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CARGO TALK

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Port of growth & opportunities

Port-led development has been given highest priority through the commissioning of projects like the Sagarmala. **CARGO TALK** delves into the factors for sustainable infrastructure under Sagarmala for boosting growth for ports.

 KALPANA LOHUMI

With the aim to modernise country's ports, so that port-led development can be augmented, and coastlines can be developed to contribute in India's growth, the government of India had launched Sagarmala programme in 2015. The Sagarmala is a series of projects to leverage the country's coastline and inland waterways to drive industrial development. The concept of port-led development is central to the Sagarmala vision. Port-led development focuses on logistics intensive industries (where transportation either represents a high proportion of costs, or timely logistics are a critical success factor). The flagship programme by the Ministry of Shipping will help in reducing the logistics cost for both domestic and EXIM cargo with optimised infrastructure investment. The government is aiming a double-digit growth rate for the country with this



programme. **CARGO TALK** sought veterans opinion on what opportunities Sagarmala project opens for the maritime logistics trade. Sharing his take on how this programme will enhance efficiency of ports with modernisation of infrastructure and last mile connectivity to major port, **Dinesh Gautama**, President, Navkar Corporation, says,

"Ports are a key factor in the development of any country. India is blessed, officially (and as per the Constitution) with about 199 ports (12 being major that include 11 trusts and one corporate port). About

40 per cent of the ports are operative while many others have been subsumed into the local municipal infrastructure. A port becomes effective when it has an efficient connectivity. So, there is a crying need to look into the connectivity factors of evacuation of imports and feeding of exports. With today's JIT

(Just In Time) concept, last mile connectivity features high on the list of exporters and importers and it is towards this that all should concentrate in."

Sustained growth in long run

"Port-led development is definitely a good way to achieve sustained growth in

the long run. Ports are major source of employment and since centuries, large cities have developed around the ports due to the commercial activity which the ports created. The government has initiated 21 projects for last mile connectivity by rail mode, under the Special Purpose Vehicle (SPV) of Indian Port Rail Corporation and Ministry of Shipping, has signed an MOU with NHAI for 79 projects for connectivity by road," informs, **Vivek Kele**, Immediate Past President, AMTOI.

Scope for reduction in costs

Ashish Mahajan, Managing Director, Landmark Logistics, believes, "Globally, maritime nations such as China, South Korea and Japan have effectively used their coastline for port led development. Port modernisation and new port development, port connectivity enhancement, port-linked industrialisation and coastal community

Contd. on page 6 ▶

SOUTH INDIA

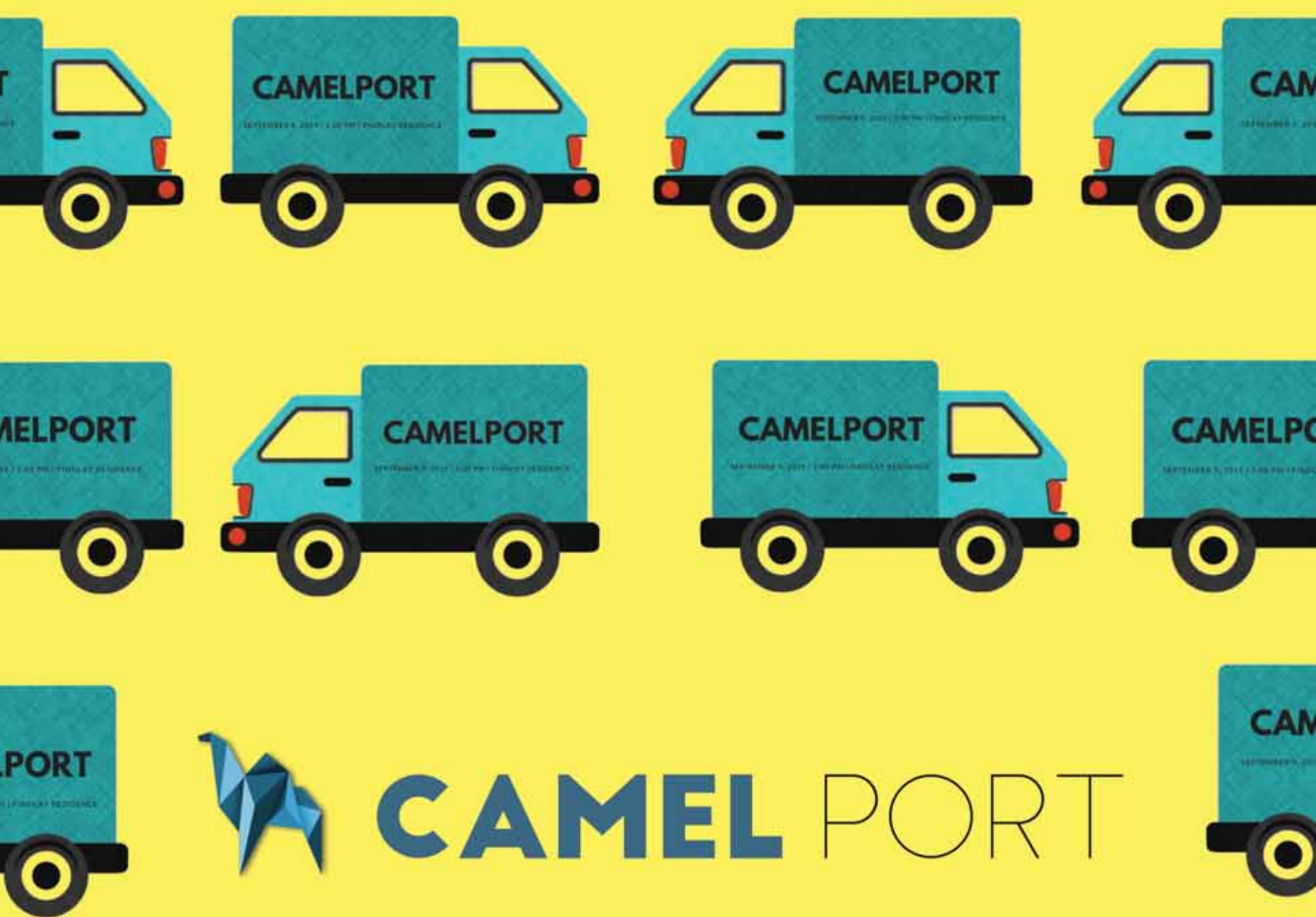
CUDCT launched at Trivandrum International Airport

A common user domestic cargo terminal (CUDCT) has been rolled out at the Trivandrum International Airport. Airlines operating from domestic terminal of the airport, namely Air India, Indigo, Jet Airways

and Spice Jet will handle cargo operations through the CUDCT. **Keku Bomi Gazder**, CEO, AAI Cargo Logistics and Allied Services Company (AAICLAS) has inaugurated the facility at the old domestic building of the airport. An X-ray

machine for the CUDCT was brought from Mumbai. The facility was set up at a cost of ₹50 lakh. "We hope to have nearly 500 tonnes of cargo movement in the first month and increase of 15-20 per cent in the coming months," said Gazder





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Antonov flies high with Indian airports

Antonov Airlines specialises in international cargo transportation. **Michael Goodisman**, Business Development Director, Dreamlifts, Antonov Airlines, sees potential in the Indian market and shares future growth plans.



CT BUREAU

Since when you are operating in India?

We were the first to operate charter air transportation of large-size and extra-heavy cargoes on the AN-124 commercial, way back in 1989. We started with one aircraft and its successful operations formed a new market segment on airlift of super-heavy cargoes. We are flying in India since the beginning.

AN-225 Mriya made its first landing in Hyderabad, what are your basic requirements in choosing the airports?

AN-225 stopped at Hyderabad for refuelling the aircraft while en-route Australia. The idea behind bringing the aircraft here was also to showcase the



technological capability of Ukraine-based Antonov.

The AN-225 has one of the longest runway requirements for any aircraft. At required take-off field length of 9,842 ft, it requires extreme power to get this bird airborne, limiting its use to only the largest airports.

Are you looking for more airports in India?

Yes, we are in talks with the Delhi airport. In

terms of technical runway performance and taxi ways and strength, they are technically suitable.

How many cities are you covering in India?

With AN-225, it's Hyderabad, we are trying to add Delhi also. For AN-124 it's Delhi, Mumbai, Chennai, Hyderabad, Bengaluru. We are very comfortable flying from Indian airports; it's never a worry.

Which are the strongest verticals?

The airlines' strongest sector is defence and aerospace, which continues to grow and make significant amount of business. Across the board in all sectors, the demand is from the Middle East, Africa and Asia and mainly from Europe and the US to these regions.

In terms of aerospace, it is quite consistent and demand persists. We see

projects in the pipeline there for the long-term.

Why you have chosen Flywell Aviation for India as part of ongoing global growth programme?

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Michael Goodisman
Business Development Director,
Dreamlifts, Antonov Airlines

“
The airlines' strongest sector is defence and aerospace, which continues to grow and make significant amount of business
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Steady growth

The government and the industry efforts have had no let-up towards the gradual growth of the industry. There is a balanced improvement in the Indian logistics industry.

The government is taking several initiatives to cut logistics cost and to increase import and export with neighbouring countries. In our cover story, **CARGOTALK** unravels the nuances of the crucial Sagarmala project to know how port-led development will reap modernisation of infrastructure and last mile connectivity to ports.

The India Cargo Awards were held in the month of October to recognise the efforts of the real runners of the industry. The evening saw the fine presence of industry leaders. Flip on to read our award supplement along with the issue!

The latest developments in the logistics industry has been the standardisation of the tax system by putting Goods and Services tax (GST) in place. The industry feels that the tax has enabled cash crunch in the sector. But, with the government and stakeholder's discussion on the challenges, it is anticipated to get streamlined in the near future. However, on the warehousing industry front, with the GST in place, the industry is excited with the ease in work and the current trend of skilled work force to highly automated/smart techniques of warehousing or distribution.

The Indian government is currently investing in the country's infrastructure on a massive scale – whether this involves roads, railway lines or waterways. The budget for upgrading roads alone is worth almost \$14 billion until 2018. The fact that the government is serious about the logistics industry is reflected in the initiatives to better the sector on a daily basis.

What plagues some of the ports

According to the ICRA report, container volume growth at non-major ports posts CAGR of 20 per cent in five years compared to the major ports that post a CAGR of 2 per cent during the same period.



CT BUREAU

Container volumes at non-major Indian ports like Mundra, Pipavav, Hazira and Katupalli ports have registered a combined CAGR of 20 per cent (from 1.7 million TeUs to 4.5 million TeUs) for the last five years (2012-17) as against a meagre CAGR of 2 per cent (from 7.7 million TeUs to 8.4 million TeUs) by major ports in this period. Thus, major ports have under-performed in comparison to non-major ports during this period. Overall container volumes at Indian ports registered a CAGR of about seven per cent for the last five years.

According to **K. Ravichandran**, Senior Vice-President and Group Head, Corporate Ratings, ICRA, "This under-performance can be attributed partly to delays in capacity additions at major ports, especially, on the western coast, where nearly the entire incremental volumes have been absorbed by non-major

ports. Moreover, non-major port operators have been aggressively wooing the container lines with better rates and service levels. Nonetheless, major ports continue to account for a majority of the containers handled at about 65 per cent, albeit on a declining trend, and offer a significant opportunity for port logistics players. Going forward, commissioning of capacity additions at the Ennore port (already commissioned in June 2017), JNPT and other ports should result in some shift back to major ports and support volume growth for the port logistics players operating at major ports."

Thus, ICRA believes that the higher container volumes at major ports will expand the market for the port logistics players and ease the competitive pressures for players operating at the major ports over the next three to four years.

As regards near term outlook for the port logistics sector, container logistics

sector is expected to display modest growth overall in the current fiscal as the international trade volumes are likely to remain subdued. The credit profile of the CFSs which are located near ports witnessing subdued growth, having high competitive intensity and where Direct Port Delivery (DPD) model is gaining traction would remain impacted unless these players differentiate themselves based on service quality or diversify their operations to other ports. The near-term outlook for the Container Train Operators (CTOs) also remains subdued due to high competition from the road freight operators. "However, notwithstanding the current slowdown in economic growth, long-term prospects for these segments remain favourable as container traffic volumes grow. Besides, port logistics industry should benefit from favourable demand environment over the long term due to ongoing projects such as dedicated freight corridor (DFC) and Delhi-



K. Ravichandran
Senior Vice-President and Group Head,
Corporate Ratings, ICRA



This under-performance can be attributed partly to delays in capacity additions at major ports, especially, on the western coast



Mumbai industrial Corridor (DMIC), as well as opening up of new businesses segments like 3PL and cold chains," Ravichandran added.

PAN INDIA

Focus on transport logistics

The Indian government is currently investing in the country's infrastructure on a massive scale be it roads, railways or waterways. The budget for upgrading roads alone is worth almost \$14 billion until 2018.

