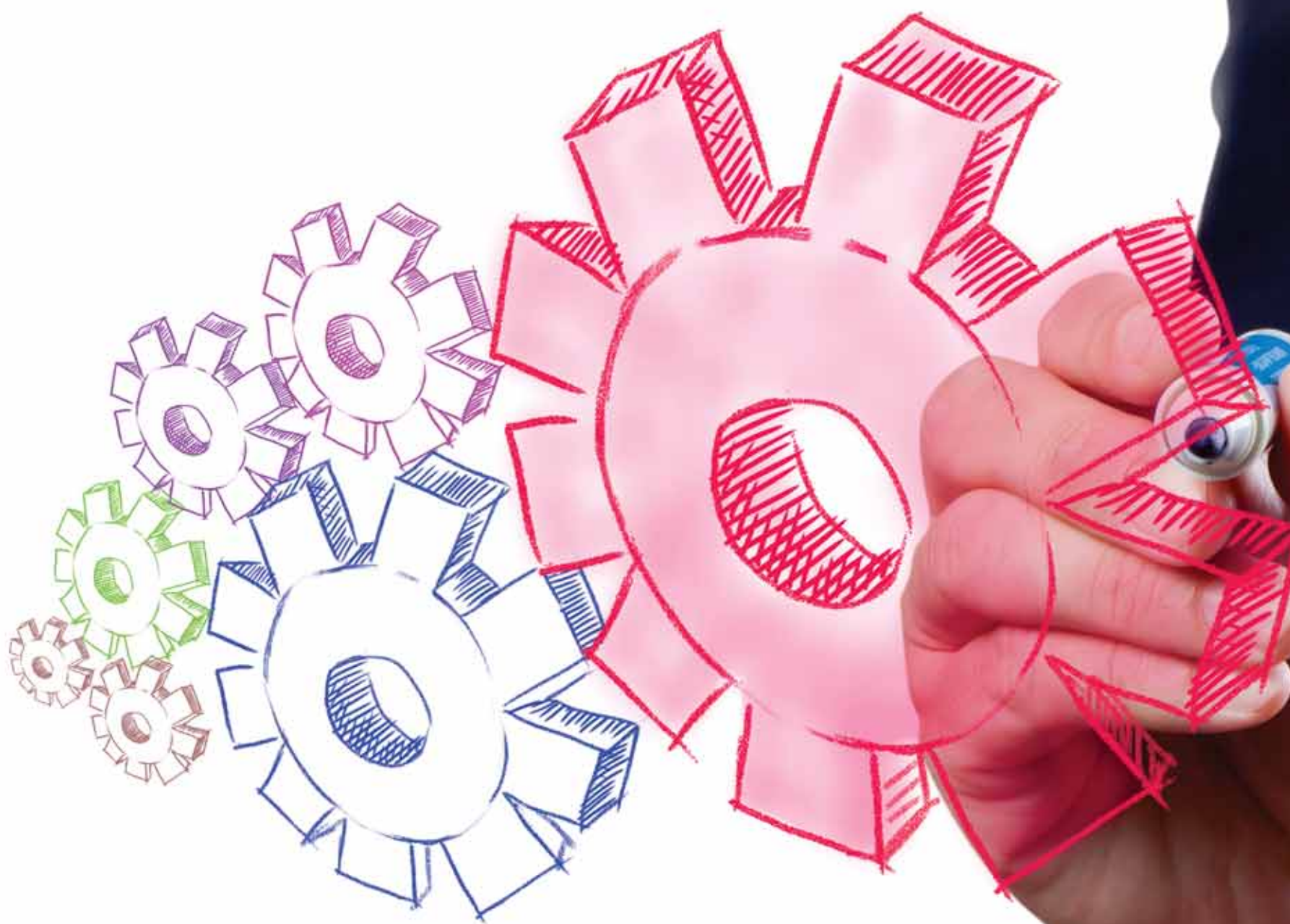
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The mobile app 'TURANT' was officially launched by **Sanjiv Edward**, Head – Cargo, DIAL and **Tushar Jani**, Group CEO, CSC, in the presence of around 150 members and various industry stalwarts.



CT BUREAU

Cargo Service Center (CSC) has developed a mobile app, 'TURANT' and a dashboard with an objective of ease of doing business for instant updates as a part of its on-going campaign 'Redefining Customer Experience'.

Turant offers a complete tracking of shipment of both exports and imports in real time manner as it is being handled within the warehouse that includes customs, custodians, transportation and airlines/agents operations. **Venugopal Bangera**, CEO, DCSC, explained the process for downloading and functionality of the application and dashboards.

"The app is developed keeping in view of taking CSC to the digital world and to

have a better transformation to bring CSC at your approach," says, Bangera, in adding, "Turant not just offers the tracking information for international and domestic but also provides the contact details and locations of all our offices."

To strengthen the commitment on service enhancement, the company is initiating live display of flight segregation and gate-pass status. Under flight segregation for airlines, it can track live status of flights starting from ULD arrival till flight completion from their office. Under flight segregation for trade, the segregation status of all flights can be viewed through dashboards displayed at CSC's customer care centre. And, for gate pass status, trade can view



Some 150 members, industry stakeholders, airlines, forwarders at the launch of the CSC mobile app

the live status of their gate pass through dashboard displayed at

pre-delivery area. "We believe in advancement of our IT system for more

transparency and presence in the trade," adds Bangera. The initiative of the mobile

app and dashboards were much appreciated and applauded by the trade.

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GST, key enabler to revamp business

►Contd. from page 6

industry will get an incredible boost. Technology based start-ups will be able to flourish their business because of the way they have done their foundation.”

However, as per Rodrigo's anticipation, the Indian logistics industry will be able to migrate to a more efficient supply chain model from the present model which is dependent on tax considerations vis-à-vis operational considerations in the medium-to-long-term. “GST will be a key enabler for business to revamp their supply chain, in accordance with various business considerations and offer faster and better facilities to clients,” he adds.

Are we prepared?

Talking about the preparedness, Krishnakumar informs, “Agility is preparing and we expect to be ready with the necessary systems, as well as the physical infrastructure to function effectively in the new regime. We are interacting with customers, vendors and employees and other stakeholders about the changes in the tax structure and what steps we are taking to support their business. Moreover, there are multiple stakeholders in the industry and they are at various stages of preparation.”

“It almost seems like will there ever be a right time? The industry is some distance away from being ready, also further delayed by some specific queries on transportation remain ambiguous with not much of a relief on transit passes or waybills to enter different states. The GST implementation in phase one would focus more on accounting reconciliations rather than location decision on the supply chain network. Phase 2, which is possibly six to nine months, post GST implementation will focus on redesigning an optimum network. By this time, some new transportation routes which are today only conceptual in nature may well become reality,” opines Mansukhani.

Expressing optimism, Singhal says, “It is more than ready. India has a mature business environment now. The Indian players have



Anshul Singhal
CEO
Embassy Industrial Park

“The first beneficiary will be the logistics sector. It will unshackle India from its bureaucratic web and improve the ease of doing business”

already started hosting GST seminars, training and started thinking about how to make the transition as smooth as possible.”

“With new forays for the organised sector as well as help to align the unorganised players, this is expected to increase the overall volume of the business as delays through multiple check posts and entry points will be reduced. We are GST-ready, whether it is with respect to the issue of invoice or receipt of payment, we will comply as required,” shares Rath.



Krishnakumar V
COO
Agility India

“With GST, the speed of movement of goods should improve, and we expect more innovative business models”

Raha says, “Certainly it will make our tax calculation much easier. It will eliminate the present days' confusion between the forwarder and the customer since we differ on the levying of tax on certain services and charges that are billed as there is not much of clarity at present.”

On the other side, Chinai believes, “We need more time; the mass number of players are unorganised. Few days or weeks would be good enough but September will be a bug jump.”



Sanjay P Rathi
Managing Director
Sampark India

“The implementation of GST will lead to lower transit time and thereby generate higher truck utilisation”

Nurturing logistics

The tax is being rolled out next month, but, there are few factors that needs to be managed. Rodrigo says, “Simplicity in its implementation and lower tax for the industry would be helpful.” From the service provider's perspective, Krishnakumar shares, “LSPs need to be prepared on the systems front, to be able to complete their commercial transactions in a compliant manner in the new GST environment. The other important factor will be the ability to make changes in infrastructure such as distribution



Gemunu Rodrigo
CEO
Expo Freight

“Phasing out the inter-state check posts will significantly reduce costs and enhance the ease of doing business”

centres as per changing customer requirements in the medium term. It is also important to complete basic requirements like GST registrations, etc which are all part of the preparation for the change.”

Mansukhani notes, “Creation of high quality logistics parks, which have some subsidy for operating within that area, driver training and alleviation programmes, recognising logistics as an industry are some of the high-level actions that should ideally proceed implementation of the regime.”

Kohli enumerated following points that needs concern while implementing the tax:

- ❖ To render optimal incentives to the logistics sector in India, a lower GST rates for capital equipment and input services for setting up warehouses and other infrastructure should be provided.
- ❖ Check posts and Airway Bills should be eliminated under the GST regime.
- ❖ For services rendered to the e-commerce industry, the vendor or the market place should not be liable to GST.
- ❖ International freight should be zero rated.
- ❖ Ancillary services for export should be zero rated.
- ❖ Aviation turbine fuel (ATF) is excluded from the purview of GST for at least two years after the implementation of GST.

