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Published from : ★ India ★ Middle East

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11th World Cargo Symposium
Special Issue
March 14-16, 2017
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What ACCS entails for air cargo?

To facilitate the trade with ease of doing business, an Air Cargo Community System (ACCS) for the country's air freight industry was installed. However, there are mixed reactions from the industry in understanding whether this decision is a win-win situation or if it is too late for this initiative to have taken shape?

 KALPANA LOHUMI

With the thought of developing Air Cargo Community System (ACCS), the Ministry of Civil Aviation (MoCA) has added a new spunk in the air freight industry. This step has been taken to digitise the stakeholder interactions and facilitate the ease of doing business. Flagging issues to the air cargo industry, the current system faces lack of efficiency, transparency and consistency across the supply chain. In the recent report on ACCS, the ministry has also said that MoCA understands this need for having a single window for air cargo community which will interface with Indian Customs single window and facilitate seamless movement of goods and information. CARGO TALK spoke to the veterans to know their take on the initiative and how it will take the country's air cargo industry to the next level.

Commenting on the initiative, Samir Shah, Chairman, FFAI, says, "It is still at its nascent stage and only accepted at the policy



level. We need to understand the practical details of the technology to examine the convenience and efficacy of the system. However, we are optimistic that the government would have interactions with the stakeholders to put the common ingredients in the proposed CCS."

"The initiative of the government is in line with its commitment listed out in the National Civil Aviation Policy (NCAP), 2016 on air cargo with the key objective to promote government projects like 'Make in

India', digital India & e-Commerce which ultimately give boost to all the sectors of air cargo i.e. domestic and international and express services. The CCS will avoid delay in the seamless processing of EXIM trade," points out Yashpal Sharma, ICA 2016 winner and Hon. Secretary, Air Cargo Forum India.

"It is a great initiative taken by the government. The report clearly takes the cognisance of the fact that airports and cargo agents have their own community systems and

their investments in developing and running those must be considered when rolling out the new system. The initiative is aimed at creating a national air cargo single window and having seen what's going across the globe in this space, the scale and size of what is envisioned is unprecedented. The current community system will continue to operate and will interface with this national single window. The idea is to make sure that efficiencies are created where there is a scope to do the same and not hamper where

efficient infrastructure already exists. In fact, a lot of what exists can be reused and the valuable experience in developing existing community systems can be leveraged in the development of national air cargo single window system," believes Amar More, CEO, Kale Logistics Solutions.

Contrary to this, Ajay Dutta, Country Manager, Hercules Aviation, says, "The initiative is surely welcomed and appreciated. However, the delay in this direction is already enough and have forced all stake holders to develop their own digital platforms, to handle and manage larger volumes of business on their side."

"India is still behind many countries in ease of doing business and is ranked 130th among 189 countries of the world. This platform, would surely tackle a lot of issues, in terms of removing duplication of data, heavy loads of documentation, and bringing supply chain visibility

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Agility India adds new pharma facility

The facility, opened in Hyderabad, will serve the Indian life science exporters. While in partnership with va-Q-tec, it will operate as the primary warehouse for solutions from va-Q-tec, for secured cold chain products.



Agility has opened the first temperature-controlled life science storage and handling facility in the Hyderabad Airport Zone. The company's 6,000-square-foot Life Sciences Excellence Center (LSEC) at Rajiv Gandhi International Airport is strategically placed to serve pharma manufacturers in Hyderabad, Goa, Pune, Vishakhapatnam and Bangalore. The centre will provide

conditioning, preparation and storage of pharmaceutical goods and operate as a control tower for Agility life science customers in India. The LSEC will house va-Q-tec's inventory, perform quality check, conditioning and preparation of containers, and box packaging for va-Q-tec's products before the release of packaging for customers.

Detlev Janik, CEO - South Asia, Agility, said, "Life sciences is one of the cornerstones of the Indian economy with exports expected to



grow an astonishing 60 per cent in 2017. This new centre will help fast-growing Indian life science companies meet the rising global demand for their products."va-Q-tec's containers and boxes keep the required temperature for five days or longer without any external energy supply. "Our partnership with Agility is a further example of how va-Q-tec develops and provides transportation systems with accompanying services for life sciences logistics. The cooperation will further strengthen va-Q-tec's footprint in India, one of the fastest growing pharma exporters," said Dr. Joachim Kuhn, CEO, va-Q-tec.

Global logistics executives recently selected India as the emerging market with the most potential and as the top investment destination in a survey that was part of the 2017 Agility Emerging Logistics Index. India ranked as second overall market, which rated 50 countries, based on market size and attractiveness, business conditions, and logistics and transport infrastructure and connections. India's Goods & Services Tax reform was cited as a source for optimism among executives surveyed. China topped the 50-country rankings.

Trivia:

- ◆ The company operates from 61 locations and controls 150,000 square meters of warehouse space covering all major ports, airports and inland locations in the country.
- ◆ In the pharmaceutical sector, Agility helps companies move, store, distribute and manage goods in the highly attractive Indian market and helps Indian companies looking to explore opportunities outside of the country.



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India finds its port of call

According to an Ernst & Young (EY) report, east-based non-major ports have led a sustainable growth path for the Indian maritime trade.

Hopes pinned on growth

The recently announced Union Budget by Finance Minister Arun Jaitley, laid emphasis to push infrastructure development for the logistics industry. Announcements like the allocation of ₹600 crore for the Sagarmala project, railways to implement end-to-end integrated commodity transport solutions for freight customers through partnership with logistics players and taking up airports in Tier-II cities for operations and maintenance through the PPP mode, has built up the hopes of the industry indicating that the Budget is growth oriented.

On the aviation front, the Mumbai airport became the first Indian airport to get onboard a community approach for IATA's Centre of Excellence for Independent Validators (CEIV) Pharma certification. Earlier this year, the Ministry of Civil Aviation took a big step, to set up an Air Cargo Community System (ACCS) for the air freight sector. However, there were mixed opinion from the industry experts on how this system would help accelerate the overall process.

On the maritime front, the shipping lines and ports are adopting technologies to cut the collection of hard copies and simplify the custom process, making the whole process effortless, speedy, and efficient for the stakeholders.

With the International Women's Day, around the corner, CARGOTALK helps bring forth the challenges that women face in this industry/sector and how they should be encouraged to join the freight fraternity.

The growing interest of start-ups investing in logistics sector is helping the industry to adopt a more efficient business model and is helping it move in the right direction. Startups in India have unraveled challenges like intermodal connect and document automation, to name a few, and have helped build solutions for it thoroughly.



CT BUREAU

Global trade increased at a CAGR of 6.9 per cent in value terms during 1990-2015 and sea borne trade constitutes 80 per cent of the global trade by volume. Whereas in the Indian context, traffic handled at ports has increased at CAGR of 7.4 per cent during 1981-2016 in line with global trade growth. During the same period, trade in value terms increased from \$24 billion to \$643 billion. In the past decade, India's trade with countries to its east has been expanding. China has emerged as a dominant partner constituting 7.9 per cent of imports and 1.8 per cent of exports in 2015.

With the government, having launched a series of measures, most notably the Sagarmala initiative, which aims to transform existing ports and integrate the development of ports, industrial clusters and hinterland evacuation, it is estimated that India can save up to \$28 billion in infrastructure investment and another \$3.3 billion in transportation cost if 50 per cent of overall trade moves closer to ports by 2020.

With increasing traffic, congestion at major ports is increasing. Some of the major ports have land constraints limiting their ability to expand as well as promote port based industrial zone. On the other hand, the study claims that non-major ports have much bigger land banks and have better infrastructure. For example, Mundra port and SEZ on the

west coast is spread over 23,000 acres, whereas, Krishnapatnam port on the east coast, has a land bank of approximately 6,800 acres for the primary port area and another 13,000 acres earmarked for industrial development. These ports also have drafts more than 18m at par with international standards.

Emergence of industrial clusters near the port, consolidations of distribution centres and warehouses post GST and directional distribution of cargo can address the infrastructural bottlenecks and can reduce the average in-land logistics cost by as much as 68 per cent. To reduce costs arising from infrastructure bottlenecks, several private non-major ports such as Krishnapatnam, Mundra, Pipavav, etc. have developed close to demand clusters. They are also implementing new concepts to reduce logistics costs.

According to the report, non-major ports are also to lead on cost optimisation with improved productivity and cutting edge technology ushering Indian ports onto the world stage. Ports like Krishnapatnam and Nhava Sheva (JNPT) are the only Indian ports that feature in the ranking of major ports in the world based on port productivity

While most Indian ports have low draft ranging from seven to 14 metres, new private ports like Gangavaram, Krishnapatnam and Mundra are filling the void by having deeper drafts. These ports have a draft of more than 18m which is at par with some global major ports.

The non-major ports of the country are also giving a tough fight to the traditional players with improved operational metrics in terms of increased berth productivity, ship berthing per day, average crane moves per hour among others.

Pre-berthing delays has been a key concern for major ports in India registered as high as 1.6 days' average, whereas private terminal operators such as Mundra and Krishnapatnam are performing at par with international ports with near zero delays. Private ports such as Gangavaram and Mundra have 4-lane expressway connectivity, while Krishnapatnam port with its connectivity to a 4 lane road and upgradeable makes it a congestion free port.

More so, with the government set to create transshipment hubs with modifications in the regulatory framework, ports like the Krishnapatnam on the east coast and JNPT and Mundra on the west, backed with their strategic locations, deep drafts and innovative processes are well poised to emerge as the transshipment hubs of the country.

Trivia:

- ◆ Non-major ports like Krishnapatnam on the east coast could play a pivotal role in ports centric industrial development.
- ◆ India can save \$30 bn by moving part of trade closer to ports by 2020.



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CARGOTALK is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86/94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todarmal Road, New Delhi - 110 001
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MIAL joins the Pharma.Aero initiative

Becoming the first Indian airport to embark on a community approach for IATA's Centre of Excellence for Independent Validators (CEIV) Pharma certification, Mumbai International Airport (MIAL) has joined the Pharma.Aero initiative.



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Brussels Airport and MIAL has announced their partnership in Pharma.Aero, inking a Memorandum of Understanding (MoU). Speaking on the partnership, **Nathan De Valck**, Chairman, Pharma.Aero, said, "Mumbai Airport will take the co-ordinating role within the Indian subcontinent in bringing the shippers together and creating end-to-end pharma lanes together with us. So, the benefit for all participating airports and shippers is that we will collaborate on creating end-to-end certified pharma lanes, sharing best practices in improving the overall handling quality of pharmaceutical shipments." **Stewven Polmans**, Head - Cargo, Brussels Airport, said, "In the not too far distance, selective gateways will handle more pharmaceuticals in a better way. Brussels Airport wants to be one of these selective gateways. And I am sure Mumbai Airport shares

that desire." "Pharma.Aero is very different from any other associations. It is more focused on the airports and shippers connecting," says **Manoj Singh**, ICA winner 2016 (Game Changer) and Senior Vice President and Head -Cargo, MIAL, in adding, "This focused product management will grow leaps and bounds, and this will open communication channels."

Trivia:

- ◆ Pharma.Aero, the umbrella organisation initiated by Brussels and Miami airports, was launched officially at the TIACA Air Cargo Forum in Paris in October 2016.
- ◆ One of the prerequisites for Pharma.Aero membership is a certification and full endorsement of the standards set out in the Pharma CEIV scheme.

Ahmedabad in Ethiopian Air network

Ethiopian Airlines will expand its India operations further by adding Ahmedabad to its network. **Esayas Woldemariam Hailu**, Managing Director (International Services), Ethiopian Airlines, said, "We have plans to expand our operations in India for cargo. We have finalised our preparation to launch freighter operation to Ahmedabad in the month of March 2017. We have contributed our part in forging closer investment, trade and people-to-people ties between Africa and India."

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ACCS: A quantum leap for air cargo

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and traceability. The said change would bring a lot of efficiency and quality into India's system of supply chain, which should attract global attentions, among the exporter and importer community," he adds.