Says **Vishesh Kathuria**, Vice President, IMAP India, "The government has budgeted \$14 billion for 2017/18 and therefore paved the way for

upgrading 14,000 km of roads." Kathuria believes that the distribution of freight within the modal split is another problem. "Too little consideration is given to railway and shipping traffic when it comes to cargo, although India is home to the fourth-largest railway network in the world and there are more than 15,500 km of waterways available for transport." The latest developments in the infrastructure sector, in



the standardisation of the tax system, but also in the field of digitalisation and the booming e-commerce

business are opening up the Indian logistics market to a large number of foreign companies.



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Kale Logistics hand-in-hand with IPCSA

The International Port Community Systems Association (IPCSA) has expanded its membership by welcoming Kale Logistics Solutions, the first Indian company, to join IPCSA. This will enable Kale to share its industry experience.



Kale Logistics' Container Digital Exchange system at Tuticorin port has been presented to the Honourable Prime Minister of India, as one of the top industry innovation in trade facilitation. A case study on Kale Logistics' IT solutions has also been published in the 'Supply Chain Management' book co-authored by Kellogg's Business School professors and the solutions have been considered in Top 10 innovations by KPMG in their Adding Wings publication. India's first multi-modal Cargo Community System (CCS) UPLIFT and world's first comprehensive Airport Cargo Community system, GMAX are Kale Logistics' creations.

Speaking about Kale Logistics' community and ERP solutions, **Amar More**, CEO, Kale Logistics Solutions, said, "Our community systems are very different from the traditional CCS, as they play a much wider role than functioning solely as a forwarder for an airline or forwarder to Customs EDI. They allow SMEs to run their entire business on the CCS application and have several fulfilment mechanisms, including web portals, system-to-system integration and bureau services. We provide a completely neutral platform, so there is no conflict of interest. Our Community Systems are available as SaaS too.

Our solutions are available across multiple platforms like PC, mobile phones, etc. The distinct feature of our solutions is that we give users tools to prevent service failures rather than report service failures which many other systems do."

"We are experiencing a wide demand for our solutions in America, Europe, the Middle East, Africa and the Far East and are already working with several industry associations and airports. By joining IPCSA, we will be able to share and enrich

our industry experience, learnings and adoption strategies by interacting with global industry peers. There is a great potential within IPCSA for collaborating and combining each other's solutions to enable fast turnaround times and a

digital infrastructure for trade facilitation. We look forward to building digital corridors between the other community system operators and connecting the global logistics industry more closely", More, added. **Richard Morton**, Secretary

General, IPCSA, said, "IPCSA continues to expand and represent its members at the highest levels, including through our consultative status at the International Maritime Organization and Special Consultative Status at UN ECOSOC."

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Trivia

- ◆ Kale Logistics Solutions is a global IT solutions provider focused on providing cutting-edge technology solutions to the logistics industry.
- ◆ Its solutions portfolio ranges from 'Internal Business Automation Systems'(ERP systems) to 'Community Solutions' that help various players in the logistics value chain to communicate and transact with each other electronically.

Sagarmala project enables connectivity

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development under the Sagarmala project has an immense scope for reduction in transportation and logistics costs and boosting export competitiveness through developing port-proximate industrial clusters.”

Prakash Tulsiani, Executive Director & COO, Allcargo Logistics, shares, “Priority should be given to augmenting the operational efficiency of existing ports through infrastructure modernisation especially on the land side. Emphasis should be placed on installing advanced cargo handling processes, scalability in processes and mechanisation of port operations.”

New initiative in pipeline

“For trade to boost, industrial development of areas in and around the port is crucial. Improvement of last-mile connectivity remains critical to reducing delivery lead times through connecting major ports with industrial hubs and regions of production/consumption activity. Heightened pace of road construction along with the development of DRFC are positive reinforcements in this direction. Fast-pacing last-mile connectivity initiatives and developing road and rail linkages will lead to port-led industrialisation and play a key role in the development of the economy,” Tulsiani explained

“The government plans to develop six new ports across five coastal states of India which means more business opportunities for maritime trade,” adds Mahajan. Continuing the opportunities given by Sagarmala programme, Gautama shares, “Logistics plays an important role in connectivity of export-import trade. Sagarmala is all



Dinesh Gautama
President
Navkar Corporation

“
A port becomes effective when it has an efficient connectivity. There is a need to look into the connectivity factors

about connectivity. Efficient connectivity will bring about a major change in the way the citizens life will improve.”

Sea of opportunities

According to Tulsiani, “The ambitious Sagarmala project will provide a much-needed uptick to maritime logistics trade and position India as a global logistics hub. It has the potential to lay the foundations for the setting up of industrial zones and logistics parks around ports. It also encompasses in its scope to create coastal economic zones and improve employment opportunities for coastal communities through education and training programme. The project can also fast-track the development of offshore energy projects in the country.” “The new infrastructure created under the Sagarmala programme will give logistics service providers an opportunity to configure new logistics solutions for their customers



Prakash Tulsiani
Executive Director & COO
Allcargo Logistics

“
Priority should be given to augmenting the operational efficiency of existing ports through infrastructure modernisation

which will be optimised for costs and time,” feels Kele.

“A study released by the Ministry of Shipping estimates that the Sagarmala project can save up to ₹40,000 crore per year on logistics spends by key industries. India provides a significant potential for movement of cargo using the coastal shipping line — which is significantly cheaper than road or rail transport. The project aims to leverage to drive industrial development, thereby, reducing the load factor of goods transported through roads,” informs Tulsiani.

“Political pressure, lack of autonomy, absence of incentives, excessive bureaucracy, and hierarchical rigidities are contributors to the current state of the Indian ports. There are also problems with average pre-berthing turnaround time, which is around three days and is quite high as compare



Vivek Kele
Immediate Past President
AMTOI

“
Port led development is a definitely a good way to achieve sustained growth in the long run

to other international ports like Singapore, Hong Kong etc. These low performance indicators are primarily because of the poor road and rail container evacuation infrastructure from the port,” elucidates Mahajan.

Current trends

According to the Ministry of Shipping, around 95 per cent of India's trading by volume and 70 per cent by value is done through maritime transport. To explore the untapped potential of long coastline of over 7,000 km, veterans throw light on the trends affects ports development. “There is a growing trend to look into containerisation and liner shipping where seaports are concerned. Container Terminals are coming up in many regions. However, the movement of cargoes towards new terminals is taking time due to road infrastructure, regulatory factors, non-digitisation and procedural wrangles.



Ashish Mahajan
Managing Director
Landmark Logistics

“
Sagarmala project has an immense scope for reduction in transportation and logistics costs and boosting export competitiveness

These factors should be attended to as they affect the seaport development,” points Gautama.

“The current trends in India will see more private players participating in the sea port developments, there is a likely hood of some consolidation happening in this space as APM terminals is looking to sell their assets in India, under the Sagarmala project. We will see more terminals being developed for handling coastal cargo at all major, minor and private ports,” notes Kele.

“Coastal Economic Zones (CEZs) have been proposed as economic regions hosting industrial clusters. CEZs are aimed at reducing time and costs required for export/import movement and domestic cargo, thus becoming a focal point of port-linked industrialisation. In addition,

they have the potential to create direct and indirect employment of 4 million and 6 million respectively,” tells Mahajan.

“For sea ports to be effective and efficient, land side development is key. Ports are efficient only when there is effective and timely evacuation else ports would be choked. CFS, logistics parks, road and rail network are needed for ports to evacuate. Further, deployment of advanced technological tools for seamless freight management and cargo handling are impacting the manner in which modern seaports function,” explains Tulsiani.

Digitalisation is the key

“Technological disruptions and digital tools are changing the functional paradigms of the logistics industry and helping in the process of port development. Technologies like big data and advanced GPS navigation systems are emerging as key factors in monitoring the movement of products. Deployment of sensors and radio-frequency identification (RFID) technology is largely helping in tracking container movement and calculating business volumes. Implementation of advanced data security systems to protect crucial data against cyber-attacks can also go a long way,” points Tulsiani.

Agreeing with the fact that digitalisation is a way ahead, Kele says, “The industry associations are already collaborating with Indian Port Association to launch PCS 2.0. This is envisaged to be in state of art digital platform which will bring stake holders together with reduction in transaction cost and time.”

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Distribution Redefined

GST now provides respite to warehouses?

With the roll out of Goods and Services Tax (GST), warehousing has come out as one of the biggest beneficiaries. CARGOTALK explores how the warehousing industry is getting a makeover through the advent of the tax regime.

 KALPANA LOHUMI

Apart from the conventional service of storing, warehousing plays a crucial role in the economy by packaging, labelling, quality inspection, bar-coding, reverse logistics and other value-added services. The rollout of the tax reform measure could reduce total number of warehouses in the country by at least 40 per cent in the coming months, according to industry experts. GST is aimed to reshape the warehousing industry with reduction in number of warehouses, better inventory control, reduced cost, more organised warehouses, to name a few. CARGOTALK takes a glance on how's the consolidation of warehouses helping the industry to grow further, in the post GST scenario.



Bipin Kulkarni, VP Sales and Marketing, Spear – An FM Logistic Company, shares, “Market integration in the post-GST era has brought a uniform tax regime cuts across regional boundaries and had made taxation an irrelevant parameter for the warehousing and distribution. GST has facilitated centralisation and consolidation of warehouses without adding, rather reducing, the costs. Consolidated warehouses facilitated to adapt better automation/technological changes reducing human resource and rising cost involved with it. Post GST companies are looking for consolidating cost with help of Multi Client Facilities (MCF). We are already witnessing lot of new opportunities in warehousing sectors. Post GST, MCF will be preferred choice of customers.”

Chandra Sekar K, CEO, Jayem Warehousing, says, “The practice of maintaining multiple warehouses across the states to avoid CST and entry taxes will be a story of the past. Consolidation of warehouses in few strategic locations will result in cost efficiencies with reduction in the cost on real estate, labour and transportation. Consolidation will mean lesser number of stocking points, no stock outs and lower demand variation. This in turn improves demand planning. Companies can now make decisions on warehouse location, size, technology adoption, and supply chain model based on logical factors like proximity to consumption centers, manufacturing locations, and inventory control, etc.”



Chandra Sekar K
CEO
Jayem Warehousing



Vineet Kanaujia
India Cargo Awards winner 2015 & Vice President – Marketing, Safexpress.



Rajiv Passi
Head Express, Sugam Group & India Cargo Awards winner 2016



Bipin Kulkarni
VP Sales and Marketing, Spear – An FM Logistic Company & India Cargo Awards winner 2016

“Consolidation will mean lesser number of stocking points, no stock outs and lower demand variation”

has ushered in an era of upgradation and consolidation of warehouses in the supply chain & logistics industry. New mother warehouses will come up at key strategic locations, which can cater to the needs of customers based pan-India. GST has a positive impact on the warehousing sector, as demand will now be driven by consumption patterns

“GST has a positive impact, as demand will now be driven by consumption patterns and customer’s preferences”

and customer’s preferences rather than tax-friendly locations,” points, **Vineet Kanaujia**, Vice President – Marketing, Safexpress.

“Moreover, the average speed of goods transportation has also gone up. Cargo trucks are able to cover longer distances. The supply chain & logistics industry would therefore be both an

“With GST, redesigning the flow of movement with warehousing at strategic locations will come into action gradually”

enabler and beneficiary in the Indian economic growth saga for years to come,” he continued.

With GST, redesigning the flow of movement with warehousing at strategic locations will come into action gradually. With the aim of reducing operating cost, purely being based on supply chain efficiencies

“GST has facilitated centralisation and consolidation of warehouses without adding, rather reducing, the costs”

only, corporates will tend to consolidate their scattered facilities to one with better capacities and better technical support which would be around major consumption centers. Decisions on warehousing would be influenced basically on reach to market, size and quality requirements,” explains, **Rajiv Passi**, Head Express, Sugam Group.

“Our first of many MCFs in Bhiwandi near Mumbai will start from early December. This will be a state-of-the-art facility which will have 250,000 sq.ft. of space under single roof and a storage capacity of 35,000 pallet positions, supported by WMS and handling equipment. Another MCF for NCR region which will be approx. 600,000 sq.ft. in area will be operational by next year,” Kulkarni informs.

From mere brick and mortar shelters to highly sophisticated stockrooms, the warehousing industry is getting a quick makeover with the tax regime. “Today’s modern warehouse design is larger, taller, wider, brighter, smarter, and more flexible. Basic design in the 21st century includes higher ceiling heights (36 feet and higher), flat concrete floor surfaces, LED and natural light features, expanded trailer storage, and highly automated materials handling equipment operated by intelligent software. Technology applications, advanced automation, and progressive building design all add up to provide flexible support

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Journey from a godown to a warehouse

Contd. from page 8 ▶

to end-to-end supply chain," adds Sekar.

Echoing similar views, Kulkarni says, "From godowns to warehouses, the industry has come a long way to become the backbone of manufacturing and other industries. It is growing fast, undergoing various dynamic and technological changes reducing human effort. Technologies like tracking mechanism, warehouse management system, material handling equipment, just in time, packing & pre-packing, kitting & de-kitting, bundling, pricing and many more has changed the face of warehousing services provided by 3PL companies."

