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Young leaders for cargo



The transportation and logistics industry is filled with multiple career options. While there is a requirement of experienced players, there is also an ardent need for young guns to join the industry, we find out more.



KALPANA LOHUMI

Strong leaders are crucial to any business, but logistics management demand unique capabilities. And, if these leaders belong to the youth of the country, one can expect innovation and uniqueness not only in the working culture but also in the results. The industry, no-doubt, is ramping up its efforts to attract more white-collar professionals, particularly youth. Associations are also not leaving any stone unturned to bring in notice how young professionals can bring creativity and innovation in the logistics industry. FIATA World Congress 2017 has an individual session on 'Young logistics professionals'. CARGOTALK explores the opportunity of knowing from the experts about how are the youth driving the logistics industry.

Sharing his perspective on the same, **Ashish Asaf**, MD-CEO, SA Consultants & Forwarders, says, "Young professionals are the future of our industry. However, we must not just ask ourselves what we can teach our younger members, but what we can learn from them. Engagement with social media and other platforms, as well as technology in general is critical to anyone working within our industry. There is tremendous potential in them to innovate logistics concepts which connect the e-commerce world to the real world, they can lift up industry to a whole new level."

"But in the Indian context we require more young professionals; with supply chain evolving and more technological innovations coming to the fore there is a dire need to change social perceptions when it comes to logistics. The logistics sector doesn't enjoy social acceptances. This relates to the youth not being attracted to this sector. It is important for logistics industry and government to make the people at large aware of the importance of the sector and job opportunities possible so



Ashish Asaf
MD-CEO
SA Consultants & Forwarders

that highly skilled logistics and techno savvy personnel can join the industry. According to a recent KPMG report on skilling India, the average age of its population is estimated to be within 29 years for the next six years; this gives an envious edge over other nations who could contribute to the economic growth of the nation. A perfect combination of labour and technology is the ideal driver for logistic industry," he adds.

From youth and technology, **Vaibhav Vohra**, India Cargo Awards winner 2016 and Managing Director, Continental Carriers, shares, "With the passage of time and the regime of control changing to the hands of third generation, those who are well educated, many of the youths professionally qualified and technologically innovative, the trend is slowly changing. Technological innovations and progress govern the mechanism for selecting partners and

“The logistic sector doesn't enjoy social acceptances. A perfect combination of labour and technology is the ideal driver”

monitoring their performance in the entire process of supply chain. Technology has provided innovations into logistics and this has resulted in improvement in efficiency, accuracy, transparency and speed in operations. It is hoped that the coming years would open ample opportunities for growth and consolidation of logistics industry, driven by youth and technology.”

Raj Malani, India Cargo Awards winner 2015 and Director, Shree Balaji Shipping, notes, "The logistics industry is not only an important driver of growth but also plays a pivotal role in nation's development by ensuring seamless movement of goods across regional and international boundaries. The exports of a nation happen to be the key indicator of how a nation has fared on overall economic parameters. While logistics has always been there and will be there, as long as someone is willing

“Technology has provided innovations into logistics and this has resulted in improvement in efficiency, accuracy, transparency”

to trade, the youth of the nation have now taken over the driver's seat of this otherwise conventional industry. Rightly, because the industry is remunerative, fast changing, futuristic and seeking improvisation and it is no exaggeration in saying that 'Youth' are synonymous to 'Change' and they leverage 'Technology'. The industry offers exponential scope in terms of infrastructure and technological development and job creation, which youths are quite passionate about and the industry is on the cusp of a paradigm shift due to inflow of new talents.

According to **Amar More**, CEO, Kale Logistics Solutions, "The existing scenario on the participation of youth in the logistics and supply chain sector is quite encouraging. Increasing number of youngsters are getting involved, not only in the niche operations, but also in the supporting operations like marketing, sales and customer. With the



Vaibhav Vohra
Managing Director, Continental Carriers
& India Cargo Awards Winner 2016

advent of e-commerce and globalisation, opportunities have increased manifold. Unlike earlier, where it was considered as a non-glamorous career choice, youngsters today are attracted to it as this industry too is keen to brand, market and provide customer delight, opening doors for multiple career options.”

Naveen Rawat, Director-Business Development, Holisol Logistics, says, "In India, logistics as an industry has only come to the fore in recent times. The arrival of e-commerce and the reorganisation of logistics network and strategies on account of GST has brought in emphasis on competitive supply chains. However, with the supply chain becoming more and more sophisticated, there has been a sporadic increase in the need for skilled labour which is not readily available. A lot of young people hence have joined the SCM industry in the recent past learning

required skills on the job. The talent joining the industry is going to shape logistics in India for the coming decades.”

"While there may be many underlying reasons to why youth have shifted their interest to career in logistics, the most plausible explanation is the changing nature of the industry. Logistics industry players have shifted their approach from analogue to digital process and have become more organised. In fact, governments worldwide have taken initiatives to support and benefit from the increasing volume," adds More.

