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India-EU: Myriad opportunities

A rapid growth, complementary trade baskets and relatively high degree of market protection, these are some of the exhibits of the ample growth opportunities in the air freight segment between the European countries and India. As Air Cargo Europe takes off from May 9-12, CARGOTALK explores the scenario with industry experts.

KALPANA LOHUMI

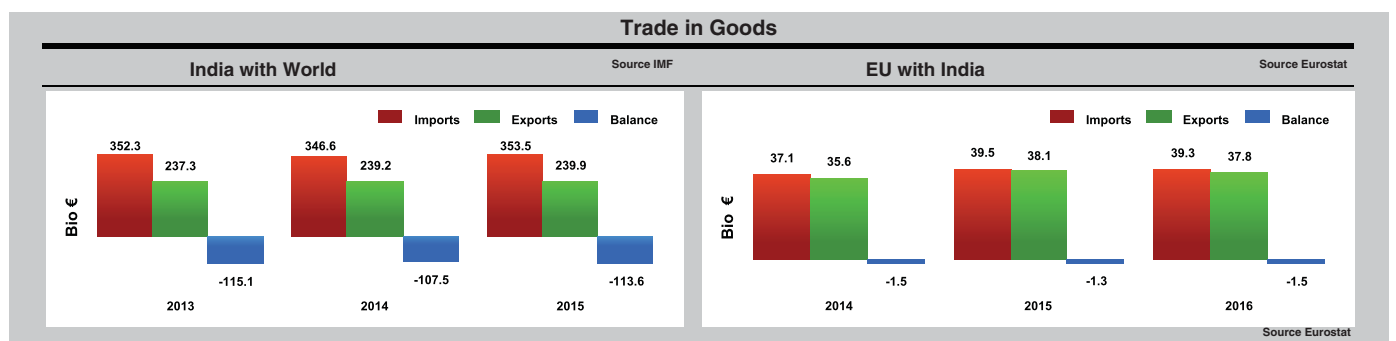
Presently, India is one of the fastest growing economies in the world and a strategic partner for the European Union (EU). As per the recent International Air Transport Association (IATA) report, European airlines posted a 10.5 per cent (or around 14 per cent adjusting for the leap year) increase in freight volumes in February 2017 and a capacity increase of 1.4 per cent. The ongoing weakness of the Euro continues to boost the performance of the European freight market which has benefitted from strong export orders, particularly in Germany, over the last few months.

India is the EU's ninth trading partner in 2016 (2.2 per cent of EU's overall trade with the world), after South Korea (2.5 per cent) and ahead of Canada (1.9 per cent). The value of

EU exports to India grew from €24.2 billion in 2006 to €37.8 billion in 2016, with engineering goods, gems and jewellery, other manufactured goods and chemicals ranking at the top. On the other hand, the value of EU imports from India also increased from €22.6 billion in 2006 to €39.3 billion in 2016, with at the top textiles and clothing, chemicals and engineering goods.

The recent visit of **Federica Mogherini**, High Representative-Foreign Affairs and Security Policy/

Vice-President, European Commission (HRVP) to India has further strengthen the India and Europe relations. She said, "With work ongoing to conclude a comprehensive and ambitious free trade agreement, the EU accounts for 13.5 per cent of India's overall trade, which makes it the country's largest trading partner." Hence, this gives good signs of augmentation in bi-lateral trade. CARGOTALK took the opportunity to speak to the airlines, freight forwarders and GSAs about the India-Europe air freight opportunities.



Contd. on page 6 ▶

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MoCA thumbs up to increased dwell time

The Ministry of Civil Aviation (MoCA) conducted a study at six major airports to identify the reasons for higher dwell time in Indian airports. **Dr. Renu Singh Parmar**, Senior Advisor, MoCA, Government of India, talks about the corrective actions taken by the government with **CARGOTALK**.



What are the reasons identified for increased free dwell period?

Free period is basically number of hours the cargo remains at the terminal. Earlier it was 72 hours, where the cargo was allowed to remain at terminal without incurring demurrage. Now, it has been cut down by 24 hours. We can store cargo for 48 hours without paying demurrage. At each point of time, where the stakeholder is processing the cargo there is some kind of delay, if service level agreements are not in place. We have found that processing of cargo is delayed mostly at a point where bill of entry has to be filed. After it gets filed it takes 45-48 hours which means



easily two days are gone. This is one critical issue.

Secondly, still there are lot of gaps at customs EDI and electronic processing is not as easy as it appears. Many times, there are break downs that create several problems. Other several custom related issues takes up time; we have taken it to the right person and

process will get streamlined in near future.

At the same time, we have also issues related to service level agreements (SLAs). Every stakeholder should abide by the number of hours.

MoCA has advised to complete the entire process within timeframe to improve

processes. And, now there will be 24x7 operation at the airports that will also help in processing the situation of cargo. With this, overall dwell time will get improved in the next two to three years.

Why does bill of entry take time?

It is up to cargo agents. If there is any amendment to be done, it is a very difficult procedure as far as customs is concerned. And, therefore they were avoiding filing the bill of entry.

The customs have now said that they are looking at the amendment process and streamlining it. And, even in the Union Budget, there is mention about the time frame of filing of the bill of entry, which is within 24 hours, else there will be penalty. This is also a sign of betterment.



Dr. Renu Singh Parmar
Senior Advisor
MoCA, Government of India

“ We have issues related to service level agreements (SLAs). Every stakeholder should abide by the number of hours ”

Initiatives

- Air Cargo Community System (ACCS) cut free dwell period.
- 24x7 customs clearance of Import/Export Cargo initiated at 13 airports.
- “Single Window” launched by Customs w.e.f. April 1, 2016 in phased manner.
- Pursuing hard on customs for streamlining processes as far as air cargo approvals are concerned.
- The Common User Domestic Cargo Terminal (CUDCT) concept introduced for maximum utilisation of facilities.

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DHL's first solar service centre in India

The Goregaon Service Centre is in line with DPDHL Group's climate protection goal of reducing emissions to net zero by the year 2050.



CT BUREAU

Frank Appel, CEO, Deutsche Post DHL Group has inaugurated in India the first DHL Express Service Centre in the Asia Pacific region powered by solar energy. Located in Goregaon, Mumbai, the 25,000 sqft facility uses solar-powered panels that reduce the consumption of grid electricity by 30 per cent. To further support growth in the country, over the next three years, the company also plans to invest close to €45 million in new upcountry developments, upgrading and expanding its infrastructure and bolstering its retail presence.

The centre is the company's 45th service centre in the country, and the sixth in Mumbai, in addition to the existing centers in Andheri, Byculla, Thane, Vashi and Vidyavihar. The facility, which will enhance pickup and delivery network capabilities for DHL in Mumbai, continues the ongoing DHL Express commitment to invest in infrastructure, fleet, technology and people, to deliver high quality time definite delivery services to its customers.

Setting the benchmark

Globally, DHL Express has actively adopted green initiatives as part of DPDHL Group's GoGreen environmental protection programme. These initiatives are built on two basic principles of 'burn less' and 'burn clean'. "As our previous commitment to improve

carbon efficiency by 30 per cent over the 2007 baseline by 2020 was achieved last year, four years ahead of schedule. This new facility in Mumbai is a great example of how we're improving business efficiency by enhancing our reach, and adopting green technologies

across our network," Appel added. **RS Subramanian**, Senior Vice President & Country Manager, DHL Express India, said, "Over the years, DHL Express has undertaken strategic investments to strengthen our network capabilities

to provide high quality time definite services to our customers. The Goregaon Service Centre is the first solar powered DHL Express Service Centre in the region, and can pave the way for increased use of solar."



(L-R): RS Subramanian, Senior Vice President & Country Manager, DHL Express India and Frank Appel, CEO, Deutsche Post DHL Group

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Highlights:

- Company's 45th Service Center in India reduces grid electricity consumption by 30 per cent.
- Plans to invest approximately 45 million to further support growth in India with upcountry expansions, upgrades and bolstering of retail presence.

Europe & India friendship touch the skies

►Contd. from page 1

Charting opportunities

Commenting on the air freight opportunities between the two **Vaibhav Vohra**, Managing Director, Continental Carriers, notes, "Major Indian cities are very well linked to almost all European gateway cities, thereby offering excellent opportunities for freight movement between India and European countries. European market is considered to be steady for Indian merchandise and growing rapidly. Indian products covering garments, made-ups, rugs, handicrafts, machine spares, tools, pharmaceuticals etc. are much preferred in European countries and contribute to the rapidly growing air freight volume from Indian cities to Europe and provide ample opportunities to producers of these goods."

Explaining how air can be the best mode between Indian and Europe, **Huned Gandhi**, Managing Director, India – Air & Sea Logistics, Dachser, says, "India and the EU are strategic partners who are committed to further increase their bilateral trade and investment, driven by the Free Trade Agreement negotiations that were launched in 2007. Goods transported between India and Europe are often sensitive articles of high value like pharmaceuticals, chemicals or automotive parts. As a consequence, air freight is the most suitable transport mode to fulfil the specific requirements."

Registering growth

Sandeep Vijh, AGM - Air Exports, Rahat Continental, says, "India is a top exporter to Europe for commodities like pharmaceuticals, gems and jewellery, textiles, automotive components and leather goods which are mostly shipped via air.



Vaibhav Vohra
India Cargo Award 2016 winner & Managing Director, Continental Carriers



Huned Gandhi
Managing Director, India – Air & Sea Logistics, Dachser



Sandeep Vijh
AGM - Air Exports
Rahat Continental



Prithviraj Chug
Director
Group Concorde

“European countries serve as consistently growing business destinations for Indian exports and constitute as supply sources for Indian imports”

“Goods transported between India and Europe are often sensitive articles of high value like pharmaceuticals, chemicals, etc.”

“There are over 500 passenger flights and 100 freighters a month that offers great capacity to cater to Indian export to Europe”

“The challenges are limited to bilateral and slots for getting the right days and timings to get the cargo delivered into Europe”

All these commodities are widely consumed by the masses across Europe and has always seen a consistent increase in demand. Moreover, a competitively weaker Chinese Yuan has opened more avenues for

India manufacturers to bid for more businesses which further add on to the growth factor.”

From a GSA perspective, **Prithviraj Chug**, Director, Group Concorde, edifies,

“Europe still remains the largest consignee market for air freight export India. Traditionally dominated by the business of garments, the Indian manufacturers have advanced in supplying chemical

products, pharmaceuticals, engineering goods etc.”

Roadblocks

Talking about the challenges agents are presently facing while doing business with any of the

European countries, Vohra tells, “There is no apparent challenges faced or foreseen while doing business with most of the European countries. However, an element of uncertainty looming large is Britain exiting the European Union and is the subject of discussion in all circles. Fallout of such an inevitable exit and possible impact on Euro and UK Pound are speculated but no serious consequences are anticipated. There is no likelihood of any negative impact on business transactions between India and European countries.”

“Europe’s infrastructure is well-developed; the legal, financial and customs clearance frameworks are very well defined, transparent and easily accessible. As such, trade with European countries is relatively easy to execute. Dachser has an extremely dense road logistics network of 363 branches across Europe which is fully digitalised and seamlessly integrated via the in-house developed IT infrastructure. This enables us to serve Europe on a very high quality level,” says Gandhi.

On the other side, Chugh mentions, “As an airline representative, the challenges are limited to bilateral and slots for getting the right days and timings to get the cargo delivered into Europe. For example, cargo reaching on Friday and Saturday faces demurrage and other costs that hamper the overall costing and mostly agents have to bare those additional cents per kilo.”

On this Vijh informs, “Form A - GSP (Generalised System of Preferences Certificate of Origin; a combined declaration and certificate) used to be a mandatory document

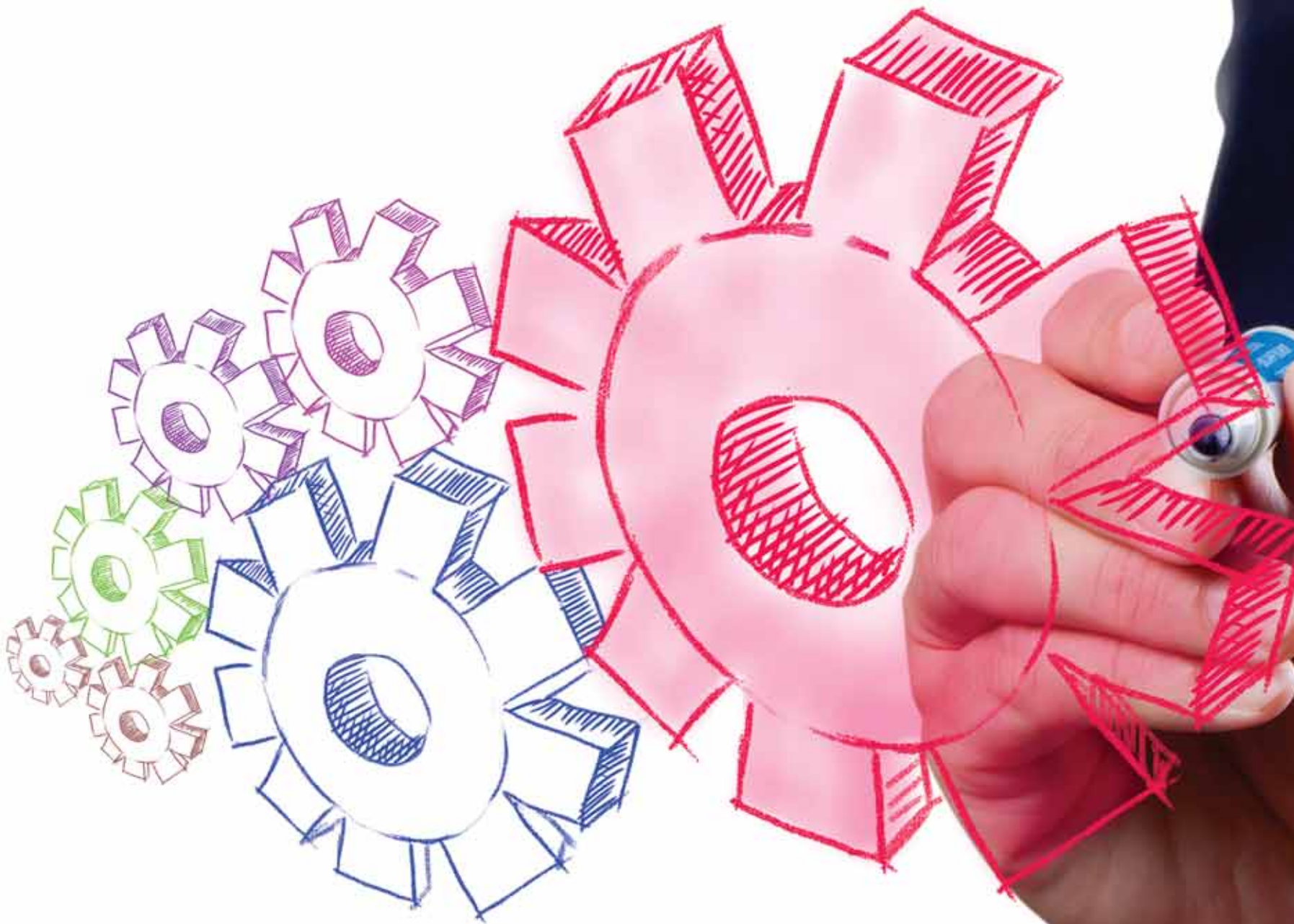
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►Contd. from page 6

required for every shipment valued over €6,000 going from India to Europe. Effective since February 2017, this has been exempted to one time registration only which has reduced our documentation paperwork and encourage to ship goods over the weekend as well as we don't have to wait to generate GSP which was only Monday to Fridays."