In addition, Rathi lists, “Current exemptions extended to FTWZ should be extended under the GST regime and supplies to FTWZ should be zero rated.”

According to Raha, phase wise implementation and to have a reversal Dry Run of the GST is important for first three months alongside the present-day taxation system.

Chinai stressed on simplified and practical e-Airway Bill. “This can revolutionise the trucking industry. And, not to forget service tax regime needs to get more clarity,” he opines.



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Helping to foster an equilibrium for

The Ministry of Commerce in a statement has stated that there are different modes of transport competing with each other rather than complementing for the same traffic. CARGOTALK takes expert views on how this will exhibit efficiency and initiate a practical approach. Read on to know more...



KALPANA LOHUMI



Amit Kumar

Director, Pristine Logistics

Facilitation of the perfect equilibrium amongst various modes of transport is a difficult task. There will always be competition as long as each mode has capacity to compete with each other. Having made this point, it is true that modal-complementarity is a desirable objective from the efficiency perspective. There are various efficiencies that this would create, namely, environmental efficiency, capital efficiency required for creating infrastructure, efficiency in infrastructure utilisation per se and, of course, efficiencies of the various modes themselves with potential of improved

turnarounds with the idea of transferring cargo from one mode to the other where the first mode has natural bottlenecks. I believe, governmental intervention through the right regulatory framework and commercial incentivisation should be the right approach.



Rajiv K. Kochhar

Vice President, C&O

Worlds Window Infrastructure and Logistics

Presently, Indian Railways move 60 per cent of traffic on just 10 per cent of routes and have created competing demands for various modes of transport. This is because road and rail are competing for the same traffic, instead of complementing it. During recent years, the railroads have had to face intensified competition from several quarters. The automobile and motor trucks have made heavy inroads upon railway passenger and freight traffic. It is true that, railways are facing increasing competition from road

transports. As for example, the share of road transport in respect of freight has increased from 11 per cent in 1950-51 to 58 per cent in 1985-86 and then declined to 40 per cent in 1992. But the share of railways in respect of freight has come down from 89 per cent in 1950-51 to 42 per cent in 1985-86 and then again increased to 60 per cent in 1992 and then remained almost the same in 2005-06. Although such competition has enhanced the level of efficiency and productivity but it has also generated various problems in the transportation system.

Factors which are mostly responsible for growing rail-road competition include: (a) Flexibility of time table of road transport as compared to railways; (b) Facilitating door-to-door service by road transport which the railways could not provide; (c) Time consuming system of booking and other formalities in railway which the road transport system are not adopting; (d) Higher operational cost of railways due to increasing expenditure on overheads as compared to lower operational cost of road transport; and (e) Increasing facility of route changing both for passenger and freight traffic under road transport as compared to railways. To remove wasteful competition, there should be proper rail-road co-ordination in the country so that one can supplement the other services accordingly for balanced growth of both the modes of transport.



HIGHLIGHTS

- There will be competition as long as each mode has capacity to compete with each other.
- Government intervention through the right regulatory framework and commercial incentivisation should be the right approach.
- The share of road transport in respect of freight has increased from 11 per cent in 1950-51 to 58 per cent in 1985-86 and then declined to 40 per cent in 1992.
- But the share of railways in respect of freight has come down from 89 per cent in 1950-51 to 42 per cent in 1985-86 and then again increased to 60 per cent in 1992 and then remained almost the same in 2005-06.
- Such competition has enhanced the level of efficiency and productivity but it has also generated various problems in the transportation system.
- To remove wasteful competition, there should be proper rail-road co-ordination in the country.
- It is not only competition but insecurity of business also that comes into play until government does not makes any stable policy to define the terms with participation from the fraternity.
- Competition happens when similar services are catered at similar prices which is not the case in India for modes available i.e surface/ train and train.
- This can only be done with transparent collaboration of all stake holders in business with a 'to do' approach.
- A modal shift involves the demand augmentation of a transport mode at the cost of another, although a modal shift can involve an absolute growth in both of the concerned modes.

transport logistics



Vineet Kanaujia
Vice President – Marketing, Safexpress, India
Cargo Award Winner

Intermodal transport is going to be the most efficient long-distance transport solution in the future. It essentially consists of all the modes including road, railway, sea and air. Road transport, the most common mode of transport, is typically divided into two parts – the road freight industry and the road passenger industry. Government has been working towards making railway transport as efficient as road transport, so that both can be linked together in a much simpler way. However, this

requires huge investments in the development of infrastructure.

For transportation over long distances, road transport often gets competition from railway transportation as well as sea transportation. With the infusion of technology there is, however, a possibility of all the modes complementing each other rather than competing with each other. Each mode of transport has attributes that render them more suitable, and generally less costly, for particular transport tasks. There are, however, instances where road and railway transport are found to be competing and in other cases found to be used together as part of integrated logistics operations.

The technological evolution in the transport industry aims at adapting the transport infrastructures to growing needs and requirements. When a transport mode becomes more advantageous than another over the same route or market, a modal shift is likely to take place. A modal shift involves the demand augmentation of a transport mode at the cost of another, although it can involve an absolute growth in both of the concerned modes. It is important that the advantages of various transport modes are exploited in the optimal way, both individually as well as through integration with each other.



Akash Bansal
Head – Logistics, Om Logistics, India Cargo
Award Winner

I don't feel there is any competing factor among the modes of transport in current situation in India. Competition happens when similar services are catered at similar prices which is not the case in India for modes available i.e surface/train and train. Every mode has a different USP and cost associated to it depending on the transit time requirements and we, as a multimodal organisation offer our customer with a preference to use any of the available services considering the cost and transit time as per requirement of business and criticalities.

If all the modes start complementing each other with the required standardised service offerings to reduce on in-efficiencies on the value chain, this would be a seamless business model for customers to utilise and catalyse their business with more optimistic cost and service offerings. The modes need to support and complement each other with focus on services for some bundled ones with thorough professional approach towards execution of it. We need to focus on how to make business hassle free for customers and be more flexible in providing solution, flexibilities within legitimate boundaries of law. This will change the way we do business in India and support the industry to grow in leaps and bounds. This can only be done with transparent collaboration of all stakeholders in business with a 'to do' approach. Hence, 'there's a will, there's the way' would be the right statement to make for such collaboration.



Piyush Tiwari
Country Head, TKW

India has an integrated policy for multimodal and even though the government effort is to help attain a wholesome and friendly traffic environment, there are obstacles that stand in the way. The crucial component of any business is trust. It is not only competition, but insecurity of business also that comes into play. Until the government does not makes any stable policy to define the terms with participation from the fraternity, it

would be not feasible. Without any integrated platform for people to join and think of becoming part to the logistics chain as per their expertise, there is no use of issuing the referred statement. We have so many existing groups and associations in India for our fraternity, but still trust and help is missing. This is because nobody wants to share the information of their business.



Hari Om Prasad
Regional Head-Transportation, Haiko Logistics India,
India Cargo Award Winner

It is true that different modes of transportation are being used for the same sector. Each of these modes have their own unique specialty. Cargo are different as per their quantity, dimensions, weight and nature. Some valuable cargo are moved by paying higher charges to ensure their safety while for other, lesser valuable material, a cheaper mode of transportation would be most suitable and preferred. To further substantiate my point, I would like to give the example of the railways which are not suitable for ODCs, which are best moved by road transportation as a preference. Sometimes, waterways comes out as a clear winner for moving ODCs and heavy loads wherever possible. It is all about a customer's priorities, preferences and also related to the nature of the cargo. Every mode will get the preferred loads with best possible rates and may customise accordingly. Hence, different modes of transport can complement each other by using their specialities and relay the cargo from its origin to its destination, resulting in being most economical and efficient to achieve the desired goals even if they are on the same route. Multimodal transportation exists and is the way forward for tomorrow's India.



GST seminar stresses on compliance

FFFAI, AMTOI, CAI and ACAAI jointly organised a seminar on GST rules in Mumbai. It was moderated by **K. Vaitheeswaran**, Advocate and Tax Consultant.



(L-R) Shankar Shinde, K Vaitheeswaran, Nailesh Gandhi and Nitam Khosla

CT BUREAU
In his presentations, Vaitheeswaran maintained that GST would be the game changer for manufacturing, EXIM, forwarding and

logistics sector. Both the government and the industry are keen to implement GST from July 1, 2017. "It is a win-win situation for all. Central and State governments are looking at increasing the

tax base and tax collections through GST. At the same time, the industry wants GST to eliminate the cascading effect of taxes by implementing GST," he pointed out.

It should be noted that according to the new tax regime, CGST would be a levy by the central government through the law made by the Parliament, SGST would be a levy by each State through law made by state legislature and IGST would be a levy by the centre through law made by the Parliament on the supply of any goods and / or services in the course of inter-state trade or commerce. IGST would also apply on a supply of goods and / or services in the course of import into the territory of India. Under GST regime, imports by traders are likely to increase because of availability of IGST credit against CVD and SAD cost. Similarly, inter-state movement of goods likely to become unhindered. As a result, there would be increase of supply of goods to customers as against stock transfer. "There will be massive change in procurement pattern and big centralised warehouse will play the key role in the entire supply chain and distribution system. Hence, total logistics players would play the key role in this regard," Vaitheeswaran observed.

He also pointed out that in the new tax regime Section 146 of the Customs Act dealing with license for customs brokers and related regulations, Customs duty, anti-dumping duty and safeguard duty would continue. On the other hand, existing CVD and SAD would become IGST. And, both centre and state will tax customs brokers.