Echoing similar views, **Pramod Sant**, VP-Head of Import and Export, Siemens, avers, "Government has taken this initiative quite late. The concept of ACCS should have been developed long time before when privatisation or modernisation of airports was initiated. Many airports such as MIAL has already developed world class ACCS systems which is already working flawless at Mumbai and helping all stakeholders. Now, it is promised that new ACCS will increase efficiency, transparency and consistency in supply chain, however, the main concern will be when the new ACCS will get implemented?"

"Another concern is, why to look for PPP model and why not 100 per cent government controlled system like US and some other countries are having," Sant adds.

On the other hand, **Vaibhav Vohra**, ICA 2016 Winner and Managing Director, Continental Carriers, feels, "It is a timely initiative in view of the quantum jump that the air cargo movement is looking forward to in view of the 'Make in India', 'Ease of Doing Business', opening up of the FDI scenario etc. that the government has initiated. Presently, there is lot of duplication of data processing involved in the processing of the air cargo exports and imports. This makes for extra time being required for the processing of the data and, consequently, the availability of the status and information about the air consignments which is so essential in international trade. By their very nature, air consignments



Pramod Sant
VP-Head of Import and Export
Siemens



Vaibhav Vohra
ICA 2016 Winner and Managing Director
Continental Carriers



Yashpal Sharma
ICA 2016 Winner (Face of Future) &
Hon. Secretary
Air Cargo Forum India



Amar More
CEO
Kale Logistics Solutions

“The concept of ACCS should have been developed long time before when privatisation or modernisation of airports was initiated”

“This initiative, when implemented, will provide a smooth interface between the various agencies involved”

“This will help India comply with several international paperless initiatives capable to interact with any global community system”

“The idea is to make sure that efficiencies are created where there is a scope to do the same and not hamper where efficient infrastructure already exists”



need to be handled with utmost urgency and within minimum time. This initiative, when implemented, will provide a smooth interface between the various agencies involved.”

“New system will help to reduce problems such as cost of transaction, duplicate data entry, which results into more cost and time and possibility of errors. The matter is the new system will take its own time for implementation and we would be losing important time when India is on a growth path,” stresses Sant.

However, according to Sharma, “The proposed CCS shall be supporting global industry standard messaging like IATA CARIMP, UN EDI-EDIFACT, WCO, ICEGATE. Hence this platform will take country at par with any international standard community systems. This will help India comply with several international paperless initiatives capable to interact with any global community system as this will work as single window for air cargo messaging exchange. Lastly, the transactions will become much faster, thus, reducing the current

dwelt time of import and export cargo bringing our working at par with the best globally.”

“It should address the concerns of safety aspect pertaining to data transferring, and speed. There should be unhindered flow of data from all participating agencies/stakeholders. We have EDI system in place for a long time that still has to struggle various issues, and lack of collaboration is one of them. It is a paradox that while technology from India leads the world, we are plagued by inherent

weaknesses and still searching for a community system for us, for mutual benefits,” highlights Shah.

Another moot question remains, does reluctance still exist in putting digitalisation into the system? If yes, then what impedes the industry in getting digitised. On this, More says, “The biggest hurdle is not the resources needed or the technology but the mindset. However, things are changing in the country pretty fast and India has already galloped to sixth rank globally in e-AWB. SWIFT system is also a great benchmark that has been supported by the trade. There might be some elements that are laggards in digitisation but when the government takes lead slowly but surely the whole industry

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Digitisation is the next step forward



Ajay Dutta
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► Contd. from page 6

has to overcome the reluctance and jump on the digitisation bandwagon.”

“For all cases, there would be mindset problem and reluctance in adopting new things or changes. Similarly, digitisation would take little more time especially in the case of logistics sector, which is hitherto unorganised and not recognised as an industry,” tells Shah. However, Sharma feels, “There is reluctance on the part of government agencies and at times, other private stakeholders too in putting full digitisation in to the processing of EXIM cargos. Ever since the IT Act 2000 and subsequent notifications issued by CBEC, the trade has always responded positively to the various digitisation initiatives whenever they were taken up by the government agencies. Even airports have put in their respective efforts to digitalise their operations. Lot of paper has been taken off at some of the airports which not only speeds up business, brings efficiency but also helps the environment.”

Similarly, Sant says, “On one hand, a large number of people are using smartphones for most of the

transactions and when it comes to dealing with authorities still paper and old process are being used. Mindset needs to be changed on both sides and authorities need to take initiatives and faster steps. Today, more and more shippers are digitising their international trade by connecting their systems to customs brokers. Shippers are mostly dealing with FF/customs brokers and will be demanding transparency, information, faster services and reduction in cost from customs brokers and getting less connected with ACCS.”

Sharma listed few points for what is needed to be done to accelerate the overall process:

- Custom to place robust upgraded hardware system with 100 per cent backup support taking care of Customs Single Window System so that the cargo industry should not face every now & then the problems of system breakdown, slowdown, etc.
- Government should remove duplication of activities between their agencies and custodians. Processes like registration of goods in export, segregation of

import cargo and delivery of import cargo should be carried out by the custodian itself.

- Certain key processes like IGM amendments, allocation of EGM and inward entry of import flight should be digitalised in totality to speed up things.
- Introduction of CCS as an umbrella system to bring the entire air cargo logistics trade stakeholders within its preview and provide end to end complete solution under a digitised platform.
- The CCS ownership should be with the government to avoid any complexity in choosing the service provider and the same should be done under the ‘ease of doing business’ initiative and should not add any cost to the trade/users.

“The project need to be completed and implemented in the shortest possible time frame ‘say two years’, as more delay means, losing out to competing countries, who are already ahead in the race. Moreover, it is a proven fact that much larger volumes of any business can only be controlled efficiently through digitisation,” opines Dutta. ↴



The delay in this direction is already enough and have forced all stakeholders to develop their own digital platforms, to handle and manage larger volumes of businesses



We need to understand the practical details of the technology to examine the convenience and efficacy of the system



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'Spear'ing towards Indian market

Jean Christophe Machet — Global CEO, FM Logistic and **Stephane Descarpentries**, Director, Operations, Asia, FM Logistic, share their perspective on the Indian logistics industry.



CT BUREAU

Why have you chosen to expand in India?

Machet: The country has one of the biggest growth rate worldwide. It has a logistics market that is becoming more and more professional. Here reforms are done or are on-going in order to facilitate business. Mid-term investments in infrastructure and of course the GST reform will completely change the logistics network in India for our customers. Our strategy is to establish ourselves early in promising countries, as we did more than 20 years ago in Poland and in Russia.

Kindly enumerate your strategy in India.

Descarpentries: We will continue developing the current key sector of Spear Logistics, that is, automotive, engineering, telecom, retail. For example, we have just signed a new contract with one of

the biggest tractor manufacturers of India, for the management of an after-sales warehouse in Punjab which will start in April 2017. Our aim is to offer consumer goods, cosmetics and health sectors high quality multi-customers and multi-activities warehouses, which is the biggest consumption areas in India. We also envision to offer our customers warehousing and distribution, for all B2B and B2C channels and bring added-value by selecting the best transport providers. Our target is 15 per cent minimum growth per year.



What is the investment earmarked for Indian market in the next five years?

Machet: We aim to invest €50 million within the next five years. The main investments planned by FM / Spear in India within the next years will be:

- ♦ Creation of multi-client sites close to the main Indian cities, starting by Mumbai and Delhi
- ♦ Investments in equipment of densification of storage like racking systems, reach-trucks, etc.
- ♦ Development of a new version of our WMS(warehouse



Stephane Descarpentries
Director Operations - Asia
FM Logistic



Jean Christophe Machet
Global CEO
FM Logistic

- management system), based on the state-of-art technologies
- ♦ Investments in innovation and technology (for example digitalisation of our IT for transport, usage of packing machines to realise the promotional lots of our customers)
- ♦ Investment in training of our teams, of our managers; we have created our internal school named Spear Academy. We already have 160 graduate employees through a training program dedicated to the middle-management positions.

- ♦ Human resources will be the key of our development in India

How do you plan to transfer technology from Europe?

Descarpentries: Yes we will transfer some good practices, like the concept of MCF, the usage of equipment / racking of densification of storage, the development of the WMS. But we will we have to adapt the technology used to the cost of labor: 20 times higher in France than in India and five to eight times higher in Central Europe than in India. ↴






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How the ladies in logistics are

With women representing around half the population of the world, yet the analysis of their role in the male-dominated logistics sector remains one-dimensional. CARGOTALK focuses on the challenges faced by them in this industry, and, how they are moving ahead to better roles in the freight fraternity.



KALPANA LOHUMI



Sanjam Sahi Gupta
Director, Sitara Shipping &
President, WISTA India

Logistics, like the maritime industry, has been male dominated, and further due to the lack of awareness of the opportunities in this sector we are unable to attract more women. We need to make the youth aware of the opportunities especially the young ladies so they can decide to work in the logistics field. Without women participation, we are ignoring 50 per cent of the talent available.

To increase the efficiency of the logistics sector we need to attract the best talent available – both boys and girls.

Unfortunately, logistics is not considered the first career choice for the youth-unlike airlines which has a glamorous image. The logistics industry has not been able to highlight its benefits to the youth. Collectively as an industry we must work towards creating awareness in schools and colleges of the various career option and have more initiatives such as summer internships. The opportunities in this industry are immense and women have an equal chance to perform all the tasks and roles.

Kruti Jobanputra

Director, JWC Logistics Park



In the 21st century, this is one of the only industries which is still 70 per cent dominated by men. But, rest 30 per cent which is women-dominated is very powerful. I feel extremely privileged to be a part of an industry that literally 'moves the world'. Logistics contributes almost about 14 per cent to India's GDP and if you include all service providers and modes of transport, it is also the industry with the largest employment base and maximum opportunities for jobs. As a woman, who has been in logistics for nine years now, I have seen a huge change in acceptance of women and also many women leaders rise to the top most positions, and that has been the most encouraging sign. In times to come this percentage will only increase.

Logistics industry, being one of the oldest industries, will always hold a crucial position and only grow in the times to come. This industry keeps changing very fast. The moot question remains, which industry doesn't need logistics? None. So, with every other industry growing, transforming, and changing, the logistics industry has to change, invent, discover and ultimately adapt to change.

The biggest challenge for me is dealing with old school of thought, i.e. old system that the government follows, especially in terms of the rules and regulations, which hinders the growth of our country.

A country's GDP depends on the performance of its logistics industry. This industry does not require one to be well-educated. It's merely about having more understanding about the subject, good amount of dedication, resources and hard work.

Ritu Roongta

Vice President, Abhijeet Logistics

According to the recent market research findings, women globally fill less than 20 per cent of executive-level positions within the transportation and logistics industry. In managerial position, you may see women in logistics industry, but, at ground level, at ports, in night shifts, one will hardly find women at work. This might be due to safety point of view or other reasons.

However, as more and more women enter into logistics career, they are increasingly challenging the prevailing gender imbalances that used to be seen in the industry. As a woman, one has to work extremely hard to earn respect and recognition in order to break down many of the barriers with which women contend in today's logistics business environment. From the moment, a woman walks through the door, her strength of character and convictions are put to the ultimate test.

Women are still struggling to get leadership positions within the highest ranks of logistics organisations, where the disparity between men and women is most often seen. However, increasingly women are employing and asserting these attributes, and in recent years have definitely seen signs of progress in making the logistics field more gender equitable. It's incredibly important for women in the logistics field to be forward-thinking, visionary, driven, tenacious, assertive and goal-oriented. They should have an insatiable appetite for challenges and focus on the big picture rather than getting caught up in the day-to-day minutia. This industry offers a variety of careers that are tremendously rewarding for women; there is no reason to be discouraged from pursuing their ambitions in logistics professions.