"Although initial reactions against GST may have been extreme in some places, but things are settling down for sure, and teething troubles will ease, too. The main challenge will be a commitment by the supply chain & logistics



firms to adapt to the change and make GST readiness a pre-requisite within their companies as well as amongst their vendors and suppliers. Once the paperwork is in place and the understanding of the tax regime sets in, the initial problems will be ironed out soon," Kanaujia adds.

Effect of GST on existing warehouses

Commenting on the current state of smaller

warehouses that are already existed/existing in the country, Sekar informs, "Smaller warehouses will either be shut down or merged with bigger warehouses for operational efficiencies. Most of these warehouses are operating below their capacities and the requirement of having warehouses in each state is no more a necessity."

Kulkarni notifies, "Decision to have a

warehouse will not be based on the tax consideration but purely based on consumption centre. Companies prefer to have warehouses closer to bigger consumption centers. Moreover, not all industries are consolidating their warehouses; industries like auto and engineering are not affected much as they still have to run smaller warehouses near OEMs to cater to their JIT demands. However, FMCG and retail companies are consolidating."

New horizons

"For supply chain & logistics industry, after initial hiccups, the dust is settling down slowly. As we move ahead, interstate form filling is getting reduced in a big way, and the transit-time from Destination A to Destination B will keep coming down. Not to forget that warehouse locations will no longer be dependent on state taxation systems and transportation of goods will keep getting more efficient," shares Kanaujia.

"3PL industry is evolving from traditional service delivery systems to highly integrated and technically equipped player striving to meet the service demands. Because of the fewer warehouses, the warehouses can be ramped up and equipped with state-of-the-art technology to facilitate long term benefits.

Latest WMS and modern robotics can be used for the effective and efficient warehouse management," enlightens Sekar. "Warehousing industry is experiencing whole new change in the trend right from skilled work force to highly automated/smart techniques of warehousing or distribution. Improved technological changes and efficient operations will facilitate better supply chain for all the manufacturers," opines Kulkarni. ↴



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Gearing Indian logistics for a tough game

Despite having the suitable resources, the country's logistics sector is not performing up to the mark. Industry experts share the present scenario and future needs of the cargo industry to make it on a par with the international standards.



KALPANA LOHUMI



S Ramakrishna
CMD, Balaji Mariline

The logistics industry is dependent on the establishment of the economy of scale in manufacturing which has a direct accessibility of raw material, consumption of finished product and excess of finished product to be redistributed or exported. The other aspect is the climatic conditions in various places in India itself. If the fundamental phenomenon is understood and industrialisation happens then the industry would grow by leaps and bounds. In the pre-1985 period, more than 70 per cent of the ex-im trade was from North of India. The

first inland container depot came up in Pragati Maidan and thereafter, in Tuglakabad, thus, establishing multimodal activity in the true sense.

The Indian logistics players are not limiting their activity to local level but also to neighbouring countries like Bangladesh, Bhutan, Nepal, Pakistan, etc., by road apart from sea to Sri Lanka, Bangladesh and Pakistan. The government is also looking from creating air hubs in India, therefore there is true potentiality in India and we are also striving to reach the goal. But are we achieving our goals in more professional and scientific manner?

With the advent of dedicated rail corridor both in east and west; Sagarmala Project, inland waterways, etc, the length and breadth of the country has been made accessible. It is very much manageable from few locations instead of every location. We would achieve further with more technological advants. On the international standards, with diversity in all spheres there is no ideal model which can be adopted. We would have to develop our own model to sustain the growth, competition, professionalism and human resources who are not well trained. We are looked upon by the entire world for their future prospect in the international arena of trade and commerce, therefore, there is less of a doubt that supply chain management would find its place especially with our advanced knowledge of software.



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

Infrastructural problems like bad road conditions, poor connectivity, inadequate air and sea port capacities and lack of development of modes of transports like railways and alternates like inland water transport and domestic aviation have been constant irritants. Pipelines constitute a very minor proportion. There are other problems also such as complex regulatory compliances and limited adoption and utilisation of technology, which has resulted in increased paper work and inability to communicate effectively with customers. Apart from all these issues, lack of skilled labour

is also a big hindrance in growth of Indian logistics industry.

The sector, particularly the shipping and truck hire service providers are now spending a significant amount of money on integrating latest technologies like cloud computing, Internet of Things (IoT), robotics and many more.

Coordination in infrastructure planning will need to happen not only to truly bottlenecks, but also to avoid overlap and attendant extra costs. Tax regimes and recovery procedures continue to be cumbersome and time consuming. Urban planning today does not appear to factor in the enormous volumes of goods distribution catering to urban conglomerations in terms of road and peripheral infrastructure resulting in traffic restrictions and serious bottlenecks and logjams. This needs to be paid special attention by our planners. Finally, the regulatory agencies do not facilitate proactive and participative dialogue with the industry. Blueprints and policy regulations today are a largely one-sided affair. This makes policies prone to avoidable trial and error events.



Vikram Mansukhani
Head - 3PL Division, TVSLSL

At this current time and place, the gap between user expectation and service provider capability to fulfill the expectation leaves much to be desired. The gap is caused by a variety of reasons on both sides such as –

- ◆ The user not willing to share complete information with the service partner
- ◆ The relationship being based purely on price point and not on a thorough evaluation of knowledge, capability and compliance adherence of the service partner
- ◆ Service partner wanting to cut corners to enhance margins

These are fundamental traits of a relationship created out of a procurement mindset versus a co-creation mindset and destined to fail as both parties are neither aligned in terms of the end goal nor are they creating a win-win scenario. While the resources are available in plenty, it is important to categorise these resources into skilled/unskilled; critical/non-critical and expense versus investment buckets. It is extremely important that the users share their operational requirements and challenges transparently with the supply chain service providers. It is then for the service provider to earn its badge of honour by deploying the best-fit solution from a cost and service standpoint to ensure that the customer's supply chain becomes lean, nimble and visible.

In order to make logistics/supply chain in India truly world class, the need of the hour is better road networks, higher adoption of rail networks and waterways, churning out supply chain professionals across all levels from the management as well as vocational schools, adoption of a higher level of IR enabled and mechanised operations. It is very important to define what supply chain encompasses. If it includes logistics as well as procurement of raw materials/finished goods, then the importance of effective SCM needs no description or explanation. Even if it were to cover only logistics, the relevance of today's ever increasing requirements of JIT and OTIF puts immense focus on the need for a service partner who understands not only his own but also his customers business completely.



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For a system to 'beat the clock'

Our esteemed India Cargo Award winners elucidate on what more provisions are required to procure a system for getting cargoes cleared on time and how robust systems can ensure the necessary growth.



KALPANA LOHUMI

Challenges to be countered

Rahat Sachdeva, Vice President, Rahat Continental, says, "It's certainly hard to build robust systems that have the ability to accept challenges faced by the air cargo industry. Most of the robust systems are evolvable as they can be easily adapted to new situations thereby adding great value addition to the entire supply chain industry."

"We have certainly seen a major change by the service providers and Indian customs co-operating air cargo industry to be operational 24x7. This is a good move. I can grade daily clearance success ratio of 8/10 and hopefully with the help of the facilitators we shall be able to achieve 10/10 soon," he adds.

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



► Premier Freight Forwarder - (North & East 2016): SLS Skyways Group



Holistic infrastructure need of the hour

Yashpal Sharma, Managing Director, SLS Skyways Group, feels, "The infrastructure needs to be improved so that the traffic flows can be handled smoothly. The inadequate infrastructure is definitely affecting the business. One of the biggest issue faced by industry at all airports and seaports is the downtime of ICEGATE. Custom brokers and end customers face lots of issues with ICEGATE as it is plagued by outdated hardware which leads to a downtime of the portal, at times for 7-10 hours. These frequent IT related glitches lead to undesirable increase in dwell time. India is trying to portray a picture of efficiency globally but if this issue is not resolved immediately it will continue to hurt the image of India's supply chain leading to loss of business and future business opportunities for customers and in turn to the freight industry."

Robust system facilitate efficiency

Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management India, shares, "I completely agree that robust and seamless systems do facilitate faster and efficient processing of cargo. Given the amount of dependence on IT systems in the airfreight industry, we see that successful hubs globally have very efficient IT systems for both the terminal operators and customs. Some system performance issues, in the recent past, did impact clearance of both import and export cargo in the country which to me is natural after a large-scale change. However, we see that things are stable now with efficiency and faster clearances gradually falling back in place."

"There is not much impact on the business per se as most large airports in the country are well equipped with robust business contingency plans that worked well," Mamidala adds.

► Best International Air Cargo Terminal Operator - (North & East 2016): Celebi Delhi Cargo Terminal Management India



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



Air cargo expensive than shipping

Vineet Chadha, Managing Director, Combined Logistics Solutions, shares, "Coordinating the worldwide movement of time-sensitive freight, from business documents to garments to fresh flowers, is a challenging and complex task. Air cargo companies gain their competitive edge from technology innovation. They pioneered the generation and use of large databases that can be queried at will to monitor each of the millions of items that a large Air Freight company may have in transit at any moment. A vital part of the problem is to ensure that intermodal communication is efficient (Air Transport Association 2002)." He explains, "There are three main types of operation, regular service, cargo service, charter operations. The determining factors for many business and individuals are time sensitivity, the fragility of the goods involved and the budget. While other forms of shipping are slow and cost efficient, air cargo is more expensive given its expediency."



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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

* ITC HS Code of the Commodity is either dropped or re-allocated from April 2017

Dated: 30/10/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-July)	% Share	HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-July)	% Share
01.	Live animals	52,739.89	0.0285	12,070.18	0.0201	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	913,788.70	0.4941	309,808.80	0.5151
02.	Meat and edible meat offal	2,706,086.08	1.4632	769,325.17	1.2792	29.	Organic chemicals	7,838,557.88	4.2384	2,629,807.69	4.3727
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	3,689,789.41	1.9951	1,374,752.38	2.2858	30.	Pharmaceutical products	8,670,548.95	4.6882	2,596,014.19	4.3165
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	196,352.68	0.1062	65,404.18	0.1087	31.	Fertilisers	46,554.06	0.0252	12,978.76	0.0216
05.	Products of animal origin, not elsewhere specified or included	53,576.96	0.0290	15,274.36	0.0254	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,718,942.15	0.9294	582,577.51	0.9687
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	54,670.73	0.0296	16,486.93	0.0274	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	1,058,656.04	0.5724	401,945.44	0.6683
07.	Edible vegetables and certain roots and tubers	867,982.85	0.4693	250,736.31	0.4169	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	347,587.63	0.1879	123,123.52	0.2047
08.	Edible fruit and nuts; peel or citrus fruit or melons	1,160,055.69	0.6273	401,778.36	0.6680	35.	Albuminoidal substances; modified starches; glues; enzymes	168,575.65	0.0912	47,758.88	0.0794
09.	Coffee, tea, mate and spices	2,134,444.75	1.1541	686,447.92	1.1414	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	68,204.96	0.0369	25,385.94	0.0422
10.	Cereals	4,031,650.65	2.1799	1,706,986.77	2.8383	37.	Photographic or cinematographic goods	10,241.34	0.0055	3,361.32	0.0056
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	146,116.19	0.0790	48,586.64	0.0808	38.	Miscellaneous chemical products	2,179,176.14	1.1783	695,255.89	1.1560
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,214,586.66	0.6567	324,578.24	0.5397	39.	Plastic and articles thereof	3,550,205.17	1.9196	1,197,914.90	1.9918
13.	Lac; gums, resins and other vegetable saps and extracts	566,018.58	0.3061	221,855.53	0.3689	40.	Rubber and articles thereof	1,671,817.86	0.9040	580,801.87	0.9657
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	45,471.12	0.0246	11,930.38	0.0198	41.	Raw hides and skins (other than furskins) and leather	594,745.16	0.3216	195,299.48	0.3247
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	598,356.55	0.3235	269,978.32	0.4489	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	1,572,552.21	0.8503	516,730.40	0.8592
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	212,714.55	0.1150	83,011.85	0.1380	43.	Furskins and artificial fur, manufactures thereof	7,911.75	0.0043	2,277.69	0.0038
17.	Sugars and sugar confectionery	1,011,918.30	0.5472	253,065.74	0.4208	44.	Wood and articles of wood; wood charcoal	269,775.11	0.1459	83,317.44	0.1385
18.	Cocoa and cocoa preparations	108,677.27	0.0588	32,853.49	0.0546	45.	Cork and articles of cork	1,611.07	0.0009	430.85	0.0007
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	348,116.85	0.1882	111,484.96	0.1854	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	6,613.46	0.0036	2,176.01	0.0036
20.	Preparations of vegetables, fruit, nuts or other parts of plants	331,026.23	0.1790	108,427.17	0.1803	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	4,803.25	0.0026	333.01	0.0006
21.	Miscellaneous edible preparations	421,230.70	0.2278	145,801.09	0.2424	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	785,582.06	0.4248	267,030.35	0.4440
22.	Beverages, spirits and vinegar	209,217.74	0.1131	71,909.01	0.1196	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	191,017.22	0.1033	53,462.65	0.0889
23.	Residues and waste from the food industries; prepared animal fodder	745,727.08	0.4032	237,362.67	0.3947	50.	Silk	58,129.68	0.0314	15,987.11	0.0266
24.	Tobacco and manufactured tobacco substitutes	642,396.97	0.3473	173,489.45	0.2885						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,292,055.48	0.6986	430,336.77	0.7155						
26.	Ores, slag and ash	1,271,765.84	0.6877	357,190.07	0.5939						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	21,747,673.68	11.7591	6,553,505.15	10.8967						