"The electronics sector is still underplayed in our country, hopefully with the new investments and manufacturers coming, we will not only produce for our own economy but for our biggest trading partner Europe," Chugh adds.

Unveiling capacity

Vohra says, "European carriers are offering huge uplift capacity, through scheduled combi-flights and cargo freighters, for priority cargo movement between India and European countries. This is in addition to the sizeable uplift capacity

offered by Asian Carriers like Qatar, Emirates, Etihad, Cathay Pacific etc. with visible price advantage and deferred service. Estimate of Indian exports volume to European countries is 30,000 tonnes per month and New Delhi's IGI Airport (DEL) alone accounts for average 6,500 tonnes per month. The average uplift is at around 72 per cent of ex-India capacity jointly offered by all carriers. Wide-bodied aircraft operating as line flights and freighter services between India and European countries cater to the regular space requirement and peak season demands are met out by supplementing freighters."

Gandhi opines, "Freight operators consolidated over the past few years. The Indian market currently is mostly served by Gulf and European country operators like Germany, France and Singapore and additional capacity has been provided by integrators. The carriers operate a comprehensive



Ivo Seehan
Head of Sales & Handling Northern & Eastern India, Bangladesh, Lufthansa Cargo

mixed fleet of aircrafts. According to Chugh also, "There is ample of freighter capacity available between India and Europe which includes European, Middle Eastern and Asian carriers. For now, we believe that market is at a peak point for capacity and all kinds of capacity like B777F/B767F, A330F or B747F(jumbo)."

Wishlist of Indian players

Vohra says, "European countries serve as consistently growing business destinations for Indian exports

“One challenge is the limited capacity on freighter aircrafts, while belly capacity on passenger flights increases overall”

and constitute as supply sources for Indian imports, thereby offering excellent opportunities and space for freight movements. Many of these sensitive and time-bound merchandises are moved as air freight and Indian logistics players, as supply chain managers, can play a major role in ensuring prompt service with cost effectiveness." According to Chugh, "If the consignee/shipper gets an end to end solution from the freight forwarder, it has an advantage to retain the client and be able to charge a premium for

giving a smoother throughput for shipping as well as communication aspect. In retrospect, it is easier to secure your business as well as secure a higher price at times." "Logistics players can offer variety solutions, mainly due to availability of multiple carrier options for movement of freight for their clients. Operating carriers ensure huge uplift capacity directly to almost all the major European gateways from India. There are scheduled direct flights with good cargo capacity to London, Frankfurt, Munich, Paris, Amsterdam, Madrid, Helsinki, Luxemburg for priority service. For varied freight charges, via services with huge capacities and deferred service option, are offered by Asian carriers viz. Qatar, Emirates, Etihad and Cathay Pacific. These options are not readily available for other ex-India sectors and this specific advantage attracts Indian logistics players to do business with European countries for stability and growth," Vohra adds.

The airline perspective

"The overall tonnage for import and export between India and the EU is growing year-on-year with double digits. Although, the average yields have continuously declined for the past years due to massive capacity increase, shares, Ivo Seehan, Head of Sales & Handling Northern & Eastern India, Bangladesh, Lufthansa Cargo, in addition, "Volumes of the pharmaceutical market have boosted the Indian Exports since 2012. And, Lufthansa Cargo is actively participating in this growth with Cool, Active and Cool, Passive products. The automotive sector has also increased its importance."

Commenting on the challenges, Seehan, adds, "One challenge is the limited capacity on freighter aircrafts, while belly capacity on passenger flights increases overall. It is further challenging to maintain profitable freighter operation due to decreasing revenue and unchanged costs." ↴



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Sky's the limit for air cargo

Seeing a huge potential in the Indian air cargo market, **Marcel de Nooijer**, EVP - Cargo & Managing Director Martinair Holland, Air France KLM, talks about trends, opportunities and the airline's future plans in a tête-à-tête.



CT BUREAU

Can you enlighten on the current scenario of the air cargo market?

The air cargo market is definitely growing but is volatile also. Despite Europe and the US being the important markets, the consumer demand is seeing a surge in the emerging markets too. This had a positive effect on air freight. Secondly, air freight plays a key role in the process of trade growth through global sourcing and global consumption. We have seen a strong development that has gained momentum slowly, particularly in India, like that in e-retail and pharmaceuticals. Clearly, India plays a key role for air cargo. The country is gaining a hold in pharmaceuticals, given the time-sensitive nature. These are the positive drivers. Fluctuating economic growth, increasing trade barriers are few stimulating factors of the air cargo market. Since Europe remains a consumer market, the Asian countries particularly India, had a slower GDP growth this year, than before. I can assure a significant growth rate of six to seven per cent this year. Being a European player, we foresee main growth outside Europe.

From the monetary perspective, interest rates



round the globe are relatively low. This reduces the cost of inventory, which can stimulate a modal shift to sea and rail. Subsequently, there are some changes in the production method such as more local for local, miniaturisation and 3D printing; that has strong impact on demand.

Another important concern at global level is the capacity in the air freight industry. New players give two dimensions, first - players having increased capacity and second - passenger aircrafts offering much more belly capacity. The capacity has gone much higher than traffic which has made the industry little uncoordinated at a global level.

Which vertical is Air France KLM presently focusing on?

Equation and Pharma. We have heavily invested in CEIV pharma certification. This helps the industry to assure that things are being dealt optimally. The sector commits to regulation and quality. We will keep on expanding pharma market as it offers more choice and control and improves e-tooling. Coming to Equation, cross-border e-commerce sales is expected to grow by 192 per cent as of 2018 (from 105\$bln to 307\$bln). We have made an investment of US \$14 million in the Equation product. The facility will be operational by August 2017. This will develop business

with integrators and couriers and will secure e-commerce related business.

Can you elaborate your future plans?

The Airline's cargo is in the shape for future with continuously growing belly capacity. We are reducing freighter footprint by strengthening partnership and alliances with other airlines. We are in alliance

Naturally we would like to strengthen our cooperation with Jet Airways further.

Please enlighten on your global network.

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We have heavily invested in CEIV pharma certification. This helps the industry to assure that things are being dealt optimally

with Delta Cargo, Kenya Airways Cargo, China Southern Cargo and Skyteam Cargo in order to tap diverse markets.

us to provide best options for any type of shipment. With a fleet of 174 aircrafts, we offer 1,045 weekly services to 127 destinations worldwide.



Marcel de Nooijer
EVP - Cargo & Managing Director
Martinair Holland, Air France KLM

How is technology helping the air cargo industry to improve?

Digitalisation facilitates the transformation in the value chain. Being a key enabler for cargo strategy, digitalisation develops most easy, simple and reliable services for customers and employees, leading to simplification and efficiency. There are customers who have more needs to fulfil, especially in the domain of transparency and ease of doing business. Easy to connect requires digitisation of processes and development of both internal and external interfaces. Hence, front and back office processes should improve the quality offered. We at AFKLM are pioneering with 'My Cargo' our personalised digital shop which is easy, transparent and proactive. It gives robust product offering with the right product portfolio, high performance and transparency. 📩

DB Schenker launches LANDbridge in India

DB Schenker has announced the launch of its LANDbridge product in the Indian subcontinent. The international road service from the company's road portfolio in Asia Pacific has grown with the recent Bangalore-Dhaka cross-border shipments piloted with Linde Gas India. This 2,000 km road routing involved passage through three

different Indian states and clearance procedures at the Petrapole-Benapole border to enter the capital city of Dhaka.

The coordination and establishment of the India-Bangladesh route opens the door to more possibilities in the region, enabling DB Schenker to cater to more industries and

customers. Commenting on the development, **Gregory Loh**, Director, LANDbridge product, said, "The company's focus on cross-border road solutions in Asia is not confined to Southeast Asia or China. DB Schenker is committed to push the envelope further afield and deliver solutions to more companies moving cargo within mainland Asia."



Agility expands to Vadodara

Agility has moved into a new larger office premises in Vadodara. The new office was inaugurated by **Detlev Janik**, CEO, South Asia, Agility. The new office will cater to the ever-growing volumes and business opportunities in the Vadodara market. Janik, said, "Vadodara is a very important market for Agility in India. In the coming years, it is the

tier 2 & tier 3 cities which will drive the next wave of growth in India. Hence tapping further business in these cities in India is also part of our growth strategy." 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.



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Multi-modal logistics hub policy gets

The recent announcement by **Nitin Gadkari**, Union Minister of Road Transport & Highways and Shipping, of involving aviation sector in a multi-modal logistics hubs policy has created aspirations in the air cargo sector. Let's have a look on how the industry reacts to the announcement. Will the move help the air cargo sector grow further? Or, has the long-awaited initiative accidentally stopped the growth of the sector till date?



KALPANA LOHUMI



Dr. Guruprasad Mohapatra

IAS, Chairman, Airports Authority of India

The country has firmed up the contours of its ambitious multi-modal programme to reduce logistics costs and make the economy competitive. The strategy involves a reset of India's logistics sector from a 'point-to-point' model to a 'hub-and-spoke' model, which involves railways, highways, inland waterways and airports, to put in place an effective transportation grid. Multiple initiatives to improve logistics efficiency are already underway including building of economic corridors apart from multi-modal logistics parks.

As a part of strategy for 'integrated approach for logistics' airports will be part of multi-modal logistics hubs. Government of India aims at setting up 400 regional airports with facilities for pre-cooling cold storages among other logistics solutions. The establishment of multi-modal logistics hub in the vicinity of an airport connected with rail, road and port will form part of the value-added services chain in view of the strategic location and seamless integration.

The establishment of multi-modal logistics hub near airport where air cargo potential exists will certainly ease all processes providing just-in-time cargo facilities with reduced cost thereby boosting the growth of air-cargo sector. The integrated logistics will increase India's exports, provide employment opportunities, will be cost effective, and will make goods cheaper in the country.



Vipin Jain

Chairman, BAR India Cargo, NR

This is a fair move in right direction under road transport & highways and shipping; aviation sector will now be a part of multi-modal logistics hubs. At the same time, would not like to see it as opportunity lost as all business segment finds its own way to grow perhaps at slightly more cost and time. Now the challenge will be to create a smooth chain to make multi-modal successful, as even currently we find some delays in air-to-air sector itself.

The common IT platform and single window is the only solution otherwise this may lead to a bigger issue. What is important to understand is that the biggest challenge in every industry is to create a bridge between policy introduction and implementation on ground.



HIGHLIGHTS

- The strategy involves a reset of India's logistics sector from a 'point-to-point' model to a 'hub-and-spoke' model.
- Government of India aims at setting up 400 regional airports with facilities for pre-cooling cold storages among other logistics solutions.
- The establishment of multi-modal logistics hub near airport where air cargo potential exists will certainly ease all processes providing just-in-time cargo facilities with reduced cost.
- It's never too late but the acceleration that has started with the new regime should take every pending issue within proper timeframe and strict monitoring of performance of contractors or be it Public Private Partnership.
- So far, highways, ports, inland waterways and railways were part of the multi-modal logistics hubs initiatives in India.
- Those hubs would now be logistically complete by establishing the vital link with aviation sector.
- Any single mode of transport cannot perform effectively unless it is a part of a multimodal transport system.
- The challenge will be to create a smooth chain to make multi-modal successful, as even currently we find some delays in air-to-air sector itself.
- The common IT platform and single window is the only solution otherwise this may lead to a bigger issue.

a grand welcome



Bharat J Thakkar

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

With National Civil Aviation Policy (NCAP) and new announcements of Union Minister of Road Transport & Highways and Shipping, we are on the fast mode to achieve what we have missed in past. It's never too late but the acceleration that has started with the new regime should take every pending issue within proper timeframe and strict monitoring of performance of contractors or be it Public Private Partnership. Moreover, the outstanding among them must be rewarded for their performance on such initiatives; this will transform India into a modern air cargo hub. While trading between the nations, the merchandise despatched from factories to the Sales depot, need not travel directly between the trading nations. This flexibility in the physical transportation has witnessed the emergence of motorways, railways, sea ports and airports has emerged as hubs.

It will be interesting to note that no major international air cargo hub is located in South/Central & North America, Australia Africa and Canada. A study of the existing air cargo hubs would identify certain following common threads that have helped these airports as major hubs. This has enabled proximity to international markets It exuberates absence of red tapes or excessive regulatory paper work.

Moreover, medium capacity of all cargo fleet with an uplift tonnage between 15 to 25 tonnes needs to be positioned at the identified hub. There can be only one hub located in India which will open up currently subserved markets to the carriers that can participate.

India offers a stable political environment, skilled workforce but existing airport infrastructure and user charges will act as a major dis incentive to attract customers to use the hub. One other initiative that may be considered is permitting of agents bonded handling premises inside the hub airport as this will enhance the marketing efforts to develop the hub. Cargo Village within to be declared as an SEZ, would drastically reduce the regulatory compliance and also bring in the requisite investment in modern equipment to process the transshipment cargoes.