HIGHLIGHTS :

- Without women participation, we are ignoring 50 per cent of the talent available.
- This is one of the only industries which is still 70 per cent male dominated. But, rest 30 per cent which is women-dominated is very powerful.
- According to the recent market research findings, women globally fill less than 20 per cent of executive-level positions within the transportation and logistics industry.
- Women are still struggling to get leadership positions within the highest ranks of logistics organisations, where the disparity between men and women is most often seen.
- There is a need to promote women participation and representation at platforms like federations and associations to change the perception of logistics being a male dominated industry.
- Women associations like 'The WISTA' are doing their best to encourage women to represent at these associations.
- To counter some of the issues, we should be actively taking steps to encourage women to explore a maritime career.
- We should start from scratch by introducing a comprehensive curriculum dedicated to this industry at the school and college level.
- The rigorous physical labour required of the ground-level staff due to the low adoption of automation is among the key factors that have kept the gender ratio in the logistics sector highly skewed in favour of men.
- Augmenting accessibility to jobs for women within logistics sector and providing them suitable work environment will enable logistics service providers to overcome its skill shortage.



breaking the glass ceiling

Saloni Agrawal

*HoD – Freight Forwarding
Nagarkot Forwarders*



Perhaps the oldest business in the history of human kind, logistics is still considered as a male dominated industry. Having said that, I see a changing trend. The ratio of males to females has increased over the years. However, on the face of it, it's still a male dominated industry because most of the associations, federations, etc are represented mainly by the veteran males of the industry. There is a need to promote women participation and representation at these platforms to change the perception of logistics being a male dominated industry.

Women associations like 'The WISTA' are doing their best to encourage women to represent at these associations. Recently, it was suggested to the AMTOI to have a female member on its committee. We are in an era, where women are recognised as multitaskers and are sometimes being preferred for certain roles. This is an indication to an increasing openness and impartiality towards hiring women. Being an operationally intensive sector, it may be a very small issue, but suggesting an improvement in the availability of basic amenities such as clean toilets, ensuring accessibility to remote areas can go a long way in attracting women to this sector. Furthermore, it is also the need of the hour to create awareness about the opportunities in the logistics industry for a young graduate. Marketing of the logistics industry at colleges will ensure increase in the desire to try a hand at this industry from the youth.

Logistics is one sector which has a lot of parallel operations happening across the stages of any product manufacturing to making it available to the customer. It goes hand in hand with all the other industries right from procurement of raw materials to transporting the goods to the end consumer. In this regard, there is a need to multi-task at all levels as different set of operations need to be conducted at the same time.

Monal Srivastava

Regional Head – Human Capital & Administration, DP World



In the past few years, the maritime industry has been witnessing a paradigm shift with more women being offered leadership roles worldwide. This move has been a relatively slow change, but nevertheless its occurrence is a positive sign towards gender equality. However, there are still several challenges women face in this industry. One of the biggest challenges is the lack of awareness about the industry, this is because of very few curriculum focus on port management. Furthermore, women receive little encouragement to face what is a primarily male dominated career path due to a lack of role models in the field.

To counter some of these issues, we should be actively taking steps to encourage women to explore a maritime career. We should start from scratch by introducing a comprehensive curriculum dedicated to this industry at the school and college level. The maritime industry should attempt to pool their resources to facilitate this initiative. A two-way approach involving awareness programmes and introducing relevant courses would ensure that young women make a better-informed choice.

However, while awareness programmes and the introduction of a maritime curriculum will be the best way forward for women and the youth alike. Another factor which would interest women would be an overall perception management activity. There is a need to highlight roles within the industry that women would find favourable. It is crucial that organisations communicate these roles to prospective female candidates to equip them with the right information and encourage goodwill to aid the process of creating a gender-neutral industry.

Taruna Mahajan

*Head – Marketing & Communication,
TVS Logistics*



Logistics has long been an unorganised sector in India. It is only in the last decade that we have seen the organised part of the sector gaining momentum. The unorganised sector is characterised by lack of policies and best practices that drive equal opportunity, and a dearth of basic amenities essential for both men and women at the workplace given India's social and cultural context. Add to this, the rigorous physical labour required of the ground-level staff due to the low adoption of automation is among the key factors that have kept the gender ratio in the logistics sector highly skewed in favour of men.

The organised sector is also struggling to let go of biases entrenched in the recruitment process where job description and selection norms have not been formulated to ensure and encourage fair participation in the workforce for both men and women. Similarly, retention of the female staff particularly in technical jobs also oftentimes suffers due to poor working conditions, inequality in pay structures, and apathy towards training and development of the female staff for such roles.

Further, for business and regulatory reasons most warehouses and hubs are located outside of city limits with limited commutation services. This coupled with the necessity of keeping long working hours (during peak seasons) and the need to balance home responsibilities pose many challenges for women in the Indian logistics industry.

Coming to how to face these challenges; in addition to gender-sensitisation workshops that are undertaken by all departments, recruitment and retention process and policy changes are being made to ensure that they trickle down to the ground level for robust company-wise implementation. The success of these initiatives rests on creating a change in culture and value system of the organisation. Managerial support is also being provided to the women ground-staff through the availability of basic hygiene facilities, safe working environment (POSH committees), flexible timings, and identification of job roles where women can compete with men through adequate training in computer operations, MHE operations, data entry, picking and packing, etc.

Logistics sector is facing an acute skill shortage and by excluding women from this workforce, we are essentially working with one hand tied behind the back. Augmenting accessibility to jobs for women within logistics sector and providing them suitable work environment will enable logistics service providers to overcome its skill shortage.



All cheers for infrastructure development

With the government presenting the annual Budget, a roadmap has been set for the year. A few key infrastructure projects were pushed forward in this year's budget; CARGOTALK brings you a roundup of the Budget and views of the industry's experts on it.



KALPANA LOHUMI

Infrastructure push and private investment will develop logistics industry



Harpreet Singh Malhotra
Managing Director,
Tiger Logistics

As expected, this Union Budget indicates that public investment does help in crowding in private investment. Sectors such as automobiles, cement, steel, paper, aluminium and fertilisers, which had the lowest capacity utilisation and were among the sectors that have been the hardest hit by demonetisation, are on a special focus by the government. Announcements like total allocation of ₹39,61,354 crore on infrastructure development, development of selected airports in Tier II & III cities on PPP mode, etc., will help the logistics industry to grow further.



Budget will bring benefits to the trade

Julian Bevis
Senior Director,
South Asia,
Maersk Group

Maersk welcomes the Budget's proposed increase in expenditure on

infrastructure for improving coastal road connectivity from ports to the hinterland, expanding railway connectivity, introducing end-to-end integrated transport solutions in partnership with logistics players, and encouraging PPP for airport developments in certain smaller cities. These efforts complemented by timely implementation of GST, building of multi-modal parks, increased emphasis on digitisation for greater transparency and the introduction of a trade infrastructure export scheme will all collectively boost quicker inland movement of cargo. In turn this will help reduce hidden costs of trade and improve India's global trade opportunity.



Moves are good, but are they for cargo also?

Ravinder Katyal
ICA Winner 2015 & 2016
Director Air Freight & Co-Load – ISC,
DSV Air & Sea

This Union Budget will allow businesses to run through, closer by airports and thereby decentralise the process and save the logistics cost. However, we really need to review that will the investment of ₹39,61,354 crore on infrastructure development help improve the commercial/cargo facilities or not and the development of Tier II airports on PPP mode will be for cargo also or only for passenger terminals. (If the same happens for cargo too, this will help better control or lower logistic cost and automatically time will be saved as the facilities will be close to their manufacturing hubs).



Making Tier-II & III cities viable

Sarini Sachdeva
ICA Winner 2015
CEO, Aardour
Worldwide Logistics

For any country, air connectivity to undeserved and unserved regions could provide impetus to economic development and growth of such regions, and contribute to a more uniform and equitable growth in economic activity across the country. Per capita flights in India is about 0.08 compared with around 2.5 and three in the US and the UK, respectively. India has about 450 airports and airstrips, but, only 75 have scheduled operations, as per the recently unveiled national civil aviation policy.

Around 66.5 per cent of India's total air traffic comes from Delhi, Mumbai, Bengaluru, Chennai, Kolkata and Hyderabad airports. These six cities would require new airports by 2025-26 and in some cases, much earlier. Currently, cargo from smaller airports fly to big cities. Once the smaller airports became viable, the industries in Tier II and III will also flourish.



Budget 2017-18 will help in entering remote locations

PC Sharma
ICA Winner 2016
CEO and
whole time Director,
TCIEXPRESS

The budget allocation of ₹39,61,354 crore on

infrastructure development and of selected airports in Tier II & III cities will help us penetrate in strategic and remote locations, enhancing our services in those regions as well. The focus on infrastructure development in the Budget will contribute towards the exponential growth of logistics industry, as it will help in robust operations and efficient deliveries, particularly for the express delivery sector. We are also optimistic about the timely implementation of GST, which was also mentioned in the Budget.



Budget will directly or indirectly boost the logistics sector

Anjani Mandal
CEO and
Co-founder,
Fortigo Network

The Union Budget 2017-18 is quite satisfactory with the direct

and in-direct boosts such as (a) higher outlay on highways; (b) support for MSMEs through a reduced income tax and (c) boosting money in hands of individuals through lower income tax. The continuing growth and stability in the economy as reflected by the positive macroeconomic indicators will get a further boost with the infusion of capital in infrastructure, boosting MSMEs post-tax profits (owing to the reduced Income Tax) as well as increased liquidity with the consumer for his spends (owing to reduced Income Tax). As in the road transportation industry, any facet of infrastructure development or investment by businesses or an increase in consumption, boosts the logistics sector growth.



No remarkable announcement for the logistics sector

Adarsh Hegde
Joint Managing Director, Allcargo Logistics

A couple of initiatives announced in the Budget bring some cheer to the sector. The government has taken the onus of setting up 100 India-International skill centres which will create a larger impact to address the issue of skilled labour in India. Another good move of the government in the Budget to offer tax relief to corporates is the carrying forward

MAT for additional five years. While there are some positives for the sector in the budget, there are no remarkable announcements that the logistics sector can bank on. We were hopeful of some incentives and investments especially in coastal shipping, given that India has a coastline of 7500+ kms and has been one of the priorities of the government in the last few years. Initiatives to boost port modernisation, development of industries and industrial corridors, seem to have been given a miss.



Optimistic Budget charts out realistic roadmap

Abhishek Chakraborty
Executive Director, DTDC Express

The Budget is optimistic and puts forth a realistic roadmap which focuses on sustainable economic growth. The big advantages are investment of ₹3.96 lakh crore in the infrastructure sector and ₹2.41 lakh crore for transportation modes (including road, railways and shipping) which would help in reducing the logistics

costs and increase trade. In addition to this, the Budget also emphasised to initiate specific programme for development of multi-modal logistics parks, together with multi-modal transport facilities which will further contribute to the growth of the industry.



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Budget has given hope to the industry

Ashish Asaf
CEO & MD, SA
Consultants

The colossal challenges facing the sector today seems to be covered by various ways; it is a positive

step forward for the country. Initiatives like creating an ecosystem to make India a global hub for electronics manufacturing, trade infrastructure for export scheme (a restructured central scheme with a focus on export infrastructure), infrastructure for transportation sector including rail, roads, shipping and modernisation and up gradation of identified corridors etc. The Budget 2017-18 has shown 25 per cent increase in allocations for infrastructure over last year, coastal connectivity roads have been identified for construction and development to facilitate better connectivity with ports and remote villages which will help to decongest the airports and same will raise out the development of multi-modal logistics parks, together with multi modal transport facilities.



Budget's push is on infrastructure development

Puneet Prakash
Founder & Director,
City Link

Out of the total infrastructure spend allocation, the finance minister has set aside

₹2.41 lakh crore towards the transport sector (road, rail and shipping). We need better roads to efficiently connect our ports/airports and manufacturing hubs to consumption centres. Our average daily truck runs need a drastic improvement enabling a faster and reliable movement of goods. Hence, the proposed outlay coupled with setting in of GST and governments' plan towards initiation of multi-modal logistics parks with multi-modal transport facilities should go a long way in reviving up the transportation sector. Alongside this, under the proposed 'Capital and Development Works' allocation, the railways should develop specific freight corridors between vantage points to offset the lopsided dependency on road freight.



Budget to focus on optimal connectivity

Areef Patel
Vice-Chairman,
Patel Integrated Logistics

The partnership of railways with logistics players for implementing end-to-

end integrated transport solutions for select commodities is a definite game-changer for the domestic logistics sector and will usher in seamless movement of goods and services. The increase in budget allocation for highways and the identification of 2,000 km of roads for boosting coastal connectivity will ensure increased connectivity with ports and far-flung villages, expanding the operational framework for logistical companies and improving last-mile deliveries at affordable costs.