"Supply chain & logistics industry has not enjoyed the same social acceptance as many other industries. Since most of its functions and operations happen out of public view, younger generation has not got as great a perception about the industry as it deserves. There is a big need to develop ethos and work culture which is attractive and lucrative enough for young talents to provide the supply chain & logistics industry with future leadership. On a positive note, it is heartening to mention that young talents, of late, have shown keen interest in the field of supply chain & logistics. With technology playing an ever-larger role in the industry, the influx of tech-savvy youth into the industry has also started taking place in a big way," enlightens **Vineet Kanaujia**, India Cargo Awards winner 2015 & VP - Marketing, Safexpress.

What future holds

"There are huge expectations from the industry as logistics firms are moving from a traditional setup to the integration of IT and technology to their operations to reduce the costs incurred as well as to meet the service demands. Hence, predicting which logistics and supply chain trends will make a difference to business has become notoriously difficult, yet, most

Contd. on page 6 ►

CARGOTALK

EDITORIAL

Bridging global trade

With the theme of 'Logistics Bridging Global Trade', FIATA World Congress 2017 aims to be the optimal platform to share information and highlight ground-breaking issues pertaining to the industry. **CARGOTALK** in this edition focuses on a crucial subject, about involving more young professionals in the industry to garner a phenomenal change. As international business becomes increasingly borderless, more companies are expanding their markets into the global arena, thereby significantly increasing the demand for supply chain and logistics support.

The country's diverse climate allows it to become one of the world largest producers of fruits and vegetables, but due to the lack of basic infrastructure, India is losing a good amount of revenue from perishables. **CARGOTALK** throws light on the same. The current edition also delves on issues like integrated end-to-end logistics transportation where different modes of transport are efficiently linked with each other. Without compromising on safety and speed, the service provider selects most appropriate and economic mode(s) of transportation during this whole process. On the maritime front, the shipping lines and ports are pushing their limits to enable safe and secure movement of cargos. The industry is also continuously looking for latest and updated technology to make the cargo clearance effortless, speedy and efficient.

There is also a demand for intellectual abilities in the cargo and logistics industry. And on these lines, there is a feeling of optimism to overcome the challenges and uplift industry to the international standards. Moreover, it is also vital to keep reinventing to add more value in the segment.

Charting the roadmap for suitable opportunities

At the recently-concluded ASSOCHAM Civil Aviation conference, eminent panellists enumerate the crucial issues of the air cargo industry and the solutions required to chart the way for growth.



KALPANA LOHUMI

We as an industry need to move forward. If we look at what the industry needs to focus on today there are three things: ease of doing business, infrastructure development and skilling India. If we take these three points, we can have quantum leap in spearheading the cargo business.

We as a cargo industry are the last mile deliveries of the 'Make in India' promise. This project won't work if we as an industry are not here. For ease of doing business, there is lot of talk in simplifying process and procedures, getting digitalised etc but what is lacking is a link between all of this. One of the things requires focus on is linking all these initiatives, be it digitalisation, integration of our systems, etc. Clear focus has to be initiated to look at this together as one industry.



Keku Bomi Gazder
CEO
AAICLAS



UDAAN is an opportunity for us which will give connectivity to air cargo also. Now, coming to the concern part; customs department is requested to look at the matter of transshipment of cargo. The approval should be restricted to the Superintendent level (if manual permission required) to make a transshipment process faster. This will reduce the transit time for 10-12 hours wherever any manual permission will be required. Now coming to the concerns related to Bureau of Civil Aviation Security; it is already printed that any shipment which has to be uplifted in an airline has to be screened by a regulated agent process. This process needs to be relooked. At present, there is no timeline. All the policies related to BCAS need to be considered again; the accountability has to be there and there has to be some timeline for all the process.

Moreover, if we are talking of setting up an AFS; one of the crucial part will be screening of cargo. Again, the regulated agent and BCAS has to come to the picture. The AFS policy doesn't cover this part. Facility clearance is also one of the parts of BCAS. There should be strict timeline and a clear-cut checklist because the approvals should not be dependent on the individuals or as per official's desires. That kind of transparency is required.

Dinkar Singh
Head - Regulatory Affairs
DHL Express India

Cargo plays an important role in the economy, it cannot be ignored. We are yet to see an airline which can go in profits and beat the expenses by ignoring cargo. Belly space occupies almost 50 per cent of the space in the aircraft. Ministry of Civil Aviation and Commerce have come forward to lend an ear to the cargo trade's problems. The trade is suffering from some premium problems like upgradation of systems, custom related issues, implementation of single window systems and EDI, centralised registration of authorised dealer port and transfer cargo etc.

We are yet to get a sturdy, robust and dependable systems. There are times when systems don't work for four to five days and so much of losses happen. We are the intermediary between the ex- and we have commitments for cargo to fly in a flight which is altogether not taken care of. Infrastructure is very important but along with it, we need systems and processes in line. Accountability has to be there; if any loss of time happens and cargo is not able to be uplifted because of system failure, then somebody has to be accountable. And, most importantly, Air Freight Stations (AFS) is the need if the hour to match up the growth of cargo.