He, however, cautioned on a likely post-GST complex scenario because of some gray areas of determining CGST, SGST and IGST. Also, there might be some issues on determining the tax brackets, item-wise.

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GST rolls out red carpet for warehousing

Our esteemed winners of India Cargo Awards express on how warehousing is going to be a game changer with the implementation of the much-awaited Goods and Services Tax (GST).



► **Best Multi Modal Freight Forwarding Company (North & East 2016):**
Cargopeople Logistics & Shipping

► **Best Logistics Service – Surface (West & South 2016):**
Dexters Logistics



Warehouses enable direct sales

Manuj Adlakha, Managing Director, Cargopeople Logistics & Shipping, says, “The manufacturers will be able to do direct sales from warehouses instead of moving their cargo to various outlets all over the country. Now after the GST, the decision to own/lease of the warehouse will depend on the location of the major customers.”

Decoding the tax regime

Dinesh Singh, Chief Mentor, Dexters Logistics says, “GST is the hot trending topic and the trend is going to be determined by such tax regimes and associated scenarios. Our industry has warehouses in Tier 2 & 3 cities. It may take another five years down the line to decide who all survives in the flood of warehouse-boom.”

► **Emerging Supply Chain Provider (West & South 2016):**
Dimerco Express (India)

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



A surging trend

Praveen Dadala, Country Manager, Dimerco Express (India), shares, “Warehouses are normally operated either at the point of manufacturing or near to port of import/export or at location where your customers are. The emergence of new hubs is still a few years away from the time actual implementation of GST.”

Opportunities galore

Bipin Kulkarni, VP–Sales, Spear- An FM Logistic Company, tells, “As GST is around the corner, we are already witnessing lot of new opportunities in warehousing sectors. For many companies, actual realignment of supply chain will take minimum one to 1.5 years after GST implementation. 3PLcompanies like Spear will be the GST’s biggest beneficiaries.”

► **Emerging Freight Forwarder (West & South 2016):**
Tripath Logistics

► **Emerging Logistics Company (North & East 2016):**
Aardour Worldwide Logistics



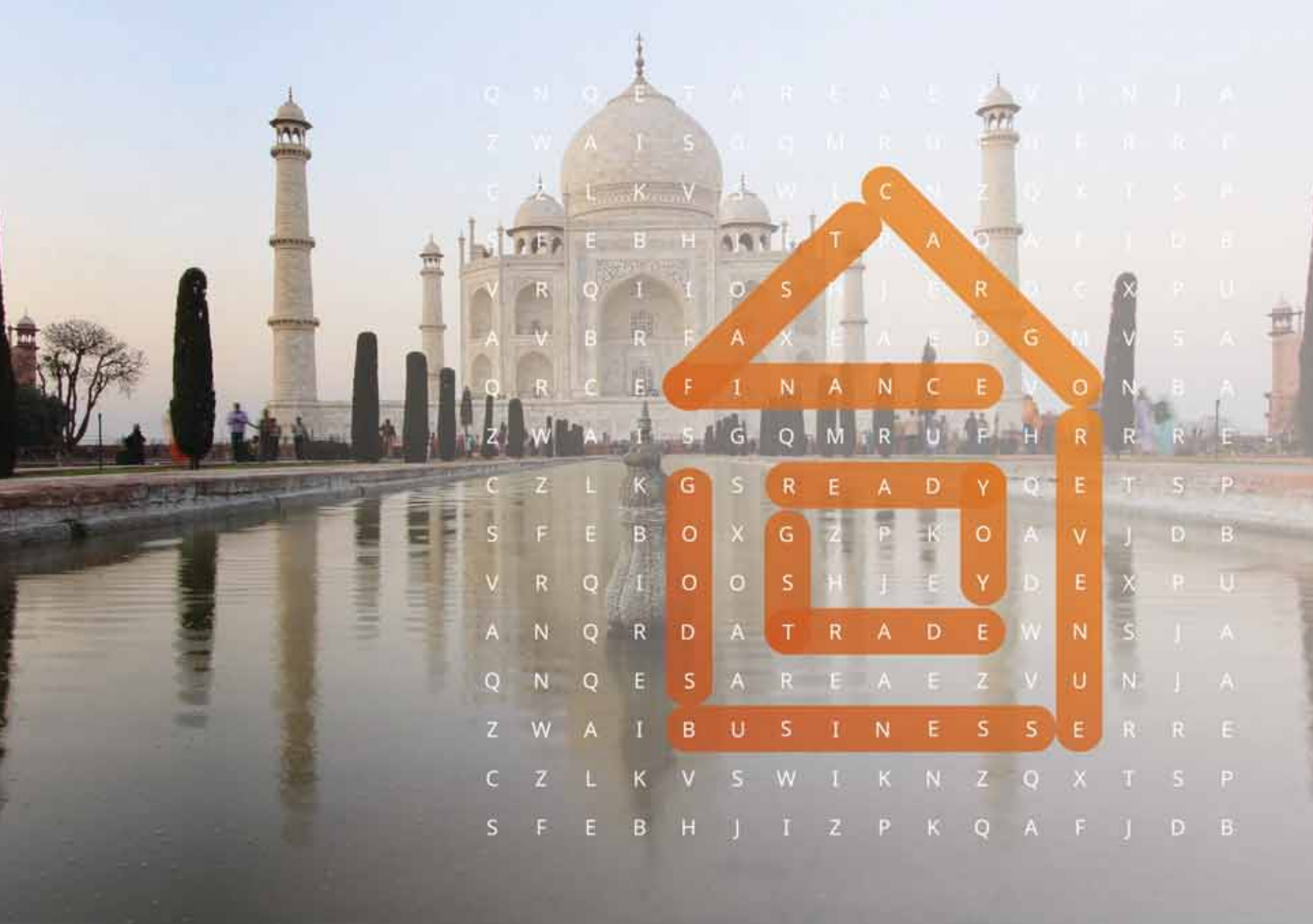
Affordable improved service levels

Arokianathan M, Director–Operations, Tripath Logistics, says, “With rationalisation of warehouses and transport network, GST would eliminate the existing penalties on interstate sales transactions and facilitate consolidation of vendors and suppliers. This will eliminate the need to have state-wise warehouses.”

Inventory efficiency

Sarini Sachdeva, CEO, Aardour Worldwide Logistics, shares, “Companies may opt for warehouses at specific locations on the basis of hub and spoke model. We can safely assume GST will have a direct impact on the total count of warehouses in a supply chain. GST would have a huge impact on inventory efficiency.”





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Young guns leaping ahead

Saurav Arora, Co-Founder, IMHERE24x7, shares his experience of being a part of the logistics industry.



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It's been a great learning experience to be a part of the logistics and supply chain industry. A lot of young professionals are entering the industry. It is a well-known fact that India's Rank in Logistics Performance Index jumped to 35 from 54 earlier (one of the parameters is track & trace). This has opened the door of opportunities for all players in logistics and supply chain industry and system integrators/technology company like ours. It's an opportunity for young people to contribute in growth of this industry and thereby enhancing the nation.

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have got additional load or business because they have been enabled with GPS technology at a cost which that particular truck owner/driver can afford. Apart from www.imhere24x7.in, the company also operates a platform www.truckbridge.com that offers an e-transportation module in addition to tracking/fleet management connecting various players in ecosystem. This platform manages the



first and last mile logistics through GPS truck tracking system. A fully technology assisted customer call center 24x7 is deployed to aid customers.



Saurav Arora
Co-Founder
IMHERE24x7, India Cargo Award Winner

“
India's Rank in Logistics Performance Index has opened the door of opportunities for all players in logistics industry
”

Augmenting holistic solution

P.C. Sharma, CEO and Whole Time Director, TCIEXPRESS, opines on involving the aviation sector in a multi-modal logistics hubs policy to provide a holistic reach for logistics solutions.



CT BUREAU

The move will not only expand the reach through air cargo movement in the country, but, would lead to a complete transformational shift of the sector from a point to point model to a hub and spoke model.

With this addition to the existing plan of developing integrated logistics initiated by the government, there is a huge boost to the logistics sector, which is projected to grow by over 200 per cent by 2032. At present, the industry is pegged at US \$115 billion.

The government's plan of developing 400 airports across the country will aid the ease of



P.C. Sharma
CEO and Whole Time Director
TCIEXPRESS, India Cargo Award Winner

access across regional hubs and will also help to grow a connected ecosystem for logistics players.

Moreover, with have pre-cooling cold storages among other logistics solutions will result in integrated solutions, better services offered and will help to

“
The government's plan of developing 400 airports across the country will aid the ease of access across regional hubs
”

achieve cost optimisation for logistics as a whole. We see this effecting more business opportunities for the industry with augmented delivery options. In particular with the surface express vertical, the company offers express solutions with over 40,000 delivery locations with fully containerised fleet of vehicles. ↴




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Ease of e-commerce for air deliveries

The thriving e-commerce sector has brought about a fundamental change in every industry and air cargo, too, has not been left behind with its benefits. Industry experts opine on the influential factors that let e-commerce players opt for air as a mode of transport.

 KALPANA LOHUMI

E-commerce sector is booming and there are opportunities in this market trend that not to be missed. CARGOTALK looks at the opportunities available for air cargo market and what can be done to convince e-commerce players to choose air as a mode of transport for deliveries. Talking about how e-commerce industry will help drive air cargo industry, **R.S. Subramanian**, SVP & Country Manager, DHL Express India, said, "Cross-border e-commerce has developed into a large, and fast growing eco-system and has become a great success story for many e-tailers, who have been able to sell their products over the internet directly to end consumers."