Shantanu Bhadkamkar

Past President, FFFAI

In any logistics solution, efficient and effective last mile connectivity is a major consideration. To make movement of goods seamless and efficient multimodal transport and multimodal hubs are critical. Any single mode of transport cannot perform effectively unless it is a part of a multimodal transport system. The advantages of multimodal transport are many, and include door-to-door transportation of goods being coordinated and planned as a single operation. It minimises the loss of time and risk of loss, pilferage and damage to the cargo at trans-shipment points. Another advantage being the ability to transport goods door to door under a single document. The aviation sector therefore needs to either create a multimodal hub or integrate itself with other multimodal logistics hubs for it to realise its full potential. With growth in B2C. e-commerce, the sector will witness a great surge in volumes, the demands on reliability and competitiveness will also be very high. Not just e-commerce companies and integrators but also airports and town authorities are keen to develop air cargo multi-modal hubs for the economic benefits it brings by growth in the economy.



Samir J Shah

Chairman, FFFAI

Appreciations to combined efforts from the ICEGATE based EDI system, single window clearance and ensuing tax rationalisation through GST. Under the new tax regime, the country will be connected seamlessly and with the required speed. First and direct impact of GST would be on manufacturing, domestic consumption and export/import industry in the country. Meanwhile, government is working towards formulating an integrated, multi modal logistics & transport policy to reduce logistics costs in the country for making Indian products more competitive. As announced, the plan also includes developing many multimodal logistics parks across the country to serve as centres for freight aggregation and distribution, multimodal transportation, storage and warehousing and value added services. So far, highways, ports, inland waterways and railways were part of the multi-modal logistics hubs initiatives in India. Those hubs would now be logistically complete by establishing the vital link with aviation sector. The Multimodal Transport Act, which was passed by the Government of India in 1993, and amended in 2000, facilitated multimodal transport operations empowering multimodal transport operators, and at the same time imposing liability, to ensure end to end transportation without hassles and transgression. The Act helped the shippers in India in a big way as now they could ship goods from any inland point in India (except J&K) to any destination in the world under a single Contract of Carriage. Accordingly, multimodal transport in India has successfully converged containerised road/rail freight, ICDS, CFSs and ports. Owing to infrastructure and logistic issues, air cargo has not been looked at as a viable option for the multimodal operators.

FFFAI's recommendations to the CBEC

Dushyant Mulani, Executive Committee Member & Member of Customs Sub-Committee, Federation of Freight Forwarders Associations in India (FFFAI), met up L. Satya Srinivas, JS (Customs), Government of India, to discuss and submit some recommendations highlighting reality on the ground and plight of consignees.



CT BUREAU

On March 31, 2017, the Central Board of Excise & Customs (CBEC) issued the 'Notification 26/2017-Cus' announcing certain amendments in the Customs Act's Section 46 (2) and Section 47 (3) with an objective to ensure time bound clearance of export and import consignments. The changes have been carried out in the Legislation by enforcing the penal provisions for the trade to follow time bound process.

As per the changes made in Section 46 (3), filing the Bill of Entry (BoE) should be before the end of the next day, following the day (excluding holidays) on which the aircraft or vessel or vehicle carrying the goods arrives at a customs station. If the BoE is not filed within the time specified and the proper officer of Customs is satisfied that there was no sufficient cause for such delay, the importer shall be liable to pay charges for late presentation of the BoE at the rate of rupees five thousand per day for the initial three days of default and at the rate of rupees ten thousand per day for each day of default exceeding three days.

Commenting on the new rules pertaining to Section 46 (3) Mulani said, "It is evident from the facts that there are multiple reasons causing delay, which are beyond the control of an importer. To mention a few are: high down time of ICEGATE/EDI system; frequent breakdown



leads to non-submission of BoE delayed filing of IGM by carriers and console agents, lack of collaboration from all stakeholders regarding advance filing, sudden queries received from ICEGATE to re-submit due to technical reasons, etc."

The amendment made in Section 47 (2) on timely payment of Custom Duty instruct that the importer shall have to make payment of duty on the same day in case of self-assessed BoE and in case of re-assessment or provisional assessment it should be within one day after the return of the BoE.

Reacting to this amendment Mulani pointed out that due to erratic functioning of ICEGATE/EDI system, e-payment module, the importer is unable to make timely payment. On the other hand, non-functioning of e-payment module from 8.30 p.m. to 4.00 a.m. and

erratic/slow functioning of ICEGATE, majority of the print outs for e- payments are received late in the evening. Hence the trade is unable to make the payment of Custom Duty on the same day. In addition, mismatch of holidays for Banks and Customs are resulting in late payment of Custom Duty. "Advance Payment of Customs Duty is avoided by importers due to threat of refund arising out of any situation which can lead to double payment of Customs Duty," Mr Mulani highlighted.

Major Recommendations:

- ❖ For generic issues, such as EDI System breakdown, ICEGATE issues, the waiver should be given upfront and immediately.
- ❖ The present process of taking exemption permission by preparing note sheet for each and every



consignments need to be discontinued.

- ❖ The Carrier and Console Agents should ensure that Amendments in BoE are carried out within few hours of landing and incorporation of such amendments by way of recall / re-assessment should be carried out by the Department on top priority.
- ❖ Date Validation in the EDI System should be created and IGM / Inward

Date details should be captured on real time basis.

- ❖ For LCL cargo, penalty clause needs to be waived.
- ❖ There should be strict timelines and guidelines for the Customs officers to carry out assessment and examination within stipulated hours.
- ❖ Interest on the Bill of Entry should be levied if importer fails to pay the Custom Duty on the next day (working day) instead



Dushyant Mulani
Executive Committee Member &
Member of Customs Sub-Committee,
Federation of Freight Forwarders
Associations in India (FFFAI)



Advance Payment of Customs Duty is avoided by importers due to threat of refund arising can lead to double payment



of present provision of Same Day.

- ❖ Bank should be instructed to provide custom duty payment on a 24 hours basis.
- ❖ Custom Duty payment should be insisted only when there is confirmation of physical arrival of goods and other stakeholders such as Shipping Lines, Airlines, Console Agents be sensitised to provide such information instantly upon landing of cargo.
- ❖ Even information of part landing, Short landing should be provided prior to arrival of cargo by these agencies.

Adani's multimodal park in Punjab

Adani Logistics has commissioned and commenced operations at its multimodal logistics park at Kilaraipur, Ludhiana in Punjab. The logistics infrastructure facility, spread across 77 acres, is strategically located on the dedicated

freight corridor feeder route and will facilitate double stack train services to Mundra Port. "With commissioning of this multimodal logistics park, our third Inland Container Depot (ICD), we are a step closer to attaining leadership in the logistics

sector. We aim to increase our footprint pan India," said **Karan Adani**, CEO, APSEZ, in adding, "Having an ICD in Ludhiana will help capture cargo from Punjab and nearby states and contribute towards consolidating additional volumes for Mundra Port."

The multimodal park, with newly constructed warehouse and two railway handling lines, is now open for domestic cargo and domestic container handling. The Adani Group is one of India's leading business houses with revenue of over \$12 billion.





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- ✓ Distance from Highway - 0.5 km
- ✓ Distance from Airport - 7 km
- ✓ Distance from MIHAN - 1 km
- ✓ 24 x 7 operational hours
- ✓ 24 x 7 CCTV monitoring
- ✓ 24 Hrs common security
- ✓ 24 Hr Sufficient light and water with drainage
- ✓ High compound wall for safety
- ✓ Infrastructure of international standards
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- ✓ 60 feet secondary tar road

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- ✓ Column spacing - 8.4m @ side walls and 16.8m @ midspan
- ✓ High load bearing capacity - 12 ton / sq mtr
- ✓ Floor height - 1.2 mtrs from road level
- ✓ Building height - 12M @ gable and 17m @ the centre
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- ✓ Internal washroom for staff
- ✓ Sufficient office area on ground and mezzanine
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Joining the dots for startups in India

Puneet Prakash, Founder & Director, City Link, shares his perspective on employee attrition in start-ups and what City Link holds for the prospective employees, in terms of its startup culture appeal.



CT BUREAU

Recently, a veteran in the consumer goods industry received an offer to join an e-commerce major at a top position. And, he

rejected it. For him, startups meant high instability. The funds have taken a longer route for the homegrown companies, considering slashed valuations, layoffs and management upheavals, hence contributing to

the overall uncertainty in the sector.

The hiccups

As researched by the top executive search firms, namely, Transearch, Longhouse Consulting,

RGF Executive Search and Antal International, it's tough to have candidates sign up for CXO roles in e-commerce companies and other startups. Lately, the records prove a spike of 50 per cent in offer

rejections. The challenges and responsibilities that youngsters get to shoulder at such early stage of their careers are unparalleled. At City Link, we are looking to raise our series a round, post-incubation at Jayem Logistics.

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India, a potential market

The number of startups in India is expected to nearly quadruple from 3,100 in 2014 to over 11,500 by 2020. In the US, startups can secure funding based on a strong concept, often without revenue or a set business model. Companies can prove their value proposition and test products extensively before releasing them to market. As compared to that, the access to capital in India is more limited, causing startups to focus on monetisation, revenue, and lean operations from the outset. But, this methodology can result in missed opportunities – i.e., the learnings that benefit many. Without the cushion of funding, it's also much tougher for Indian startups to pivot, leaving many companies to flounder.

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



Puneet Prakash
Founder & Director
City Link



The number of startups in India is expected to nearly quadruple from 3,100 in 2014 to over 11,500 by 2020



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Winning the young guns over to join

The logistics and supply chain sector is ramping up its efforts to attract more young white-collar professionals to the sector. Our esteemed winners of the India Cargo Awards share their views on how the youth of today can be inspired to join the logistics and supply chain industry.



KALPANA LOHUMI

► **Best Logistics Service Provider — Ocean (North & East 2016):
Asia Shipping India**



Career options aplenty

According to **Amit Tandon**, Managing Director, Asia Shipping India, the youth today are strategically shaping their career path to target non-conventional job opportunities owing to stiff competition and zealous urge to break the ice. Supply Chain Management (SCM) is the next big thing in the industrial scenario.

Supply chains are experiencing a transformation driven by ever more demanding service customers. This is taking shape of more complex and globalised operations, which in turn need more experienced managers to oversee them.

► **Best Road Freight Forwarding Company –
Nepal & North-East India (North & East 2016): Sugam Group**



Logistics, the backbone of the economy

According to **Kaustubh Mittal**, Managing Director, Sugam Group, logistics industry is the backbone of any economy for its domestic or international trade and even more so now with the world coming closer together through transnational trade deals.

The opportunities to choose from are varied – freight forwarding (inbound/outbound), SCM, warehousing, custom clearance, door-to-door multimodal express cargo transportation, trading among others. Companies should deploy latest technologies in their ERP systems and provide training to youngsters through management trainee programmes. Transparency is the key to attract young talent, and that can come only with the use of technology. This is thus the right time for youngsters thinking about entering this industry.

► **Best Ocean Freight Forwarding Company (North & East 2016):
Combined Logistics**



Connectivity, new competitive advantage

Vineet Chadha, Managing Director, Combined Logistics, feels, the supply chain industry accounts for 150,000 to 180,000 jobs locally. Connectivity can become our new competitive advantage. Most importantly, we need to get people to connect not just to us, but through us.

The first initiative under the new partnership will be the 'Young Logistics Leadership Programme,' a two-month training scheme for young professionals in the sector. The course required at least a diploma and five years of working experience. We also called on employers to financially support their young staff for the same.

► **Premier Ocean Freight Forwarder (North & East 2016):
Forin Container Line**



Logistics can take you places

Tarun Sharma, Director, Forin Container Line, shares, logistics is very diverse in nature. It has all the aspects of modules what a student learns in university. It's a university in itself; pharma logistics, information technology in logistics, finance in logistics, PR skills in logistics, to name a few. One can do specialisation in one field and can try to be master in all fields. Logistics is all about people. It requires both young and experience people.

The industry is changing so fast that it requires young blood to adapt to the change happening. Logistics can make us travel to various places. This industry is for people who likes finding different ways for same work to do better, faster and cost effectively. The word logistics sounds boring to youth, so we need to show them the real side of logistics, such as by showing them examples from women working in various companies in logistics, youngsters under age 30 getting awards, etc.

the logistics and supply chain sector

► **Business Professional of the Year (North & East 2016):**
Kamal Dogra, Kamal Translink



No job is small

Kamal Dogra, Managing Director, Kamal Translink, informs, over a period of time the demand and expectations from customers have made this industry to change and grow up from the typical name 'Transporter' to 'Logistician'. The tech-savvy second generation knows the requirements of global and Indian market. E-commerce which has come in a big way have made an impact on our mind that it is not the typical transportation but it involves end-to-end operations; be it an inbound logistics/cargo/outbound/last mile delivery.

► **Best Road Transport Company (North & East 2016):**
Safexpress



Youth keyed into economic trends

Vineet Kanaujia, Vice President – Marketing, Safexpress, opines, that while the growth rate of Indian economy is higher than that of all major economies in the world, at the same time supply chain & logistics is the real engine of this growth. This scenario has, in turn, helped the industry see a higher influx of white-collar professionals. In the GST environment, supply chain & logistics will play an even bigger role in driving the economic growth. The young professionals are even more keyed into the economic trends and will find plenty of inspiration.

► **Leading Freight Forwarding Company (North & East 2016):**
Rahat Continental



Interplay of infrastructure, innovation

According to **Rahat Sachdeva**, Vice President - International Logistics, Rahat Continental, the industry has moved from being just a service provider to the position which provides end-to-end supply chain solutions to their customers. It is an interplay of infrastructure, innovation, technology and new types of service providers which wouldn't have been achievable without inputs from young enthusiastic professionals who are now the future of logistics industry.

► **Emerging Supply Chain Provider (West & South 2015):**
Innovative Logisitcs



Great time for logistics

Gangesh K Mishra, Head - 3PL Business, Innovative Logisitcs, tells. The importance of the area has been increasing along with globalisation and this new knowledge is crucial in the current business environment. With globalisation making even the furthest reaches of the globe more and more connected, now is a great time to be looking into the field of logistics and supply chain. Jobs in the field include logistics manager, integrated programmes director, among many more.