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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

* ITC HS Code of the Commodity is either dropped or re-allocated from April 2017

Dated: 30/10/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-July)	% Share	HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-July)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	107,589.74	0.0582	32,662.30	0.0543	77.	Lead and articles thereof	158,681.39	0.0858	54,235.81	0.0902
52.	Cotton	4,439,176.17	2.4003	1,225,429.78	2.0376	78.	Zinc and articles thereof	409,675.10	0.2215	140,133.63	0.2330
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	268,431.57	0.1451	90,292.06	0.1501	79.	Tin and articles thereof	7,236.29	0.0039	2,790.02	0.0046
54.	Man-made filaments	1,333,410.38	0.7210	438,345.70	0.7288	80.	Other base metals; cements; articles thereof	27,477.25	0.0149	10,570.14	0.0176
55.	Man-made staple fibres	1,437,264.57	0.7771	454,166.13	0.7552	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	501,797.37	0.2713	167,015.42	0.2777
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	235,078.57	0.1271	74,833.15	0.1244	82.	Miscellaneous articles of base metal	352,243.48	0.1905	116,851.34	0.1943
57.	Carpets and other textile floor coverings	1,189,516.91	0.6432	359,764.84	0.5982	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	9,451,655.93	5.1106	3,346,781.89	5.5648
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	250,439.80	0.1354	83,322.02	0.1385	84.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	5,519,025.20	2.9842	1,809,864.21	3.0093
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	141,577.24	0.0766	52,263.97	0.0869	85.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	155,930.30	0.0843	68,213.79	0.1134
60.	Knitted or crocheted fabrics	190,828.09	0.1032	64,495.21	0.1072	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	10,023,811.77	5.4200	3,374,669.16	5.6112
61.	Articles of apparel and clothing accessories, knitted or crocheted	5,515,001.32	2.9820	1,916,641.03	3.1869	87.	Aircraft, spacecraft, and parts thereof	2,264,051.56	1.2242	454,643.02	0.7559
62.	Articles of apparel and clothing accessories, not knitted or crocheted	6,144,456.25	3.3224	2,068,549.21	3.4394	88.	Ships, boats and floating structures	3,028,903.75	1.6378	1,179,933.95	1.9619
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	3,155,505.29	1.7062	1,055,904.03	1.7557	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,804,110.73	0.9755	601,262.61	0.9997
64.	Footwear, gaiters and the like; parts of such articles	1,855,056.07	1.0030	623,022.47	1.0359	90.	Clocks and watches and parts thereof	59,669.40	0.0323	17,154.27	0.0285
65.	Headgear and parts thereof	26,567.76	0.0144	8,257.29	0.0137	91.	Musical instruments; parts and accessories of such articles	9,569.89	0.0052	4,744.90	0.0079
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	1,248.54	0.0007	348.81	0.0006	92.	Arms and ammunition; parts and accessories thereof	69,414.62	0.0375	18,544.16	0.0308
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	168,808.58	0.0913	48,775.09	0.0811	93.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	879,703.03	0.4757	298,952.97	0.4971
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	904,848.80	0.4893	299,264.02	0.4976	94.	Toys, games and sports requisites; parts and accessories thereof.	197,762.86	0.1069	67,495.27	0.1122
69.	Ceramic products	738,247.92	0.3992	285,363.07	0.4745	95.	Miscellaneous manufactured articles	371,902.34	0.2011	116,879.30	0.1943
70.	Glass and glassware	439,144.97	0.2374	142,161.16	0.2364	96.	Works of art collectors' pieces and antiques	208,947.27	0.1130	15,862.44	0.0264
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	29,231,352.85	15.8056	8,991,187.96	14.9499	97.	Project goods; some special uses	43,537.52	0.0235	6,190.08	0.0103
72.	Iron and steel	5,820,904.43	3.1474	2,090,534.31	3.4760	98.	Miscellaneous goods	260,192.05	0.1407	41,787.26	0.0695
73.	Articles of iron or steel	3,966,669.97	2.1448	1,334,232.96	2.2185		India's Total Export	184,942,875.55		60,142,176.55	
74.	Copper and articles thereof	1,757,765.71	0.9504	630,104.62	1.0477						
75.	Nickel and articles thereof	61,162.16	0.0331	6,281.41	0.0104						
76.	Aluminium and articles thereof	2,161,505.41	1.1687	772,989.06	1.2853						

Source: Ministry of Commerce, Government of India

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A consort to freight forwarding sector

Purnendu Shekhar, Founder, CogoPort, shares how his freight forwarding venture aims to bring efficiency in the archaic industry of freight forwarding through the significant usage of data and technology.



CT BUREAU

What was the inspiration behind the inception of CogoPort?

The main driver was the disjointed way the freight industry does business and the predominance of outdated, analog systems. Here, the inefficiency is largely by design-opacity with the assumptions of making more profits albeit which has made lakhs of organisation sub optimal. We have witnessed business built on transparency and efficiency. Even being in the industry ecosystem for 22 odd years, I always had the feeling of not really being part of the sub-set large umbrella of logistics. An inquisitiveness gave birth to several of projects. Good or bad, the relentlessness of top MNCs to challenge the existing set of frameworks in the ecosystem was the core to start Cogoport.

Elaborate the hiccups in moving the goods from one part of the world to another?

There is a need of visibility solution, through which one can instantly get a complete view of shipment information all in one place. Transparency around the rates are not available which is ripping the small and medium customers. Below stated are the major inabilities in moving the goods from one part of the world to another:

- ◆ Managing numerous logistics stakeholders



- ◆ Lack of availability of instant freight charges
- ◆ No visibility over the prices or the price trend
- ◆ No analytics to assist planning & Vendor Review
- ◆ Customs procedures
- ◆ Documentation
- ◆ No access to shipment status events

Which areas are being ignored in the technology front?

For starters, a customer does not have a one stop marketplace to view shipping options, compare prices and book a shipment. They have to go to multiple websites to accomplish this task wherein many processes are still manually driven. The legacy way of working is still rampant in shipping. There are many laws and documents that are obsolete and archaic which can be

made redundant with the use of technology. Slowly and steadily, a lot of process have been automated but the road ahead is long and tedious, but, not impossible.

For instance, visibility and milestone updates are available on food-apps and several such e-commerce applications with technology advancements but when it comes to shipments of goods worth millions of dollars one has to be dependent on several stakeholders. There is a huge gap of technology in this field which we are trying to make an honest attempt to fulfill it.

What is your USP?

What truly sets us apart is about our customer centricity. To do this comes the enablement

of technology and core mission to decentralise things for efficiency and use available resources in the ecosystem for best use of customers. Our team is a blend of industry experience and technology. We are not focussed on margins at this moment, we want to achieve scale and then we will trigger our revenue streams which will be largely from our suppliers' commission, commission from banks and other financial institution.

What kind of system is required to iron out efficiencies and achieve a 20 per cent reduction in the logistics cost?

It is no longer about wanting the data but needing the data. A recent Aberdeen study on the

global supply chain found that data and information is critical to growing operations and complexity. There is a need to improve supply chain operational speed and accuracy. Today's customers do not view improvements to visibility as an ornamental addition— but rather a business imperative.

A platform's complex algorithm which takes millions of line items - prices, transit times, vessel details for one lakh port pairs, across the world and hundreds of suppliers, runs through distributed computing models and displays best freight rates in the personalised dashboard of an importer and exporter to book in a single click. After the shipment is booked, the operations dashboard allows customers to



Purnendu Shekhar
Founder
CogoPort

“A platform's complex algorithm takes millions of line items - prices, transit times, vessel details for one lakh port pairs, across the world”

track the shipments and also provides numerous analytics around that particular shipment.

We believe in democratisation of freight and services and removing information asymmetry and rising above price arbitrage and truly believing in synchronous integrated logistics. There are a lot of non-contributing players adding to the overall logistics cost. These players need to be eliminated. Large MNCs want transparency and small organisations need price benefit and we believe we have a perfect value proposition for both. ↘

NORTH INDIA

India's first ICD-based cold store in Haryana

To cut double-handling and save cost for importers and exporters of perishable goods, JM Baxi Group has opened port-based cold storage at its Sonapat inland container depot (a dry port) in Haryana. The firm, which runs port terminals and container trains, aims to set

up seven to eight such cold stores in India, said **Dhrub Kotak**, Joint Managing Director, JM Baxi Group.

The cold stores will be managed by Bangalore-based Coldman Logistics, a new entrant into the cold chain business, led by **Ravi Kannan**, the former CEO

of Mumbai-listed Snowman Logistics. At present, reefer containers landing at Jawaharlal Nehru Port Trust and perishables exported through India's biggest container gateway are re-distributed or sourced from all over the country irrespective of the commodity.

Imported reefer containers are re-distributed to the north from Nhava Sheva, which results in double-handling. “Boxco's temperature-controlled warehouse at Sonapat enables exporters and importers in the north to bring their reefer containers

directly to the cold store. It brings the cold stores directly to where the ex-im cargo either originates or ends. It has never existed before. It saves double-handling because it is moved directly by rail to the cold stores, leading to huge cost savings,” said Kotak.



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Cargo to open doors to change by 2020

IoT and voice AI-enabled smart devices and systems, warehouse drones and strategic alliances between airlines and distributors will be key to the air freight industry capitalising on the e-commerce market, says **Venkatesh Pazhyanur**, Senior Industry Director of Freight Solutions, Unisys.



CT BUREAU

The cargo industry needs to embrace disruptive technologies from the consumer world, including Internet of Things (IoT), digital assistants and drones, to increase efficiency and meet customer expectation for greater transparency throughout the supply chain. The Asia Pacific air cargo industry is experiencing growth and transformation driven by rapidly increasing capacity supply on passenger flights, and the shift to business-to-consumer small parcel shipments as a result of e-commerce. Growing passenger demand will increase the number of passenger flights and add to cargo capacity supply.

The International Air Transport Association (IATA) expects the number of air passengers globally will almost double between 2016 and 2035, with the greatest growth in Asia Pacific – particularly in China and India. Simultaneously, the popularity of e-commerce is changing the nature of cargo shipments, incrementally increasing the number of small parcels – which is predicted to grow five per cent annually in mature markets and 17 per cent annually in China.

Potential innovation in

At Unisys we predict these market pressures will bring innovation in



three areas in the cargo supply chain: smart warehouses will become even smarter, drones will finally take off in the cargo supply chain – but inside the warehouse, and new alliances between airlines and global distributors will enable longer term capacity management. Much of the underlying technologies are already being used in other sectors – including the consumer world.

But now, more than ever, cargo operators will be forced to embrace such innovation to be more efficient, nimble and proactive in an increasingly competitive and price conscious market. As per Unisys cargo experts, the following predictions will become

reality within the next five years or less:

Smart warehouses, a reality

To meet the growing demand for small parcel deliveries, warehouses will transform from a storage location, to a dynamic facility using IoT and voice artificial intelligence (voice AI) enabling faster processing of more shipments to generate a higher return on the real-estate investment. Just as connected wearable devices such as smartwatches are becoming mainstream in the consumer world, IoT-based technology will create the 'smart warehouse' of the future. Recent innovations such as smart glasses used to display information triggered by a barcode or

QR code on a container³ will be taken to a new level by incorporating scanners to automatically capture and input information into the warehouse system, and integrating voice AI to initiate actions. Similar technology is already used in digital assistants such as Siri, Cortana or Amazon Echo. Unisys expects cargo operators to invest in converting machine commands to voice within the next three years.

Drones will be used inside the warehouse

Unisys predicts the more immediate application of drones in the cargo supply chain will be within the confined space of warehouses to conduct inventory checks more

often and more accurately, replacing the largely manual process. Beyond locating lost or misplaced items, the drones will use sensors to monitor environmental information such as light or temperature for perishable food, pharmaceuticals or livestock, and raise alerts to unusual noise or movement that may indicate animals are in distress. Unisys predicts this within the next 12 months.