The move to develop strategically located multi-modal logistics parks with multi modal transport facilities has the potential to make our economy globally competitive. However, all said and done but efforts need to be expedited.



Logistics is ripe for disruption

Pushkar Singh
Co-founder
LetsTransport

The GST Bill and financial digitisation coupled with an investment of over two lakh crore given to transport sector in the

Union Budget 2017 shows that the logistics sector is ripe for disruption. However, the technology development, deployment and adaptation shall be the key differentiators and only its execution will help build the next efficient logistics network in the country.



If not much, then not bad also for logistics

Ashish Mahajan
Managing Director,
Landmark Logistics

It is a pro-growth budget. No bad news for the sector could be considered

as a good budget and same goes for the logistics industry. There is no change in service tax and reduction in service tax on railway haulage is a good news. No major change in customs duties, allocation for National Highways stepped up and airports in Tier- II cities, will directly or indirectly boost the logistics sector of the country.



Budget to enhance productivity

Sumit Sharma
Co- Founder,
GoBOLT

With record allocation in infrastructure, enhanced allocation for development of national highways and a focus on transportation

sector, this Budget provides a much-awaited impetus to improve efficiency and productivity in the logistics sector, which would also lead to enhanced private investment in the medium to long-term.

BUDGET



Budget 2017-18 is partially growth oriented

Mayur Gandhi
Chief Financial Officer, Schenker India

The allocation of funds for infrastructure development will result into long term benefit for the economy. An overall allocation of ₹241,387 crores for the transportation sector is quite significant with specific novel idea of 2000 kilometers of coastal road connectivity. Some other ideas like Metro Rail Act, amendment in the Airport Authority of India Act for

Tier II cities airport upgradation and specific programme on multi-modal logistics parks will support overall economic development.

The reduction of corporate income tax to 25 per cent for companies with turnover up to ₹50 crore is supporting the SME companies though the expectation set was much higher. The efforts made for improved tax administration, faster tax assessments and removal of FIPB approvals support the objective of ease of doing business. Overall, the Budget presented during transition phase of tax reforms is giving some time to the government to plan and bring positive development for the Indian economy.



The Budget leaves a lot to wish for, for the logistics sector

Vineet Kanaujia
ICA 2015 & 2016 Winner
Vice President-Marketing
Safexpress

Considering it to be a top priority area for the government, the finance minister

has allotted ₹39,61,354 crore for infrastructure development. This magnitude of investment is bound to spur the economic activity across the country. The Budget has put special focus on railways, shipping and aviation sectors. Significant focus has been laid on airport developments. Few select airports from Tier-II cities are planned to be developed through public-private partnership mode. Special emphasis on digitalisation and GST implementation will spur the growth in supply chain and logistics industry further. With GST regime, the supply chain network design would be purely based on logistics cost and customer service.

This will provide a greater flexibility in supply and demand matching and will lead to firms having bigger, fewer and highly efficient logistics parks. It would also reduce the share of unorganised sector in warehousing.





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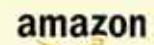


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Providing a cushion for air freight

Freighting perishables via air requires a lot of work that needs to be taken care of until the shipment reaches its terminus. We look at how airlines work on maintaining the shelf life of their products.



KALPANA LOHUMI

Shipping perishables, whether across the country or around the world, is a multifaceted task; perishable products may be subjected to harsh environmental conditions, such as excessive temperature or humidity, on the way to their destination. Time is of essence to ensure that the produce has that appeal when it reaches its required destination. And, to safeguard that appeal a lot has been taken care of by the airlines. CARGOTALK tries to explore the complexities of shipping perishables by air.



Jassim Saif
VP - Cargo Commercial
Emirates Airlines



Oliver Blum
Head of Operations Fresh Handling & Cross
Functions, Lufthansa Cargo

“The air cargo industry plays an important role in the transportation of perishables such as fresh food and flowers. It is important to ensure fast and efficient transport from origin to destination. The shipments must also be in temperature controlled conditions to keep their freshness, extend their shelf life and at the same time reach their destination and ultimately end customers at a reasonable cost.”

Jassim Saif, VP – Cargo Commercial, Emirates Airlines, shares, “The air cargo industry plays an important role in the transportation of perishables such as fresh food and flowers. Given that these products have very limited shelf life, it is important to ensure fast and efficient transport from origin to destination. The shipments must also be in temperature controlled conditions to keep their freshness, extend their shelf life and at the same time reach their destination and ultimately end customers at a reasonable cost.”

“Perishable goods need to be transported temperature controlled throughout the way. Temperature-sensitive ground handling including reducing weather and climate effects through the fastest possible transportation to and from the aircraft are also part of the special handling of perishable goods,” says, Oliver Blum,

Head of Operations Fresh Handling & Cross Functions, Lufthansa Cargo, in adding, “We offer storage in Europe’s largest refrigerated warehouse, the Perishable Center Frankfurt at our Lufthansa Cargo Hub Frankfurt.”

“Challenges for the perishable commodities are lack of uniform implementation through the entire supply chain at the airport. Not all stakeholders in the cool

“To keep the goods in a good condition and to extend the shelf life, it is important to keep the required temperature-ranges always”

chain are properly equipped to handle temperature controlled products. There is no common local (global) certification for handling of perishables cargo in line with existing regulations and standards. Lack of a common audit format leading to a lower audit effectiveness; ground handlers and airlines are being subjected to multiple audits by various freight forwarders,”

says, Şeref Kazancı, SVP, Turkish Cargo.

Anand Yedery, Regional Cargo Manager, South Asia, Middle East & Africa, Cathay Pacific Airways, informs, “Shipping perishables via air can be challenging specially to maintain the shipment under the right temperature. This becomes vital especially during the transit between the aircraft and warehouse. Sometimes delay in departures from the originating port or the transit port can further affect the life of perishable products. In extreme cases of an offload, the perishable products suffer the most. Along with perishable products, comes responsibility to have the right infrastructure at the terminals. IATA has also laid certain packaging standards and guidelines, which may make the shipment more expensive.”

Perishables on board

Shipper uses both passenger flights as well as freighter to fly produce to their destinations. Moreover, passenger flights are less expensive and more widely available but freighters offer better temperature control and more capacity. Let’s hear from the airlines itself what services are they offering to maintain the shelf life of the produce.

“Emirates SkyCargo transports perishables across its global network of over 150 destinations in 82 countries whether it is shipping cherries from Seattle, USA to Bangkok, Thailand, mangoes from

the Indian subcontinent to the Middle East and Europe, lobsters from Boston and salmon from Norway to East Asia or flowers from Kenya to Amsterdam,” updates Saif.

Kazancı informs, “Turkish Cargo’s perishable logistics are prepared specifically to protect the contents and prevent them from deterioration. All transportation of perishables is executed in accordance with IATA regulations. Our new cargo terminal comprises of over 3,000 m2 special storage area and 39 separate special cargo rooms which have high quality standards, including temperature-controlled storage units designated for perishable shipments.”

He continues, “We provide some special equipments like thermal blankets for perishable shipments. To prevent our cargoes from being exposed to often changing temperatures during flights, we use active climate-controlled containers. In containers, which contain highly sensitive cargoes such as medical supplies, vaccine, insulin and cancer drugs, we manage to maintain the desired temperatures even during long-distance flights. With our data entry log, we also report to our customers about the changes in temperature of their shipments during the whole transportation process.”

“In September 2016, Emirates SkyCargo deployed three dedicated freighter flights, two from

Contd. on page 20 ▶



Elucidating on emerging trends, opportunities

With the focus on 'Emerging Business Models and Logistics Industry Opportunities', Confederation of Indian Industry (CII) had organised a 'Logistics Summit 2017' in Delhi recently.



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The summit focussed on various issues of logistics sector; be it GST readiness, missing links for logistics to be an effective enabler, or challenges and opportunities in managing logistics across multiple retail and online channels. According to **Mansingh Jaswal**, Director and Chief Executive Officer, Genex Logisolutions, "The objective is to make the system efficient and hence, it's a kind of platform which will bring all the stakeholders together." Explaining what is readiness, **Soumyakant Dwivedy**, Head - Supply Chain, Becton Dickinson, says, "First and foremost its customers, secondly its supply chain and capability, thirdly is cost and finally there is compliance. If players are compliant in terms of quality and network, the benefit will be more."

According to **Gopal R**, Vice President - Transportation and Logistics Practice, Frost & Sullivan, "Logistics is all about managing money, material and information. Post GST, things will be more easy and this regime will create lot more opportunity to 4PL."

Talking about readiness, Jaswal says, "Skill development at LSP level is required to be ready for GST. Raising an important question, he adds, "Why don't we consider logistics as a core activity of organisation?"

Manu Bhalla, Member - CII National Committee on Logistics and Director & Global Head - Contract Logistics & Supply Chain Freight Systems, says, "For rapid development and delivery of effective logistics solutions, logistics need enhanced focus on policy and implementation, critical infrastructure, people, process and technology."

Aditya Gupta, Business Head, Drive India Enterprise Solution, talked about how warehousing is a missing link in logistics. He explained the challenges and solutions for the same.

Vineet Majgaonkar, Chairman - Armstrong Group, elaborated on the technology front; how to select the right technology partner. He says, "We define industry 4.0 as the next phase in the digitisation of the manufacturing sector driven by four disruptive forces, that is, big data, advanced analytics, human machine interfaces and digital to physical transfer."

R. Jayakumar, MD, Jayem Logistics said, "Although, there are new age techniques and tools available that enhance logistics, namely omni-channel, they can't change the basic process of logistics. Investment in automation will merely remain an enhancement tool.

Irrespective of the new age technology, the business must earn a profitable repute and stand true to the following: topline is vanity, bottom-line is sanity and cash flow is reality. The new generation must have a sound knowledge and experience of automation."





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Measures to safeguard perishables

► Contd. from page 18

Thiruvananthapuram and one from Kochi, transporting more than 288 tonnes of perishables including a variety of vegetables and fruits to the Middle East especially for the Onam celebrations in the region.

The transport of vegetables and fruits from Kerala for Onam celebrations in the Middle East is a significant achievement for Emirates SkyCargo as special arrangements had to be made to operate freighter aircrafts from Thiruvananthapuram and Kochi airports which normally are not equipped to handle freighter aircrafts," adds Saif.

Sharing his experience, Yedrey says, "Recently Cathay has started carrying Betel leaves from Kolkata to Taipei. The shipper faces hurdles with Quarantine certificates since they are still in paper formats instead of e-certificates which would ease up the clearance to the destination. Also, from Kolkata, the airline export live mud crabs into Mainland China destinations frequently.

This is a challenging product because the morality rate differs depending on the arriving destination and transit port, keeping the flying hours same. We need to account for these factors before accepting the cargo on board."

"From Chennai, most of the live snails' shipment comes in at the last minute. Despite the operational pressures we do try accept these on board, so they can be made available at the destination where they are consumed unlike India," he adds.



Şeref Kazancı
SVP
Turkish Cargo



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

Turkish Cargo's perishable logistics are prepared to protect the contents from deterioration. All transportation is executed in accordance with IATA regulations

Shipping perishables via air can be challenging to maintain it under the right temperature. This becomes vital during the transit between the aircraft and warehouse

"Lufthansa Cargo transport all kinds of fruits and vegetables. Now, the market for berries are increasing. Berries, for example, are mainly transported during winter time to Europe from Mexico, Chile and Argentina as well as from Egypt. To keep the goods in a good condition and to even extend the shelf life it is important to keep the required temperature-ranges always, beginning at the origin (farm), e.g. cold storage after harvest, etc. until delivery to the consumer," shares Blum.

Services aplenty

Says Saif, "Emirates SkyCargo has superior cool chain capabilities to connect two very distant points on the globe for temperature sensitive perishables."

He listed the innovative product offerings by Emirates SkyCargo:

White Cover and White Cover Advanced are innovative protection products for temperature sensitive shipments. The white cover is designed to shield

temperature-sensitive cargo from solar heat during transportation. It is water resistant, yet breathable, ideal for 'living' food and flower products, environmentally friendly and 100 percent recyclable. It allows for cooling of the shipment during transportation and cold storage. On application, it completely encloses the shipments and weighs no more than three kilograms.