"Consumers are motivated to shop cross-border for fundamental reasons; product availability as well as a more attractive offering including price and trust. With this growth in e-commerce, the demand for air express services has gone up considerably as this mode of transportation can move goods from one location to another



within a short span of time, which is what e-commerce consumers are looking for. However, many airports in smaller cities are still limited in their ability to service freight aircraft, particularly with larger payloads. As international express volumes increase further on the back of e-commerce growth, and its demand in Tier-II and Tier-III cities picks up pace, there will be a need to further expand air cargo connectivity," he added.

According to **H.L. Santharam**, CEO, Connect Cargo (International Freight

Forwarding vertical of Jayem Logistics), "In e-commerce industry, majority of the buyers are end consumers and mostly want instant delivery of goods. Even if they are not the end consumers, and just the business entity, when they decide to buy the goods through e-commerce they always look for immediate delivery. So, any purchases through e-commerce are to be delivered speedily and thus the fastest mode of transport need to be used for such deliveries. And, as the e-commerce business grows,

the demand for the fastest mode of delivery, 'air' mode of transport would grow."

In this context, **Kaustubh Mittal**, Managing Director, Sugam Group, said, "Keeping in view the today's tough competition to reach out to the consumer on same day, air cargo capacities available will have a major role to play. In turn, they will also help the e-commerce companies in cutting their carrying cost thus being more price sensitive."

With the feeling of optimism, **Lalit Bhardwaj**,

Founder, FlymyParcel.com, shares, "e-commerce is the major player to drive air cargo industry. The demand of express delivery depends on air movement only. Air cargo can provide (as compared to other modes of transportation) fast, time-definite and real tracking information."

Mike Chew, CEO, AISATS, said, "The Indian e-commerce industry is pegged to be the fastest growing market in the world, poised to reach US \$64 billion by 2021. With the ever-increasing customer demands for a

narrow delivery window, the on-time delivery of goods is a key sustaining factor in this dynamic industry. The air cargo industry will play a crucial part in building a delivery platform that efficiently connects consumers with online retailers."

"The growth of the e-commerce industry brings with it the need for an efficient supply chain to process the volume of trade. Increased space allocation such as dedicated e-commerce hubs and air freight terminals, enhanced warehousing practices, and trained and skilled personnel to handle various types of cargo are some of the primary aspects that the air cargo industry is focusing on," he explained.

"The Regional Connectivity Scheme (RCS) initiated by the Government of India will not only bring flying to the masses but would also facilitate trade by connecting the Tier II and Tier III cities with the major airports at Tier I cities, thereby opening up new avenues for air cargo. The e-commerce industry will greatly benefit from a strong air cargo

Contd. on page 22 ►



Ajay Khosla
Regional Manager - North India,
CCI Logistics



Kaustubh Mittal
Managing Director
Sugam Group, India Cargo Award Winner



Lalit Bhardwaj
Founder
FlymyParcel.com



Mike Chew
CEO
AISATS, India Cargo Award Winner



R.S. Subramanian
SVP & Country Manager
DHL Express India



H.L. Santharam
CEO
Connect Cargo

“After charged premium for urgent deliveries, the demand keeps on increasing, adding more pressure to the air sector”

“Keeping in view the tough competition to reach out to the consumers, air cargo capacities available will have a major role to play”

“The demand of express delivery depends on air movement. Air cargo can provide fast, time-definite and real tracking information”

“The e-commerce industry will greatly benefit from a strong air cargo infrastructure that makes seamless use of cutting-edge IT”

“The demand for air express services has gone up considerably as this mode move goods within a short span of time”

“Any purchases through e-commerce are to be delivered speedily and thus the fastest mode of transport need to be used for deliveries”

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Journey from supply to customer centric

►Contd. from page 20

infrastructure that makes seamless use of cutting-edge information technology. Many stakeholders within the industry are adopting e-freight as an initiative to help create a paper-free air cargo supply chain," Chew added.

A preferred choice

Considering the fact that, being the fastest mode of transport air is also expensive as comparison to other modes particularly road. Presenting his views on why air should be the ideal choice, Santharam explains, "The cost advantage has to be given to e-commerce players by consolidating the dispatches at the origin points/countries. The consolidated dispatches would reduce the per unit transport cost of air transport and would still give the advantage of speedy delivery to destination."

"Today SKU's available with e-commerce have a wide spectrum and if we further categorise them into



high value, time sensitive, perishables with normal size, the volumes will be very high. These can be fully utilised by air. And, it has also been experienced that in such cases even the consumer does not mind spending extra money. Today, the reach of air services add an advantage to this industry," tells Mittal.

Echoing similar views, Subramanian avers, "e-commerce has transformed the air express business from being supply chain focused to become

much more 'customer centric'. The transportation of goods by air offers many advantages for the exporter as it brings about benefits in terms of access into new markets, time savings, economic benefits and safety. The movement of goods via air is faster and allows the exporter to build a loyal customer base even with lower inventories. Also, when goods are time-dependent and need to be delivered with urgency, air transport is the most effective."

Owning planes

Explaining why e-commerce players are coming up with their own planes, Subramanian informs, "Globally, e-commerce players have begun leasing and buying planes in order to better manage surges in their own volumes and ensure that they have sufficient capacity to meet service commitments during peak periods. We believe that the main international express players are already offering a high level of service quality at

an attractive price point that reflects the value embedded in the service. To achieve the reach of the present industry requires large capital investments, global recruitment and training. The international express industry is one where specialisation creates real value – the main players are here have deep-rooted expertise in managing large transport networks and crossing international borders." Sharing the effects of the move, Bhardwaj says, "This step will definitely increase the cost of

operation. The change of business model can affect the growth. As there is a high volume of small shipments, it may affect the efficiency within the supply chain, demand for time definite and reliable movement of goods," in adding, "It will affect the existing players and may result in greater competition and greater pressure for companies to improve profits and achieve a competitive advantage." "e-commerce firms expect airlines to deliver their goods to their customers as well as pick procurements from several vendors across the country. The market is observing a changing pattern of online consumer preferences. After charged premium for urgent deliveries, the demand keeps on increasing adding pressure in terms of volumes and service to the air sector," shares **Ajay Khosla**, Regional Manager - North India, CCI Logistics. ↴



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NCHAA to organise GST awareness meet

Noida Customs House Agents Association (NCHAA), one of the 28 members of FFFAI, will soon be organising a seminar for customs brokers and freight forwarders and trade associates. The seminar will focus on GST.



CT BUREAU

To comply the new GST services within the industry, there needs to be a preparedness within the sector to project efficiency. **S Ramakrishna**, President, NCHAA and Vice Chairman, FFFAI, says, "I think each sector is prepared or getting prepared for implementation of GST. The logistics sector, especially the international players in freight forwarding and custom brokers have challenges which would bother for some time. However, since we as an industry re-jig ourselves in adapting the changes fastest ever, therefore our challenges would be very temporary."

According to Ramakrishna, now as most rules and regulations related to the GST are almost clear, with the help of professional and lawyers, FFFAI and its member associations are able to dwell upon the intricacies and nuances of GST. Noida Association would also be taking similar efforts in organising such seminars locally as well.



S Ramakrishna
President, NCHAA
Vice Chairman, FFFAI

As logisticians our only expectation from the government is smooth transition both at the central and state level

On expectations from the GST council, he said, "As logisticians our only expectation from the government is smooth transition both at the

central and state level. The first stage of migration did have challenges of not mapping the entire indirect tax department like central excise, VAT etc., however on sending the messages to their help desk did resolve quite a bit

of issues." He however, highlighted the following challenges that need attention of the GST Council:

- ❖ E- Token for the vehicles especially from freight forwarding industry perspective, where the

containers or goods are offloaded at the premises of the EXIM trade.

- ❖ In the case of closer proximity states (like NCR) where the operation is managed from one state (like Delhi) with fixed establishment

but work is done at other state (like Haryana, UP etc) without any establishment, a custom broker will likely to face challenges from other states.

- ❖ Export freight paid to Indian registered shipping

companies and airlines for the goods that are exported.

- ❖ Place of Supply, third country transactions, valuation and above all state-wise registration and return would be the biggest challenge.

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CargoTalk/April-2017

Dachser doubles space in Shanghai and Beijing

The German logistics company plans to move more freight through its dual hubs in Shanghai and Beijing.

CT BUREAU
 After making their new Air freight gateway operational, Dachser has streamlined air freight processes in the North China region. The Shanghai Pudong Airport Bonded

Zone branch expanded from 3,000 to 6,000 sqm. "The North China gateway demonstrates Dachser's high quality process management across continents," explains **Yves Larquemin**, Managing Director Air & Sea Logistics - North China, Dachser.

Air freight handling is continuously facilitated by applying gateway procedural standards worldwide to increase response time and transparency. Inbound and outbound cargo for the ten Dachser branches in North China will be routed through



the Shanghai Pudong Airport and the Beijing International Airport, depending on their geographical proximity, specific requirements of the goods and current market situation.

"Consolidating cargo via the gateway instead of handling it individually at local airports will harmonise processes and extend service capabilities," said **David Wang**, Air Freight Gateway Manager - North China, Dachser.