New alliances

Unisys predicts a fundamental move to longer-term revenue optimisation based on strategic alliances between airlines and organisations with large ongoing delivery requirements such as postal authorities, major



Venkatesh Pazhyanur
Senior Industry Director of Freight Solutions, Unisys

“
To meet the growing demand for small parcel deliveries, warehouses will transform from a storage location, to a dynamic facility
”

online retailers, global distributors and supply chain management companies. This will require airlines to provide their alliance partners with transparent real-time access to available capacity and predictive analytics to determine best routes based on speed, reliability and cost. This expectation for visibility will also extend to the 'last mile' of the business-to-consumer cargo supply chain, leading to the development of mobile apps to allow the final recipient to be able to track the approach of their delivery – similar to how consumers currently track an approaching taxi or Uber. ↴

WEST INDIA

IWLS 2017 to be held in November in Pune

With the aim to bring the warehousing and logistics community of western and southern India comes together, the India Warehousing and Logistics Show 2017 (IWLS) is scheduled from November 16-18 at Auto Cluster Exhibition Centre, Pimpri-Chinchwad,

Pune. The show provides the opportunity of its kind to identify new trends, view a wide range of products, network with peers and gather competitive intelligence.

This year, the show will be bigger as some new segments shall be

showcased. The special focus is on 'Logistics for Manufacturing' where companies will display latest machineries and technologies catering to manufacturing sector in India. An exclusive VIP programme will also be a highlighted segment this year.



Decoding virtual movers and packers

To manage excess inventory at optimal cost, Agarwal Packers & Movers Ltd. (APML) has recently come up with a very unique concept of virtual warehouse. **Sandeep Wadhwa**, CEO, APML, enlightens on this new innovation.



CT BUREAU

What is the concept of virtual warehouses?

After GST has been implemented, our trucking cube has gained greater value as far as storage and warehousing is concerned. Earlier companies used to have several small warehouses at the state level. But in a uniform tax regime this will not be required. With this solution, we can offer our clients the Virtual Warehousing solution. They can just continue with their regional distribution centers (RDCs)/other Distribution Centre, while their goods can remain parked with us in containers in our stock yards.

Is there any limitation to space?

Not at all, we have yards, warehouses and branches all across India. Our customers can utilise our warehouses by keeping the cubes there. We can deliver it to them as and when required. They can also store the cubes at their own location.

What is the inspiration behind this concept?

We have seen a greater demand for this concept from our customers. It is not only reduction of cost, it is about ensuring the ultimate objective of increased quality, optimised cost and desired deliverables.

What are the benefits?

The benefits include reducing warehousing cost drastically. The clients can not only save rentals but they can lesser their operational cost also. One can see at least 30 percent reduction

in warehouse rental and operational cost, 15 percent reduction in packaging cost and 100 percent space can be utilised for the consignment. One needs to pay only for the actual warehouse space required; we are charging the rentals

on per day basis. We have removed unnecessary legal contracts and statutory obligations. We are also facilitating movement of stock directly from storage space to desired destination avoiding unloading, reloading charges. Multiple handling of

goods in transit has reduced to Zero with Nil pilferage. These cubes are made as per ISO certification which insures no water seepage with safety features provided like Shock Absorbing Pad on cube floor, net and safety belts, etc.



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Taking a giant 'leap' towards palletisation

Sunu Mathew, MD, LEAP India, on how the company is helping FMCG products reach shelves on time while reducing carbon footprint by leasing the pallets, hence, ensuring the faster proliferation across India's warehouses.



CT BUREAU

Worldwide goods are stored and moved on pallets and pallet is made of wood, nails and edible paint. This enables better storage and transportation of goods. For FMCG and

Beverage companies the time taken for reaching the shelves of the shops, super markets and hyper markets is a key concern with increasing competition among the players. The shop keepers and super markets keep the

products whose back-end logistics management is efficient. In the diminishing customer loyalty scenario, the customer will buy the brands available on the shelves, if FMCG player is not able to put their products on the shelves

of these shops on time, someone who is efficient will take their place and will eat in to their market share.

So, the need for efficient storage has increased, which brings in lots of efficiency in

transport. Once the goods are stored on pallets moving them becomes easy and fast by fork lifts. Worldwide pallet in and pallet out concept has reached to last mile of the customer. The same pallet moves from manufacturer



Sunu Mathew
MD
LEAP India

of the goods to wholesaler, from there to retailer and to the customers.

Reducing labour

Based on the concept of palletisation, LEAP India is amongst the seven companies in the world that provides equipment pooling and returnable packages, efficiently reducing the number of labour requirements and time. Palletising products increases operational efficiency, on-time delivery hence, resulting more visibility on the shelf before customers. Moreover, it helps companies reducing carbon footprint by leasing the pallets hence ensuring the faster proliferation of pallets across India's warehouses. Based on concept of pooled pallets, will save capex for corporate which have been using their own pallets for a long time.

Global reach

Currently, LEAP India provides one million pallets made of wood imported from Russia, Ukraine and Germany. Its MyLEAP app ensures safe delivery of goods from warehouses to stores.

Trivia

- ◆ LEAP India's major clientele includes Mondelez, Nestle, Flipkart, Coco Cola, Amul etc.
- ◆ Because of high potential in palletisation, LEAP has grown year on year 200 per cent in the last four years.

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PAN INDIA

'Bharatmala to lower logistics costs'

Roads built under India's ambitious Bharatmala programme will increase vehicle travelling speed by around 20-25 per cent, thereby helping reduce logistics costs, said Nitin Gadkari, Union Minister for Road Transport, Highways and Shipping, and Water Resources, River Development and Ganga Rejuvenation. This in turn would help reduce India's supply chain cost to 6 per cent from the present levels of 18 per cent. India has been grappling with high logistics costs of 16-18 per cent, which make its exports uncompetitive vis-à-vis China, which has lower logistics costs of 8-10 per cent.

13 million jobs for logistics by 2022?

Capt. Ramanujam, CEO, LSSC and **Neeti Sharma**, Senior Vice President, TeamLease Services, opine on a very prominent and crucial topic of engaging more professionals, who are skilled, for the logistics industry.

The logistics sector in India has witnessed very rapid changes and evolution between infrastructure, the service industry and of course technology. Manufacturing and logistics have a hand in glove relationship and thus logistics activity cuts across sectors and industries. Most logistics companies are seeking solutions that would ensure quicker turn around delivery time, lower downtime and making the entire supply chain process a cost effective one thereby gaining happy customers.

Projection of growth

The logistics industry is projected to grow at an annual rate of 15-20 per cent by 2022. This will further be increased due to regulatory changes such as GST roll out, Amendment to Roadway bill, Warehousing Bill, Digital/Cashless transactions etc. Other factors such as Growth in consumption, Foreign investments, Innovation, Infrastructure, Market Consolidation, New Technology and IT are instrumental furthering the growth of the industry. The above should also enable reducing the Indian logistics cost. Currently, these costs are about 13-14 per cent of GDP, almost double than the average of 7-8 per cent of the developed countries.

Currently, the industry employs over 20 million people within the sector and it is projected that the sector will require over 13.65 million people additionally to cater to the 31 million job requirement within the sector.

Job roles

While the logistics sector is a very vast sector and runs across most industries, few key areas of the sector that require skilled manpower are:

- ◆ Warehousing (Storage & Packaging)
- ◆ Land Transportation
- ◆ Courier & Express Services
- ◆ Port Terminals/ ICD/ CFS



- ◆ Export Import Logistics/ Freight Forwarding / Customs Clearance
- ◆ Air Cargo Operations
- ◆ Cold Chain Logistics solutions
- ◆ E-commerce
- ◆ Marine Services, Shipping & Inland Waterways
- ◆ Supply Chain

There is going to be a steady requirement of skilled manpower within this sector and these job demands can be bifurcated in four large categories:

- ◆ Pure Play Logistics Job Roles- such as Warehousing/ Courier/Port Terminal & CFS/ ICD Operations/ Air Cargo Operations at Terminals and Air Freight Stations. Demand for these job role requirements are by and large a steady number and will increase depend on infrastructure growth/ EXIM.
- ◆ Logistics Job Roles in support of Manufacturing & Services such as In Plant Logistics / Line Feeders/ Supply Chain Assistants and Executives: The requirement for these job roles are dependent on GDP growth and consumption and is generally quite variable and also seasonal.
- ◆ Job roles related with transportation which would include Marine / Aviation: Requirement for these job roles is a continually growing one with newer vehicles coming on roads each year and attrition in the work force.
- ◆ Start-up companies working on innovative

customer friendly solutions as in e-commerce are significant employers of manpower especially for the fulfilment centers and last mile delivery: Many job roles as those in Courier, Driving – both Heavy vehicles as well as Light vehicles, Delivery, Packing & Loading, Warehouse operators, Maintenance, Transportation, Quality control, Inventory Management, Audits, Back Office Operations such as in Global Service Centers, Customer Relationships etc. are in much demand and need skilled manpower.

Skilling India

There are various ways a job seekers can be associated with the industry. They have the option to be directly employed by the company, or be hired on contract, work with sub-contractors, as consultants, casual / daily wage workers, deployed as apprentices or work as management trainees.

Since the industry has been adopting new technology for betterment of services, the industry expects the job seekers to be skilled with Advanced and Updated Technological Skills, Driving Skills, Better overall understanding of industry with domain knowledge and Multi-tasking / Multi-Skilling Operations.

The industry needs over 13 million skilled employees across jobs over the next five years, i.e. we need to have a training capacity of

over 12 million trainees by 2022, roughly translating to about 2.5 million annual training capacity nationally. The Logistics Sector Skills Council (LSSC), has a tough task of being able to skill and certify these 13 million youth before they enter the job market. Says **Capt. Ramanujam**, CEO of LSSC. "The logistics sector has not had the benefit of any formal training thus far and all skill training initiatives has been done in-house at the Company premises as an 'On Job Training (OJT)."

Further since a sizeable chunk of the Industry is in the unorganised sector even this has escaped many of the employees. Obviously, this will result in inefficiencies and added cost. The Logistics Sector Skill Council certified training is the only structured training available for the sector. The Ministry of Skill Development and Entrepreneurship has taken pioneering steps to address the sectoral requirements by driving the Sectoral Skill Training programmes through the Flagship programmes such as Pradhan Mantri Kaushal Kendras, Stand Alone Skill Training Centers, Recognition of Prior Learning Programs, and the National Apprenticeship Promotion Scheme. **RP Rudy**, MSDE Minister has been personally interacting with the industry to set up stand-alone skill training centers and ensure that skill trained candidates will be employed by them. It is expected that all this effort

will culminate in the country achieving the Hon'ble PM's vision of India becoming the 'Skill Capital' of the world. The Government and associated stakeholders including sector skill council, training institution and logistics firms need to ramp up their training capacity so as to cater to the growing training needs of the sector. It may also involve various efforts including:

- ◆ Creation of Multi-Skill Development Centres / Kaushal Kendras for every sub-sector addressing the industry demand
- ◆ Engage the logistics companies to invest in skill

development as their CSR activity

- ◆ Review and update the existing NOS / QP as per the sector requirement
- ◆ Improve and increase the modalities of vocational courses, ITI's, etc.
- ◆ Promote tie-ups with State Development Missions & educational institutes, Promote use of technology for imparting and monitoring training programmes. Many industry Associations such as Express Industry Council of India- EICI, Air Cargo Agents Association of India - ACAAI, Federation of Freight Forwarders Association of India- FFFAI, Association of Multi Modal Transporters of India - AMTOI Mumbai/ Chennai Custom House Agents Association, Indian Private Port Terminals Association- IPPTA, etc, have been delivering training for their Association Members and the LSSC should leverage them to do the training along with the various training organisations focusing on skills training in the logistics sector.

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



Neeti Sharma
Senior Vice President
TeamLease Services



Capt. Ramanujam
CEO
LSSC

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A 'Bolt' from the blue solution to demands

Demand is a problem in many of the developed countries, but managing those demands has been the biggest challenge in India, shares **Sumit Sharma**, Co-founder, GoBolt.

The logistic sector is helping in managing the demand of supply chain, where it manages the flow of things from the initial stage to the final stage of consumption in order to meet the requirement of the corporations. This includes the physical items such as food, materials, animals, equipment, and liquids even the abstract items such as time and information to operate. The items mainly draw in logistic sector usually involves the flow of information, handling material, production, packaging, inventory, transportation, warehousing, and often security. Increasing in the flows of transportation has been thus a fundamental component of modern changes in economic systems at the global, regional and local scales. These changes are not merely quantitative with more transportation in motion, but also structural and operational.

Functionalities

Structural changes involve manufacturing systems with their expanding geography of production, while operational changes mainly focus on bulk transportation with its geography of distribution. The working of logistics enables a greater efficiency of movements with an appropriate choice of modes, terminals, routes, and scheduling. The purpose of logistics sector is to make available goods, raw materials and commodities, fulfilling four major requirements related to order, delivery, quality and cost fulfilment.



And thus logistic sector is considered as multidimensional value added activity including production, location, time and control of elements of the supply chain.

True, transportation is a crucial juncture which acts as the nervous system of the economy in India.

In the current scenario of the logistics, generating revenue in India is low as compared to other developed countries. Problems faced by the Indian logistic industry:

- ◆ Deteriorating the conditions of roads in the country is no less even today.
- ◆ The middlemen trouble (breakage and increase of overall operational cost) while moving from one state to another.
- ◆ Lack of GPS trackers in vehicle reduces the transparency for customers and the driver.