White Container is a temperature controlled container, coated on the inside with thermal insulators to counteract high temperatures in Dubai and help preserve temperature-sensitive

during transit in Frankfurt," informs Blum.

"Cathay Pacific Cargo operates freighters out of six ports in India; three of them are Kolkata, which has pre-cooling warehouse facilities and it's simpler to store perishable commodities, Mumbai, where shipments are stored in a cold room and the built-in for the aircraft is also done via these cold rooms to ensure consistency is temperature levels and Chennai, where we see chilled fish being moved; the shipment usually arrived a few hours before departure and doesn't require the cooling room facility," shares Yedrey.

"Emirates SkyCargo operates state-of-the-art cargo facilities at



cargo, including fruits and vegetables but also pharmaceuticals.

"Special cargo requires special handling and trained manpower. We work with our cargo terminal operators to provide cooling facility at the warehouse to ensure perishables are securely stored in the temperatures suitable before moving them on to our flights," notes Yedrey. "In co-operation with the Perishable Center Frankfurt (PCF) a vacuum-cooling for flowers can be arranged in Frankfurt. This is an offer which is preferably used for flowers which do have an overall long transport time, coming from South America or Africa and facing again a long transport from Frankfurt to their destination. The vacuum-cooler can cool down two PMC pallets (96x125 inches) in just 30 minutes, a speedy yet gentle cooling is advantageous for the lifespan of sensitive, perishable goods such as flowers. Additionally, the fast-cooler is often used for fruits

DID YOU Know?

Emirates SkyCargo transports perishables across its global network of over 150 destinations in 82 countries.

its dual hub locations in Dubai International Airport (DXB) and Dubai World Central (DWC) with a combined cargo handling capacity of nearly 2 million tonnes per annum. Emirates SkyCentral at DWC has nearly 15,000 sq metres of dedicated storage for temperature sensitive cargo. Emirates SkyCargo also operates 12 reefer trucks operating 24*7 between the two airports offering connection times of 5 hours or less between flight landing in DWC and taking off at DXB and vice versa offering efficient and reliable connectivity," informs Saif. ↴



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Airports Authority of India, Traffic Statistics

Domestic Freight

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|---------------|-------------|----------------------------------|---------------|-------------|
| S.N | Airport | For the Month | | | For the period April to November | | |
| | | November 2016 | November 2015 | %Change | 2016-17 | 2015-16 | %Change |
| (A) 18 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 6977 | 6670 | 4.6 | 60650 | 56747 | 6.9 |
| 2 | Kolkata | 6628 | 7511 | -11.8 | 64575 | 61708 | 4.6 |
| 3 | Ahmedabad | 3161 | 3369 | -6.2 | 29867 | 30368 | -1.6 |
| 4 | Goa | 146 | 276 | -47.1 | 1841 | 2407 | -23.5 |
| 5 | Trivandrum | 106 | 79 | 34.2 | 1011 | 568 | 78.0 |
| 6 | Lucknow | 200 | 270 | -25.9 | 1498 | 1854 | -19.2 |
| 7 | Jaipur | 1020 | 1177 | -13.3 | 9262 | 3745 | 147.3 |
| 8 | Guwahati | 1613 | 1468 | 9.9 | 11576 | 10633 | 8.9 |
| 9 | Srinagar | 321 | 462 | -30.5 | 3152 | 3413 | -7.6 |
| 10 | Calicut | 57 | 33 | 72.7 | 305 | 288 | 5.9 |
| 11 | Bhubaneswar | 639 | 562 | 13.7 | 5283 | 4457 | 18.5 |
| 12 | Coimbatore | 647 | 535 | 20.9 | 6546 | 4568 | 43.3 |
| 13 | Mangalore | 40 | 43 | -7.0 | 310 | 253 | 22.5 |
| 14 | Varanasi | 76 | 68 | 11.8 | 754 | 614 | 22.8 |
| 15 | Trichy | 2 | 0 | - | 12 | 0 | - |
| 16 | Amritsar | 40 | 17 | 135.3 | 214 | 132 | 62.1 |
| 17 | Port Blair | 382 | 372 | 2.7 | 2916 | 2453 | 18.9 |
| 18 | Imphal | 571 | 392 | 45.7 | 2900 | 3077 | -5.8 |
| Total | | 22626 | 23304 | -2.9 | 202672 | 187285 | 8.2 |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 19 | Delhi (DIAL) | 23304 | 23566 | -1.1 | 198850 | 197051 | 0.9 |
| 20 | Mumbai (MIAL) | 17977 | 17464 | 2.9 | 150669 | 139928 | 7.7 |
| 21 | Bangalore (BIAL) | 9089 | 9327 | -2.6 | 82366 | 77904 | 5.7 |
| 22 | Hyderabad (GHIAL) | 4146 | 4103 | 1.0 | 34855 | 33985 | 2.6 |
| 23 | Cochin (CIAL) | 1077 | 946 | 13.8 | 9685 | 8012 | 20.9 |
| 24 | Nagpur (MIPL) | 586 | 518 | 13.1 | 4671 | 4055 | 15.2 |
| Total | | 56179 | 55924 | 0.5 | 481096 | 460935 | 4.4 |
| (C) 7 CUSTOM AIRPORTS | | | | | | | |
| 25 | Chandigarh | 474 | 251 | 88.8 | 4123 | 3119 | 32.2 |
| 26 | Pune | 2851 | 2849 | 0.1 | 23688 | 20512 | 15.5 |
| 27 | Visakhapatnam | 318 | 222 | 43.2 | 3167 | 1081 | 193.0 |
| (D) 24 DOMESTIC AIRPORTS | | | | | | | |
| 28 | Patna | 533 | 336 | 58.6 | 4138 | 3000 | 37.9 |
| 29 | Bagdogra | 363 | 1104 | -67.1 | 2880 | 3012 | -4.4 |
| 30 | Madurai | 111 | 67 | 65.7 | 643 | 678 | -5.2 |
| 31 | Aurangabad | 86 | 123 | -30.1 | 1008 | 937 | 7.6 |
| Total | | 4736 | 4952 | -4.4 | 39647 | 32339 | 22.6 |
| (E) 1 ST.GOV. / PVT AIRPORTS | | | | | | | |
| 56 | Lengpui(AIZWAL) | 69 | 41 | 68.3 | 555 | 199 | 178.9 |
| Total | | 69 | 41 | - | 555 | 199 | - |
| Grand Total (A+B+C+D+E) | | 86185 | 86727 | -0.6 | 745619 | 700005 | 6.5 |

Traffic Statistics

International Freight

| Freight (in tonnes) | | | | | | | |
|--|-------------------|---------------|---------------|---------------|----------------------------------|----------------|--------------|
| S.N | Airport | For the Month | | | For the period April to November | | |
| | | November 2016 | November 2015 | %Change | 2016-17 | 2015-16 | %Change |
| (A) 15 INTERNATIONAL AIRPORTS | | | | | | | |
| 1 | Chennai | 21463 | 17730 | 21.1 | 178409 | 153579 | 16.2 |
| 2 | Kolkata | 5275 | 3810 | 38.5 | 37204 | 33042 | 12.6 |
| 3 | Ahmedabad | 2442 | 2109 | 15.8 | 19330 | 15461 | 25.0 |
| 4 | Goa | 116 | 143 | -18.9 | 868 | 940 | -7.7 |
| 5 | Trivandrum | 2173 | 3168 | -31.4 | 18567 | 24044 | -22.8 |
| 6 | Lucknow | 161 | 247 | -34.8 | 1835 | 1755 | 4.6 |
| 7 | Jaipur | 179 | 158 | 13.3 | 1690 | 702 | 140.7 |
| 8 | Guwahati | 0 | 1 | -100.0 | 2 | 5 | -60.0 |
| 9 | Srinagar | 0 | 0 | - | 0 | 2 | -100.0 |
| 10 | Calicut | 1222 | 970 | 26.0 | 8726 | 9755 | -10.5 |
| 11 | Coimbatore | 101 | 87 | 16.1 | 789 | 744 | 6.0 |
| 12 | Mangalore | 40 | 31 | 29.0 | 462 | 419 | 10.3 |
| 13 | Varanasi | 0 | 2 | -100.0 | 0 | 4 | -100.0 |
| 14 | Trichy | 594 | 457 | 30.0 | 4634 | 4652 | -0.4 |
| 15 | Amritsar | 97 | 45 | 115.6 | 627 | 455 | 37.8 |
| Total | | 33863 | 28958 | 16.9 | 273143 | 245559 | 11.2 |
| (B) 6 JV INTERNATIONAL AIRPORTS | | | | | | | |
| 16 | Delhi (DIAL) | 43540 | 37991 | 14.6 | 365056 | 326993 | 11.6 |
| 17 | Mumbai (MIAL) | 44641 | 39121 | 14.1 | 347251 | 327916 | 5.9 |
| 18 | Bengaluru (BIAL) | 16248 | 13305 | 22.1 | 131804 | 114637 | 15.0 |
| 19 | Hyderabad (GHIAL) | 5800 | 5013 | 15.7 | 44699 | 39766 | 12.4 |
| 20 | Cochin (CIAL) | 5324 | 5088 | 4.6 | 46860 | 44576 | 5.1 |
| 21 | Nagpur (MIPL) | 56 | 34 | 64.7 | 221 | 257 | -14.0 |
| Total | | 115609 | 100552 | 15.0 | 935891 | 854145 | 9.6 |
| (C) 3 CUSTOM AIRPORTS | | | | | | | |
| 22 | Pune | 0 | 0 | - | 0 | 1 | -100.0 |
| 23 | Visakhapatnam | 0 | 2 | -100.0 | 0 | 20 | -100.0 |
| 24 | Madurai | 0 | 0 | -3 | 22 | - | 86.4 |
| Total | | 0 | 2 | -100.0 | 3 | 43 | -93.0 |
| (D) 45 DOMESTIC AIRPORTS | | | | | | | |
| | | 0 | 0 | - | 188 | 186 | 1.1 |
| GRAND TOTAL (A+B+C+D) | | 149472 | 129512 | 15.4 | 1209225 | 1099933 | 9.9 |

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Warehousing in India: The way forward

The Committee on Logistics Management of PHD Chamber of Commerce and Industry organised a national conference on enabling a roadmap to meet future challenges.



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Nikhlesh Jha, IAS, Additional Secretary & Financial Advisor (AS&FA), Department of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution, Government of India was the Chief Guest at the conference. He laid stress on the fact that even though the GST rates are yet to be finalised by GST Council, Department of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution is quite optimistic that with its advent, the warehousing sector will see its transformation to a next level as the GST regime would have preferential treatment towards warehousing in view of its critical significance. **Harpreet Singh**, Managing Director, Central Warehousing Corporation (CWC), said, "The government would create warehousing, cold storage with modern approach across the country with more focus on hilly states such as Uttarakhand, Himachal Pradesh, Jammu & Kashmir and the entire northern eastern belt to make sure that not only agri-production is safely stored but also substantially reduce the wastage on fruits and vegetables including floriculture. Even with existing warehousing facilities, the agri produce loss is not much but what is startling is

the loss of fruits and vegetables which as per current estimates are pegged at `44,000 crores, which needs to be drastically brought down with modern cold chain facilities." **Bharat Joshi**, Co-Chairman, Committee on Logistics Management, PHD Chamber, said, "As customers become increasingly demanding, warehousing companies have been left with no choice but to evolve into efficient and effective supply chain partners for their customers, as against being passive entities leasing out space."

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FFFAI and JSC RZD Logistics sign agreement

JSC RZD Logistics and Federation of Freight Forwarders' Associations in India (FFFAI) signed an agreement on strategic partnership aimed to coordinate efforts in development of the North-South ITC (International Transport Corridor). JSC RZD Logistics and FFFAI agreed to work together to expand the number of contacts with Russian and Indian freighters in order to attract the cargos to the North-South ITC. "The signing of the agreement is another evidence of the interest towards project. Together we could increase the number of freighters, provide them with the excellent service and make the route highly demanded," said **Eduard Alyrzaev**, First Deputy CEO, JSC RZD Logistics.