Sunil Arora
Managing Director
Delta Airfreight



Cargo has always been a step child of aviation. The amount of attention cargo gets is very less and what goes below the deck, cross-subsidises what goes above the deck. We can promote cargo with better infrastructure, better policies, scheme building, etc. Noting the fact that cargo will only end up getting more revenue to the airlines that helps to make the tickets cheaper. No doubt, Delhi and Mumbai are choked for the next five years, till the next airport comes in. 40-50 per cent of traffic comes to and from Delhi; there is a great opportunity for the next five years with the state capital and other sub-centres of economic growth. There are also many great opportunities in North-East island territories for taking goods there and bringing things back, connecting them to the rest of the country and the world. The ever-mounting e-commerce has shown us interesting industry trends in the past few months.

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CARGOTALK is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86/94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todarmal Road, New Delhi - 110 001
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All cheers for air cargo: ASSOCHAM

According to the ASSOCHAM-Yes Bank joint study, the domestic cargo industry has registered a growth of 8 per cent at a CAGR during FY07-17, whereas international cargo grew at 6.2 per cent annually.



CT BUREAU

In India, air trade to GDP ratio has doubled from four to eight per cent in the last 20 years. Air cargo contributes about 20 per cent of airlines revenue. It should be treated at par with other logistics sector like roads which is subject to 5 per cent tax rate. It is recommended that air cargo tax rate may be reduced from 18.0 per cent and considered for a lower tax bracket.

Fast express

Indian express cargo industry provides fast, reliable, on demand, integrated and door-to-door (including customs clearance and duty and tax) payments. It is likely to grow manifold in the coming years. As per IMF forecast, GDP growth in India is forecast to grow at an average of 7.5 to 8.2 per cent during FY18-21 and thus air cargo could be at the centre of supply. To promote growth in air cargo by way of cost reduction, efficiency improvement and better inter-ministerial coordination, Air Cargo Logistics Promotion Board (ACLPB) and AAI Cargo Logistics & Allied Services (AAICLAS) have been formed. Creating AAICLAS would bring multiple advantages as there are lot of activities on the cargo front. The opening of economy, entry of new airlines, new routes, reforms in government policies, advanced technology has helped Indian air cargo to grow. But air cargo sector in India is still fragmented and faces certain challenges, one among it is that air traffic in the country is mainly concentrated at only a handful of airports. The challenge lies in connecting cargo volumes of Tier 2 & 3 cities with major cities for air transportation, which lacks appropriate cargo infrastructure. To provide scope of capacity addition to the existing cargo players, it is necessary to integrate airport infrastructure with air cargo facilities.

Inbound freight

The inbound freight demand is not very strong but exports see much higher utilisation. Because of intense competition, the export rates have been low. Substantial investment is needed to develop dedicated

on-airport cargo terminals, air freight stations.

GST impact

With the introduction of GST, octroi has been removed. Thus, to protect air cargo from the negative impact, it is recommended that a

connectivity plan should be laid down. Under GST, while airlines can claim input tax credit on all inputs (excluding ATF), they can claim input tax credit only on input services. However, there is no clarity if the existing exemptions would continue or not under GST structure.



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Youth are synonymous with tech change

Contd. from page 3 ►

promising. At the same time, technological advances such as the Internet of Things, automated transportation and similar futuristic innovations could lead industry to the different level," points Asaf.

Malani notes, "The domestic sector is currently in a transformation phase, with game changing trends like GST, increasing focus by foreign investors across the logistics value chain, growing demand for end-to-end solution providers and emergence of new avenues such as e-commerce, logistics parks, cold chain facilities and new start-ups. The government's emphasis on 'Make in India', building multi-modal transportation infrastructure, efficient freight corridors, faster clearances at check-points, etc. are also likely to have a significant influence on the industry over the longer-term. Hence, largely the future of the industry seems better than ever with enough private and government participation in this capital-intensive industry where costs are daily minimising."

Explaining further on digitisation, More adds, "Future of logistics and supply chain industry will be shaped by the level of digitisation and automation, the industry decides to adopt. Potentially, there is a possibility of complete end-to-end paperless transactions without any human intervention except at the booking and final door delivery stage. However, such a drastic adoption of technology on this scale will need robust technical solutions, fairly insightful research and significant financial investment."

Echoing similar views, Vohra shares, "The digitisation revolution has given birth to digital supply chain, facilitating all the players to orient



Raj Malani
India Cargo Awards Winner 2015 &
Director, Shree Balaji Shipping



Amar More
CEO
Kale Logistics Solutions



Naveen Rawat
Director- Business Development,
Holisai Logistics



Vineet Kanaujia
India Cargo Awards Winner 2015 &
VP - Marketing, Safexpress

It is no exaggeration in saying that the 'Youth' are synonymous to 'Change' and they leverage 'Technology'

themselves to their customers through social media, e-commerce, digital marketing, and knowledge gained from the direct experience with the customer. India is identified as the 'services hub' of the world. Movement of goods, both international and domestic sectors, is expected to register phenomenal growth in the coming years. Along with the

There may be underlying reasons to why youth have shifted their interest, the most plausible is the changing nature of the industry

growth, demand for a robust supply chain system will also grow, providing opportunities for existing players as well as new logistics service providers to expand and establish. "To stay and prevail in the business it is imperative for the supply chain & logistics companies to come to the terms and run smart supply chains," feels Kanaujia.