◆ Cost associated with transportation remains constant including variety of bribery in different states.

◆ Being the crucial part in the manipulation of logistic, transportation involves moving load, delivery speed, service quality, operation costs, the usage of facilities and energy saving.

◆ Cost of petrol creates a major impact on the cost of certain products which will result in significant changes in supply chain.

But in the same line, it is important to understand the growth aspects in the logistic industry: –

- ◆ The increase in investment from both public and private sector y-o-y
- ◆ When India becomes the manufacturing hub
- ◆ Infiltration of e-commerce giants into the hyper-local delivery segment and express

In India, transportation alone holds 60 per cent share of logistic industry and rest 40 per cent is contributed by warehousing, value-added logistics, etc. Being the backbone of manufacturing and trading activities in the economy logistics has an important role to play, where the expenditure is rising and demand is always high. Before GST sets its foot in Indian market it is important to know the before and after effect of GST in logistic sector.

Taxing issues

The indirect tax system in India is not only complex with various taxes applicable to an industry but also widely seen to be bungling and difficult. Another aspect of the system is that taxes are non-creditable moreover due to restriction in the law or because there is no compatibility between central and state levies. In addition

to this, a result of multiple applicable levies, the charge engaged in the making of goods, sale of goods and provision of services has to fulfil with payment, reporting and review required under such special tax authorities. The GST system has put down to renovate the present indirect tax rule with the purpose of addressing the above-mentioned issues.

The major alteration projected under the GST system is that GST will involve one effective duty of tax on a business as compared to the multiple levies of tax.

For many who think GST has increased the cost of every item today, should know that the recent GST has brought the cost of logistic sector fall down by 5-10 per cent. For the first time, the logistics sector has got the right platform,

where they are appreciated and supported for the cost conscious market. GST does bring double positive impact. Transportation mainly works on road and time spent at Interstate check posts due to a difference in taxes between states accounts to idle time has been eliminated in GST regime. Hence, transport time would reduce by 10-15 per cent and the cost of transportation will be by 5-10 per cent which will reduce the costs for customers and logistics companies, making it more efficient and profitable.

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



Sumit Sharma
Co-founder
GoBolt

“
The working of logistics enables a greater efficiency of movements with an appropriate choice of modes, terminals, routes & scheduling
”

PAN INDIA

Snowman Logistics partners with IKEA

Snowman Logistics has partnered with IKEA to manage the backend of their in-store restaurants business in India.

Snowman will be the exclusive partner and

extend support at pan India level, as IKEA opens stores in various cities. **Prem Kishan Gupta**, Chairman, Snowman Logistics, said, “Our proven capabilities and performance in providing best in class temperature

controlled solutions, across varied products and customer specifications are absolutely aligned to the challenging requirements of global leaders like IKEA.” **Sunil Nair**, Chief Executive Officer, Snowman

Logistics, said, “Snowman will support IKEA by optimising transportation operations, coordinating suppliers, integrating supply chain technologies, synchronising inbound and outbound logistics flow and

in managing distribution network, for successfully running the restaurant.”

Snowman Logistics is well positioned to provide the right blend of temperature controlled

storage and transportation options to IKEA's restaurant business and offer comprehensive solution, given their network of 33 strategically located warehouses and 293 reefer vehicles.

Dubai invites ship owners from India

The Dubai Maritime Cluster Office has rolled out a red carpet for ship owners as well as ancillary industries in India for them to take advantage of the zero-tax regime, favourable government policies and world-class infrastructure.



HAZEL JAIN

When the Dubai Maritime City Authority (DMCA) decided to participate for the first time in INMEX SMM 2017 – South Asia's largest maritime exhibition and conference – held in Mumbai, it also brought with it the Emirates Maritime Arbitration Centre, the ports, the dry docks, etc. Leading the delegation was Nawfal Al Jourani, Chief Officer, Dubai Maritime Cluster Office, which was launched in June 2016 by the DMCA to help realise the objectives of Dubai's Maritime Sector Strategy. This strategy was developed in 2011.

Dubai as a shipping hub

Dubai needs no introduction as far as trade with India is concerned. Both countries have had a historic relationship which continues to date. Jourani adds, "Dubai has almost 66,000 ships coming in to our ports on a regular basis and a large portion of that is from India. India and Dubai have fantastic trade relations since thousands of years.

The volume of mutual trade between India and Dubai and the Arab world in general is in billions. The team was in India recently to encourage more and more ship owners to look at Dubai as a potential port by educating them about the benefits of that DMCA can offer. "They are worried about GST and other taxes right now. But Dubai offers them a zero tax structure," Jourani says.



Nawfal Al Jourani
Chief Officer
Dubai Maritime Cluster Office

Approach for India

The Dubai Maritime Cluster Office has two main strategies for the India market. In addition to the Maritime Sector Strategy, it has the Dubai Industrial Strategy. Launched in June 2016, this strategy aims to

elevate Dubai into a global platform for knowledge-based, sustainable and innovation-focused businesses.

The cluster's role

Dubai Maritime Cluster Office's responsibilities

include identification and implementation of key performance indicators and other relevant targets; determination of current and emerging challenges; and establishment of effective tools to effectively address concerns.

New virtual platform launched

The DMCA has recently launched the Dubai Maritime Virtual Cluster (DMVC) initiative on its website aimed at providing smart and interactive platforms

for knowledge-sharing and research to further attract growth within the sector. It has information from regulations, clearances, banking, finance, training, arbitration, etc. that ship owners are looking for.

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Cargotalk/Oct-2017

India H1 EXIM robust, despite slow growth

A.P. Moller –Maersk's trade report for H1 2017 shows slow global ex-im for India. Two veterans of the industry throw light on India's growth in global containerised trade.



CT BUREAU

The year 2017 has been one of great contradictions. It started on a part-positive and part-sceptical note, as the average citizen tried to re-adjust his priorities to the government's high-value currency swap, while simultaneously rejoicing the checks introduced on black-money holders in the system.

Soon after came the implementation of the Goods and Services Tax (GST), the impact of all these changes is being reflected in India's ex-im performance in the first half of 2017, as per an analysis by Maersk Line. Closing at 7 per cent year-on-year growth, down from 11 per cent last year, India's global EXIM climate in the first six months has been affected by slower exports as well as slower imports – 8 per cent and 6 per cent respectively, compared with 11 per cent in H1 2016.

"In terms of overall growth, we did see a slowdown in the first half of the year due to all the policy changes. Looking at the way the situation is turning now with the effects of demonetisation and GST wearing off, I am confident that the second half of 2017 will deliver strong trade growth for the geography," explains **Steve Felder**, Managing Director – India, Sri Lanka, Bangladesh, Nepal, Bhutan and Maldives, Maersk Line.

India's global trade leads BRICS growth



While India's trade growth with the world is subdued, its position among the BRICS nations is heightened, as its ex-im growth has pushed it ahead of China to lead global trade for the BRICS nations, and enabled them to outpace the global average. The five BRICS partners together contribute nearly one-quarter of global economic output and half of world economic growth. With respect to trade among the five BRICS countries though, China continues to play the more dominant role, more so as India's exports with these alliance partners saw a reduction to three per cent.

Indian exports driven by trading partners & reefer cargo

A 202 per cent growth in exports to Sri Lanka helped India maintain its steady export growth rate at 8 per cent. This was largely driven by increased demand for India-made cement, which forms a major component of the total exports from the Southern states of India.



Ajit Venkataraman
Managing Director
APM Terminals India

“The cold chain market is a rapidly evolving opportunity, as the demand for refrigerated products spirals in India and internationally”

The United Arab Emirates, followed by Saudi Arabia, also played their part in pushing up exports from India – there was significantly



Steve Felder
Managing Director – India, Sri Lanka,
Bangladesh, Nepal, Bhutan and
Maldives, Maersk Line

“The pre-GST rush, especially for appliances and electronics resulted in this spike. We expect imports from China to stabilize

high demand for textiles and apparel from the former and an increase in demand for seeds, beans, cereals and flour from the latter. Exports to the United States

opportunity, as the demand for refrigerated products spirals in India and internationally. In fact, in India alone it has been growing at 18 per cent in the past years and a similar trend is expected in the time to come,” says **Ajit Venkataraman**, Managing Director, APM Terminals India.

Other interesting facts related to exports from India are:

◆ Fish at 46 per cent growth, vegetables at 44 per cent growth and metals at 23 per cent growth are the top three commodities driving exports from India

◆ India has moved from being an importer of metals to becoming a major exporter of this commodity, with East India driving exports to North American and Mediterranean countries

China doubles imports to India

India's traditional trade partners saw their share of imports into India decline significantly as the realities of demonetisation and GST set in. Each one registered negative growth as previously fast-moving commodities like foodstuff, frozen fish and chemicals saw demand decline. On the other hand, China almost doubled its imports to India to close at 29 per cent growth in the first half of 2017.

“The pre-GST rush, especially for appliances and electronics resulted in this spike. Now that this phase has passed, we expect imports from China to stabilise and volumes to revert to pre-GST days,” points Felder.

EAST INDIA

KPCL carves a deep draft on the East coast

Krishnapatnam Port has increased its draft for container terminal to 16 meters. The terminal now shares the honour of being one of the deepest draft container ports on the east coast of India. Krishnapatnam Port

already enjoys the status of having 18.5 meter draft, deepest in India for its bulk terminal. The port has started offering transshipment services, with coastal operator Shreyas Shipping running feeder services between

Krishnapatnam Port and Kolkata/Haldia port. There is a special coastal berthing facility at Krishnapatnam that has been made available for transshipment cargo and coastal transshipment vessels. With the new achievement,

Krishnapatnam Port has not only surpassed Chennai and other ports in terms of the deepest draft but has also been able to match the global standards. The port will now be able to accommodate Ultra large container vessels,

leading to a spurt in the cargo volumes handled. On the new facility, **Vinita Venkatesh**, Director, KPCT, said, “With the new deepened draft and availability of coastal berth facility for transshipment cargo,

we are now offering a 360-degree holistic wharf side of products for our customers. The large vessels can now make calls to Krishnapatnam Port to load or discharge hinterland as well as transshipment speedily.”

Easing various modes of transportation

Amit Tandon, Managing Director, Asia Shipping India, talks about immediate evaluation of facilities in all modes of transportation of goods with a view to integrate them.



CT BUREAU

The infrastructural network of the facilities for movement of cargo have, unfortunately, not kept pace with the shift in the nature of goods carried with the rapid industrial development within the country. The development of each mode of transport is being planned and executed in a standalone manner and there is no co-ordination among the various agencies and authorities responsible for development of each one of them.

Movement of goods

Waterways within the country have not been considered a viable option for movement of goods and no serious attempt has been made of utilising whatever seasonal availability is there.

Roads have been the most popular mode of transport for movement of the goods within the country. However, maintenance and development of the highways has not kept pace with the increase in demand. High cost of fuel has also affected the

commercial viability of this mode for movement of goods.

As far as movement of goods by air is concerned, lack of infrastructure for handling and transport of goods and higher costs,

primarily attributed to high fuel costs, is limiting the use of this mode of transport to the available capacities only. Lack of development of cargo facilities at regional airports has also forced movement of goods by road.

Railways has been carrying most of the burden of transportation of goods. But here also the capacity augmentation has not kept pace with the increase in volumes. Of late, development of dedicated freight corridors has been

taken up which is expected to ease the pressure on the existing infrastructure.

All is not lost

But all is not lost as yet. Each one of the modes of transportation is being developed by the concerned agencies. With

the stress by the Government on increase in domestic production, particularly aimed at rapid growth in exports, an integrated and holistic approach needs to be evolved for the optimum utilisation and balanced development of infrastructure for movement of goods in the country.



Amit Tandon
Managing Director
Asia Shipping India, & India Cargo
Award winner 2016

With the stress by the Government on increase in domestic production, a holistic approach needs to be evolved

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Cargotalk/April-2017

JNPT and Dharamtar link now reopens

Bharat Mumbai Container Terminals (BMCT) has signed a MOU with PNP Maritime Services (PNP) to handle a regular container barge service between Dharamtar Port and the terminal by the end of 2017.



CT BUREAU

The service will seamlessly connect containers between Dharamtar and container vessels berthed at BMCT. The barge service to Dharamtar

was a mainstay for cargo owners in the area until the lack of port capacity at JNPT forced its closure in 2012. With the opening of BMCT at the end of 2017, PNP will restart a daily barge service between BMCT and their

facility in Dharamtar with an 80-TEU (twenty-foot equivalent unit) barge, offering cargo owners cost and time savings, as well as a more environmentally friendly and reliable transportation option.