Loading and unloading optimally

Kartik Gandhi, Director, Gandhi Automations, highlights the importance of loading and unloading products in a safe way and in the process obtain remarkable savings on energy as well.



Kartik Gandhi
Director
Gandhi Automations



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With the introduction of better performing, precise and safe production machineries, a major chunk of the cost is passed over from the production to the storage and the loading process. The cost of loading the goods is a precise, inevitable phase, exactly definable that allows a scientific approach to problems and therefore, being able to arrive at solutions which may be quantified as Return on Investments.

Efficiently loading and unloading of goods

For efficiently loading and unloading of goods at the loading bay the basic equipment comprises Dock Levelers, Sectional Overhead Doors and Dock Shelters. They appear to be independent equipment, but installation of any one without the other may not result in a complete solution at the loading bay. However, the choice of either one of the three depends on many factors. For example,

the type of goods, the weight, volume, quantity, dimension of the courtyard, the frequency of goods movement, the type of vehicles and the temperature to be maintained within the facility.

Steps to equip the Loading Bays

With the approach mentioned above, the motivation to reach the objective of cost reduction are the operators, material, ecology and energy savings, maintaining the quality, vehicles, speeding up the operations, choosing the adequate equipment.

The Deep Cold Loading Bays

This system includes a Telescopic Dock Leveler with a lip of one metre that remains - in rest position - closed by a Sectional Door that descends to cover the front of the whole Leveler.

The Sectional Door, that for the deep cold is 80 mm thick, has a trapeze and reduced-width bottom panel that enters



and seals the inside of the pit, against special insulating parts. A horizontal insulating panel under the leveler pit insulates the tail-lift room (when existing). The best is obtained by the option "automatic return to rest position" of the Dock Leveler. In case of deep cold, the insulation can be increased by the use of Inflatable Dock Shelters, reaching the top of the energy saving. For avoiding collisions to the rigid insulated

panels of the Inflatable Dock Shelters, Vehicle Wheel Guides are used.

Enabling savings

It is possible to load and unload your products in a safe way and in the process obtain remarkable energy savings. The loading bay remains with the Dock Leveler in rest position and the Sectional Overhead Door closed, until the vehicle is positioned. ↴

For efficiently loading and unloading of goods at the loading bay the basic equipment comprises Dock Levelers, Sectional Overhead Doors and Dock Shelters



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The current scenario

Studies shows that in India logistics cost are 6- 8 per cent of the total value of goods and in China this cost is estimated to 10 per cent of total value of goods. There are three factors which are responsible for the high cost of logistics in India: Congestion cost, Transaction cost and Demand and Supply Factors.

Trucking industry is very dynamic in India. According to one report, truck population is growing in India at a rate of seven per cent per annum and thus giving rise to tough competition.

Competition in trucking industry is cost based rather than the service based. And this results in giving low quality services to their customers. Another factor is, as transportation cost increases, the level of service quality deteriorates.

There is a direct relationship between timely delivery and increase in orders. Truck owners tries to deliver more goods because of competition and if they complete their orders on time, there are more chance of getting more orders and if they are not able to compete with their competitors, then they are out of the market.

Nuances of a freight cost

Ask every transport supervisor or coordinator what they want from a new transporter and they will tell you they are mainly looking for a better freight rate or a new supplier who can reduce their freight cost. However, when you start asking people higher up in the organisation such as a Supply Chain Director, a General Manager or CFO you will start hearing a different set of requirements. For instance, General Manager or CFO would be most keen on reliability as well as scalability of transport division to support company's growth. They may also insist on transparency and more efficiency in billing/accounts reconciliations. Even at the level of Supply Chain Director, the SCM leader would seem to be concerned with issues such as poor visibility of shipments, damages and delays,



high inventory cost and in some cases even obsolescence cost. On the other end of the spectrum, from a marketing perspective, poor customer service resulting from lack of delivery visibility and missed orders affect company's brand image. In addition, such grievances and cancelled orders pose a huge opportunity cost in terms of repeat business from existing customers.

While the list of reasons may vary from organisation to organisation, at a broad level, there could be two main reasons. One, given that supply chain function is treated by most organisations as a cost centre. Consequently, the annual performance targets of logistics and transport heads are linked primarily to the reduction in freight cost. Second reason could be that most transport operations in Indian companies are handled without proper system, processes or automation in place. In fact, it is not uncommon to have daily delivery schedules managed by junior folks without much professional background or experience. These staffs spend their day trying to anticipate when the deliveries will be scheduled and coordinating with transporters. Proper coordination and communication with transporters for sending material on multiple routes and tracking inter-city deliveries on daily basis are critical tasks but also quite time consuming. Thus, transport handlers have very little time, temperament or motivation to focus on anything else besides executing the orders given to them. They are not equipped to ponder or bring forward new ideas for process improvement, efficiency

According to one report, truck population is growing in India at a rate of 7 per cent per annum and thus giving rise to tough competition

or innovation. No wonder then many organisations struggle to fulfill even basic inter-city delivery requirements given the dynamic nature of customer demand patterns and disconnected production schedules. These are the reasons logistics becomes one of the key bottlenecks preventing companies from scaling up their business and taking on more geographies or customer segments.

Scale up your business

Companies in India spend a large amount on logistics cost relative to the other countries. According to one report, India spends around 14 per cent of its GDP on logistics compared to around eight per cent spent by developed countries. However, most organisations use a single metric for transportation department for performance assessment and budgeting and that is reduction in freight cost. It is this singular focus leads to a paradoxical situation where overall organization performance suffers because customer service, reliability and quality of service are sacrificed at the expense of freight cost.

What needs to happen is that companies should be setting the performance targets for their logistics divisions based on

Total Cost of Ownership (TCO) which should include freight cost, coordination cost, communication cost, obsolescence cost as well as opportunity cost resulting from poor customer service. Only then the organisation can bring efficiency and effectiveness required to scale their logistics operations. Another area which can improve company's reliability and quality of service is by changing the way companies treat their transporters. Many transporters express dissatisfaction working with even well known branded companies because of issues such as delays in payments or unreasonably long delays in loading and unloading. Logistics is the backbone of any company. The best way to stay competitive is by meeting and exceeding customer expectations. But, this can only happen if one can manage their logistics and fulfillment operations with reliability,



Bhaven Shah
Co-founder
Freightbazaar.com

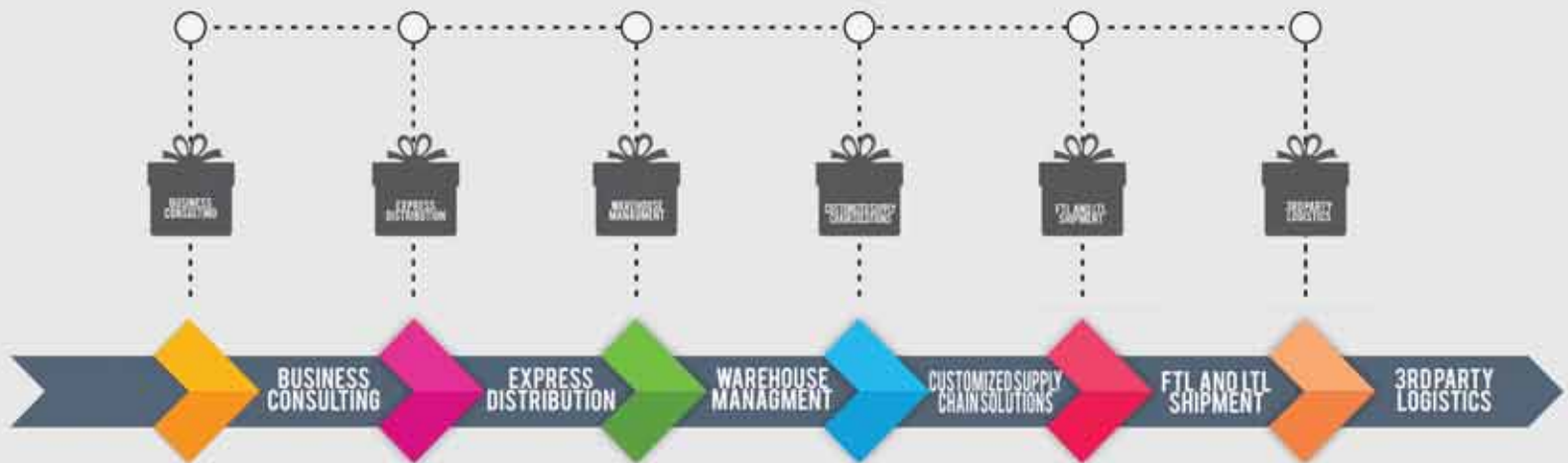
efficiency and consistency. To do that, companies will have to start using technology based systems and processes in addition to setting organizations goals on the basis of the TCO concept. By adopting such platforms and systems, over time, not only will company experience reduction in Total Cost of Ownership but they will also start to see increase in sales due to better customer service and reputational enhancements with repeat customers.

(The views expressed are solely of the author.

The publication may or may not subscribe to the same.)

| Form - IV | | |
|--|--|---|
| Statement about ownership and other particulars about newspaper CargoTalk to be published in the first issue every year after the last day of February | | |
| 1. Place of publication | : 72 Todarmal Road, New Delhi - 110001 | 6. Name and address of individuals who own the newspaper and partners or shareholders holding more than one percent of the total capital: DDP Publications Pvt. Ltd. Shareholders: 1. SanJeet, 72, Todarmal Road, New Delhi-1. 2. Sumati Jeet, 72, Todarmal Road, ND-1. 3. Devika Jeet, 72, Todarmal Road, ND-1. |
| 2. Periodicity of its publication | : Monthly | |
| 3. Printer's Name Nationality Address | : SanJeet : Indian : 72, Todarmal Road, New Delhi - 110001 | |
| 4. Publisher's Name Nationality Address | : SanJeet : Indian : 72, Todarmal Road, New Delhi - 110001 | I, SanJeet, hereby declare that the particulars given above are true to the best of my knowledge and belief. |
| 5. Editor's Name Nationality Address | : SanJeet : Indian : 72, Todarmal Road, New Delhi - 110001 | |
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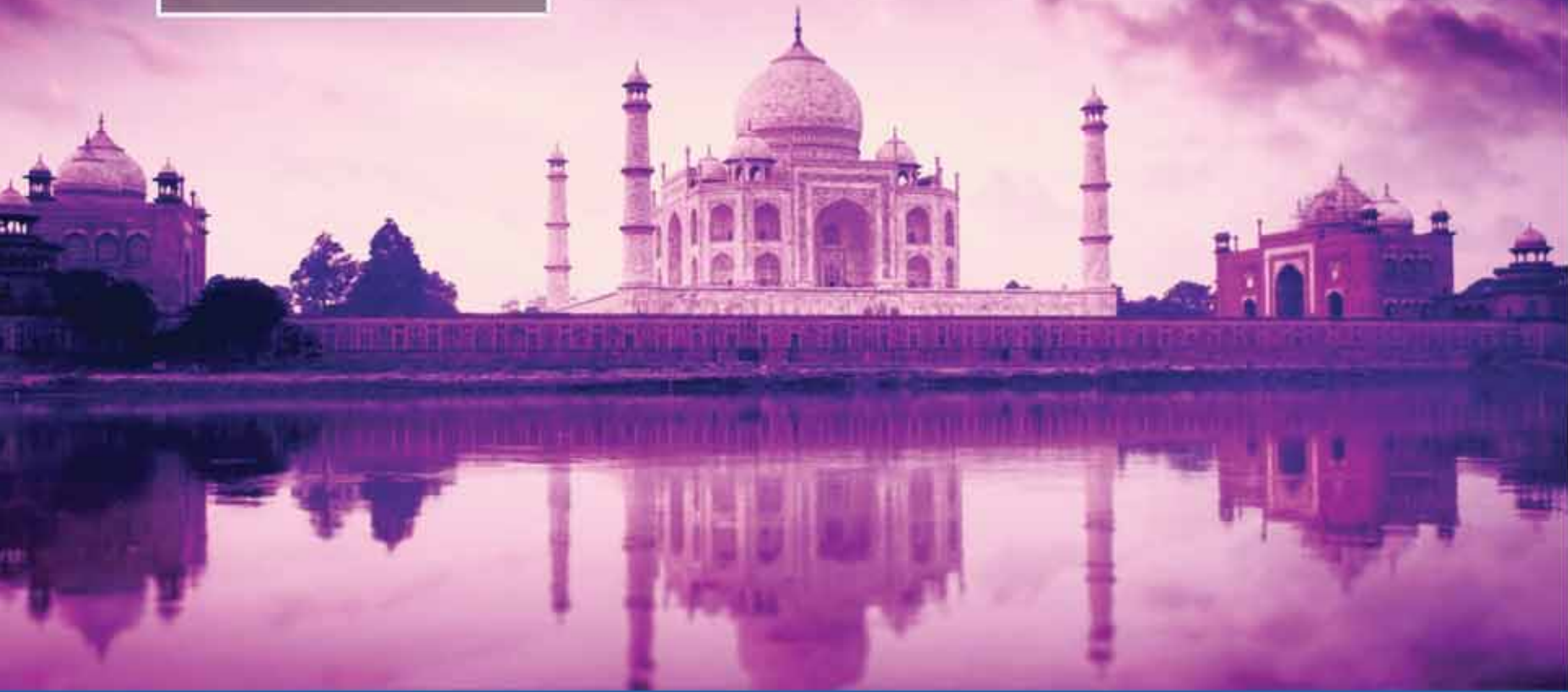
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Leaving a positive impact on logistics

With an aim to extend the company's coverage to 30 locations in next 12 months, Dependo is growing at a consistent pace. **Guruprasad Srinivasan**, President-Logistics & Special Projects, Dependo, tells us more.