A lot of young people have joined in the recent past. The talent joining is going to shape logistics in India for the coming decades

Hand-in-hand
After much talks with logistics professionals on the role of youth being techno savvy and bringing innovation in the industry, CARGOTALK sightsees how young logistics professionals are reinventing technology and creating opportunities. "New technology, new market entrants, new customer

There is a big need to develop ethos and work culture which is attractive and lucrative enough for young talents

expectations, and new business models. There are many ways the sector could develop to meet these challenges, some evolutionary, others more revolutionary. However, the guiding force would be the new/young talent entering this vertical. Start-ups are driving new business models in the industry. Most of the

new entrants to the logistics sector are start-ups, and many of these are looking to use new technology to enter the industry. Their business model is asset-less which exploits digital technology to offer interactive benchmarking of freight rates, or match shippers with available capacity," tells More. "Analytics and IT are the name of the game and our youth are pro in it. From increased affordability and efficiency of the transportation management system (TMS) to the application of bluetooth technology for superior tracking of product movements, wherein technology becomes an integral, if not the exclusive, part of the shipping process, warehouse robotics etc.," opines Asaf.

"Changing face of logistics in India has resulted in quite a few young entrepreneurs setting up technology enabled logistics companies offering cutting edge solutions to some of the real challenges faced by the industry in terms of real time visibility, traceability, network planning, scalability, accuracy and timeliness, to name a few," notifies Rawat. "The industry earlier was plagued with poor capacity utilisation, inefficient pricing due to lack of market knowledge, snail paced local movement, time-consuming documentation processes, etc. and all because of no real-time platform for tracking, e-filing and trouble-shooting issues. But, the 'start-up bug' has also bit this industry albeit luckily and with use of technology," concludes Malani. "Today, many of these professional innovators are utilising automation, mobile apps and big data. E-commerce is here for solving logistics and home delivery challenges. They are generating results and praise by consumers and online retailers," shares Kanaujia.

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Maya to dazzle the cargo industry

The third edition of India Cargo Awards (West & South) will be held on October 14, 2017 at Crowne Plaza Ahmedabad. Like every year, these awards will honour the stalwarts of the industry.



CT BUREAU

India's prominent first regional award aims to honour the achievers of the cargo industry, who have strived hard to make a mark in the cargo fraternity. **Gunjan Sabikhi**, Convener, India Cargo Awards, elaborates that these are the first and only regional awards which recognise and reward the efforts of logistics companies from every nook and corner of India. "These awards set a company apart from its competition and differentiate the quality of its achievements from others, thus placing the awardees at the forefront of the industry."

"It is very heartening to see that the number of nominations received this year for West & South India has increased again.



Glimpse of the India Cargo Awards (West and South) held in Pune last year

This is a proof that these awards have acquired its place in the industry and it bestows immense credibility to the winning company or individual. We have seen that being nominated or shortlisted for any category has proven to be helpful for an individual or a company in their business as it places them at the forefront of their genre and industry and is accompanied by increased awareness about the brand," Sabikhi adds.

According to **Sanjay Kaushik**, General Manager, Crowne Plaza Ahmedabad, "It is the one-of-a-kind event and we are proud to be associated with it which is happening for the first time in Ahmedabad." He says, "With the growing industry and India evolving as a market it is great to see big names of the cargo industry starting operations in India. The industry has evolved vastly in the last few years as

India has shown growth in most of the segment. The current Prime Minister of India is encouraging for a better India which has boosted the economy and better business ties with partner countries."

Save the date

3rd edition of India Cargo Awards (West & South) on October 14, 2017, at Crowne Plaza Ahmedabad.



Gunjan Sabikhi
Convener
India Cargo Awards



Sanjay Kaushik
General Manager
Crowne Plaza Ahmedabad

“These awards have acquired its place in the industry and it bestows immense credibility to the winning company”

“With the growing industry and India evolving as a market it is great to see big names of the cargo industry starting operations in India”



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FWC 2017: Bridging the world trade gap

FIATA World Congress (FWC) 2017 is all set to revolutionise the logistics industry with new growth ideas. **Krishnan Chelliah**, Chairman, FIATA, talks about the event, scheduled in Malaysia from October 4-8, 2017.



CT BUREAU

How is the theme 'logistics bridging global trade' relevant to today's economic scenario?

The theme is relevant to today and future logistics services to the global industry in order to facilitate their global supply chain from B2B management in a cost-effective manner.

What are your expectations from 56th edition of FIATA World Congress?