► **Best Diversified logistics Company (West & South 2015):**
Jayem Logistics

Logistics, major contributor to economy

Raman Kaul, General Manager – Corporate Planning, Jayem Logistics, shares, logistics in India is largely unorganised and still evolving, over the years it has crossed many political hurdles and overcome social barriers to enhance its image as an industry. Lot of big organisations today have appointed MD or CEOs from logistics background. The industry has earned its glory over the years and is one of the major contributor to Indian economy.



Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to February		
		February 2017	February 2016	%Change	2016-17	2015-16	%Change
(A) 18 INTERNATIONAL AIRPORTS							
1	Chennai	7599	7501	1.3	82421	76907	7.2
2	Kolkata	7376	7313	0.9	87301	83957	4.0
3	Ahmedabad	3635	3447	5.5	41218	40784	1.1
4	Goa	240	224	7.1	2669	3122	-14.5
5	Trivandrum	122	89	37.1	1393	857	62.5
6	Lucknow	194	91	113.2	2127	2155	-1.3
7	Jaipur	1107	955	15.9	12458	6970	78.7
8	Guwahati	1248	1302	-4.1	15902	14318	11.1
9	Srinagar	398	470	-15.3	4346	4923	-11.7
10	Calicut	94	17	452.9	689	339	103.2
11	Bhubaneswar	669	685	-2.3	7414	6367	16.4
12	Coimbatore	605	513	17.9	8259	6156	34.2
13	Mangalore	43	25	72.0	452	340	32.9
14	Varanasi	73	99	-26.3	969	857	13.1
15	Trichy	1	2	-50.0	19	2	850.0
16	Amritsar	45	35	28.6	340	207	64.3
17	Port Blair	440	335	31.3	4198	3482	20.6
18	Imphal	548	232	136.2	4226	3941	7.2
Total		24437	23335	4.7	276401	255684	8.1
(B) 6 JV INTERNATIONAL AIRPORTS							
19	Delhi (DIAL)	23274	23712	-1.8	272489	270705	0.7
20	Mumbai (MIAL)	21280	16630	28.0	213112	190092	12.1
21	Bangalore (BIAL)	8680	8699	-0.2	110637	105636	4.7
22	Hyderabad (GHIAL)	4202	3866	8.7	48189	46355	4.0
23	Cochin (CIAL)	1113	955	16.5	12914	11048	16.9
24	Nagpur (MIPL)	495	441	12.2	6140	5514	11.4
Total		59044	54303	8.7	663481	629350	5.4
(C) 7 CUSTOM AIRPORTS							
25	Chandigarh	379	353	7.4	5265	4135	27.3
26	Pune	2841	2985	-4.8	31932	28819	10.8
27	Visakhapatnam	377	532	-29.1	4125	2171	90.0
28	Patna	615	310	98.4	5953	4055	46.8

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to February		
		February 2017	February 2016	%Change	2016-17	2015-16	%Change
29	Bagdogra	310	249	24.5	4030	3948	2.1
30	Madurai	96	59	62.7	919	841	9.3
31	Aurangabad	104	118	-11.9	1301	1271	2.4
Total		4722	4606	2.5	53525	45240	18.3
(D) 26 DOMESTIC AIRPORTS							
32	Indore	643	603	6.6	6871	6371	7.8
33	Raipur	328	341	-3.8	4160	4038	3.0
34	Jammu	195	150	30.0	1999	1530	30.7
35	Vadodara	214	171	25.1	2752	1919	43.4
36	Agartala	416	510	-18.4	5495	4965	10.7
37	Ranchi	400	322	24.2	4244	3712	14.3
38	Udaipur	2	2	0.0	18	51	-64.7
39	Bhopal	67	85	-21.2	815	1075	-24.2
40	Dehradun	26	6	333.3	244	89	174.2
41	Rajkot	22	17	29.4	213	144	47.9
42	Leh	216	153	41.2	1435	1272	12.8
43	Vijayawada	0	0	-	2	0	-
44	Dibrugarh	54	40	35.0	504	348	44.8
45	Jodhpur	0	1	-100.0	7	12	-41.7
46	Rajahmundry	0	0	-	0	4	-100.0
47	Silchar	31	35	-11.4	287	416	-31.0
48	Juhu	23	32	-28.1	338	355	-4.8
49	Jabalpur	1	0	-	19	0	-
50	Bhuj	2	2	0.0	27	21	28.6
51	Dimapur	29	10	190.0	354	191	85.3
52	Tuticorin	5	8	-37.5	57	59	-3.4
53	Jamnagar	1	4	-75.0	46	73	-37.0
54	Jorhat	6	0	-	61	10	510.0
55	Bhavnagar	0	0	-	0	1	-100.0
56	Agatti	1	0	-	2	2	0.0
57	Porbandar	1	0	-	1	0	-
Total		2683	2492	7.7	29951	26658	12.4
(E) 1 ST.GOV'T. / PVT AIRPORTS							
58	Lengpui(AIZWAL)	45	18	150.0	681	256	166.0
Total		45	18	-	681	256	-
Grand Total (A+B+C+D+E)		90931	84754	7.3	1024039	957188	7.0

Traffic Statistics

International Freight

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to February		
		February 2017	February 2016	%Change	2016-17	2015-16	%Change
(A) 15 INTERNATIONAL AIRPORTS							
1	Chennai	21135	18641	13.4	240066	207027	16.0
2	Kolkata	4429	3312	33.7	50786	44153	15.0
3	Ahmedabad	2616	1822	43.6	27593	21496	28.4
4	Goa	51	140	-63.6	1080	1342	-19.5
5	Trivandrum	2186	2789	-21.6	24361	32183	-24.3
6	Lucknow	172	219	-21.5	2267	2405	-5.7
7	Jaipur	245	169	45.0	2379	1275	86.6
8	Guwahati	0	0	-	2	10	-80.0
9	Srinagar	0	0	-	0	2	-100.0
10	Calicut	1086	764	42.1	11837	12088	-2.1
11	Coimbatore	88	74	18.9	1057	985	7.3
12	Mangalore	78	41	90.2	630	522	20.7
13	Varanasi	0	0	-	0	5	-100.0
14	Trichy	525	492	6.7	6252	5999	4.2
15	Amritsar	83	42	97.6	900	544	65.4
Total		32694	28505	14.7	369210	330036	11.9

Freight (in tonnes)							
S.N	Airport	For the Month			For the period April to January		
		January 2017	January 2016	%Change	2016-17	2015-16	%Change
(B) 6 JV INTERNATIONAL AIRPORT							
16	Delhi (DIAL)	44853	39026	14.9	501998	447333	12.2
17	Mumbai (MIAL)	45350	41732	8.7	488011	448671	8.8
18	Bengaluru (BIAL)	15959	14988	6.5	180009	160220	12.4
19	Hyderabad (GHIAL)	5180	4571	13.3	61754	53802	14.8
20	Cochin (CIAL)	4700	5429	-13.4	61743	60736	1.7
21	Nagpur (MIPL)	47	42	11.9	387	391	-1.0
Total		116089	105788	9.7	1293902	1171153	10.5
(C) 3 CUSTOM AIRPORTS							
22	Pune	0	0	-	0	1	-100.0
23	Visakhapatnam	0	3	-	0	25	-100.0
24	Madurai	0	0	-	3	22	-86.4
Total		0	3	-	3	48	-
(D) 45 DOMESTIC AIRPORTS							
		0	0	-	188	186	1.1
GRAND TOTAL (A+B+C+D)		148783	134296	10.8	1663303	1501423	10.8



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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

Dated: 25/04/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Jan)	% Share	HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Jan)	% Share
01.	Live animals	46,627.38	0.0272	20,394.75	0.0138	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	791,343.04	0.4611	733,102.78	0.4976
02.	Meat and edible meat offal	2,760,392.10	1.6083	2,207,071.42	1.4980	29.	Organic chemicals	7,532,518.01	4.3886	6,260,068.20	4.2488
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	2,937,891.53	1.7117	3,140,327.45	2.1314	30.	Pharmaceutical products	8,448,121.15	4.9221	7,254,489.55	4.9237
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	214,578.69	0.1250	153,217.67	0.1040	31.	Fertilisers	67,336.73	0.0392	38,805.49	0.0263
05.	Products of animal origin, not elsewhere specified or included	60,251.44	0.0351	46,119.04	0.0313	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,616,513.81	0.9418	1,412,111.49	0.9584
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	48,341.34	0.0282	44,060.05	0.0299	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	973,263.76	0.5670	858,100.39	0.5824
07.	Edible vegetables and certain roots and tubers	826,752.91	0.4817	705,448.59	0.4788	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	316,335.54	0.1843	289,057.29	0.1962
08.	Edible fruit and nuts; peel or citrus fruit or melons	1,040,375.82	0.6061	854,838.53	0.5802	35.	Albuminoidal substances; modified starches; glues; enzymes	163,326.46	0.0952	142,005.21	0.0964
09.	Coffee, tea, mate and spices	1,932,655.68	1.1260	1,699,096.76	1.1532	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	53,701.95	0.0313	55,746.08	0.0378
10.	Cereals	4,096,626.34	2.3868	3,216,607.81	2.1832	37.	Photographic or cinematographic goods	9,820.22	0.0057	8,994.41	0.0061
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	195,504.34	0.1139	121,828.73	0.0827	38.	Miscellaneous chemical products	2,008,316.50	1.1701	1,767,502.77	1.1996
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,096,777.74	0.6390	977,287.55	0.6633	39.	Plastic and articles thereof	3,433,855.62	2.0006	2,895,456.87	1.9652
13.	Lac; gums, resins and other vegetable saps and extracts	567,190.49	0.3305	442,681.26	0.3005	40.	Rubber and articles thereof	1,550,116.87	0.9031	1,348,699.49	0.9154
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	43,426.09	0.0253	36,131.92	0.0245	41.	Raw hides and skins (other than furskins) and leather	685,278.56	0.3993	495,269.72	0.3361
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	574,181.47	0.3345	474,842.59	0.3223	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	1,561,828.54	0.9100	1,318,506.85	0.8949
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	138,744.77	0.0808	175,112.07	0.1189	43.	Furskins and artificial fur, manufactures thereof	3,330.14	0.0019	6,801.25	0.0046
17.	Sugars and sugar confectionery	1,160,777.59	0.6763	852,524.28	0.5786	44.	Wood and articles of wood; wood charcoal	291,193.67	0.1697	216,075.72	0.1467
18.	Cocoa and cocoa preparations	126,760.66	0.0739	92,379.77	0.0627	45.	Cork and articles of cork	1,306.41	0.0008	1,218.15	0.0008
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	331,359.18	0.1931	292,348.41	0.1984	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	4,935.53	0.0029	5,279.06	0.0036
20.	Preparations of vegetables, fruit, nuts or other parts of plants	320,094.91	0.1865	263,911.71	0.1791	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	7,393.02	0.0043	4,987.38	0.0034
21.	Miscellaneous edible preparations	372,659.29	0.2171	344,088.72	0.2335	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	749,373.60	0.4366	665,154.57	0.4515
22.	Beverages, spirits and vinegar	209,761.27	0.1222	173,494.67	0.1178	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	189,801.12	0.1106	162,649.49	0.1104
23.	Residues and waste from the food industries; prepared animal fodder	523,662.31	0.3051	535,240.28	0.3633	50.	Silk	68,142.48	0.0397	49,810.89	0.0338
24.	Tobacco and manufactured tobacco substitutes	645,235.85	0.3759	513,675.20	0.3486						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,213,031.81	0.7067	1,033,198.01	0.7012						
26.	Ores, slag and ash	452,382.88	0.2636	886,210.39	0.6015						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	20,388,514.49	11.8788	15,955,872.36	10.8295						

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► Contd. from page 22

Department of Commerce

Export Import Data Bank; Export: Commodity-wise

Dated: 25/04/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Nov)	% Share	HS Code	Commodity	2015-2016	%Share	2016-2017 (Apr-Nov)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	116,601.36	0.0679	87,059.17	0.0591	78.	Lead and articles thereof	118,831.45	0.0692	101,751.44	0.0691
52.	Cotton	4,798,343.67	2.7956	3,524,940.67	2.3924	79.	Zinc and articles thereof	343,456.71	0.2001	303,963.78	0.2063
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	252,973.61	0.1474	220,009.90	0.1493	80.	Tin and articles thereof	338,298.40	0.0223	5,296.31	0.0036
54.	Man-made filaments	1,345,961.94	0.7842	1,095,054.20	0.7432	81.	Other base metals; cements; articles thereof	27,742.63	0.0162	22,568.10	0.0153
55.	Man-made staple fibres	1,362,462.26	0.7938	1,173,460.09	0.7964	82.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	493,019.43	0.2872	413,854.64	0.2809
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	333,849.66	0.1945	195,017.19	0.1324	83.	Miscellaneous articles of base metal	329,684.52	0.1921	288,576.92	0.1959
57.	Carpets and other textile floor coverings	1,129,810.21	0.6583	976,422.10	0.6627	84.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	8,673,139.92	5.0532	7,549,153.98	5.1237
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	230,250.64	0.1341	207,821.63	0.1411	85.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	5,241,161.17	3.0536	4,512,562.18	3.0628
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	132,381.14	0.0771	117,279.05	0.0796	86.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	72,362.81	0.0422	125,430.57	0.0851
60.	Knitted or crocheted fabrics	158,419.90	0.0923	155,214.64	0.1053	87.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	9,403,953.01	5.4790	8,293,635.36	5.6290
61.	Articles of apparel and clothing accessories, knitted or crocheted	5,015,336.86	2.9220	4,510,307.39	3.0612	88.	Aircraft, spacecraft, and parts thereof	2,420,472.33	1.4102	1,621,078.56	1.1003
62.	Articles of apparel and clothing accessories, not knitted or crocheted	6,102,945.07	3.5557	4,871,248.87	3.3062	89.	Ships, boats and floating structures	2,002,775.71	1.1669	1,926,153.95	1.3073
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	3,001,554.21	1.7488	2,592,368.98	1.7595	90.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,563,693.21	0.9110	1,484,701.81	1.0077
64.	Footwear, gaiters and the like; parts of such articles	1,793,223.40	1.0448	1,549,204.89	1.0515	91.	Clocks and watches and parts thereof	63,779.86	0.0372	49,873.20	0.0338
65.	Headgear and parts thereof	24,958.55	0.0145	21,094.00	0.0143	92.	Musical instruments; parts and accessories of such articles	9,574.20	0.0056	8,305.99	0.0056
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	15,296.65	0.0089	1,091.53	0.0007	93.	Arms and ammunition; parts and accessories thereof	80,644.70	0.0470	50,982.97	0.0346
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	164,477.75	0.0958	138,447.42	0.0940	94.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	828,744.77	0.4828	727,888.33	0.4940
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	872,491.59	0.5083	742,673.52	0.5041	95.	Toys, games and sports requisites; parts and accessories thereof.	189,384.38	0.1103	167,844.24	0.1139
69.	Ceramic products	598,230.80	0.3485	605,900.14	0.4112	96.	Miscellaneous manufactured articles	359,745.30	0.2096	307,242.02	0.2085
70.	Glass and glassware	459,398.60	0.2677	369,455.80	0.2508	97.	Works of art collectors' pieces and antiques	108,842.04	0.0634	194,362.17	0.1319
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	25,917,780.46	15.1003	23,808,524.63	16.1593	98.	Project goods; some special uses	46,720.59	0.0272	39,155.87	0.0266
72.	Iron and steel	3,583,023.21	2.0875	4,258,754.96	2.8905	99.	Miscellaneous goods	1,285,031.15	0.7487	375,518.90	0.2549
73.	Articles of iron or steel	4,025,163.87	2.3451	3,195,943.57	2.1691		India's total export	171,637,804.58		147,336,686.02	
74.	Copper and articles thereof	1,617,412.07	0.9423	1,369,939.87	0.9298						
75.	Nickel and articles thereof	320,732.85	0.1869	58,526.89	0.0397						
76.	Aluminium and articles thereof	1,711,954.45	0.9974	1,673,120.10	1.1356						

Source: Ministry of Commerce, Government of India

Maersk Line on top spot in North India

The shipping line has brought reefer imports to the northern hinterland and has introduced store door service for imports, enabling last mile connectivity.