All single steps like capacity planning, flight schedule updates or pre-alerts are synchronised throughout the company's global network. Having gateway operations at two airports also increases the flexibility to move cargo by truck.



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IAG Cargo Madrid-Basel freighter

IAG Cargo has launched a new freighter service between Madrid and Basel to meet the demands of Switzerland's pharmaceutical sector. The new service has been running on a trial basis since January. The trial period proved popular, offering an 'uninterrupted gateway to IAG Cargo's Latin American network' of 32 Latin American destinations, operating over 400 flights per week. "We respond as quickly as possible to customer demand," said **David Shepherd**, Commercial Director, IAG Cargo.

NECC proposes to expand across 50 cities

The company is gearing up its overall capabilities with a special focus towards warehousing. Given the opportunity, NECC expects to unfold post the GST. It is also upgrading and expanding its service.



CT BUREAU

North Eastern Carrying Corporation (NECC) is looking to expand its existing 1.5 mn sqft warehousing capabilities over the next two years across 50 major Indian cities throughout India, with asset light approach. The warehousing and distribution segment is to be headed by **Ramesh Krishnan**, an industry veteran.

Trivia

◆ The current road transportation services provided by the company are small consignments retail booking, bulk movements, full truck load services, storage facility, PTL/ parcel load movement, Over Dimensional Consignment (ODC), containerised movement of cargo, freight management.

Utkarsh Jain, Whole time Director, NECC, said, "Given the imminent implementation of GST, we see a lot of opportunity in the logistics segment with an increasing demand for warehousing. Larger companies, both

domestic and MNC's would like to partner with an established and reliable player like us to cater to their requirement from transportation to warehousing and distribution across the country in the most

cost effective and efficient manner. We are confident of tapping this potential and towards this propose to make necessary investments to further upgrade and expand our servicing capabilities." "Efficient supply chain

management is a critical component of all businesses and within this, warehousing plays a key role. NECC has performed consistently over several years and I am delighted to be part of the team that

takes it to its next level of growth. An enabling macro environment offers significant opportunity for a logistics company that has both scale and efficiency and our focus is on both these attributes," added Krishnan.



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Cargotalk/April-2017

Varanasi to get India's 1st freight village

The country's first freight village will be spread over around 100 acres. The plan to set up this project, close to the upcoming multi-modal terminal along the Ganga, has attracted major players including Dubai Port Worldwide and IL&FS. A 'Freight Village' is a specialised industrial estate which attracts companies that require logistics services and can cluster to improve their competitiveness. This will allow relocation of retailers, warehouse operators and logistics service providers supplying the regional FMCG market. truck, rail and waterway. 'Freight Village' includes an inter-modal terminal, which facilitates integration between different modes of transport.

Training for advancement

ACFI recently launched an Advance Air Cargo Handling Training Programme on creating a skilled workforce.



CT BUREAU

Air Cargo Forum India (ACFI) has initiated an Advance Air Cargo Handling Training Programme in the capital. The programme was launched by **Ashok Gajapathi Raju Pusapati**, Minister of Civil Aviation, Government of India (MoCA), in the presence of more than 125 numbers including senior government officials, members from various trade bodies and representatives of entire air cargo logistics industry. The programme is aimed

to benefit the air cargo industry in India contributing to Government of India's Skill India plans. **Tushar Jani**, President, ACFI, says, "Infrastructure has seen a huge leap in last few year, be it, airports, operator terminals, and more."

Highlighting the need of skilled workforce in the sector, he added, "ACFI has already skilled 1,500 people in last one year. By 2020, at least 1,50,000 skilled people will be needed for the air cargo industry. This is the challenge for

the air cargo industry and opportunity for the youth to join the industry."

Renu Singh Parmar, Senior Adviser, MoCA, says, "Cargo was under dark belly, some light is finally in the belly now. Skilled development is a long process, but for cargo, I believe we should do something that can be initiated immediately. The ministry appreciates the effort of ACFI of taking people from ground zero and teach them cargo handling." ↴

Workshop on Clear Pune

PCHAA recently hosted a workshop on 'Clear in Pune' and 'WTO Trade Facilitation Agreement' initiatives.



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Commenting on the objective of organising the workshop, **Vinod Sharma**, President, Pune Customs House Agents' Association (PCHAA) and Honorary Treasurer, FFFAI, said, "As per our theme 'Clear in Pune' we are encouraging all the EXIM trade to clear their goods from Pune ICDs. Also, as an association we wanted to keep our members updated on the forthcoming changes, thanks to WTO TFA initiatives and their impact on the trade. IT preparedness has also been discussed in this regard."

Santosh Vatsa, Joint Commissioner of Customs, Pune, highlighted the facilities available in Pune ICDs. He maintained that here the present turnaround

time for clearance of import container is 24 hours and it was a good achievement for Pune EXIM Trade. "We will release drawback within 15 days from the date of exports," he announced. **Vatsa** invited suggestions from the trade to enhance EXIM trade and

TFA contains commitments on harmonised documentation, procedure for the movement of goods across international borders

to clear their goods from Pune ICDs. **Samir J Shah**, Chairman, FFFAI, discussed various aspects of the TFA between India and WTO. He underlined the prime objectives of TFA — uniformity and facilitation across the

global market. "There is no correlation between WTO TFA and FTA (Free Trade Agreement that happens between two countries). While the rule based multimodal activity, i.e., TFA is for facilitation of global trade, FTA is concerned about revenue aspect related to bilateral trade between any two countries. TFA contains commitments about a host of measures on simpler and harmonised documentation and procedure for the movement of goods across international borders," he clarified.

Shah also highlighted the rapidly emerging concepts like RMS, Self-Assessment, DPD, Pre-Arrival Clearance, etc. Commenting on the benefits of TFA including entry to new markets and cost reduction of 10/13-15 per cent for developed/developing countries, **Shah** maintained that it would strengthen ease and speed of doing business. ↴

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Dock Levelers offered by the company ensures loading and unloading with lesser effort and minimal cost

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GST enables seamless containerisation

Ajit Venkataraman, MD, APM Terminals India, in an exclusive interview, throws light on the significance of dry ports in the country and how GST aims to push the containerisation sector into an organised space.



CT BUREAU

How will GST affect the containerised cargo of the country?

Two important operational expectations of GST are the consolidation of warehouses, and the expansion of the consignment sizes being transported. GST is likely to push the overall environment into an organised space, reduce inefficiencies, and shorten the supply chain logistics cycles. This is expected to make containerisation a widespread movement - bringing more cargo into the realm of containerisation. For example, a farmer will be able to see value in using containers for transportation, and provided with access to the necessary infrastructure, would have the incentive to make the transition.

The cost of containerised cargo may come down due to factors such as induced price competitiveness among the existing players, enhanced efficiencies due to fewer, but larger nodes,



and better utilisation of ICDs and the rail network. Containerisation will also drive scale that will bring logistics costs down.

Could you apprise us of the current scenario of dry ports in the country?

With improvements in rail and road infrastructure, connectivity to dry ports will improve and will

make a significant impact to the hinterland. The industry is also undergoing realignment with more focus on value added services for end-customers.

What measures need to be taken for more containerised cargo?

The containerised trade accounts for approximately 55 per cent of the country's

total EXIM trade volumes. Containerisation has proven by far to be the most efficient and cost-effective option, enabling faster and safer transportation. First and foremost, containerisation offers the seamless movement of cargo across rail, road and sea, reflecting the increasing importance of modern multi-modal logistics infrastructure.



Ajit Venkataraman
MD
APM Terminals India

Other aspects include encouragement of the agriculture sector to move towards containerisation (highly underutilised for this sector), establishment of ICDs in the hinterland, and consolidated and specialised large-format warehousing facilities. Also, the key is the push to coastal shipping. Impetus to the container manufacturing industry and availability of containers at the customers' doorstep can be a game changer.

How was 2016 for Indian container market? Your outlook for 2017-18?

The recent numbers in cargo traffic make us believe that the sector

Improvements in rail & road infrastructure, connectivity to dry ports will improve and have a significant impact to the hinterland

is in a growing phase. Containerised cargo traffic, which stood at 11.5 million TEUs in 2015, grew to 12.5 million TEUs in FY 2016, and is projected to reach 13.5 million TEUs in FY 2017. The holistic approach towards the container market, logistics and infrastructure, aimed at enhancing global trade with higher efficiencies, indicates a positive outlook. The Government's decision to open up new sectors to FDI has sent a positive signal to the investors. The easing of FDI norms is likely to attract more investment in the market and further the 'Make in India' agenda, converting into enhanced global trade for India.

Maersk's standalone service to North Europe

The ME1 will now have three gateway ports — Pipavav, in addition to Nhava Sheva and Mundra.



CT BUREAU

With the Maersk Group strategically placed at Pipavav, there would be no impact on the transit time. This will be beneficial for the customers in northern India as they will have more options to route their ICD cargo to and from North Europe, Mediterranean and West Africa.

Franck Dedenis, Managing Director, Maersk Line (India, Sri Lanka and Bangladesh) said, "This provides enhanced global footprints for



our customers. With no impact on the transit time, the customers can look forward to a refined supply chain."

The ICD rail connectivity at Pipavav will also be a major contributor towards ease of doing business.

With Pipavav's addition, the rotation of service would be as follows: Jebel Ali – Jawaharlal Nehru – Pipavav – Mundra – Salalah – Jeddah – Port Tangier – Felixstowe – Antwerp – Bremerhaven – Wilhelmshaven – Rotterdam – Algeciras – Aqaba – Jeddah – Jebel Ali.