CT BUREAU

What is your USP?

We have grown rapidly since our launch due to our single-minded focus on service quality and end user experience. This is the key criteria to any e-commerce company looking for a logistics service partner. With robust technical know-how, pan India reach and real time tracking for last mile delivery, we promise to deliver on time, every time.

How will your services enable clients to reduce their carbon footprint?

We have launched bicycle operations for deliveries and route optimisation to reduce fuel consumption.



Guruprasad Srinivasan
President - Logistics & Special Projects
Dependo



With robust technical know-how, pan India reach and real time tracking for last mile delivery, we promise to deliver on time, every time



Tell us about your delivery models?

Fulfillment Centre: Dependo warehouses with micro delivery centres are set up across cities and all shipments from the clients come to the delivery centers. The consignments get picked up from the micro centers next day or the other by the delivery teams.

Hub & Spoke Model:

Depending on the size of the city, Dependo sets up a number of different hubs across the city with small shutter or mobile offices. Each of these smaller sub-hubs caters to an area of eight to 10 kms.

Entrepreneurship Model: We have made it easy for our delivery associates to own a vehicle.

Under this scheme, all associates who have a valid four-wheeler license for at least a year are eligible for an interest and EMI free Mahindra Jeeto. This helps

them increase their income and partner in our growth.

Asset Light Model: In this model, a city has one Dependo mother hub. All consignments come to this hub and go out for delivery on the same day. In case of failed deliveries, the clients back take the consignments.



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e-SMTP: For a proficient system

APM Terminals Pipavav implements e-SMTP for paper free customs clearance procedure. The new system will help quick turnaround of cargo, saving around 12 to 48 hours every week.




CT BUREAU

APM Terminals Pipavav has successfully implemented e-SMTP [electronic sub-manifest transshipment permit] at its port beginning 2017. Containers at Pipavav Port are being released for train loading according to the

e-SMTP messages received from ICEGATE [Indian Customs Electronic Commerce/Electronic Data interchange (EC/EDI) Gateway] through PCS [port community system]. By implementing e-SMTP, containers can be planned for loading within couple of hours of vessel's inward entry filed by customs in

ICEGATE. Implementation of system will help in a quick turnaround of cargoes, thereby resulting into 12 to 48 hours of savings every week. With the port, having stopped the collection of hard copies of SMTP, the e-SMTP has made the whole custom process very simplified and has proved to be a valued

proposition for the port users with minimal operational hurdles. **Keld Pedersen**, Managing Director, APM Terminals Pipavav, said, "The implementation of e-SMTP takes us one step closer to simplifying the entire customer process, thereby reducing the dwell time of cargoes." 



Keld Pedersen
Managing Director
APM Terminals Pipavav



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The e-SMTP has made the whole custom process very simplified and has proved to be a valued proposition for the port users



Gateway Distriparks CFS at KNPT begins

The construction of the first phase of Gateway Distriparks (GDL) logistics park & Container Freight Station (CFS) next to the Krishnapatnam Port Container Terminal has been completed and after receiving all necessary statutory approvals from the Customs Department, the facility has commenced operations.

GDL has invested `90 crore in the first phase to develop capacity as follows - 60,000 TEUs in bonded container yard and 50,000 sq.ft. of bonded warehousing, as well as 100,000 TEUs in domestic container yard and 100,000 sq.ft. of domestic warehousing. The total land bank available is 48 acres which can be further utilised to expand capacity in the future. **Ishaan Gupta**, Joint Managing Director, GDL said, "The company sees this region as playing a key role for its growth plans, and we are happy to announce our fourth CFS in this region to support the local trade. We will continue to invest here further, through both GDL and Snowman Logistics, to maintain a high-quality offering and increase capacities in the future."



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IATA-WCS: For a better tomorrow

The 11th edition of the World Cargo Symposium, from March 14-16, 2017, to be held in Abu Dhabi, hopes to showcase how the industry can accelerate and transform its today to shape into a better tomorrow.

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Air cargo is key in supporting the current global trading system. In 2016, airlines transported 53.9 million metric tons of goods, representing about 35 per cent of global trade by value. That is equivalent to

US \$5.6 trillion worth of goods annually, or US \$15.3 billion worth of goods every day.

Air cargo is the preferred mode of transport for the global economy's new high value-to-weight manufactured products such as microelectronics, pharmaceuticals, aerospace

components and medical devices. The 11th edition of the World Cargo Symposium, from March 14-16, 2017, to be held in Abu Dhabi will showcase how the industry can accelerate these initiatives and transform today to shape tomorrow as the main theme of the event.



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The e-commerce industry, in 2016, had increased by 23.7 per cent and represents 8.7 per cent of total retail spending worldwide.

However, in order for the industry to realise the full benefits presented by the growth in pharma and e-commerce it needs to evolve and develop quality-focused, customer-centric, on-demand supply chain solutions that provide enhanced shipping quality and service, greater visibility through the supply chain and better predictability.

The implementation of end-to-end paperless transportation processes through programmes such as e-freight and e-AWB need to be accelerated. The industry needs to work with governments to remove restrictive border tariffs that reduce the efficiency of cross border trade. And to support the growth in pharmaceuticals, globally consistent, recognised and standardised certification processes for such shipments such as CEIV pharma are needed to address the concerns identified in the supply chain.

SDSD launches new cloud

SDSD are launching V-Chartering – a new cloud chartering platform for wet and dry brokers. The platform can be accessed via smartphones, tablets and desktop. V-Chartering is the latest addition to the company's broker productivity platform 'The V-Platform' which includes the SnP module launched last year. **Tony Odegbaro**, CEO, SDSD, said, "The software is designed to improve productivity reduce IT costs and improved access to data."

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UPS tests residential delivery via drone

UPS conducted a test in Tampa, Florida, with an Ohio-based battery-electric truck and drone developer; Workhorse Group, who had also built the drone and the electric UPS package car used in the test.



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UPS has successfully tested a drone that launches from the top of a UPS® package car, autonomously delivers a package to a home and then returns to the vehicle while the delivery driver continues along the route

to make a separate delivery. "This test is different than anything we've done with drones so far. It has implications for future deliveries, especially in rural locations where our package cars often have to travel miles to make a single delivery," said **Mark Wallace**, Senior Vice

President of Global Engineering and Sustainability, UPS. "Imagine a triangular delivery route where the stops are miles apart by road. Sending a drone from a package car to make just one of those deliveries can reduce costly miles driven. This is a big step toward bolstering efficiency

in our network and reducing our emissions at the same time."

With ORION, UPS's On-Road Integrated Optimisation Navigation routing software, a reduction of just one mile per driver per day over one year can save UPS up to \$50 million. UPS



has about 102,000 delivery drivers on the road each day. Rural delivery routes are the most expensive to serve due to the time and vehicle expenses required to complete each delivery. In this test, the drone made one delivery while the driver continued down the road to make another. "It's wonderful to see this technology applied in such a practical way," said **Stephen Burns**, Founder and CEO, Workhorse. "The drone is fully autonomous. It doesn't require a pilot. So, the delivery driver is free to make other deliveries while the drone is away." Last year, the US Federal Aviation Administration (FAA) issued small unmanned aircraft systems rules that allow for some commercial use of drones and paved the way for future expanded applications. UPS was one of 35 selected from a cross section of key stakeholders to serve on the FAA's drone advisory committee. The committee will provide the FAA recommendations on key drone integration issues for secure operations of drones within the National Air Space System.



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Trivia:

- ◆ UPS works with truck-launched drone-maker Workhorse Group in latest test.
- ◆ Test demonstrates potential efficiencies drones can provide on rural delivery routes.
- ◆ Unlike previous drone tests, UPS/Workhorse test incorporates drone delivery into day-to-day delivery operations.



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Bahri expands presence in India

To enhance and diversify its service offering in the domestic maritime industry, Bahri Logistics has expanded its presence in India with a new office in Mumbai.



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Bahri has opened a new office in Mumbai to strengthen its presence in the fast-growing Indian maritime industry and lay the foundation to offer diverse shipping services to domestic customers. Highlighting the importance of the

new office, **Eng. Ibrahim Al-Omar**, CEO, Bahri, said, "The opening of our new office in Mumbai is a strategic, long-term investment by Bahri and underscores the company's strong commitment towards the Indian market as we look to expand into other verticals of the marine transportation industry.

For Bahri, the Indian maritime sector holds enormous potential for further growth and profitability with a large customer base and rapidly increasing demand for marine transportation solutions. As a global leader in this regard, Bahri aims to capitalise on this opportunity and expand its services to transporting



other cargoes such as crude oil, oil products and chemicals."

Bahri Logistics, which has been present in India since 2000, operates state-of-the-art multipurpose vessels on a regular liner schedule, all uniquely designed to carry project, ro-ro, breakbulk and container cargo in a single voyage. The liner service links the Indian subcontinent with key global markets along the Arabian Gulf, Red Sea, Mediterranean and the US along with Europe, with transshipment via own tonnage. The service also offers links to East Africa, Latin America and the Caribbean via internationally recognised transshipment hubs.

Trivia:

- ◆ Bahri was awarded the US Coast Guard's prestigious QUALSHIP 21 certification, a recognition given only to vessels that meet the most stringent quality and safety standards.
- ◆ Bahri India works with major Original Equipment Manufacturers (OEMs) such as Tata, Maruti, Mahindra & Mahindra, Atlas Copco, and JCB for moving cargo exports out of India.
- ◆ Bahri India is also actively involved in the shipment of high and heavy equipment, serving a growing roster of clients that includes General Electric, Crompton Greaves, Larsen & Toubro, Godrej, Siemens, and Thermax.
- ◆ The company has recently taken delivery of its 37th Very Large Crude Carrier (VLCC) with nine more on order with Hyundai Heavy Industries.



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Voicing pet management in freight

Jaideep Raha, Managing Director, Jetex OceanAir, gives us an insight on pet keeping management, and the laws followed in freight forwarding in India.



CT BUREAU

India is far behind in pet keeping management and above all there is no specific law which can be enforced strictly in case of

cruelty to animals. The real-time issue in relocating live animals within and out of India is a major challenge to a freight forwarder. Firstly, our airports are not equipped with AVI handling units

with specialised staffs trained to handle AVI shipments. We don't have quarantine facilities inside the terminal building unlike other EU or US airports. We don't have testing labs to carry out various immune biological tests as required by various importing countries. For example, TITRE Test; our labs in India are not recognised by EU bodies and hence one have to send the blood sample to any of the European Labs to get them tested and certified.

This is not only exorbitantly costly affair but also it is logistically difficult, since the blood drawn and converted in serum must deposited within 24 hours from the time the said blood is drawn from the animal. Hence, the need to have such lab facility is of utmost importance.