The FWC 2017 have placed significant emphasis to B2B networking session and we have allocated two times large conference rooms for this session for two days. Our government agencies/MARTRADE will also be involved to match our local forwarders with the selective captive economies forwarders



for some serious discussion and collaboration for their mutual international routings. Currently, the global market is captive to the MNC forwarders who control approximately 60 per cent of the global logistics market for their freight movement on B2C basis and we want the SME forwarders to collaborate with their foreign members to do the same in cost-effective service level.

In a nutshell, FWC 2017 will be the one and only global forwarders congregation amongst the members.

Why you have chosen Malaysia as the destination?

It was my dream for many years and this round our government, who knew the global involvement for our business communities,

will enhance the economic development and will be supporting us to bring the prestigious conference to our soil.

How do you differentiate FIATA? Why one should attend FWC 2017 edition?

FWC is a multimodal platform for our global

members to meet annually and listen to the presentation from the captains of the trade and international world organisations. For first few days, they will highlight the happenings and forecast the future trade challenges. We will also place more e-commerce business solution as this is the direction the logistics trade is destined.



Krishnan Chelliah
Chairman
FIATA

“The FWC 2017 will enable participants to witness significant B2B networking sessions”

Get FWC updates on palm

The mobile app will enable over 1,200 logistics experts from all over the world experience a latest conference technology through latest updates on the FWC 2017 congress programmes, available at the click of the finger.



CT BUREAU

YB Dato' Sri Liow Tiong Lai, Minister of Transport, has tested and experienced the newly developed mobile app for delegates of the upcoming FIATA World Congress 2017. The mobile app is dedicated for purposes of scheduling one-on-one meetings with fellow participants, check on the daily programme, exhibition floor plan, exhibitors' list, maps, attendees list, social events, and generally keeping abreast of the congress happenings.

“The mobile app provides value-add to congress delegates as a platform to fully optimise their participation. It promotes greater knowledge sharing, prompts purposeful discussions and exchange of ideas, allowing the delegates to keep up-to-date on programmes, activities,



as well as facilitate easier networking opportunities among these renowned logistics experts and industry players from around the globe,” said, YB Dato' Sri Liow Tiong Lai.

Through the built-in one-on-one meeting scheduler in the app, delegates are able to create

meetings seamlessly with a dynamic sorting feature according to country, company name and attendee name. The app is open only to registered delegates, sponsors and exhibitors. Login details are automatically created and emailed to registered and paid delegates.



INDIA

Omori Japan opens in India



The office inauguration was done by Akihiko Sudo, President, Omori Group. The office operation commenced from September 8, 2017.

The working team is currently headed by **Yutaka Yamasaki**, Director, India Operations while the technical support is provided by **Chiaki Kato**, General Manager—International Department.

Yamasaki informed that back office has a team of eight currently and they

shall incorporate more qualified professionals after a few months of test run. The company is availing new business request from Japanese clients including Japanese logistics, trading, manufacturing and financial sectors companies.

“We are welcoming all request and new enquires from Japan and local Japanese clients in India. We will be serving them with Japanese standards and shall meet all their requirements,” he added.



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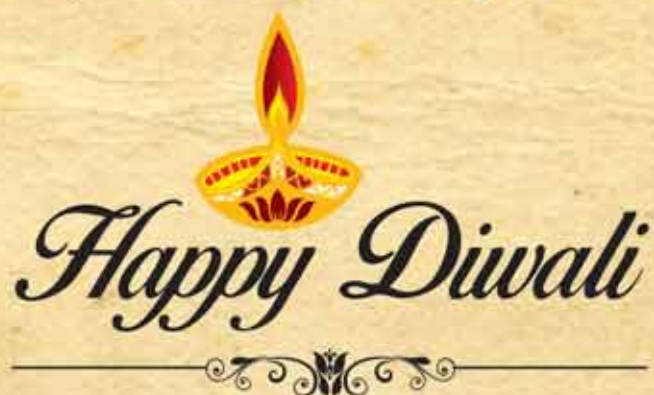
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Mastering essential skills: Guaranteeing

Realising the importance of skill in the logistics industry, CARGOTALK takes note of how the present and future generations of supply chain professionals can be educated through their career and how continuous education to the existing workforce will bring about development among the employees.



KALPANA LOHUMI



Capt. Ramanujam
CEO, Logistics Sector Skill Council (LSC)

Logistics, as a field of study, has been neglected in our educational system. Training of workforce that lies below the supervisory level, till date, is mostly on-the-job. Middle management professionals have it a little better with few educational institutions offering Supply Chain Management (SCM) courses. Against this backdrop, we need to arrive at a holistic solution. LSC is endeavouring to do just that by:

- ◆ Introduction of interactive vocational study material for transport network, warehouse models, and supply chain solutions at higher secondary level (as per NCERT syllabi).
- ◆ Training the workforce below supervisory level in practical skills necessary in warehouse transportation, including documentation in accordance with the National Skill Qualification Framework (NSQF). Training would be done in industry-led training centres.
- ◆ Conducting graduate-level vocational programmes in logistics, which would encompass regulatory and international best practices in addition to multimodal transportation as well as problem-solving for lean supply chains and just-in-time inventory. This would include internship to apply theory into practice.
- ◆ Apprenticeship in logistics job roles is a win-win method offering equitable benefit to all stakeholders.