Apollo LogiSolutions launches first EXIM train

The event marked the commencement of the EXIM business through a state-of-the-art project in ICD Kashipur.



CT BUREAU

Kashipur Infrastructure & Freight Terminals (KIFTPL), a Joint Venture between Apollo LogiSolutions Limited (ALS) and Indian Glycols Limited (IGL), has launched first EXIM (Export-Import) train from Inland Container Depot (ICD) Kashipur. **Ajay Tamta**, Minister of State for Textiles, Government of India, flagged off the train covering connecting Kashipur with Mundra port. The EXIM train will be servicing all gateway port/ports like Mundra and Pipavav.

The state-of-the-art private freight terminal in Kashipur, Uttarakhand, is spread over 41 acres of land, to cater the logistics requirements of region. Nearly 84 rakes of domestic transportations equivalent to 15,000 TEUs of throughput has already taken place from this terminal since its operation. The EXIM train will cater to the requirements of all industries present around this belt including chemical, paper, textiles and food grains. **Raaja Kanwar**, Vice Chairman & Managing Director, Apollo

International, said, "This is a significant step towards building integrated logistics capabilities to provide better facilities to our hinterland customers in the near future."

U S Bhartia, Chairman, IGL, said, "We are delighted at the commencement of this state-of-the-art project with the ALS team. With the help of ALS's expertise, we are hopeful that railway transportation will prove to be beneficial in terms of cost savings and will prove advantageous in terms of environment friendliness."



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What makes Changi Airport the best...

Lim Ching Kiat, Managing Director-Air Hub Development, Changi Airport Group, in a tête-à-tête with CARGOTALK shares the airport's achievements and goes on to enlist their expansion plans.



GUNJAN SABIKHI

How many airlines, precisely cargo, does the airport cater to?

The airport caters to 24 freighter airlines that operate more than 310 weekly scheduled freighter flights, linking Singapore to 47 cities in 27 countries. Including passenger flights, over 120 airlines operate about 7,000 weekly flights to 380 cities, providing a good mix of freighter and bellyhold capacity. In 2016, Changi Airport welcomed two new freighter carriers – Neptune Air (Feb 2016), Silk Way West (Jun 2016, which gave us a new city link to Baku, Azerbaijan). K-Mile Air also resumed operations at Changi Airport.

Enumerate the recent developments at Changi.

The developments are divided into the e-commerce, pharmaceuticals, perishables segments.

e-commerce

DHL Express launched their fully-automated South Asia Hub at Changi Airfreight Centre in October 2016, which tripled their cargo handling capacity to 628 tonnes during the peak processing window, and increased their parcel-sorting speed by six-fold to 24,000 shipments and documents per hour. SATS has also officially opened their new e-commerce Airhub in April 2017. With Singapore Post (SingPost) as its anchor customer, the new facility will improve efficiency and space utilisation, and enhance the consignment handling capabilities for both SATS and SingPost. SATS will be the first ground handler in the region to own such an airside facility. With mailbag processing capability increasing by more than three times and automation to reduce mail processing time by 50 per cent in this new facility, e-commerce shipments can be loaded more quickly onto flights.



Pharmaceuticals

The Changi Airport is the first air cargo community in Asia Pacific to undergo the IATA CEIV Pharma certification, allowing pharmaceutical products to be handled with the highest standards at Changi. Till date, we have established an end-to-end supply chain that meets the IATA CEIV Pharma standards. As a strategic member of Pharma.Aero, Changi Airport Group (CAG) also works with like-minded partners to share market knowledge and improve end-to-end reliability of pharmaceutical cargo handling.

Perishables

Both our ground handlers (dnata and SATS) have temperature-controlled facilities (dnata Coolchain and SATS Coolport) with multi-tiered zones and individual cold rooms at different temperature ranges to handle temperature-sensitive cargo. Most recently, chilled meat shipments from New Zealand have been certified to pass through Singapore en route to markets in the European Union. With this arrangement, the shelf life of meat in EU markets will

be extended by about two weeks. This arrangement is expected to cost about 50 per cent less than direct air freight for the entire journey. This EU approval paves the way to enable new trade flows to Singapore.

What makes Changi airport stand out from other airports globally?

Changi Airport has established itself as the leading air cargo and a major transshipment hub in the region. The key factors contributing to our success are:

❖ **Pro-business government regulations and environment:** The CAG cultivates strong ties with business partners and stakeholders such as airlines, Ground Handling Agents (GHAs), government agencies such as Singapore Customs, the Civil Aviation Authority of Singapore (CAAS), Economic Development Board (EDB) and International Enterprise (IE) Singapore.

❖ **Good infrastructure:** The Changi Airfreight Centre and the Airport Logistics Park of Singapore (ALPS), spanning over 70 hectares is a 24hr Free Trade Zone,

where transshipment cargo can be broken down and reconsolidated with minimal customs formalities. The two ground handlers operating in the CAC also have specialised facilities (Coolport by SATS and Coolchain by Dnata) to handle more than 300,000 tonnes of temperature sensitive cargo annually such as perishables and pharmaceuticals. A total of 125,000 sqm of warehouse and office space within the CAC enables cargo agents to process their export and import cargo within the FTZ, thereby offering a hassle-free transfer and clearance of goods. SATS is also the first in the world to be certified by IATA as a Centre of Excellence in Pharmaceutical Handling and dnata is in the midst of attaining certification.

❖ **Excellent connectivity:** Our excellent connectivity means that shippers and forwarders have ample options to get their cargo to their destination through Changi.

How many tonnes throughput the airport has handled in the last fiscal year?

For our last fiscal year (ending Mar 2017), Changi



Lim Ching Kiat
Managing Director-Air Hub Development,
Changi Airport Group

Airport handled 1.99 million tonnes (close to 2 million) of airfreight throughput, a 7 per cent increase compared to the corresponding period.

For the 12 months ending April 2017, we are happy to share that Changi Airport crossed two million tonnes of airfreight throughput, a new milestone and the highest ever in Changi Airport's history.

What is the Indian contribution?

India is Changi's fifth largest cargo market. For the 12 months ending March 2017, over 122,000 tonnes of airfreight throughput was handled between Singapore and India, registering a year-on-year growth of 8 per cent.

“
Changi Airport has established itself as the leading air cargo and a major transshipment hub in the region
”

Trivia

- ❖ The airport handled 5.17 million passenger movements in April, a 7.8 per cent year-on-year increase.
- ❖ Aircraft movements were 3.8 per cent higher at 30,570 landings and takeoffs, while cargo shipments grew 4.4 per cent to reach 171,720 tonnes, compared to the same period last year.

What are your expansion plans?

Changi Airport is preparing to meet capacity and to be completed in late 2020s, an industrial zone – the Changi East Industrial Zone. This will strengthen Changi Airport's position as a major air hub. ↘



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UPS offers holistic healthcare service

Leading companies like UPS think it is crucial to nurture healthcare. **Jan Denecker**, Healthcare Marketing Director, UPS Europe and **Rob Funke**, Contract Manager, UPS Healthcare, share their views on this topic.



KALPANA LOHUMI
FROM COLOGNE

What brought you to enter healthcare?

Rob Funke: There are different reasons for entering healthcare. The segment has become a strategic priority for UPS, where we continue to invest in. We have invested in this segment with acquisitions, developing strategies, and bringing healthcare expertise.

The healthcare industries in terms of supply chain and logistics is very complex. The main problem that industry is facing today, across the world, is we have to work with fewer resources, be it financial resources or skilled people. On the other hand, need for healthcare is increasing due to several reasons like ageing population or increase of chronic diseases worldwide. Moreover, this significant increase of chronic diseases is expected to increase further over the next 10-15 years. In the healthcare industry, everything has to do with logistics, be it stock management, getting the product at the right place and at the right time, all of that needs to be managed. At UPS, we are bringing technology that can benefit healthcare industry and other reliable services to manage the supply chain.

The other trends that are adding to the complexity because of fewer resources and more need for healthcare is more regulatory scrutiny. And, that's again a trend that is happening everywhere. We see that more pharmaceutical products are temperature sensitive. Hence, this increases the burden of managing temperature controlled through the supply chain. In Europe, we have Goods Distribution Practices that expects all the stakeholders to manage cold chain.

The other part is about distribution channels; there

is lot of distribution into pharmacies or hospitals often through local distributors or wholesalers. Many healthcare suppliers are also trending towards more direct distribution channels that is either directly from the supplier to the hospitals or from the supplier to the pharmacy and even from the supplier to the patient. All these different distribution channels also need to be properly managed not only from the efficiency perspective but also other aspects because direct delivery to patient requires to overcome supply chain challenges.

What is the USP of European Healthcare facility, Netherlands?

Jan Denecker: Its strategic location; the facility is built in close proximity to UPS's European air hub, allowing for short transit times, including next-day and two-day service to global destinations. Over the last seven to eight years, we have developed our network starting from Netherlands to Cologne. We have further developed our network to Spain, Italy, Central & Eastern Europe, where we complemented the European distribution centre with kind of satellite healthcare facilities and that's why we have invested in different warehouses through acquisitions. We also include Regulatory Affairs and Quality Assurance experts.

Why UPS has chosen Marken for healthcare segment?