Pets and freight


The documentation procedure is cumbersome and it varies from airports to airports. One airport can import as accompanied baggage and another airport does not allow the same. And the reason behind, as per terminal operators, no facilities available is less movements of live animals.

The challenge is if anyone wants to relocate to Australia, New Zealand then that individual has to keep his or her pets in quarantine for three to six months in Singapore or Dubai.

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Connecting 'the missing link'

CII had organised a Logistics Summit 2017 in Delhi with a focus on 'Emerging Business Models and Logistics Industry Opportunities'. The summit focussed on issues such as, readiness for GST, missing link for the logistics sector, human capital building and challenges and opportunities in managing logistics across multiple retail and online channels. The summit was followed by an exhibition.



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Taking warehouse in India forward

The national conference on 'Growth Enablers of Warehousing in India' was organised by PHD Chamber of Commerce in the capital. The conference had two technical sessions themed as 'Warehousing in India- Changing gear to meet future challenges' and 'Speed breakers for Warehousing Industry in India & Way forward.'



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EVENT TALK

MARCH 2017

| | | |
|---|--------------------------------|-------|
| ICHCA International Dangerous Goods Seminar | London, United Kingdom | 6 |
| World ATM Congress 2017 | Madrid, Spain | 7-9 |
| IATA World Cargo Symposium (WCS) | Abu Dhabi United Arab Emirates | 14-16 |
| Shoptalk | Las Vegas, NV, USA | 19-22 |
| Intermodal Asia 2017 | Shanghai, China | 21-23 |
| Indian Ocean Ports and Logistics | Madagascar | 21-23 |

APRIL 2017

| | | |
|--|---------------------|-------|
| Multimodal 2017 | NEC Birmingham, UK, | 4-6 |
| ColdChain Poland | Warsaw, Poland | 11-13 |
| Air Freight Logistics Vietnam 2017 | Vietnam | 15-16 |
| Korea International Material Handling & Logistics Exhibition | South Korea | 18-21 |
| Breakbulk Europe | Antwerp, Belgium, | 24-26 |
| TOC Asia 2017 | Singapore | 25-26 |
| Cargo Facts Asia 2017 | China | 25-26 |
| Asia Cold Chain Show 2017 | Bangkok | 27-29 |

MAY 2017

| | | |
|---|------------------|-------|
| Cargo Logistics | Lisbon, Portugal | 3-6 |
| Transbaltica | Lithuania | 4-5 |
| Transport Logistic | Germany | 9-12 |
| Air Cargo Europe | Germany | 9-12 |
| 4th MENA Cold Chain Forum | Dubai | 16-17 |
| Supply Chain Innovation Summit 2017 China Focus | Shanghai | 25-26 |

JUNE 2017

| | | |
|--|-------|-----|
| International Logistics & Material Handling Exhibition | Spain | 6-8 |
|--|-------|-----|

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

Enabling port synergy

Herve Martel, CEO, Port of Le Havre & President, HAROPA Ports and Herve Cornede, Member, Management Board, Port of Le Havre & Director Commercial and Marketing, HAROPA Ports visited India. Laurence Coredo, Deputy Director, French Customs, also accompanied the delegation.



Herve Martel
CEO - Port Of Le Havre
& President, HAROPA Ports



Herve Cornede
Member- Management Board - Port Of Le Havre
& Director Commercial and Marketing
HAROPA Ports



Laurence Coredo
Deputy Director
French Customs



CT BUREAU

Why should one consider HAROPA as the gateway to Europe?

Martel: Being the largest French port system with 87.1 mt of sea traffic and more than 20.2 million tonnes of river traffic in 2016, HAROPA – Ports of Le Havre, Rouen and Paris ranks fifth on the northern range. As the first port of call on the North-European range, this port complex enjoys an exceptional geographic location along the northern seaboard of France and irrigates the European market owing to the quality and fluidity of the connection networks. It has the access to hinterland as deep as 500-600 km which is covered by all modes of transport.

Other important characteristics include, that the HAROPA ports constitute a fluid and rapid access way to European Greater West, completed by a multi-modal offer linked to the whole world with 600 ports of call, 60 shipping companies and more than 3,700 commercial offers. It offers 120 weekly service by rail. It is directly

connected with two international airports. HAROPA has a highly-developed and fluid road infrastructure, etc.

How can HAROPA serve India better?

Martel: India is a very important market for us. Despite the flat growth rate globally, India – HAROPA maritime container trade was plus seven per cent between 2015 and 2016. HAROPA is the first major port of call for containerships at the entrance to North Europe with 2.6 million TEU. It brings the Indian subcontinent closer to Europe

France is ranking among the three major foreign investors in India. There are more than 1,000 French subsidiaries settled down in India mainly at the metropolis; Delhi, Bombay, Chennai, Chennai, Bangalore, Hyderabad, Allahabad and Calcutta.

What are the top commodities of Indian imports from and export to HAROPA?

Cornede: The leading commodities of Indian exports to HAROPA are leather, textiles

and garments, chemicals/ pharmaceuticals and manufactured goods such as new furniture, etc. And, Indian imports from HAROPA include paper, carton, rubber, plastic, wooden chips, machinery, motors and parts.

Would you like to throw light on French customs and HAROPA?

Coredo: According to the last report of the World Bank, France ranks first among 189 countries regarding cross border trade because of various reasons such as efficiency; quick clearance, free advice and procedures and no VAT payment at the border. In France, only customs declarations with identified risk are controlled. With 24x7 accessibility of DELTA customs clearance system, goods are cleared in less than five minutes.

2016 Facts & Figures:

- ◆ 87.1 million tonnes of traffic.
- ◆ 2.6 million TEU of container traffic.
- ◆ 20.2 million tonnes of river traffic in the Paris region.





Flight Schedule Ex-GOI:

| Airport | Flight | ETD | ETA | Days of Operations | Type of A/c |
|---------------------|-------------------|-----------|-----------|--------------------|-------------|
| VKO | FV 5884 | 12:30 HRS | 17:25 HRS | 3,4 | B747-400 |
| | | 10:30 HRS | 15:25 HRS | 6,7 | |
| MSQ (Ex-VKO-UT Air) | UT 835 | 10:00 HRS | 11:20 HRS | Daily | B737 |
| | UT 775 | 17:20 HRS | 18:40 HRS | Daily | |
| SVO / DME | (Ex-VKO Trucking) | | | | |

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AISATS COOLPORT opened @ Bengaluru

Air India SATS Airport Services (AISATS), has officially launched 'AISATS COOLPORT' at Kempegowda International Airport, Bengaluru (KIAB). The 11,000-sq. meter state of the art facility built at a total project cost of ₹48 crore, was inaugurated by R.V. Deshpande, Minister

AISATS said, "As India aims to become the world's third largest aviation market by 2020, we believe that the cargo industry will play a crucial role in achieving this objective. India has aptly demonstrated the potential to maintain an upward growth trajectory year on year, despite a global slowdown.



for Large & Medium Industries & Infrastructure Development, Government of Karnataka.

The launch of AISATS COOLPORT will meet the extensive handling requirements of perishable cargo products such as pharmaceuticals, fruits, vegetables, flowers, meat and sea food, through its future ready infrastructure with capability to handle 40,000 tons per annum, customised cold storage solutions comprising of 17 dedicated cold rooms with temperature ranging from -25 to 250C, Refrigerated Queue. **Mike Chew**, CEO,

However, there is an immediate need to develop adequate infrastructure. We at AISATS developed the COOLPORT, with invaluable support from the Government of India's ASIDE (Assistance to States for Infrastructure Development for Exports & Allied Activities) scheme. The COOLPORT addresses the need for specialised infrastructure amenities catering to cold-chain processes, operations and logistics and we at AISATS partner the Government of Karnataka's vision of turning the Kempegowda International Airport into a preferred air cargo hub in Southern India."

NAFL

UAE

The National Association of Freight and Logistics (NAFL) has announced the appointment of **Abdullah bin Khediya** as the General Coordinator of the association to support NAFL's objectives aimed at promoting the importance of the UAE as a global hub for cargo and logistics sector. The appointment comes after the approval of Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman of Dubai Civil Aviation Authority (DCAA) and Honorary President of NAFL, due to Khediya's extensive experience of over 25 years in the field of shipping and logistics in local as well as international markets. His role will be put in best efforts in terms of supporting conferences and activities by NAFL on an international level.



Luxembourg Centre for Logistics and Supply Chain Management

Cambridge

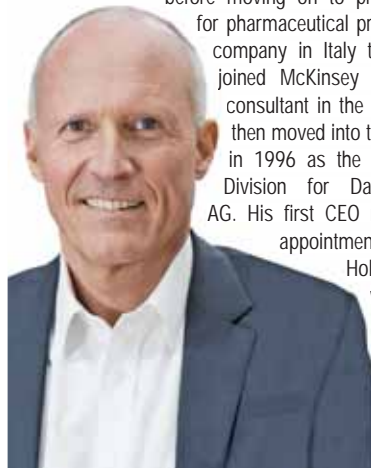
Benny Mantin, a professor of supply chain management, has been appointed director of the Luxembourg Centre for Logistics and Supply Chain Management. He began his position on January 1, 2017. Mantin will lead the growing activities of the LCL, which is located within the Faculty of Law, Economics and Finance at the University of Luxembourg. started working at the LCL in September 2016 under an expert contract. Mantin previously held the Jean-Jacques Laffont Chair on the Digital Economy at the Toulouse School of Economics and the Institute for Advanced Study in Toulouse, France, as well as visiting positions at Kyoto University in Japan, Kühne Logistics University in Hamburg, Germany, and the WHU Otto Beisheim School of Management in Vallendar, Germany.



Vanderlande

Veghel

Vanderlande has announced the appointment of **Remo Brunschwiler** as the new CEO. He will succeed Govert Hamers who is to retire. Brunschwiler started his career in 1984 as a strategic planner at Ciba-Geigy's headquarters in the country, before moving on to product management for pharmaceutical products at the same company in Italy two years later. He joined McKinsey & Company as a consultant in the following years and then moved into the logistics industry in 1996 as the Head of Eurocargo Division for Danzas Management AG. His first CEO role came with his appointment to Swisslog Holding AG in 2003, where he remained for 10 years. In 2013, he took up the same position at Selecta Management AG.



APL Logistics

Singapore

APL Logistics has announced the appointment of **William ("Bill") Villalon** as President of the company. He has assumed the role on January 1, 2017, after serving as Acting President since November 2, 2016. Immediately prior to this role, Villalon served as the global leader for APL Logistics' Automotive vertical, and the regional leader for the Company's North America region. Under his leadership, the Automotive vertical has grown organically and through joint-ventures into a leading and solutions provider in North America, China and India.



TALKING PEOPLE

Piyush Kumar, CEO, INDUS B2B Solutions, prefers spending time by watching motivational videos, listening music and spending time with family whenever he gets time from his work. He is fond of Rajasthani food; Dal Bati Churma and Laal Maas are the most famous dishes from the state. His most favoured destination for holidays is "Varanasi"- A mystic blend of nature's grandeur and human existence. The Rising Sun-Golden Ganges and illuminated Ghats inspire man to enchant, sing and conjure (Yoga). A morning of Varanasi is full of life, light and spiritual essence.



Nishith Rastogi, Co-Founder and CEO, Locus.sh, believes in resolving all problems. He is inspired by his father Dr Rajesh Rastogi who is the Head of Department and Consultant at the Safdarjung Hospital & VM Medical College, New Delhi. "In my free time I enjoy reading and my favourite book is 'The Prophet' by Kahlil Gibran. I also enjoy travelling and some of my favourite destinations are Ladakh in India and the Perhentian Islands which is off the coast of West Malaysia," he reveals.



Vanish Ahluwalia, Senior General Manager - North India, Allcargo Logistics, loves spending time with his family whenever he gets time from his work. "I have two princess, and all my free time goes to them," says Ahluwalia. Talking about his favourite sport, he informs, "I used to play cricket a lot." His favourite cuisine is Thai food and sea food. When asked about his favourite destination spot, he says, "I have amazing experience of San Francisco; the sunshine city. And, ice-skating is one of the most memorable activities out there."





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