CT BUREAU

Maersk Line has announced key offerings for the NCR region that are aimed at enabling and facilitating trade. These offerings namely, introducing end-to-end carrier haulage for rice exports, bringing reefer imports to the northern hinterland, introducing import store door service are an industry first. **Franck Dedenis**, Managing Director, Maersk Line (India, Sri Lanka and Bangladesh) said, "This is in line with our belief of enabling the India growth story by providing customers with a reliable, cost-effective and viable logistical solution."

Key Differentiators for the NCR Region:

End-to-End carrier haulage for rice exports: Presently, around 50 per cent of rice from NCR and Punjab region moves in bulk to the ports. Here it is containerised and further moved to export locations which lead to wastage and risks the quality of cargo due to the involvement of multiple vendors and cargo handling at multiple stages. With this offering, Maersk Line will be able to containerise the cargo at its origin, cut out wastage and complexities of dealing with multiple vendors and help move it to port in a cost-effective manner. This will have a direct bearing on rice farmers and growers in the region who would benefit from the ease that it brings and makes customers compete successfully in key rice export markets like Europe, Mediterranean, Middle East, the US.

Bring reefer imports to hinterland: At present, all the reefer imports are cleared

at the ports from where the customers had to get the cargo to the hinterland using smaller reefer vans or make alternate arrangements for transportation. This involved multiple handlings, the risk of cargo damage, delayed

transit and higher costs. With this service, Maersk Line will bring reefer imports to the hinterland and closer to customers. This will add value to the entire supply chain especially in the hinterland by direct movement of goods.

Store door service for imports: Maersk Line's store door service will provide end-to-end connectivity to the customer, bringing in cost efficiencies, improved turnaround time and an overall boost to productivity.




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Canon India sets up the SCM bar

Ashutosh Varshney, Senior Director, Logistics & General Affairs Divisions, Canon India, shares how Canon is setting the bar high by aiding all the complexities of supply chain management.



What is your view on the supply chain landscape in India?

Supply Chain Management (SCM) is the backbone of operations in any organisation. And, supply chain in India is witnessing a sea change; warehouses are getting equipped with hi-end technologies and automation as well as getting bigger in size owing to the centralisation of warehouses. We would see more organised players coming in the space and this would surely aid in streamlining the supply chain landscape in the country.

What are some of the global best practices adopted?

Within India, we are working with best in class service providers who can offer services by which we are able to send products faster, safer and in a more satisfying manner to the customers.

Which tech tools are deployed by Canon India to manage supply chain?

Information sharing requires firms to exchange strategic supply chain information. Canon has implemented Integrated Information System (IIS) like Electronic Data Interchange System (EDIS). EDIS is designed for Canon's suppliers, in which quotation or order data can be transferred between Canon and suppliers along with Canon's service providers, where vital information about shipments can be exchanged. IIS plays a



pivotal role in Canon's supply chain management, as it allows firms to increase the volume and complexity of information which needs to be communicated with the inter-trading partners. It also allows firms to provide real-time supply-chain information, to multiple stakeholders. Increased access to real-time information enables Canon to synchronize its inventory level, delivery status, and production planning and scheduling which enables firms to manage and control its supply chain activities. It also facilitates the alignment of forecasting and scheduling of operations between Canon and its supply chain partners, allowing better inter-firms coordination. Exchange of information has revolutionised most of the company's operations leading to a greater visibility of technology and resources.

In terms of consistency, of services provided by its agents globally, synchronised distribution system, and timeliness to market, through reliable production planning, ordering and distribution systems Canon is benefiting its partners through quality

assurance. However, the company needs to carefully consider which information to disclose and exchange among its supply chain partners. We work in ERP packages; right from our parent company to our channel partners as well as retailers, are all connected electronically. The Electronic Data Interchange (EDI) happens frequently and because of this, the entire value chain gets to know the exact status of the orders.

Canon's logistics division, focusses on transporting products safely



and on time, provides advanced logistics services with high customer satisfaction rates. We achieve this by selecting shipping routes and partners and by ensuring packing quality. The system, which comprehensively manages information

spanning and enables us to promptly respond to fluctuations in market supply and demand. Additionally, it has shortened overall shipping lead times.

What are the complexities involved in the value chain at Canon India?

Having completed 20 years of our intervention in the country, we have a vast product portfolio. At Canon India, we market a comprehensive range of over 200 sophisticated



and cable ID printers. We are operating in very volatile segments, such as office automation and consumer electronics wherein technology changes very quickly. We have photo copiers which go into offices, and we have products for consumers, like cameras and printers. The challenge is that on one hand, we have distributors who do stocking and subsequent sales. That means the shipment size for such distributors would be much bigger. On the other hand, which are our own brand stores where, walk-in customers would ask for the latest model of high-end camera, at a very short notice. So, there lies the complexity of managing big shipments to managing small, but highly time bound shipments. Our underlying mantra is to delight our customers by making the desired products available



Ashutosh Varshney
Senior Director, Logistics & General Affairs Divisions, Canon India

“ Canon has implemented Integrated Information System (IIS) like Electronic Data Interchange System (EDIS) ”

Trivia

- ◆ Canon has over 500 primary channel partners, 14 national retail chain partners, and over 6,000 secondary retail points.
- ◆ The company's service reach extends to over 5,000 towns with 18 Canon camera service centres and 37 printer Canon Care Centres.
- ◆ It also has 141 authorised service centres for printers and 195 camera collection points.

as per their expectations, hence, we consider customers' preferences and act accordingly. ↴

Brussels Airlines unveils new route

Since end of March, Brussels Airlines connects Mumbai's Chhatrapati Airport to Brussels Airport five times a week with a direct flight. Bernard Gustin, CEO, Brussels Airlines, and

a delegation of Belgian companies led by Secretary of State for Foreign Trade Pieter De Crem, underlined the importance of the route and the relations between India and Belgium. There was a high demand

from various industries (pharmaceutical, diamond, maritime, industry, amongst others), from leisure travelers and cargo forwarders to reinstate a direct service. Brussels Airlines now offers a smooth

link to the European Capital five times a week. "The new direct will make that exceptional bond and trade partnership even stronger," said, Pieter De Crem, Secretary of State for Foreign Trade.



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'Ship'ping it in real time

Following on a similar line like Uber, by keeping a constant eye on drivers, to field force and trucks in the logistics industry, **Soham Chokshi**, CEO, Shippy, shares ways to improve service levels and optimise costs using real-time data.



What is the vision of Shippy for logistics sector?

Earlier users used to be happy with a broad commitment from the logistics company—that they would get the parcel at any time in the next three to six days. But now they expect visibility from exactly where the parcel was last seen at to re-route the parcel at the last minute. Going on to the specifics, the biggest difficulty with logistics in India is that of reliability. How can a logistics company give a delivery or pickup commitment, and live up to that promise? How can technology help here? Shippy's vision involves answering these questions for the logistics industry.

Big Data is gradually taking place in country's logistics sector. How is Shippy contributing for the same?

Getting analytics in terms of end of day reports or in historic form helps, but it allows ground resources to get away with inefficiencies through the day. The system should alert operations managers when something is going wrong, rather than keep calling and following up with the workforce. This is a big data problem.

It involves integrating data across ERP system, mobile workforce apps, GPS modules, temperature sensors and more. Shippy fuses all this data and enables better real time decision making for operations managers with a



dashboard that can enable 'Guided Operations'.

Through a set of KPIs and thresholds, the system alerts operations managers when something is going wrong. Users can define IFTTT (If This Then That) type alerts, for instance; truck idle time greater than particular value, expected time of arrival delayed by more than X hours, pickup time exceeded by certain number, more than n updates from same location, truck deviates more than X km from ideal path, X parcels scanned and Y parcel is missing, etc. These and more can be defined in real time by users and they can decide how they want to be notified; through dashboard, mobile, email and more.

What is your strategy to stand against your competitors?

Shippy's strategy has always been to create barriers to entry using the latest cutting edge technology and deploying it in a cost-effective manner. Specific to the analytics industry we are in, there are several companies, mainly internationally, that have a good suite of analytics products.

Our differentiating factors are:

- ◆ Understanding of the operations landscape in India and the KPIs that would need to be monitored to ensure business level outcomes

- ◆ Experience with handling all the ERP systems and other data collection

sources that would have to be integrated to enable this analysis

- ◆ Technology expertise in data fusion and real time analytics using powerful open source engines such as Apache Spark, Kafka, Hive, Presto and more that helps deploy relevant technology in a cost-effective manner

We have also applied for multiple patents to ensure that we create sufficient barriers to entry.

What are your future plans?

The supply chain industry is extremely vast and is composed of multiple players across different operational landscapes. There is a lot of buzz around big data analytics, predictive and prescriptive analytics

and some other terms. While industry members broadly understand the business level benefits that could be derived from these, they face three major problems.

- ◆ What do all these buzz words mean for them? How can they be relevant for their specific business so that they can help save costs or increase revenues?

- ◆ How can they deploy these products such that they integrate closely with their operational processes?

- ◆ How can these products be set up in an agile manner so that they are flexible, allow customisations and entail a small upfront cost?

Our idea is to scan through the supply



Soham Chokshi
CEO
Shippy

Areas of expertise lie in:

- Understanding the operational setup and identifying the relevant data driven technology that can be used.
- Providing real-time alerts and insights into operations allowing live decision making.
- Solving the problems of lack of visibility, digitisation, and cognitive overload.
- The company's system integrates very easily with core systems of logistics companies; providing end-to-end deployment assistance to ensure that the product gets deployed.

chain landscape and help enterprises across different verticals and solve the above-mentioned problems. ↴

Allcargo Logistics, now with CONCOR

The collaboration aims at ease of doing business & promoting ex-im trade for rail connectivity solutions.

Allcargo Logistics collaborates with CONCOR (Container Corporation

of India) to provide better transport solutions for their customers. This partnership entails Allcargo to transport its containers on Concor rakes between JNPT to TIHI (Indore). The initiative armed with the objective

of promoting ex-im trade and providing better services to customers has kick started its inaugural train from JNPT to TIHI (Indore). The two logistics giants have come together with an aim to

contribute to the Prime Minister's vision of ease of doing business by shifting emphasis from road to rail, thereby easing congestion and pressure on road transportation. Transporting cargo through

rail is safer and best suited for carrying heavy cargo over long distance, leading to optimum utilisation of capital for trade. **Adarsh Hegde**, Joint Managing Director, Allcargo Logistics said,

"Partnership with CONCOR will ensure safe and faster transportation of containers thereby enhancing our service offerings to customers by road and rail for ex-im trade."



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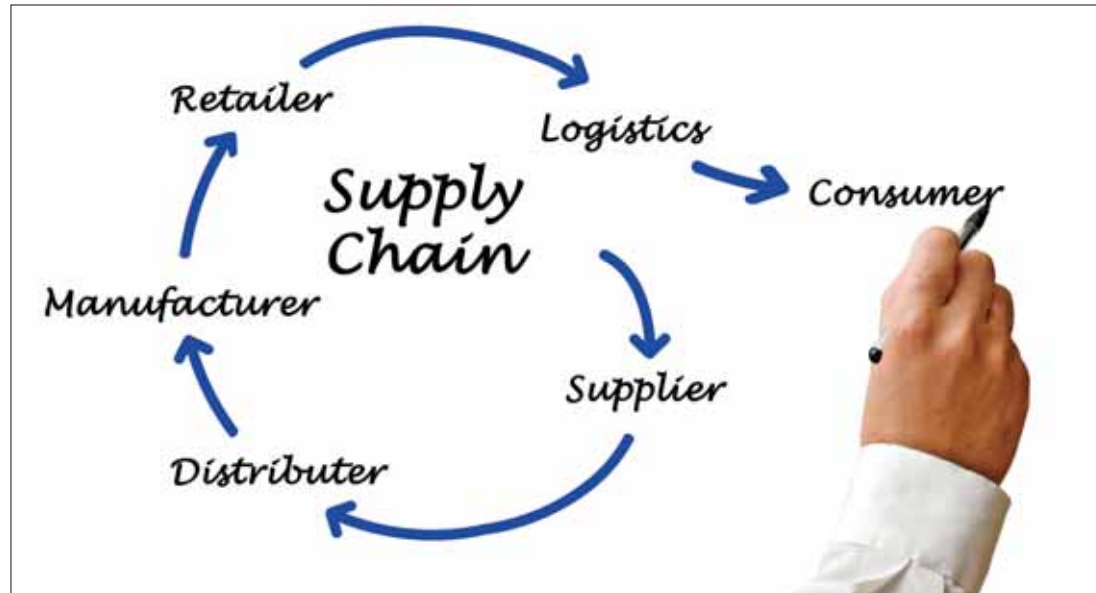
Envisioning unforeseen risks of SCRM

While risks are a part and parcel of the industry, organisations nowadays have started understanding value of supply chain risk management (SCRM), says **Vikas Khatri**, Founder, Aviral Consulting.