Sachin Tipnis, Director, PNP, said, "I look forward to the commencement of the service. Restarting the barge service between BMCT and Dharamtar will provide a major boost to shippers in this area. This

Dharamtar is a fully functional trimodal port and is located just 2 kms away from NH 17. The rail and sea modes of connectivity ensures that the port effectively contributes in de-congesting the roads



is a large cargo catchment area with a market of over 80,000 TEUs annually. Together with the increasing amount of DPD (Direct Port Delivery), this service will allow cargo owners to transfer their cargoes faster and more cost effectively than via truck, as well as being a more environmentally friendly option. Dharamtar is a fully functional trimodal port and is located just 2 kms away from NH 17. The rail and sea modes of connectivity ensures that the port effectively contributes in de-congesting the roads. Our port at Dharamtar is fully capable to handle containerised cargoes for the trade. The port can offer complete container & cargo logistics services, warehousing and container repair services. We will be working very closely with BMCT and the trade to re-energise this sector."

Suresh Amirapu, CEO, BMCT said, "Providing barging services to key cargo zones such as Dharamtar is one of the many reasons why BMCT will be a game changer for India's port and logistics market, given its unprecedented size, scale and dedicated infrastructural links. We remain on track to start operations at the end of 2017 and look forward to partnering PNP on this initiative – one that is fully aligned with the government's Sagar Mala project of port-led development."



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e-Logistics is the future: Alvin Chua

Alvin Chua, President, Federation of Malaysian Freight Forwarders, in an exclusive interview gives insight on scope and offerings the Malaysian logistics trade has to offer and how e-logistics is the future.



GUNJAN SABIKHI

How is the theme of FIATA World Congress 2017 connected to the supply chain sector globally?

The theme logistics bridging global trade is very apt as it transcends national boundaries and it is logistics that actually connects the trading nations. The theme actually describes logistics as an integral part of the global supply chain. It highlights the importance and role of logistics in global supply chains. The e-logistics is the future of logistics. It is very important that our future generation looks into the 'E' part of the logistics.

How do you aim to promote local freight forwarders through FWC 2017?

For the congress in Malaysia we created an 'app'

specialised in scheduling one-on-one meetings. We had already arranged over 500 meetings through the app. FWC 2017 is a timely and also the best platform to promote our local freight forwarders. We placed huge emphasis on the B2B meetings so that local freight forwarders could explore and grasp opportunities to form corresponding agents network, mergers & acquisitions opportunities or set up J/V with foreign partners. The event allowed them to be here at minimal costs to meet up with many international freight forwarders under one roof.

How will FWC 2017 help Malaysian logistics trade fraternity in boosting business?

As said earlier, the local logistics fraternity

will definitely have many opportunities to explore business collaboration with the international community. I believe many members would have had some successful collaboration.

Enumerate the offerings the Malaysian logistics industry has for the international trade.

Many of our members are niche services providers and total logistics services providers with strong regional footprint, including some with international presence. Such companies may be open to business collaboration in other regional and international markets where they are seeking to set up their business. This event brought together delegates from 77 countries and offered great opportunities to these delegates to tie

up with our local freight forwarders. Other offerings include well built up logistics companies that were well run, some were public listed companies and ready for consolidation and diversification to new markets.

The Congress moves to India in 2018. India is very important market and we are looking forward to do a lot of work with the Indian market. A big delegation from Malaysia will be attending FIATA Congress in 2018.

Elucidate on the facilities the two ports, which were ranked as 12th and 17th among the world's top 20 container ports, provide.

Both Port Klang and Port of Tanjung Pelepas

are ports with world class facilities. These ports have drafts to take in ships of more than 15000 TeUs and can turn around the biggest vessels within 10-12 hours turnaround and within their expectations. Whilst Port Klang has facilities for other types of cargo, PTP only handles containers.

In 2017, Port Klang handled more than 13 million TeUs, while PTP handled over 9 million TeUs. They are constantly on supply driven capacity building to ensure sufficient capacity for containers and backed by sufficient gantry cranes, container yards, RTGs and ancillary equipment.

Both ports are ready for additional volumes at any time and handle bigger vessels.



Alvin Chua
President, Federation of Malaysian
Freight Forwarders



Both Port Klang and Port of Tanjung Pelepas are ports with world class facilities. These ports have drafts to take in ships of more than 15000 TeUs



All cheers for Malaysia at FWC 2017

The 56th session of the FIATA World Congress, co-hosted by Ministry of Transport and the Federation of Malaysian Freight Forwarders (FMFF), received accolades from Zurich-based FIATA for the successful hosting of the event in Kuala Lumpur.



CT BUREAU

FIATA is the influential non-governmental organisation (NGO), which represents the freight forwarding industry worldwide.

One of the largest and most important events in the global logistics industry calendar, the FIATA World Congress was attended by more than 1000 delegates, from 77 countries. Over 300 official B2B meetings were conducted, with 20 per cent involving Malaysian business.

"We were most impressed with the level of professionalism in the organisation of the Congress in Kuala Lumpur, and the large number of delegates who attended would benefit from the many

new contacts made," said Hans Guenther Kersten, Director-General of FIATA. "I believe our colleagues in the region took away much food for thought, listening to the world logistics experts sharing their knowledge and experiences," said Alvin Chua, President of FMFF.

"We were grateful for the opportunity to showcase what Malaysia has to offer to the international logistics community," he added, "and I think many of the delegates were surprised at the progress and growth of the industry and extent of the infrastructure development support from the government in Malaysia."

YB Dato' Sri Liow Tiong Lai, Minister of Transport Malaysia, expressed his appreciation to FIATA, FMFF and



delegates of the FIATA World Congress 2017 for the successful outcome of the event. "I believe we have achieved our objective of 'Logistics Bridging Global Trade'

given the high level of mutual cooperation and partnerships shown during the congress. This is indeed an exciting time for the logistics industry in the region and around

the world," he said. After Kuala Lumpur, the FIATA 2018 and FIATA 2019 Congresses will be held in New Delhi and Cape Town respectively. Topics in this year's Congress included

the impact of technology on trade and logistics, gains from infrastructure investment, updates on an emergent Africa and logistics training for the "NextGen" of freight forwarders.



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Changi launches Pharma@Changi

Ten companies have signed a Memorandum of Understanding (MoU) to enhance Changi's handling capabilities for pharmaceutical air cargo. The companies will promote the airport as a reliable pharmaceuticals air cargo hub.



CT BUREAU

Changi Airport Group (CAG) has formalised the Pharma@Changi initiative, together with its partners from the air cargo supply chain. This new community will work towards the continuous strengthening of Changi's capabilities to handle pharmaceutical air cargo. Together with CAG, the partner companies who signed the MoU are Bollore Logistics, CEVA Logistics Singapore, DHL Global Forwarding, dnata Singapore, Expeditors Singapore, Global Airfreight International, SATS, Schenker Singapore and Singapore Airlines Cargo. These nine companies, which span across each node of the air cargo supply chain, have achieved the IATA Centre of Excellence for Independent Validators Certification for Pharmaceutical Handling (IATA CEIV Pharma).

As part of the MOU, the companies will jointly pursue the best standards in pharmaceuticals handling, and will promote Singapore Changi Airport as a trusted and reliable pharmaceuticals air cargo hub in the region. This includes initiatives such as assessing new and emerging pharmaceutical logistics trends and technologies, as well as implementation of pilot projects.

Strengthening capabilities

Lim Ching Kiat, Group Managing Director for Air Hub Development, Changi Airport, said, "As the first air cargo community in Asia Pacific to attain the IATA CEIV Pharma certification, the new Pharma@Changi initiative aims to further solidify the partnership among air cargo players at Changi Airport in strengthening Singapore's capabilities, by jointly pursuing the best standards



in pharmaceuticals air cargo handling. Over the last three years, pharmaceutical cargo has consistently ranked among the top five cargo types transported via airfreight globally, in terms of total value. In the first eight months of 2017, Changi Airport handled more than 15,500 tonnes of pharmaceutical cargo."

Nick Careen, Senior Vice President - Airport

(Passenger, Cargo and Security), IATA, said, "The Asian freight market is the largest in the world, accounting for 40 per cent of total global trade. The creation of Pharma@Changi, by Changi Airport, one of the largest transportation hubs in South East Asia, is the first air cargo community in Asia Pacific. This is great news for the supply of pharmaceuticals across the region. Pharma

shippers at Changi Airport can now be assured that they are receiving the highest quality service in terms of standardisation and transparency."

Chin Yau Seng, Cargo President, Singapore Airlines, said, "As part of this initiative, we endeavour to deepen our collaboration to achieve the highest standards of pharmaceutical handling, while upholding a

The new Pharma@Changi initiative aims to further solidify the partnership among air cargo players at Changi Airport in strengthening Singapore's capabilities

reliable cool-chain network which extends beyond the Singapore hub, to Asia Pacific and the rest of the world. In addition, we will remain active in adopting new technology to meet customer needs."

CAG is also part of Pharma.Aero, an alliance founded by Brussels and Miami Airport, committed to sharing best practices and market knowledge to improve pharmaceutical handling for the air cargo industry worldwide.

Jet adds another capacity

Jet Airways is all set to commence its third daily non-stop service between Mumbai and London Heathrow with effect from October 29, 2017.



CT BUREAU

The latest frequency to London Heathrow - 9W 116, will depart on October 29, 2017 at 0925 hrs (LT) from Mumbai on Boeing 777-300 ER. The new flight will augment Jet Airways' Cargo capacity on the route by a third, strengthening its presence in both India and the UK market, allowing it to offer the maximum frequency and capacity between Mumbai and London for carriage of commodities such as perishables, flowers, pharmaceuticals, engineering goods, garments & fabrics, foodstuffs, as well as specialised medical equipment, among others. By helping expand

connectivity, the flight will promote greater access for cargo, right from London Heathrow to destinations in India, as well as the SAARC and ASEAN regions. The addition of the third flight from Mumbai to London Heathrow complements the airline's existing operations to the English capital from its hubs in Mumbai and Delhi, aboard its flagship B777-300 ER aircraft, that offer a comparatively superior and comfortable flying experience. In fact, Jet Airways will become the only Indian airline to operate thrice daily services between Mumbai - India's economic capital, and London Heathrow - one of the world's busiest and best airports.

Aside from enhancing capacity on the highly popular route, the additional service will also expand Jet Airways' ability to offer its guests greater flexibility and choice, helping to create a far superior and well differentiated travel experience for them, in line with the airline's commitment as part of its 'Guest First' philosophy.

The third frequency enhances onward connectivity over London Heathrow to North America. With partners Delta Air Lines and Virgin Atlantic it will allow Jet Airways to offer guests improved connection times to 14 destinations over London Heathrow to North America.

SAS goes live for cargo

The objective of the warehouse handling system is to ensure smooth handling and process of daily operations for complete warehouse management.



CT BUREAU

Sharjah Airport's sole ground handling agent, Sharjah Aviation Services (SAS) went live with a new-generation cargo management system that aims to provide real time shipment information and dramatically improve cargo operations at the UAE airport. The state-of-the-art warehouse and cargo management suite 'Cargo Flash nGen CMS' from Cargo Flash Infotech covers business areas including complete landside operations for export and import, warehouse management, ULD management, roster management, workflow management, EDI management, all landside, warehouse and airside

charges, SLA and contract management. As well as supporting management and operations teams in running daily operations, it also aims to provide business intelligence and digital transparency to bring Sharjah and its air freight community closer to reaching its e-freight and operational quality goals. Cargo Flash established in 2001 is an emerging IT service provider based in Gurgaon, empowering the aviation and logistics industry with IT solutions, specialising in

customised projects and integrated solutions.



Gautam Mandal
Products Head
Cargo Flash Infotech

It aims to provide business intelligence and digital transparency to bring Sharjah and its air freight community closer to reaching its e-freight and operational quality goals

UPS opens integrated facility in Hyd

UPS' state-of-the-art facility in Hyderabad aims to facilitate international trade for Indian business as the Indian economic growth of around seven-and-a-half per cent puts India at the top of the fastest growing G20 economies.



CT BUREAU

UPS has inaugurated a facility at Hyderabad to support local business and SMEs (small and medium enterprises) looking to expand trade with the global marketplace. Located at Begumpet, the facility is easily accessible for walk-in retail customers. UPS will provide integrated services for small package, supply chain solutions and contract logistics for faster and more efficient access to international markets.

The new facility is part of the continuous investment into UPS's global integrated network which moves 3 per cent of the world gross domestic product (GDP) across 220 countries and territories daily. SMEs are a vital engine for economic growth and contributors to India's GDP. Micro, Small

and Medium Enterprises (MSMEs) contribute around 6 per cent of the manufacturing GDP, 25 per cent of the GDP from services, and 33 per cent of India's manufacturing output. Logistics play an increasingly key role for business seeking competitive advantages and trading across borders. With over a century of experience, UPS continues to invest in capacity and technologies to build the Smart Logistics Network of the future. Hyderabad is the latest part of this constantly evolving network.

"UPS considers global trade a great opportunity for economic growth and we help Indian business of all sizes, especially SMEs, take advantage of the global marketplace," said **Jean-Francois Condamine**, President



for Indian subcontinent, Middle East and Africa (ISMEA), UPS.

"The economic growth of around seven-and-a-half per cent puts India at the top of the fastest growing G20 economies. Hyderabad is fast becoming a ground

for implementation of the 'Make in India' initiative. With the Indian economy on a growth trajectory, Indian SMEs are breaking boundaries to reach their growth potential. This investment shows UPS's commitment as a growth partner for the country

and its business helping to drive the economy," Condamine said.