Rob Funke: We have acquired Marken to expand healthcare logistics services on clinical trials side. It has important capabilities and credibility in this space. The company is a provider of global supply chain solutions for the life sciences industry based in Durham, NC and London, England. Clinical trials require strict regulatory compliance, streamlined logistics services, and global reach, which is where



Jan Denecker
Healthcare Marketing Director
UPS Europe



Rob Funke
Contract Manager
UPS Healthcare

“ We also have healthcare dedicated UPS vehicle that are temperature controlled to handle and deliver only healthcare products ”

Marken's operations of a global network of clinical supply chain services to meet increasingly complex customer demands, makes it a good fit.

What are your recent developments?

Jan Denecker: Our recent development is Packaging Centre. We have a packaging centre in Netherlands also, but that is basically temperature sensitive packaging; most of which is single use that is delivered to hospital or provider. Once the product is unwrapped the packaging is useless. It needs to be

“ We have invested in this segment with acquisitions, developing strategies, and bringing healthcare expertise ”

disposed of and this is complex because either the healthcare provider is asked to supplier to come and pick it up to dispose or hospital needs to manage it on their own which is again a burden on them. Moreover, that packaging is quite expensive. So, another development that we have launched from UPS perspective is providing solution with re-usable packaging which protect the product with a range of time and temperature requirements and then depending on the situation it will go to the supplier and then to the healthcare



provider; he will take out the product and then return or reverse logistics kick in. We also have healthcare dedicated UPS vehicle that are temperature controlled to handle and deliver only healthcare products and these are not only being used to deliver in the UK to pharmacies or hospitals, but also direct to patients where our drivers our trained to go beyond threshold.

In terms of temperature sensitive packaging, we are working with partners who provide different technologies such as gel packs, dry ice and all of that

can be managed depending on supplier requirements or expectations on the products. We also have device that correct temperature throughout the delivery process to make the product more customer specific.

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New independent GSA network launched

Branded 1GSA, the new network for independent air cargo General Sales and Service Agents (GSSAs) aims to enable independent GSSAs to compete more effectively against the major, centrally-owned GSSA companies.



CT BUREAU

1GSA already covers Bangladesh, the Czech Republic, India, Madagascar, Mauritius, Pakistan, Singapore, Spain, Sri Lanka, Turkey and the UK. A recruitment drive is now under way to further develop 1GSA's geographic coverage. Colin Brett (Select), Toni Beato (CRS), Jan Grabmueller (GCAir), Demir Ozerman (Kargo Sistem) and Charles Wijesundera (M&C Aviation) have all been appointed as Regional VPs of 1GSA.



David Lee
President
1GSA

unaffordable for many. This provides the major multinationals with an undue visual dominance, which we now intend to challenge.

David Lee, President, 1GSA, says, "There are many highly-professional, independent GSA companies around the world. But the modern economics of running a GSA company mean that professional sales and marketing have become

With 1GSA, we are providing independent GSSAs with the opportunity to be part of a bigger organisation, without sacrificing their treasured independence. From now on, independent GSAs will be able to enjoy the

“
With 1GSA, we are providing independent GSSAs with the opportunity to be part of a bigger organisation
”

same economies of scale - in sales, marketing and other areas - which drove the formation of the major multinationals.”

Derek Jones, MD, 1GSA, adds, "Professional marketing is absolutely fundamental to success in airfreight, and it's therefore a core element of the support we are providing to all our members. Membership of 1GSA means they will be



Derek Jones
MD
1GSA

able to promote themselves more effectively to airlines, and sell their client carriers' space more successfully in their home markets.”

The scope to grow 1GSA is considerable: there are estimated to be over 300 independent cargo GSA companies in existence today.

But, says Lee, "They will not all be joining 1GSA.

“
Membership of 1GSA means they will be able to promote themselves more effectively to airlines, and sell their client carriers' space
”

Firstly, we work on an exclusive territory basis; only in the event of a potential conflict between carriers will we appoint a secondary member in any region. Secondly, our membership criteria include proof of financial stability, high standards of service and excellent reputation.”

For airlines, 1GSA aims to take the hard work and uncertainty out

Trivia

- ◆ 1GSA has appointed e-Cargoware as its preferred supplier of IT systems.
- ◆ e-Cargoware is already installed and operational at 1GSA founder member and UK representative, select airline management.
- ◆ e-Cargoware is a state-of-the-art GSSA system with highly-advanced networking features, is web-enabled and cloud-based.

of appointing GSAs, by offering pre-validated members, and the option to deal directly with individual members, or control multiple stations through a single 1GSA contract - supported by bank guarantees or CASS membership. ↴



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ACFI's push to skill air cargo industry

Air Cargo Forum India (ACFI) has launched Advance Air Cargo Handling Training Programme with the objective of contributing to Government of India's Skill India plans and benefitting the air cargo industry in India. The launch was attended by more than 125 delegates, including senior government officials.





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Emirates Airlines & Cargolux join hands

The two companies have signed an MoU allowing both carriers to develop service offerings to customers. The operational co-operation will enable both parties to ensure best practices in cargo handling and transportation.

CT BUREAU

Emirates SkyCargo and Cargolux airlines signed a Memorandum of Understanding (MoU) for a strategic operational partnership in air cargo transportation. This first-

of-its-kind agreement in the air cargo industry between a mainline airline and a specialised freighter operator, will allow co-operation between two carriers with complementary strengths and shared values for customer service

excellence. Under the terms of the agreement, Emirates SkyCargo and Cargolux will seek to work closely on a number of operational aspects including:

Aircraft capacity: Emirates SkyCargo will

utilise Boeing 747F aircraft from Cargolux. Emirates SkyCargo will therefore continue to have access to Boeing 747F aircraft to service customers with heavy/outsize cargo. **Block space and interline:** Both carriers will

further develop block space and interline agreements for use on each other's networks permitting access to capacity on routes where they do not currently operate. Cargolux will have access to Emirates SkyCargo's high frequency distribution

network through the belly-hold of passenger flights to over 150 global destinations in 83 countries, whilst Emirates will have access to main deck 747 capacity on Cargolux's network.

Hub connectivity and cargo handling: Emirates SkyCargo will commence freighter operations to Luxembourg from June 2017. Cargo from both Emirates SkyCargo and Cargolux will be handled at the same facility in Luxembourg. Cargolux will also increase the frequency

This agreement will allow co-operation between two carriers with strengths and shared values for customer service excellence

of freighters to Dubai World Central (DWC) from its current three times a week service to facilitate connectivity between the two cargo hubs.

Transportation of products requiring special care such as pharmaceuticals will also be smooth given that both operators have EU Good Distribution Practices (GDP) certification for transportation of medicinal products for human use.

"Co-operating with Cargolux who is a leading, established and specialised air cargo operator with strengths that are complementary to our own will allow us to present a broader enriched product offering and add value to our customers," said **Nabil Sultan**, Senior Vice President, Emirates Cargo.

"Our supplementary capabilities allow us to develop service offerings that both of us could not provide on our own," said **Richard Forson**, President & CEO, Cargolux.

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Logistics needs an umbrella body: PHD

The PHD conference was attended by more than 100 delegates and other stakeholders. Pawanexh Kohli, Chief Advisor & CEO, NCCD, GoI, was the Chief Guest at the conference, which was held recently in Delhi.



CT BUREAU

Stating the lucrative growth of the logistics sector Kohli said, "The sector is expected to grow at CAGR of 16 per cent on an average in the coming years with an inflow of new investments that will create new opportunities for the logistics sector."

He also laid stress on the fact that to reduce the increased logistic cost and to minimise the wastage in the country, there is a need for integrated logistics policy and an authority which can look at all the aspects related to logistics covering various modes of shipment such as sea, roads and railways.

B.N. Puri, Director-Research, Asian Institute of Transport Development, also emphasised on the need for an umbrella body in the logistics sector. He pointed on the fact that for improving logistics sector infrastructure, creation is necessary but at the same time focus should also be on minimisation of cost and safe transportation of goods in the country.

Vinod Asthana, Treasurer, The Chartered Institute of Logistics and Transport (CILT-India) & Ex-Managing Director, Central Railside Warehouse Company, stressed on the fact that integration of roads, shipping and inland waterways is the need of the hour.

"The focus should be upon reducing the increased logistics cost in the country," he added. Asthana also elaborated upon the two major issues, i.e., land availability and inadequate infrastructure that the logistics sector is facing currently and to resolve these issues in an effective manner an authority or an umbrella body is required that can fasten the execution of these unresolved challenges.

R.S. Bedi, Chairman - Committee on Logistics

Management, PHD Chamber, stated that despite the generally positive economic outlook, logistics costs of exports are very high in India and due to this, Indian goods are less competitive in the global markets. "In India, the container

transport is heavily inclined in favour of roads due to high freight rates of railway, unpredictable and unreliable scheduling of freight trains, and poor last-mile connectivity, which is a serious issue of concern," he explained.



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Logistics industry has to come together

The Committee on Logistics Management of PHD Chamber of Commerce and Industry organised a conference focusing on the need for an umbrella body in the logistics sector at PHD House in Delhi. Understanding the importance of subject, the conference was graced by more than 100 delegates from industry and other stakeholders.