Risk is part of every one's life. As human being we plan our future and our plans always have component of unforeseen risks. Similarly, each business has associated risks and contingencies related to finance, demand & supply. Historically management pays maximum attention to financial risks, followed by demand risk and supply chain related risk gets least priority. While supply chain risks also have as much impact as other risks. Supply chain risks arise due to short supply, supply disruption, higher lead time, quality issues, natural disaster, statutory issues, transportation issues, port congestion, political issues, safety issues, cross-border regulation, economic instability etc. Consequences of supply side disruption are also having significant impact on P&L of organisation. As per a study, the organisation which faced major supply chain disruptions saw decline in sales, decline in operating income and decline in shareholder's returns along with non-tangible losses post disruption.

Components of efficacy

Supply chain function has always focused on efficiency and cost reduction by introducing lean management, supplier rationalisation, JIT inventory, distribution



channel optimisation and inventory rationalisation. All these tools have helped in achieving desired objectives but increased the risks. So, there is a trade-off between reward and risk of supply chain. In such scenario, the relevance of contingency planning in supply chain becomes very instrumental to minimise impact of any risk.

Over period of time organisations has started understanding value of supply chain risk management. Still the concept does not seem wide spread across industries. Large corporate and multinational organisations has included it as part of their processes. In case of medium and small size organisation supply chain risk management is still in nascent stage.

Many of SME follow it as part of ISO or similar compliance processes, not as supply chain risk management process.

Even in case of the organisation who has implemented supply chain risk management, we find that more weight age remains only on upstream supply chain risk. We find that some of upstream risks are well documented like selection of vendor, supplier strategy etc, while some process the risk assessment tools used are not comprehensive and well documented. On the other hand downstream risks remains weak on prioritisation.

Unravelling SCRM

Next question which arises that why supply chain risk management is

not in mature stage till date. Is SCRM too costly affair or is it too complex affair or something else. Supply chain risk management may be complex and costly, where organisation go for simulation modelling or optimisation of complex structure of multiple global suppliers, many manufacturing units and global clientele. But these costs also yield in long term rewards as well.

On the other hand, organisations may adopt for some simple models for supply chain risk management, which may have defined processes incorporated in the overall canvas of business. The beginning can be as follow:

Identification of Risk:

For each process and sub process and external environment identification

of risk factors is start point. Comprehensive identification of all possible risk factors of supply chain will lead to a better process of mitigation strategy.

Quantification of risks:

Once possible risk factors are identified, next is to quantify the risk factors, in terms of magnitude and frequency.

Risk Mitigation Strategy:

For identified risk factors risk mitigation plan and process improvement implementation mechanism should be developed. The mitigation plan must have specific guidelines and broad guidelines based on scenarios. The risk mitigation strategy must take consideration of cost benefit analysis also.

Documentation and Communication:

Complete SCRM process must be documented with detailed processes and authorization matrix as part of risk policy document.

The document must be communicated to the respective stake holders and associated ones in supply chain, so impact of response can be initiated in minimal time frame and risk can be minimised.

Wherever the implementation is required to prevent risk, the document must state time frame and responsibility

SCRM not only help in elimination of potential , unexpected costs, reduced disruptions and time to recovery, but also support in supply chain performance improvement.

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



Vikas Khatri
Founder,
Aviral Consulting

Ashok Leyland's ready-to-use vehicle

Ashok Leyland showcased its range of fully built logistics vehicles in the capital recently. **Anuj Kathuria**, President – Global Trucks, Ashok Leyland, said, "With a renewed push from the government for infrastructure and integrated, multi-modal logistics and transport policy, we expect a lot of improvements in logistics

and transportation. The truck segment in the logistics sector, where we have around 45 per cent market share, is expected to grow at 10 per cent YOY. We want to further strengthen our position through our vehicles, offering the latest in technology, which help our customers earn better margins and superior efficiencies. 'Aapki Jeet, Hamari Jeet', our ready-to-

use, fully built, customisable vehicles are developed specifically for Indian market and conditions. Our target consumers include e-commerce companies, automobile companies, organised logistics players and vendors of all such companies who are consistently moving across the length and breadth of our country to deliver to their customers."

The company provides a single window, one stop solution for customers who get CMVR compliant vehicles which eliminates the time spent in getting permissions from RTO. Hence, all the fully built vehicles provided by the company are ready to use on the day of delivery (day 1 earning) which translates into savings of approximately two EMIs or up to Rupees one lakhs.



DGCA Certification for Hyderabad centre

The Pratt & Whitney training centre, established to enhance the skills of the workforce in India's aviation industry, is only the third such Pratt & Whitney facility in the world.



CT BUREAU

Pratt & Whitney has announced the certification of its customer training centre in Hyderabad by the Directorate General of Civil Aviation (DGCA). The certification means that the training center is now fully approved to offer DGCA-approved training sessions on V2500-A5 engines. It is expected to offer courses on PW1100G-JM and other models soon also from the PurePower® Geared Turbofan™ (GTF) family of engines.

"With the Hyderabad training centre, we bring



Bruce Hall
General Manager - Customer Training
Pratt & Whitney



With the Hyderabad training centre, we bring world-class aerospace training closer to our customers in this high-growth region



DID YOU Know?

Today there are over 100 aircraft in India powered by V2500 engines made by Pratt & Whitney and International Aero Engines AG, a consortium in which Pratt & Whitney is a majority shareholder.

world-class aerospace training closer to our customers in this high-growth region," said **Bruce Hall**, General Manager - Customer Training, Pratt & Whitney, in adding, "The training programs will help

create a more skilled local aviation talent pool and support India in becoming a leader in the global aviation industry."


"The training centre will provide instruction in general engine


familiarization, line and base maintenance, and borescope inspection," **Palash Roy Chowdhury**, Country Manager, Pratt & Whitney, UTC India, said.

"The centre has a capacity of 5,000 student


days per year, which will gradually increase to 9,000 student days per year.


In addition, in support of the government of India's initiative on 'Skill India,' Pratt & Whitney is working with multiple

state governments to offer customised trainings for students, as well as faculty development programs for teachers from universities and colleges offering aeronautical engineering courses," he added. 




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Cargotalk/April-2017

Unraveling new avenues with RO-RO

Rajiv Kochhar, Vice-President (Commercial & Operations), Worlds Window Infrastructure & Logistics, gives insight on the recently-released Railway Business Plan 2017-18, that highlights the RO-RO delivery model.

The Railway Business Plan 2017-18 is a continuation of the ministry's sustained efforts to make the journeys of passengers more pleasurable and to make Indian Railway's freight business more responsive to the needs of our customers.

The plan details 50 actionable initiatives covering the core business segments of Indian Railway's passenger and freight sector as well as new avenues in parcel and non-fare business, that Indian Railways shall be focused on, in 2017-18.

Double Stack Dwarf Containers

Designed with 6 feet 4 inches' height to run under wire for maximum throughput with increased load ability and the concept has been received with excitement by various groups of customers

transporting commodities with low-weight-volume ratio. The load ability per wagon under wire would increase by more than 55 per cent thereby increasing throughput and Indian Railways is likely to attract additional traffic of around



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three million tonnes in the initial year.

Roll-on-Roll-off (Ro-Ro)

Ro-Ro is a new delivery model which can provide multimodal transport mix. RO-RO envisions decongesting city by loading commercial vehicles onto railway flat wagons at railway terminals/PFTs outside the city and unload them after carrying them across the city. Comprehensively it will help in saving transit time, environment compensation charge, toll tax, and fuel & turnaround time for truck operators and benefit the community and shall also generate additional revenue for the Indian Railways.

In NCR, the trial run from Garhi Harsuru to Murad Nagar carried out but no further business has been received. Wagons of having capacity more than 55 tonnes must be used and stations must be listed near to National Highways to attract more business.



Rajiv Kochhar
Vice-President (Commercial & Operations), Worlds Window Infrastructure & Logistics

“
‘Roll-on-Roll-off’ is new delivery model which can provide multimodal transport mix
”

ACTL partners with Konoike Transport

The joint venture has obtained license for running private container trains in India and shall operate under the brand name Trac1 Logistics.



Associated Container Terminals (Joshi Group) has inked a partnership with the Japanese Logistics Company, Konoike Transport, forming a Joint Venture called JKTJ (Joshi Konoike Transport and Infrastructure). With state-of-the-art infrastructure and a wide spectrum of services, the expertise of both the companies will further strengthen their foothold and scope of services for customers, in India.

RR Joshi, Chairman, ACTL said, "This is a win-win relationship as both partners are committed to having a customer-centric approach in our business. We believe in building long-term relationships with customers and all our stakeholders.

With this association, we aim to further emphasise on the core ethics of this business which include punctuality, safety and innovation and these together will be the hallmark of our operational excellence."

Tsuji, Chairman, Konoike Group said, "This unique partnership will replicate in logistics; the stupendous Japanese success hitherto on the manufacturing side in India."

Highlights:

- Japan has been contributing in various flagship FDI projects in India and with this partnership, the collaborative framework will now extend into the logistics and services side as well.
- Both parent companies have a proven track record for service levels in highest international standards. Their visibility, along with good quality of service is what will differentiate them.

Hiroyuki Hosoda, Chairman, Parliamentary Association for the friendship between Japan and India, said, "During the recent years, economic development in India has been remarkable with the

increase in economic growth rate of more than seven per cent this year.

Looking at the phenomenal growth of economic development in India and the focus

on strengthening rail-road networks, we are confident that this association will further strengthen economic relationships, friendship and goodwill between the two countries."



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CargoTalk/April-2017

TASS flags off coastal shipping service

The ship will carry tiles, steel coils and general cargo from Dharamtar to Kerala. On the return leg the shipping company is looking at cargo such as tyres, latex and coir products.



CT BUREAU

Trans Asian Shipping Services (TASS) will start a new fortnightly coastal shipping service linking Dharamtar in Maharashtra with Kozhikode, Cochin and Kollam in Kerala as ship-owners look to tap in to a transport mode.

The mode has given a greater thrust by the Union Government to reduce logistics costs, pollution and oil import bill. The company will deploy M.V Karuthal, a 2009-built multi-purpose container vessel on its 'Indian Minor Port Service' (IMPS). Karuthal, a 1,600 metric tonne (MT) capacity ship (can carry 94 containers) was till last year operating on the Jebel Ali-Doha sector in the Middle East as a foreign flagged vessel. The IMPS will be the ship's maiden trip after it was converted into



the Indian flag, a regulatory requirement for ships to ply on local routes in India carrying cargo under a so-called cabotage law. Karuthal has a draft of 3.2 metres making it ideal to run between India's minor ports (those outside the control of the Union Government) which has low depth and, hence, unsuitable for bigger ships to dock.

Johnson Mathew, Chairman & Managing Director, TASS, says, "Initially, it will be a fortnightly service with duration of 12-13 days for a round trip, but Trans Asia hopes to convert it into a weekly service depending on the demand and requirements of the trade/end users." The Mumbai-Kochi sector is a market predominantly controlled by truckers. With

Bharat IV coming into force, there is an increase of `5,000 straightaway in truck rentals on the Mumbai-Kochi route. The service has the potential to take away some 130 trucks off the roads, resulting in reduced oil imports and the savings arising from it. "A big portion of the exchequer is spent from easing road congestion and reducing pollution in the environment."



Johnson Mathew
Chairman & Managing Director
Trans Asian Shipping Services

Initially, it will be a fortnightly service with duration of 12-13 days for a round trip, but Trans Asia hopes to convert it into a weekly service

Gateway opens to containers

Gateway Distriparks announced the fifth rail linked container terminal of its subsidiary. The terminal will be a double stack switching hub for the company on the North – West trade route. The Inter Ministerial Committee (IMC) of Government of India has already cleared the ICD at this terminal. **Sachin Bhanushali**, Director & CEO, Gateway Rail, said "This Terminal will cater to the needs of the Gujarat region, specifically addressing the EXIM business of Ahmedabad, Sanand, Mehsana and Behchraji industrial area offering multimodal logistics services such as rail transportation, first and last mile road transportation, warehousing and clearance of international containerised cargo."

APM Terminals Pipavav reaches a milestone

The facility is known to also handle containers, dry bulk, and liquid bulk cargo operations, with direct double stack rail service to inland commercial and industrial centres.



CT BUREAU

APM Terminals Pipavav has reached a milestone of 100,000 automobiles handled at the port's Roll On-Roll Off (Ro/Ro) facility, 20 months after commencing auto-loading and discharging operations. Ro/Ro services were introduced at the port in August 2015, after NYK Auto Logistics India (NALI) invested in a state-of-the-art

Most of the manufacturing in Gujarat is for the Indian export market

stock yard and pre-delivery inspection facility. With USD \$3 billion investment expected by automobiles companies in Gujarat by 2020, more than two million passenger vehicles are projected to be produced in the region in the next five to six years. Most of the

manufacturing in Gujarat is for the Indian export market.

"With the Indian government's "Make in India" initiative, we have seen a surge in automotive manufacturing investment in the Sanand, Hansalpur and Vithalapur belt in

Gujarat, and our modern and efficient Ro/Ro facility can play a major role in India's emergence as a major automotive exporter," said, **Keld Pedersen**, Managing Director, APM Terminals.

The Pipavav car terminal includes an 80,000-square meter (20 acre) automotive Ro/Ro stockyard, and a 4,400 square meter (one acre) staging area.



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Bahrain 'harbouring' the global economy

Hussain bin Rajab, Director, Manufacturing, Transport, & Logistics Sectors, Economic Development Board, Kingdom of Bahrain, in a tête-à-tête with CARGOTALK, shares the scope of opportunities, investments and growth factors that Bahrain offers holistically.