The four elements above would ensure skilled personnel in the industry who would be reasonably proficient in their respective job roles. Since 70 to 80 per cent of the training is practical, it helps candidates solve problems that arise on a day-to-day basis, always thinking on their feet.

Thereafter, professional candidates employed in logistics companies need to be offered modular online courses with some contact classes at appropriate levels, which they need to take up and successfully qualify for. Industry also has to come forward to support LSC by progressively ensuring that their workforce is LSC-certified in the respective job roles they perform.



Divya Jain
Founder & CEO
Safeducate

There has been a huge increase in the demand for skill training in the recent years. The logistics world needs more tech-savvy and data-driven personnel to meet the demands of today's world. To keep up with the technology-obsessed world, the supply chain and logistics industry must incorporate practical education alongside theoretical education.

With an aim to meet the continuously evolving needs of the workforce of the supply chain and logistics industry of India, Safeducate, was established in 2007. The key strength of Safeducate lies in building its own infrastructure for all the training needs. The classroom interaction and practical/on-site activities provided to its trainees, give them a three-dimensional experience in the field of supply chain and logistics.

However, conventional methods of classroom and diploma can't deliver quality workforce, unless we infuse the practical education and make the workforce more tech-savvy. To constantly brush up their skill sets, we need to provide them knowledge of newer and advanced technologies. It is imperative that the logistics workforce practises with these technologies and devices to fully understand them, which could significantly help them in their work.



HIGHLIGHTS

- Training of workforce that lies below the supervisory level, till date, is mostly on-the-job.
- Since 70 to 80 per cent of the training is practical, it helps candidates solve problems that arise on a day-to-day basis, always thinking on their feet.
- Industry also has to come forward to support LSC by progressively ensuring that their workforce is LSC-certified in the respective job roles they perform.
- With the advent of a new generation of aircrafts and continuous growth in automation in SCM, the existing workforce needs training solutions to keep itself updated on changes in the cargo industry and improve its own performance, in turn benefitting the whole industry.
- A desperate urge to improve service quality and compete with global peers would be the yardstick for success of sustainable skill development and training exercises.
- Merely offering degree and diploma in the name of skill development would not yield any positive results.
- Hands-on training, field experience, and domain knowledge would be the desired headways to keep the logistics business on track.

success for the cargo industry



Dewakar Goel

Executive Director (HR), Airports Authority of India and Director, Indian Aviation Academy

Training is a process of filling the knowledge gaps. It is like the work of an engineer who identifies the potholes on a pavement and before taking any action, looks for the cause of the potholes. Finally, the engineer takes the necessary action to fill up the gaps in such a manner that they go a long way. Similarly, a trainer identifies the knowledge gaps based on the feedback received from the appraisal system and designs the programme with inputs that are sufficient to bring a person up to the required

knowledge level. It becomes a question of 'required and acquired'. Continuous education by offering trainings to existing employees is one way of optimum utilisation of available human resources. However, this is not sufficient because the aspirations of people, their motivation levels, and priorities are different even though the organisational objectives remain the same.

The key to ensuring that the future generation in SCM is well equipped to give an outstanding performance is a strong appraisal system so that training and development become its offshoots. It has to be a continuous activity that is based on training-need analysis and post-training-need evaluation. Skill management is the most important task in today's industrial scenario and the role of a manager becomes difficult when identifying and retaining skilled persons, mainly due to the reason that financial incentives are fast losing their charm. The organisation is required to take care of personal objectives of the executives with a clear mandate that the same will not overlap organisational objectives.



Samir J Shah

Immediate Past Chairman, FFFAI; Partner, JBS Group and Chief Mentor, JBS Academy

The present union government has put much impetus on skill development through its initiative, Skill India, a subject that received the required boost among cross sections of industry verticals. For the logistics industry, it has tremendous appeal, given the present vulnerable condition of this sector. Transport and logistics, the backbone from a manufacturing, domestic distribution, and international trade's point of view, have hitherto been unattractive segments, despite some positive initiatives at the policy level. Hence, the perception

about this sector can only be radically changed through a vigorous and sustainable programme that is packed with global standards as well as a pragmatic educational and training curriculum. It is beyond a doubt that education and skill development must be a continuous process for all, irrespective of present and future logisticians, to attain operational excellence and meet the global standard.

A desperate urge to improve service quality and compete with global peers would be the yardstick for success of sustainable skill development and training exercises. At the same time, availability of recognised training institutions with proper course material and proficient trainers must be the prime criteria to establish them at all manufacturing and logistics clusters or hubs, in the least. Merely offering degree and diploma in the name of skill development would not yield any positive results. Hands-on training, field experience, and domain knowledge would be the desired headways to keep the logistics business on track. It is a must for both existing logistics professionals and prospective entrants. Sustained innovation, motivation, R&D, and an eagerness to learn can guarantee the success of skill development initiatives taken jointly by the government and industry stakeholders.