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EVENT TALK

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Global Cold Chain Expo	Chicago	13-15
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International Pharma Supply Chain Confab 2017	Jakarta, Indonesia	20-21
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7th Lognet Global Annual Conference	Miami, USA	23-26
World Specialty Logistics Fair	Miami, USA	23-26
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SEPTEMBER 2017

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Air Cargo Handling	Budapest	19-20
China Supply Chain & Innovation Summit	Shanghai, China	21-22

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Smoothen ex-im trade: FFFAI

The Federation of Freight Forwarders' Associations in India (FFFAI) made a representation to the new Chairman, CBEC, Vanaja N. Sarna, on various issues pertaining to smooth functioning of Customs ICEGATE.



CT BUREAU

Commenting on the recent initiatives from CBEC on speed of Customs clearance and bringing in working discipline in this area with the help of appropriate technology, FFFAI also urged for certain urgent steps from the new Chairman for further development and to reduce pressure on ex-im trade. Currently, the areas of concern include: the existing Customs System, its hardware and software responsiveness, and technical proficiency of the officers at executive level.

"FFFAI expects the proposed new ICEGATE System of CBEC would resolve the prevailing problems faced by Customs Brokers and shippers owing to the slow system, which sometimes remains



Samir J Shah
Chairman
FFFAI

down for five to six hours in a day. Add to this, the customs system does not work properly for at least one hour after 3 pm every day. These lead to undesirable increase in dwell time," said **Samir J Shah**, Chairman, FFFAI in his recommendations submitted to the Chairman, CBEC.

FFFAI also highlighted one very crucial aspect as regard to working schedule.

“The customs system does not work properly for at least one hour after 3 pm every day. These lead to undesirable increase in dwell time”

"While all businesses in India including the departmental function for different periods are between 9:30 am and 8:30 pm, in the present circumstances it would be incorrect to expect that private business or professional services would function between 8:30 pm to 9:30 am on the next day," Shah pointed out.

Meanwhile, till the proposed new Customs

System is in place, FFFAI has appealed for relief by presenting the following recommendations:

- ❖ Automatic concession to late fee under Section 46 (3) or interest for RMS facilitated import bill of entries should be relaxed for 24 hours.
- ❖ Senior Customs officers are required to be sensitised to resolve the System related issues urgently.

- ❖ A system of manual out of charge, let export order (LEO) and carting required to be evolved, whenever the System is down for more than one hour.

Software corrections are desirable to stop repetition of filing the same documents (under same invoice/AWB number/ Bill of Lading number) by all assesses. ↘

OBITUARY Nimesh J Shah



Founding member, Hon Secretary, Ahmedabad Custom House Agents Association

With profound grief the Federation of Freight Forwarders' Associations in India (FFFAI) informs the sad demise of its former Honorary Secretary, Nimesh J. Shah, who passed away after brief illness in Mumbai on May 20, 2017. He along with his brothers had set up the J.B. Shah-AMA Centre for Shipping and Logistics.

Dachser now acquires Azkar



Dachser has integrated its Iberian subsidiary Azkar Group into its European road network. The overland transport organisations will operate under the names of Dachser Spain and Dachser Portugal in the future. This was announced by **Bernhard Simon**, CEO, **Michael Schilling**, COO - Road Logistics and **Juan Antonio Quintana**, Managing Director, European Logistics Iberia, at the recently held Transport Logistic trade fair in Munich. This rebranding is the culmination of an integration process that began in January 2013,

with Dachser's acquisition of Azkar. The companies had already been co-operating since 2007, and one year later Dachser purchased a stake of 10 per cent in its then partner for Spain. Simon explains, "On this basis, we were able to advance quickly and smoothly with the integration. Simultaneously, we have achieved profitable growth on the Iberian Peninsula every year since the takeover."

Since the acquisition, Dachser has closely integrated its organisations

in Spain and Portugal into its European groupage network. The 70-daily import and export lines that existed in 2013 have increased to 130 today, while the number of shipments from and to Europe grew by 40 per cent over the same period. Schilling emphasises the advantages of a standardised European groupage network. "In addition to integrated IT systems, standardised processes, workflows, and network rules are the foundations for reliability, safety, and quality," he said.



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- ✓ Construction in full swing - 1 lac sq ft
- ✓ Ample truck and car parking area
- ✓ Firefighting and fire prevention systems
- ✓ Direct access to National Highway
- ✓ Distance from Highway - 0.5 km
- ✓ Distance from Airport - 7 km
- ✓ Distance from MIHAN - 1 km
- ✓ 24 x 7 operational hours
- ✓ 24 x 7 CCTV monitoring
- ✓ 24 Hrs common security
- ✓ 24 Hr Sufficient light and water with drainage
- ✓ High compound wall for safety
- ✓ Infrastructure of international standards
- ✓ 80 feet primary cemented road
- ✓ 60 feet secondary tar road

WAREHOUSE SPECIFICATIONS

- ✓ Modern PEB structure
- ✓ Insulation to reduce temperature
- ✓ Column spacing - 8.4m @ side walls and 16.8m @ midspan
- ✓ High load bearing capacity - 12 ton / sq mtr
- ✓ Floor height - 1.2 mtrs from road level
- ✓ Building height - 12M @ gable and 17m @ the centre
- ✓ Sky lights for minimum electricity consumption
- ✓ Turbo ventilators to maintain temperature
- ✓ Internal washroom for staff
- ✓ Sufficient office area on ground and mezzanine
- ✓ Dock levellers



Site: Khasra No. 80, 81, & 82,
Shivmandka, Village-Gumgaon,
Tahsil-Hingna, District-Nagpur (MS), India
Office: Sheikh Fida Ali Sultan Ali, Lahaoli, Itwari,
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Cargo-Partner

New Delhi

Cargo-Partner has announced the appointment of **Ravinder Katyal** as Director Air freight & Head Co-Load (Indian Subcontinent). Katyal has a strong background in air freight forwarding and building strong partners/airlines relationship with more than 20 years' experience of working for top ranking logistics companies. His strong networking ability and thorough knowledge of international markets will complement Cargo-Partner in Indian Sub-Continent and help continued pursuit to deliver the highest quality services to all the customers.



DSV Air & Sea

New Delhi

DSV Air & Sea has announced **Pratul Shekhar** as the Director – Air Product (Indian Subcontinent). Shekhar has a distinguished 10-year career at DSV. He has held many leadership positions with the most recent one being the Region Head for West 1. Throughout his DSV career, Shekhar has been a role model leader exemplifying the highest degrees of integrity and commitment.



UPS

Atlanta, GA

UPS has named **Mark Vale** as President of Growth and Emerging Markets. He has joined UPS in 1988 in London and has held various finance and accounting assignments in the UK, Spain, Italy, Germany, Belgium and the US. Vale and his team will expand and enhance the company's market reach and global capabilities to better serve customers doing business in emerging and developing markets around the world. He brings the global insight, experience and leadership that will help lead UPS to its next phases of expansion.



Peel Port

UK

Peel Ports has recruited APM Terminals' **Jouke Schaap** to head-up its container operation. Peel, which recently opened the £400m Liverpool2 deepwater container terminal, said a position had been created for Schaap to drive commercial opportunities focused on the company's network of terminals and port-centric logistics facilities.

Schaap was previously head of commercial for APM terminals' flagship Maasvlakte 2 container terminal in Rotterdam. He will now take responsibility for Peel's container businesses at Liverpool, Dublin and the Manchester Ship Canal



BAR India

New Delhi

Madhulika Babal, Regional Cargo Manager – N.R. Air India has been appointed as a new Chairperson of Board of Airline representative (BAR) – India, Cargo Committee – Northern Region effective from May 18, 2017. After serving this position for more than a decade and taking up issues related not just to Northern Region but nearly for all India, **Vipin Jain**, Ex-Chairman, BAR (I) – Northern Region has handed over the responsibility to Babal. Now, she will be representing all the issues and challenges of the airlines, be it, airport operators, BCAS, customs, DGCA and other government and other agencies.



BAR (I) Cargo Committee - Northern Region new members: Chairperson, Madhulika Babal (AI), Vice Chairman, Tarun Minocha (BA), Secretary, Yashpal Taneja (FX)

Executive Members: Rajneesh Kharbanda (9W), J.M.Nair (BZ), Atul Mangain (CX), Shane Peters (EK), Pankaj Nath (KL), Sumit Mathur (LX), Sanjeev Kapoor (LH), Piyush Singal (SQ)



TALKing People

Mahesh Trikha, Managing Director, Aargus Global Logistics, India Cargo Award Winner, loves to spend time with his granddaughter, if he doesn't have any evening engagement. "She is always my first preference," he says. Trikha's favourite sport is Badminton. Talking about his desired cuisine, he says, "I love to have mutton burra." His much-loved destination is Honolulu, Hawaii. Adding on this, Trikha says, "The resorts are huge with Golf Courses. This was my most memorable holiday."



MD Kala, General Manager-Cargo, GMR Delhi International Airport, likes reading books in respite. He prefers to read motivational, fictional and spiritual books. Kala loves to play cricket. Sharing his favourite holiday destination, Kala says, "I love being in my village; Uttarakhand. There is peace and serenity in the whole environment," in addition, "My most memorable recent trip was exploring around 25 villages in Uttarakhand with my wife." His all-time favourite food is chicken tikka masala.



Pujan Sharma, Director, Gateway Freight, enjoys listening to music in his free time. "I love reading books too," he adds. His most preferred food is continental cuisine. "I love playing football and volleyball. Sports always keeps you fit and these activities rejuvenate me," he says. His favourite holiday destinations are Canada and Singapore but while sharing his memorable holiday, Sharma shares, "My travel to Rishikesh and Nainital with my wife was one of my unforgettable holidays ever."





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