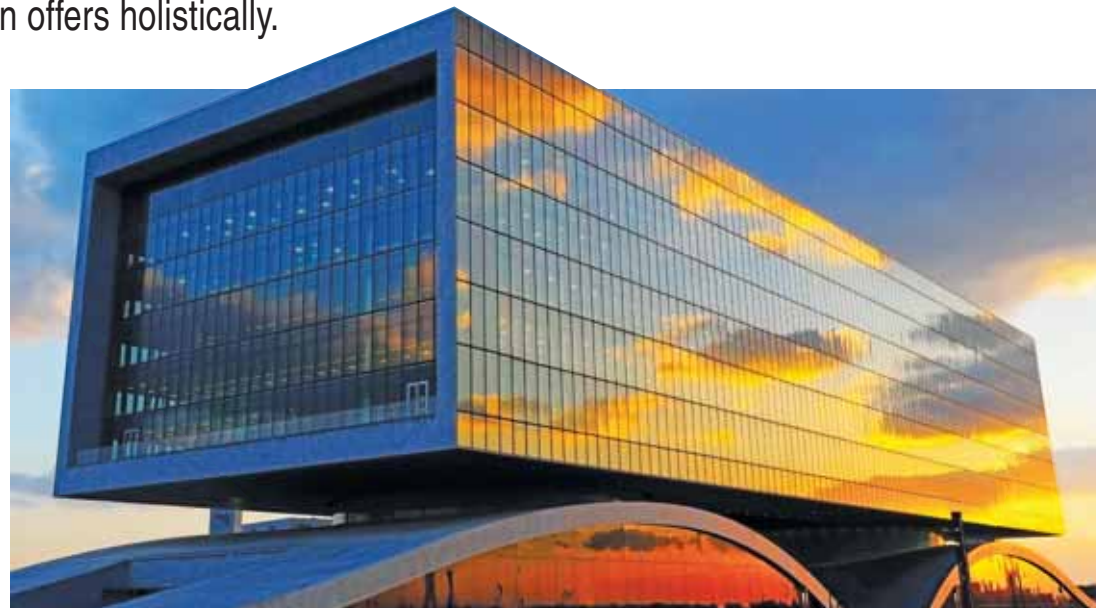
JESSY IYPE FROM BAHRAIN

Can you brief us on the history of EDB while enumerating its role in Bahrain?

The Economic Development Board of Bahrain was established in the year 2000 with a mandated focus on public sectors, economic reforms, attracting foreign direct investments and enhancing the business environment in the country. This also includes working with the government on improving policy and regulations. We focus on five priority sectors, these are: financial services, tourism, ICT, manufacturing and logistics. Bahrain is the most diversified economy in the Gulf and with oil and gas contributing to only 20 per cent of GDP. Manufacturing and logistics contribute 18 to 18.5 per cent to Bahrain's GDP. In the manufacturing sector, which is 14 per cent of Bahrain's GDP, the major component is aluminium segment which constitute 12 per cent. On logistics sector, we are spearheading in enabling value added services, freight forwarding, assembly and packaging.

Kindly enlighten on some upcoming projects

Bahrain is currently investing around 33 billion US dollars in new infrastructure projects. About 10-11 billion dollars of that goes to industries. There is a refinery expansion of about 5.5 billion dollar to double its capacity, there is a gas processing company which is expanding



and also an investment in a new 300 million dollar pipeline connected with the Kingdom of Saudi Arabia, the Gulf region's biggest economy. A second causeway is also being built connecting Bahrain to Saudi Arabia as well as expansion of the Bahrain International Airport. Approximately 15 million dollars are also being invested in social housing.

What is Bahrain's USP?

There is a lot of interest from international companies in Bahrain as a regional manufacturing and distribution base. Major international manufacturing businesses from all over the world use Bahrain as a hub, including India's JBF and Chemco, BASF, one of the world's biggest chemical companies, and Mondelez (formerly known as Kraft Foods), one of the world's biggest food manufacturers. The advantages of setting up

a manufacturing business in Bahrain include:

Geocentricity

Bahrain is strategically located at the heart of the Gulf, a market currently worth around 1.5 billion dollars and expected to reach 2 billion dollars by 2020. Bahrain is connected by a road causeway to Saudi Arabia, the Gulf's biggest economy, and has a number of free trade agreements with some of the world's biggest markets, including the United States.

Cost

Bahrain is 20-25 per cent cheaper than other GCC countries for cost of construction, manpower, utilities, trucking, or issuing commercial licenses, logistics where the cost of OPEX or CAPEX is less, including employee cost.

Regulation

Bahrain has a well-established framework of its

commercial laws and labour laws. Today, Bahrain is the only country in the region that offers 100 per cent foreign ownership in almost all activities without free zone restrictions. This means that products manufactured in Bahrain can be exported within the GCC with no requirement to pay duties.

Manpower

Bahrain has one of the highest skilled work forces in the region. In terms of employment, we have structured policies. Each business has localisation requirements, like all countries in the region, but companies often exceed these due to the high quality of labour available. Bahrainis are bilingual and are working across all industries.

Tamkeen

Tamkeen is an organisation that helps employees and employers. It provides salary subsidies, training and grants. They look

at certain criteria like hiring, salaries, nature of operation and export coverage. Being in operations for past 10 years, Tamkeen supports businesses based in Bahrain to find and train local talent, and helps Bahrainis to move toward self-employment and entrepreneurship, soft support to consulting, etc.

Infrastructure

Finally is availability of world class infrastructure, well serviced industrial parks, as well as the Bahrain International Airport and the new King Salman Port, launched in 2009 and managed by APM Terminals. Our port is the most efficient in terms of turn of and turnaround time. We have the Bahrain Logistics Zone for logistics activities, and for companies who want to establish redistribution centres. The Bahrain International Investment Park caters to companies interested in investing in the Kingdom



Hussain bin Rajab
Director, Manufacturing, Transport,
& Logistics Sectors, Economic
Development Board, Kingdom of Bahrain

Bahrain is the only country in the region that offers 100 per cent foreign ownership in almost all activities without free zone restrictions

and exporting globally. It is strategically located next to the port, a few minutes from the airport, and is on the highway to Saudi Arabia. Companies like JBF India, Mondelez, BASF and many other have benefited from the infrastructure facilities available in the country. Bahrain is also the Middle East hub for DHL, the global logistics company.

Taxation

Bahrain does not have any corporate or personal taxes and as far all we know there is no intention except for VAT, which, alongside other countries in the region, may be introduced from 2018.

BILATERAL TRADE BETWEEN BAHRAIN AND INDIA IN USD MILLION, 2011-2015

	2011	2012	2013	2014	2015
Non-oil goods imports	394,939,163	622,037,585	395,544,151	504,889,009	507,412,956
Share of non-oil goods imports	3.9%	5.7%	3.9%	4.1%	4.1%
Non-oil goods exports	483,119,221	317,111,797	162,063,807	170,417,340	130,146,403
Share of non-oil goods exports	7.9%	4.7%	2.2%	2.7%	2.5%
Total non-oil goods trade	878,058,384	939,149,382	557,607,958	675,306,349	637,559,359
Share of total non-oil goods trade	5.4%	5.3%	3.2%	3.6%	3.6%
Refined petroleum exports	351,433,971	210,408,789	112,915,245	56,270,744	35,971,173
Share of total refined petroleum exports	3.8%	2.1%	1.2%	0.6%	0.7%
Total goods traded (excl. crude oil)	1,229,492,355	1,149,558,171	670,523,203	731,577,093	673,530,532

(Source: CIO, NOGA)

Pave way to Gandhi's automated manpower

Dock Levelers by Gandhi Automations are designed as per EN 1398 standard for the most demanding loading and unloading operations.



Electro-hydraulic, mechanical and air-powered Dock Levelers offered by Gandhi Automations are not only a bridge for connecting a vehicle, but also facilitate fast, smooth and safe transition by compensating the difference in heights between the loading bay and the vehicle. This contributes to minimising energy used and savings on heating and chilling costs resulting in maintaining the quality of the transported goods.

Efficient loading & unloading the goods

The company has always designed solutions based on such scientific approach and feedback from clients. The Dock Levelers offered by the company ensure loading and unloading with lesser effort and minimal cost. 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. The driver drives back centring to the Dock Shelter and stops the vehicle the moment it gets in contact with the bumpers.

The Sectional Overhead Door is then opened only when the vehicle is positioned, brakes applied and engines shut off. This eliminates the exit of hot air, intake of cold air (or the opposite in hot and inside conditioned places) and intake of exhausting gases in the warehouse. After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck bed for loading/unloading to take place. At the end of the loading/unloading the Dock Leveler is put in rest position and the Sectional Overhead Door is closed, without moving the vehicle. The vehicle then departs at the end of the process.

Following are the two types of Dock Levelers: *Radius Lip Dock Levelers* allow the dock to connect with the truck bed, thus making it possible to

drive directly on and off with forklift trucks etc. *Telescopic Lip Dock Levelers* are ideal for connecting vehicles unable to drive near dock

i.e. sea containers, side loading railway wagons etc to obtain remarkable energy savings

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Custom Bonded Area

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CargoTalk/April-2017

IATA's perfect landing on virtual training

The International Air Transport Association (IATA) is focusing on introducing new innovation to improve efficiency in the air cargo industry. **Wee Kim Kian**, Assistant Director APCS Training and Innovation, IATA, shares their latest plans on virtual training.



SHEHARA RIZLY

Do share with us the latest plans on training undertaken by IATA?

IATA disseminates industry regulations, standards and best practice through training and continually introduces new instructional techniques to enhance the relevance, applicability and retention of knowledge and skills. Research has shown that combining the theory with practical examples in the form of case studies or simulation exercises creates an extremely conducive learning experience for participants. To maintain a high quality in

our training, we constantly invest in improving our training programmes and delivery methods.

Will all industry players be part of the new VR training?

We are introducing VR (virtual reality) technology in our training where it brings value. We carefully select the areas of implementation of VR and other technology in order to achieve a positive experience for participants and industry stakeholders. We welcome ideas from all industry stakeholders in order to offer fit-for-purpose and relevant training programmes that serve to

address the needs of the industry. We involve our stakeholders and training partners regularly through forums and workshops in order to prioritise the roadmap for our VR training.

Please explain this new methodology and the efficiency of this type of training

Getting access to live operational environments can be an administrative burden with the required security permissions and size of groups. In addition, training in a noisy environment with constantly moving equipment and vehicles under limited time constraints can be



Wee Kim Kian
Assistant Director APCS Training and Innovation, IATA

challenging and dangerous. Virtual reality technology makes the training safer, more efficient, and more effective. With VR, we can simulate a multitude of scenarios (for example, oil leakage/spillage, FOD (foreign object debris),

“Virtual reality technology makes the training safer, more efficient, and more effective. With VR, we can simulate a multitude of scenarios

misplaced equipment, damage on aircraft, speed of aircraft turnaround etc.). Additionally, we can alter the environmental conditions, such as ambient light and weather, to increase the realism of the virtual environment. To aid in

instruction, we can record the participant's actions in the virtual environment in order to replay the actions to highlight knowledge or skill gaps.

The 11th World Cargo Symposium 2017 opened on a remarkable note in Abu Dhabi. The symposium highlighted a thoughtful optimism to accelerate modernisation and focus on delivering high quality service. After several years of virtually no growth, the freight volumes began to grow in the second half of 2016. And the momentum is carrying over into this year with the demand rising nearly seven per cent in January. ↩

Ethiopian's new cargo routes to Europe

Ethiopian Airlines has announced that it has launched two new cargo routes to Europe; Milan, Italy and Zaragoza, Spain as of April 2 and March 28, 2017, respectively.



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Tewolde GebreMariam, Group CEO, Ethiopian Airlines remarked, “With the largest and most modern dedicated freighter fleet and the largest cargo network connecting African countries with their major trading partners around the world. Ethiopian Cargo is contributing its own share in the fast and sustainable economic development of Africa. Air freight plays critical role in international trade and especially in the carriage of high value goods, temperature controlled cargo like flower, fruits and

vegetables, pharmaceuticals, life science etc.”

While we are on the eve of the inauguration of the first phase of our state-of-the-art cargo terminal, addition of these cargo routes, makes our global air cargo service even more stretched to the world with adequate ground facilities and quality services. This move will further strengthen trade and commercial ties between Africa and Europe.”

Currently, Ethiopian is providing the European market with minimum weekly tonnage capacity

of 2,200 from Liege (LGG), deploying modern game changing fleet, Boeing 777 freighter.

Ethiopian is currently implementing a 15-year strategic plan called Vision 2025 that will see it become the leading aviation group in Africa with seven business centers: Ethiopian Domestic and Regional Airline; Ethiopian International Passenger Airline; Ethiopian Cargo; Ethiopian MRO; Ethiopian Aviation Academy; Ethiopian In-flight Catering Services; and Ethiopian Ground Service. ↩



United Airlines, Lufthansa Cargo enter into cargo JV

The carriers' joint venture route network will provide greater flexibility and time savings to customers.



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United Airlines (UAL) and Lufthansa Cargo have signed a joint venture agreement for extensive cargo cooperation on routes between the US and Europe. The cargo joint venture partners plan to provide a wide range of benefits to customers by cooperating on the availability of their capacity and aligning booking and handling processes.

The combined network offering creates additional benefits through access from either partner's booking channels along with coordinated handling processes and transfers at numerous stations. “The Lufthansa-United cargo joint venture will generate numerous benefits for our customers because our continental and transatlantic networks, our hubs and our fleet complement each other effectively,” said

Peter Gerber, CEO, Lufthansa Cargo.