Rachid Fergati, Managing Director - Indian subcontinent, UPS added, "Hyderabad is a key market for industries such as healthcare,

information technology and manufacturing among others. Business in these sectors need logistics partners to create supply chain efficiencies and that is one of UPS's key focus areas in India. The consolidation of the three key services of small package, supply chain solutions and logistics, backed by UPS's advanced technology, will help reduce costs, improve efficiency and increase competitiveness for businesses in Hyderabad." UPS connects major Indian cities such as Mumbai, Delhi, Chennai, Bangalore, Hyderabad, Kolkata, Pune, Chandigarh, Ludhiana as well as emerging export locations Jamnagar, Kanpur, Indore, Karur, Moradabad, Tirupur, Coimbatore, Baroda and Bhadohi to international marketplaces. ↘



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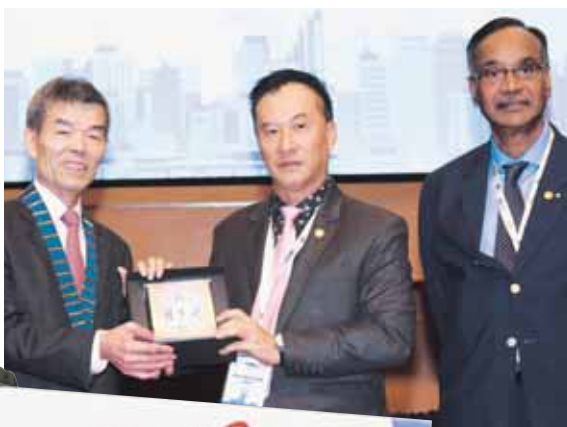


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FIATA World Congress: A grand success

The 56th edition of the FIATA World Congress ended with much food for thought from world logistics experts sharing their knowledge and experiences. The Congress was attended by more than 1,000 delegates from 77 countries. Over 300 official B2B meetings were conducted, with 20 per cent involving Malaysian business.





Festival of lights shines bright for ACCD members

Following the tradition of celebrating Diwali with full sparkle and shine, the Air Cargo Club of Delhi (ACCD) had organised a Diwali party for its members. Many of them decided to soak in the festivities along with their spouse.



STL witnesses bright cargo prospects

This year, so far, the St. Louis Lambert International Airport (STL) airport has witnessed a 30 per cent increase in freight charters, compared with the same period in 2016.

CT BUREAU

St. Louis Lambert International Airport has experienced a boom in cargo charter activity in 2017. The average weight of cargo on flights has increased almost four-fold to 45,982 lbs (20,857 kgs). In September, the airport also saw its two heaviest charter movements in some years: 216,681 lbs (98,264 kgs) and 233,000 lbs (105,665 kgs), uplifted by 747-8F aircraft operated by AirBridge Cargo; these were the first ever operations into STL by the 747-8F. STL also recently saw the first visit to the airport of the An-124 in five years.

The mainstay of the charter flights has been the region's thriving automotive and aerospace industries. Says **David Lancaster**, Cargo Development Director, STL, "The recent growth in total charter tonnage, the regular appearance of larger aircraft and the heavier loads being carried all point to a growing recognition of the benefits of using St. Louis Lambert for cargo charters."

"The cargo handling facilities and space here are exceptional for an airport

with our traffic levels, and all cargo charters are handled by WFS. Local manager Steve Rogers and his team do an outstanding job and are great partners in developing this business. We pride ourselves on being an easy airport to work with,

having no slot restraints or congestion and a great location in the geographic centre of the United States." He concludes, "With this upsurge in charter activity, the recent opening of our livestock handling centre, the imminent launch of

new international services by WOW and the steady growth of non-stop domestic markets, the prospects for cargo through STL look better than at any time since the closure of TWA's hub operations in 2002."



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GLOBAL

Crowley & Air Menzies Int'l join hands

Crowley Logistics has formed a new reciprocal service partnership with Air Menzies International to enhance both companies' offerings to their respective customers. Under this new agreement, the CrowleyFresh facility in Medley, will become the centralised consolidation facility for AMI's Miami Gateway operation, which provides bi-directional links.

CargoTalk/April-2017

EVENT TALK

NOVEMBER 2017

Supply Chain & Logistics Fair	Greece	4-6
Automotive Logistics	Chennai	7-8
Translogistica 2017	Poland	8-10
Supply Chain Summit 2017	London	9
Logistics-Business Expo	Austria	9-10
Supply Chain Innovation Summit	Chicago	14-15
Logitrans Annual Convention	Turkey	15-17
IWLS 2017	Pune	16-18
4th Asia-Pacific 3PL & Supply Chain Summit	Singapore	20-21
Maritime, Ports, Logistics & Warehousing 2017	Mumbai	22-24
Asian Logistics and Maritime Conference	Hong Kong	23-24
Supply Chain Management Strategies Summit	Berlin	27-29
Intermodal Europe	Netherlands	28-30
Intermodal Africa	Abidjan	29-30
TransBaltic	Russia	29-1

DECEMBER

India Cold Chain Show	Mumbai	12-14
12th annual Cold Chain Distribution Conference and Exhibition	London	13-14
ACCD Annual Ball	Delhi	16
India Cargo Awards	Delhi	20

JANUARY 2018

Supply Chain Finance Summit	Frankfurt	31- 01, Feb
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‘Change is vital for the future’

AV Vijaykumar, the recent Chairman-elect, FFFAI, focuses on the changes happening in the industry. According to him, to enable change in mindset would be a task which will be the focus for the near future.



CT BUREAU

I am unequivocal about the changes in mindset that Indian Customs Brokers and Freight Forwarders should be striving for. And, it is far more relevant when the landscape of this sector is changing phenomenally. Changes are too rapid and adopting these is a challenge. We are moving towards a trust based business environment with less paper, lesser physical interaction and least intervention, Vijaykumar clarified.

He pointed to the facts that presently there is huge transformation as regards to shipment processing. From a manually driven procedure, there is a drastic shift to a process driven system. The Trade Facilitation Agreement (TFA) has accelerated this requirement and Indian Customs have taken the lead. AEO, SWIFT, DPD, DPE are few illustrations

of changing dynamics of the international transport business, he explained. In his opinion, these initiatives from the CBEC have a strong impact on the logistics industry, especially the customs brokers. To touch briefly, we can perceive that specific amendments to Sec 46 and 47 of Customs Act '62 will have a bearing on the performance of the customs brokers and the importers given the fact that the responsibility of the shipping lines or the consolidators are not fully covered by these amendments, he underscored.

Consultative process necessary

Vijaykumar feels that the government policy makers should have a consultative process before any change is introduced and such effort should be meaningful with an open mind. Implementing agencies should prepare

them ahead of any change and should be trade-friendly.

FIATA to witness best global talents

I am bullish about the positive impact of FIATA World Congress 2018 to be held from September 25-29 in New Delhi. FIATA World Congress 2018 is destined in New Delhi through tireless efforts of FFFAI for the past few years. It is an event of global significance not only for the logistics sector but the entire cross section of manufacturing and service industry. When the best of global talents assembles under a single roof to share their thoughts, the results have to be positive and this is what FFFAI is endeavouring to achieve, Vijaykumar shared. He has also appealed for support from the government to the Congress to make the event a great success, for the country's ex-im trade's point of view as well.



AV Vijaykumar
Chairman-elect
FFFAI



Presently there is huge transformation as regards to shipment processing. From a manually driven procedure, there is a drastic shift to a process driven system



WEST INDIA

Nagpur as a logistics hub?

The Vidarbha Economic Development Council (VED) recently had held a logistics conference in Nagpur focusing on the potential of the city as an emerging logistics centre.

Themed as 'Nagpur – An Emerging Logistics Centre', the conference was held in October at Hotel Le Meridien. The event focused largely on the fact that the city of Nagpur had been unable to grow as a logistics centre despite its natural geographic advantage and the excellent connectivity by rail, road and air due to close interstate boundaries.

Logistics and manufacturing companies have shown their interest in creating infrastructure at Nagpur that can lead

to the creation of it as a logistics hub. The conference highlighted that suitable policy initiatives by the state government can convert the interest to invest into actual investments. The



introduction of GST will act as a further catalyst to speed up this process.

This conference aimed at collating thoughts to make Nagpur as an ideal

logistics centre that will attract substantial investment from Logistics Service Providers (LSPs), create employment opportunities and bring down logistics costs for industries. This

facilitation of logistics and reduction in logistics transaction costs will have a cascading effect in creation of wealth for the region by attracting further investments in the manufacturing sector.

VED Council is a non-political organisation with the economic development of Vidarbha as its central theme. Significantly, it works as a mission to survey, identify, study

and then pursue various thrust areas, like tourism, mining, logistics, handloom, agriculture, MIHAN (Multi Modal International Hub Airport at Nagpur)-SEZ opportunities, IT, etc.



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TIACA

Sydney

Ramesh Mamidala, Chief Executive Officer, Celebi Delhi Cargo Terminal Management, India, has been appointed to the TIACA Board of Directors. "I am so honoured and feel privileged to serve on the TIACA Board, which I believe will give me an opportunity to integrate the Indian air freight industry with the global market through TIACA. The association will be able to reach out to the industry players in India, which I am confident will lead to several of them joining the organisation."



IndoSpace

Mumbai

IndoSpace has announced the appointment of **Aditya Sikri** as President. Earlier, he was the CEO of Mantri Developers. Sikri has over 18 years of real estate experience in India and internationally. At Mantri Developers, he oversaw assets in excess of 27 million sq. ft. Sikri's hiring comes soon after the Canada Pension Plan Investment Board (CPPIB) made a significant commitment of over US \$1 billion towards IndoSpace's assets.



Etihad Cargo

UAE

Etihad Cargo has announced the appointment of **Justin Carr** as Vice President - Cargo Commercial. Carr has an experience of more than two decades in the logistics industry. He was the Head of MNC Business Development for the Middle East and Africa region in DHL. In his new role, he is responsible for the business's commercial proposition including global sales, key accounts, product teams, and Etihad Cargo's freighter platforms.



Schenker India

Mumbai

Schenker India has appointed **Paul George** as the new Director Sales, with effect from October 1, 2017. He will be succeeding Marcel Opitz who has moved to a new role within DB Schenker. Responsible for devising and driving the sales strategy of the company, George will be reporting to Oliver Bohm, CEO, Schenker India. He has over 35 years' experience in logistics, supply chain management, quality control, planning, BPM, manufacturing, global purchasing and setting up plants at Bengaluru, Pune, USA for example. George has held senior positions in reputed engineering, automotive organizations and other leading logistic service providers.



Kale Logistics Solutions

Africa

Kale Logistics Solutions has announced the joining of **Jack Bismohun** as the Head of Business Development for Africa region. He is a seasoned professional with great knowledge about the African Logistics market. He brings with him more than two decades of experience in business development. He was formerly also associated with Mauritius Network Services and Satyam. He was actively involved in delivering electronic solutions, primarily to Governments, Customs and private Logistics companies and has worked in several African and Francophone markets. In his new role, Bismohun will drive growth of the company and develop market penetration across Africa.



Mumbai

Kale Logistics Solutions has also announced the joining of **Krishnamurthy Gopalakrishnan** as Head of Business Development for India and Asia Pacific region. In his new role, Gopalakrishnan will be responsible for sales team leadership and driving revenue across the Indian and Asia Pacific markets. He is experienced in managing end-to-end sales cycle from Sales - Projects - Delivery - Procurement & Finance. He was formerly associated with Nashua Dynamics, Modi Xerox, General Electric and GTL and has over 20 years of professional experience.



TALKing People

Stanley Gomez, Director, Navigator Visa Global Logistics, goes on a drive with his daughters during his free time. "Me and my wife are movie freaks, so we watch some old classic Hollywood romantic movies together," he adds. His favourite sport is cycling. Talking about his favourite vacation spot, Gomez says, "Holiday destinations differ from person to person; with family it is Disneyland in Hong Kong and Desert Safari in Dubai, while with friends it is Amsterdam." Gomez likes Chinese cuisine, especially Sichuan and Hunnan cuisine.



Mansingh Jaswal, Director, Genex Logistics, likes reading books in his respite. Spending time with his family and doing social activities are another pastime he loves to do. Sharing his favourite sports, Jaswal tells "I love running and have been running Half Marathons since 2004. I have recently started trying my hand at Golf as well." He is not very fond of food but likes everything that is vegetarian and healthy. "It's been quite some time that we have had a long family holiday. But, we keep on venturing out on small outings."



Pramod Sant, Vice President -Head of Import Export and Export Control and Customs, Siemens, loves reading books during his free time. He has more than 1000 books in his personal library. He loves watching English or Hindi classics. Sant prefers Tennis and Formula 1 over cricket and closely follow Formula 1 races. Sharing his idea of travelling, Sant tells, "I visit the UNESCO World Heritage sites across world."



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