YK Goel

Advisor & Associate VP, GMR Aviation Academy and Ex-GM (Cargo) & Head of Cargo operations, Airports Authority of India

Stakeholders in the cargo industry feel that it lacks trained manpower as people inducted at entry-level positions are inexperienced. If the first step is not taken in the right direction, then one cannot reach the correct destination. Till now, people used to learn cargo operations from their seniors or colleagues, a process that lacked systematic learning. It was often observed that the processes learnt by individuals while working were not always correct, which they would realise

later, when they came across training at a later stage.

MoCA took the initiative to involve cargo stakeholders from airlines and freight forwarders to cargo terminal operators, to design cargo training at the induction level so that the new workforce entering the cargo industry could be trained to work as professionals.

Since India is fast moving towards continuous and complete automation in cargo operations after the introduction of EDI, e-freight, e-AWB, etc., standardised knowledge can only be imparted through structured training programmes for the existing employees to keep them updated on the developments in automation and complete mechanisation.

It may be better if there is advanced training at the managerial level as there are continuous changes in systems and processes. With the advent of a new generation of aircrafts and continuous growth in automation in SCM, the existing workforce needs training solutions to keep itself updated on changes in the cargo industry and improve its own performance, in turn benefitting the whole industry.

IATA updates the Dangerous Goods Regulations every year, and ICAO publishes technical instructions for safe transport of dangerous goods by air. Being a mandatory training, an individual working in the aviation industry needs to be continuously updated on DGR. Hence, learning while working, supplemented with training at appropriate intervals can improve the workforce in the cargo industry.

Linking of air, land & sea for efficiency

The industry has the dire need of integrated logistics network to smoothen the movement and reduce cost and time. Our esteemed India Cargo Award winners opine about integrated end-to-end logistics.



CT BUREAU

Translates smooth movement

According to **Vipin Vohra**, Chairman, Continental Carriers, "Under integrated system management of entire logistics chain is performed by a single entity, instead of separate management of individual logistical functions to meet the customer demand in time. In international trade, the movement of cargo is normally done by individual transporters for carriage of their goods depending upon the mode of conveyances involved for a particular transit. The consignor enters into separate contracts with each carrier."

"The carriers also limit their liability according to the Contract of Carriage. However, under multi-modal transport, the consignment handing over to a person arranges multi-modal transport operation. The existing system and practice are inadequate as there is no proper coordination between the operators and single document for carriage of goods," he adds.

► **Fastest Growing 3PL - Pharma (West & South 2016):**
Vipin Vohra, Chairman, Continental Carriers



► **Best Express Cargo Service Provider (West & South 2016):**
TCI Express



Saves cost

Manish Jain, National Head – Sales & Marketing, TCI Express, feels, "An integrated network would not only reduce the overall transportation time and cost but also reduce the overall overheads which goes into managing large inventories. Hence the government is working towards formulating an integrated, multi-modal logistics and transport policy. The ideal strategy here will be to adopt a 'hub-and-spoke' model for the logistics sector for efficient and seamless movement." "With the efforts of government projects such as the 'Golden Quadrilateral' and two 'Dedicated Freight Corridors' (DFCs), have enabled a reduction of five to six per cent in the overall logistics costs which was earlier incurred by the government. Also, logistics parks are helping in reducing transportation cost by about 10 per cent, along with reducing pollution, warehousing/sorting centre costs," Jain adds.

Logistics infrastructure, a critical enabler

Vineet Chadha, Managing Director, Combined Logistics, shares, "Around US\$45 billion is lost each year due to inefficiencies in India's logistics network. While in absolute terms, industry spend on logistics in India is low—the relative spend is high. India spends 13 per cent of GDP on logistics compared to US (9.5 per cent) and Germany (8 per cent) spend. The current waste caused by poor logistics infrastructure is expected to increase to US\$140 billion by 2020 (almost 5 per cent of GDP). These not only result in higher prices and lower competitiveness, but also hampers economic growth. If tackled in coordinated manner, waste can be reduced by half and India's transport fuel requirement would also reduce by 15 to 20 percent. India requires a National Integrated Logistics Policy (NILP). Such a policy should target a greater share of rail, reduces economic waste and improve energy efficiency. The high level National Transport Policy Development Committee recently set up by the government to develop policy recommendations is the first step in this direction."

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



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



Integrated infrastructure policy required

Rahat Sachdeva, Vice President - International Logistics, Rahat Continental, shares, "India needs an integrated infrastructure and logistics policy to keep up the growth of its gross domestic product. The country's robust growth in GDP in the last decade or so has not only put a tremendous load on the existing infrastructure, but has put the spotlight on the critical need for building more. One of the prime challenges facing logistics sector in India is the presence of multiple interface points across the Centre and State. The current situation requires formulating a national integrated logistics policy, targeting a greater share of freight to rail, building dedicated freight corridors, coastal corridors, last mile roads, multimodal logistics parks, skill development."