“Cargo customers will appreciate the opportunities for quicker and easier shipping between key locations in the US and Europe,” said **Jan Krems**, President, United Cargo. This new JV is a result of Lufthansa continuing to expand its partnership programme as part of attempts to tackle current industry conditions. ↩



Conference on Need for Umbrella Body in Logistics Sector

11th May 2017, 9:30 a.m. at PHD House, New Delhi

Target Audience

- Representatives from Ministry of Road Transport and Highways, Shipping and Ministry of Railways
- Logistics service providers and 3PL companies
- Freight Forwarders and Air Cargo Agents
- Representatives from the trucking industry
- Warehouse and Cold storage owners
- Supply chain solution & technology providers
- Logistics Infrastructure Companies
- Faculties and students from logistics institutes and other academic institutions

Confirmed Speakers (till now):

- Mr. Sachin Bhanushali, CEO & Whole Time Director, GatewayRail Freight Limited
- Mr. P. C. Sharma, CEO & Whole Time Director, TCI Express Limited
- Mr. Ashutosh Bajpai, Vice President-India Operations, DHL Express
- Mr. Sushil Rathi, COO, Mahindra Logistics Limited
- Mr. Anil Arora, Founder & Director, M.J. Logistic Services Limited
- Mr. Manish Puri, Managing Director, India Linx
- Mr. Amit Bhagat, Partner, PwC India
- Mr. Brijesh Verma, Resident Partner-Agra & Co-Chair Indirect Taxes, Kochhar & Co.
- Mr Tarun Kalra, Vice President- North Region, MSC Agency India Pvt. Ltd.
- Mr. Priyajit Ghosh, Partner, KPMG India

The delegate fee is Rs. 4000/- (Inclusive service tax 15%)

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- Feedspot's editorial team and expert review



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Talk



India has the appropriate acumen for logistics

Logistics industry in India is evolving rapidly, despite weak economic sentiments, the sector continues to witness growth, says **Sumit Sharma**, Co-founder, GoBOLT.

The global logistics sector was expected to grow 10-15 per cent in the period 2013-14. Logistics industry is expected to reach over USD 2 billion by 2019. Rise of e-commerce logistics and increased domestic consumption will lead the way for the industry in the coming years. With a promise of growth and improvements, the service oriented logistics industry is ready to expand beyond the horizons in the latter half of this decade.

Challenges faced in India

The most essential challenge faced by the industry today is insufficient integration of transport networks, information technology and warehousing and distribution facilities. Regulations exist at a number of different tiers, is imposed by national, regional and local authorities. However, the regulations differ from city to city, hindering the creation of national networks.

Trained manpower is essential both for the third party logistics sector as well as the manufacturing and retailing sectors, which is very weak at a practical level, i.e., IT, driving and warehouse as well as at a higher strategic level. The disorganised nature of the logistics sector in India, its perception as a manpower-heavy industry and lack of adequate training institutions has led to a shortfall in skilled management and client

service personnel. There is a lack of IT standard, equipment and poor systems integration. Poor facilities and management are the reason for high levels of loss, damage and deterioration of stock, mainly in the perishables sector. It is essential to prioritise research and development so that the weaknesses in the industry can be taken care of and improved.

Panacea

Infrastructure is the backbone of every country's growth and prosperity and for the logistics industry to flourish special emphasis has to be on building world-class road networks, integrated rail corridors, modern cargo facilities at airports and creation of logistics parks which need to be given a status equivalent to Special Economic Zones.

Good storage and Warehousing facilities are important for the growth of the logistics industry. With the increase in the transportation of perishable products, the logistics agencies needs to give a lot of importance to enhancing the Warehousing facilities.

Warehousing is required to go to the next level taking into account the changing dynamics of JIT manufacturing, global procurement and new models of sales and distribution. Emphasis on research and development is potent.

Future prospects

The logistics firms are moving from a traditional setup to the integration of IT and technology to their operations to reduce the costs incurred as well as to meet the service demands. To support India's fast paced economy growth of logistics industry is very essential. It is estimated that the Indian logistics industry will continue to show robust growth of 10-15 per cent annually, leading the pace of growth of the economy at large.

With a new government many policies are expected to be implemented which will give a fresh impetus to India's growth engine particularly in the corporate and SME sector which in turn will expand demand for the logistics sector.

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



Sumit Sharma
Co-founder, GoBOLT



Ease of doing shipping

Transportation has become an easy business due to the varied containers and their components, explains **Sushant Sarin**, Sr. VP, Commercial Line, TATA AIG.

With the advent of the shipping container around 1949, the mode of transportation has become simplified. In the recent years, majority of the shipping companies have been outdoing each other by building larger and faster container ships. The trend that began sometime in 2006 with M.V. Emma Maersk (11000 TEU), today is being steered by M.V. MSC Global that can carry 19224 TEU (Twenty Feet Container Units) at any given time.

Though shipping containers come in varied sizes and types today, the most preferred type being used today is the closed body (General Purpose) Container. The common size for this is 20 feet or 40 feet and the same is ordered by the shippers, depending on the requirement.

The responsibility of arranging and stuffing a container can be outsourced to a CHA (Custom & Handling Agents) these days but most of the shippers prefer to get this done by their own logistics team. It is noted that most of the logistics agencies

today download a standard checklist from the internet & use it as their Standard-Of-Procedures for container selection and stuffing, not realising that selection and inspection of container is different for different types of cargoes and should be tailor made and more rigorous depending on the type and the nature of the cargo.

Containers for dry, refrigerated and liquid cargoes must comply with international requirements for road, rail and sea transportation. A proper inspection of the container should be divided into two main sections: Container Defects and Container Security.

Security

- ❖ To check for new screws, nut & bolts or rivets around door handles, locking mechanisms, floor and hinges.
- ❖ To check that the container number is clearly displayed outside & inside of the container.
- ❖ To check that the corrugated walls on all sides are of the same type & design.
- ❖ To check for the signs of tampering with hinges.

- ❖ To check for unwarranted usage of plywood or any other lining inside the container – double wall can be used for drug trafficking – the danger is more in refrigerated containers as they have insulated walls.

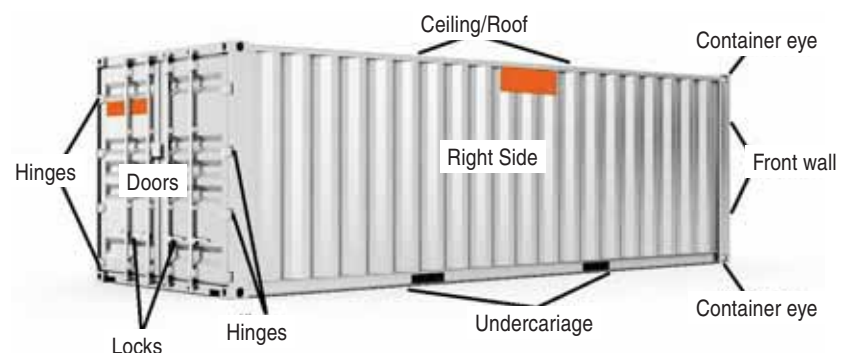
- ❖ Closures should be secured with metal and other seals in order to reduce the risk of theft (record the seal number)

Carrying out these tests makes your cargo safer. Yet, for transit losses that happen despite all precautions, the solution is marine insurance.

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



Sushant Sarin
Sr. VP, Commercial Line
TATA AIG



EVENT TALK

MAY 2017

Cargo Logistics	Lisbon, Portugal	3-6
Transbaltica	Lithuania	4-5
Automotive Logistics Supply Chain Conference 2017	Atlanta	8-10
Transport Logistic	Germany	9-12
Air Cargo Europe	Germany	9-12
PHD Conference on "Need for Umbrella Body in Logistics Sector"	New Delhi	11
4th MENA Cold Chain Forum	Dubai	16-17
CUF 2017	Pune	18
CII Supply Chain 2017	New Delhi	18
Pharma Logistics Week	US	22-25
Supply Chain Innovation Summit 2017 China Focus	Shanghai	25-26

JUNE 2017

Air Cargo 2017	Orlando	4
FlyPharma	Brussels	6
International Logistics & Material Handling Exhibition	Spain	6-8
140th Slot Conference	Kuala Lumpur Malaysia	13-15
Global Cold Chain Expo	Chicago	13-15
3PL & Supply Chain Summit	Chicago	14-16
EMEA Supply Chain & Logistics Summit & Expo	Barcelona	19
7th Lognet Global Annual Conference	Miami, USA	23-26
Omni-Channel Fulfillment & Logistics 2017	Los Angeles	26-28
SCTECH 2017	Mexico	27-29
17TH China International Transportation and Logistics Expo (CITLE)	Chengdu	28

September 2017

Cool Chain Pharma Conference	Budapest	18-19
Air Cargo Handling	Budapest	19-20

Go multi-modal digital for cargo

Sustainable Development Goals of Sustainable Transport and Peace conference held recently at the United Nations, Geneva, discussed the need to foster social, economic and environmental development.



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Transportation drives development; enabling trade, tourism and economic growth and allowing people to access jobs, services, education and the interactions that help create fulfilled lives. Sustainable transport, by extension, drives sustainable development, advancing the people-centered goals while protecting and preserving the planet and its resources for generations to come. Sustainable Development Goals of Sustainable Transport and Peace conference held at United Nations, Geneva on April 12-13 was led by led by **Anatoly Karpov**, President, International Association of Peace Foundations, and **Eva Molnar**, Director – Transport Division, United Nations Economic Commission for Europe (UNECE).

Amar More, CEO, Kale Logistics Solutions said, "The automation in the industry is heterogeneous which is leading to lack of data exchange and poor visibility for shipments. These result in higher inventory in supply chain and hence higher logistics costs." Emphasising on the need for disrupting



the inefficient supply chain cycle, he added, "Technology will be playing a very critical role in the freight Industry, multi-modal cargo community system is a breakthrough innovation for the industry that helps the exporters, importers, forwarders, customs brokers, custodians, ground handlers, airlines, shipping lines, chambers of commerce, customs, local regulatory authorities exchange data with each other digitally using several forms of electronic data interchange (EDI). Kale has had the privilege of creating India's first multi-modal cargo community system, UPLIFT, and world's first most comprehensive Airport

Technology will be playing a very critical role in the freight Industry, multi-modal cargo community system is a breakthrough innovation

Cargo Community system, GMAX, both of which are Global Benchmarks and are being adopted as well as emulated globally. The conference witnessed participation from Heads of State and Government, UN officials, private sector CEOs and civil society leaders. The conference comes at an opportune time when governments, businesses and civil society are moving quickly to take actions that are needed to achieve sustainable development. The two-day conference

featured plenary sessions as well as parallel thematic discussions on various sustainable transport-related topics, including railway transport as a key driver of sustainable transport, sustainable air cargo, research and innovation, digitalisation of the freight and passenger transport documents, facilitating international trade by creating multimodal digital cargo communities and specific situations and policies of few countries.

KPCT to set up coastal cargo berth

In line with its ambitions to emerge as a coastal cargo hub on the east coast of the country, Krishnapatnam Port Container Terminal (KPCT) has decided to set up a dedicated coastal cargo berth by May end to handle the growing coastal cargo traffic. The container terminal, which handled 2,55,000 TEUs (Twenty-foot Equivalent Units) of cargo in 2016-17 and is eyeing around 3,50,000-400,000 TEUs this fiscal, has also set its



sights on pharma cargo coming to and originating from Hyderabad as well as scrap imports, among others, to propel the next phase of growth. "We already have two berths. We will now be setting

up a dedicated smaller berth for coastal cargo, which should be ready by May end. We already have a 650 metre berth length and just have to move the agri cargo that we were handling at one

end and put up some equipment instead to start off," KPCT director **Vinita Venkatesh** said, adding that the terminal is looking at around 5000 TEUs per month of coastal cargo exports and 2000 TEUs per month of imports.

KPCT currently has a draft of 13.5-14 metres, is now deepening it to nearly 15-15.5 so that it can handle larger sized vessels. The terminal has its own dredgers and have started the work.

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AMAR MORE

*CEO
Kale Logistics Solutions*



I love watching and playing cricket, football, tennis. I have rerepresented colleges and companies”

Amar More, CEO Kale Logistics Solutions prefers spending time with his family when not working. He is an aficionado of sports and has represented his college and companies in cricket at several levels. “I love watching and playing sports like cricket, football, tennis,” he informs. More loves to eat home cooked Maharashtrian food. “Especially the food that we make on festivals as offerings to God which includes sweets like Shrikhand Puri,” he says. Talking about his most preferred vacation spot, he says, “I haven’t been fortunate enough to experience the beauty of Kashmir, but I feel the natural beauty of Switzerland is divine.”



CAPT RAM IYER

*Vice President
Seahorse Ship Agencies*



Singapore is the place where I started my sea career, and it feels good to just soak in the ambience”

Capt Ram Iyer, Vice President, Seahorse Ship Agencies, loves reading books in his respite. “Spending time with friends and family and indulge in gardening and assist in household work are always my priority whenever am able to get away from work,” he says. Iyer tries and keep up with the latest in Soccer, Cricket and most other sports in the international arena. Having travelled quite a bit, Iyer is a bit partial with holidaying Singapore, Paris and London. “Singapore is the place where I started my sea career and hence it always feels good to walk around Singapore and just soak in the ambience,” he tells.



VINOD K. CHOWDHRY

*Advisor Past President
FFFAI and DCCAA, Past
Vice Chairman South
Asia Federation of Freight
Forwarders*



I also spend time in spiritual reading towards self-realisation, and mentoring”

Vinod K. Chowdhry, Advisor Past President FFFAI and DCCAA, Past Vice Chairman South Asia Federation of Freight Forwarders and UN (ESCAP) Resource person on Freight Forwarding and MMT spends his time in social work with Lions Club, particularly in organising eye camps and cataract operations. “I also spend time in spiritual reading towards self-realisation, and mentoring,” he adds. Chowdhry finds Indian meals to be the best. His favourite vacation spot is Puducherry. “My memorable holiday has been to Quebec City, in Canada. It’s unique French culture fascinates me,” he informs.



EKTA BHATIA

*General Manager
Multimodal Express*



“I love the ambience of Goa. The sandy beaches, the cuisine is just stupendous”

Ekta Bhatia, General Manager, Multimodal Express, involves herself in social networking as she feels social media is the new platform to engage, interact and aware more consumers. When asked if she like playing any sport, Bhatia replies, “Honestly, I am not interested in any kind of sport.” Bhatia enjoys Chinese and Thai. Her all-time favourite holiday destination is Goa. “I love the ambience of Goa. The sandy beaches, the cuisine is just stupendous. Whenever I am in Goa, I unwind myself wholly here.” “The place is always the most favourable holiday destination for me,” she adds.





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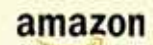


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