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Opportunities non perishable for perishables

The cold chain industry has been growing significantly owing to the increasing government initiatives, rising need for the cold chain facilities, increasing private sector investments of both domestic and foreign players. CARGOTALK explores this industry with trade pundits.

KALPANA LOHUMI

With the shift in focus from increasing the production to better storage and transportation facility of the produce, cold chain industry is developing at a faster pace in India. The cold storage infrastructure has the ability to maintain the shelf life of perishable goods by maintaining proper temperature of the products from the farm gate to the end-consumer. As per the report, 'Indian Cold Chain Industry Outlook 2022', owing to the rising need of the infrastructure to reduce wastage, the cold chain industry in India is forecasted to grow at a CAGR of 19 per cent during the period of 2017-2022. CARGOTALK explores the potential of the market, challenges with the reefer transportation, impact of GST, technological innovations, and what is needed to be done to reduce the operation cost.

Focusing on the minutiae of the sector, Ramesh Mamidala, India Cargo Awards winner 2016 and CEO, Celebi Delhi Cargo Terminal Management India, says, "Cold chain sector in India by far has been neglected, thus leading to around 40 per cent of agrarian product waste due to the lack of cold chain infrastructure. While the production of high nutrition products like fruits, vegetables, meat and others have gone up considerably over the years; what is lacking are the means to safely handle and move these perishables to the market. The present government is determined to reduce agrarian wastage and bring down the post-harvest losses; this leads to more investment in cold

chain sectors. We are investing heavily to bring in new technology in our cold chain facility and hence providing an ideal storage condition for all perishables, from acceptance stage to the release of this sensitive cargo from our warehouse."

Sunil Kohli, Managing



Ramesh Mamidala
India Cargo Awards Winner 2016
& CEO Celebi Delhi Cargo Terminal
Management

Smart refrigeration systems powered by Internet of Things, big data analytics & cloud solutions are the future requirements

Director, Rahat Cargo, "The government has announced number of incentives to promote the cold chain sectors which may provide a major boost to this sector rendering a huge opportunity of investments. Under the scheme of 135 integrated cold chain projects with the cold chain capacity of 475,000 MT of cold storage / controlled atmosphere / modified atmosphere storage, deep freezer, 114.75 MT / hour of Individual Quick Freezer (IQF), 12,005,000 litres per day of milk storage

/ processing and 787 number of reefer vehicles besides additional tax exemption facilities have also been sanctioned.

Sharing the potential of the market, Ram Tiwari, Director-Marketing, Shine Logistics, says, "Despite huge potential in cold chain



Ram Tiwari
Director-Marketing
Shine Logistics

GST may help to improve the cold chain logistics in India in near future because it will remove many local taxes

logistics sector in India, we are still much behind as compared to other developed and developing countries in the world. As logistics trade is yet to get recognised with the industrial status, government has never extended any facilities in terms of financial support, logistics parks, or any commercial benefits. Therefore, people have not invested money to the development of infrastructure which led to big economical loss to the country. India is an agrarian

economy but due to lack of cold chain logistics support, mostly inadequate infrastructure for vegetables, fruits, milk products, medicine and other eatable items are getting wasted."

Barriers to the growth

Sharing how lack of logistical support acts as



Sunil Kohli
Managing Director
Rahat Cargo

All the stakeholders must collaborate to find solution to lack of the adequate logistics support for reefer transportation

one of the key challenges for reefer transportation, Mamidala tells, "It is imperative to have a seamless, undisrupted and smooth functioning supply chain for effective logistical operations and cold chain is no exception." Adding to the challenges for reefer transportation, he says, "Lack of multiple farm gate collection centres in India results to customer paying more for a reefer transportation and due cost optimisation to run a full truck is inadequate. To add

to this, standard refrigerated systems are inefficient and poorly designed. Also, not many reefer trucks are available due to the lack of volumes in the market. Establishment of new and modern cold chain facility will necessarily push up demands for reefer trucks transportation."

"All the stakeholders must collaborate to find solution to lack of the adequate logistics support for reefer transportation. Government initiatives and a fillip must be given to establishment of cold chain projects in India; subsidies should be given to encourage refrigerated transport systems. Further, establishment of new and modern cold storage facility will necessarily push up demand for refrigerated vehicles," opines Kohli.

"There is good demand in India but we are not able to provide the solutions because we do not have infrastructure and support in place, we are lacking with required solutions. We may need some more time

to come-up with required facilities and solutions and Shine is working on the solutions along with our overseas partners to set-up cold chain supply chain by applying technology and packing solutions," informs Tiwari.

"Another challenge is reducing the operation cost in cold chain logistics or in general logistics business. And, several ideas are under experimentation, such as, right packing solution which can hold constant temperature for long time without having any outer energy support, and using vehicle having battery operations, to name a few," he adds.

Echoing similar views Mamidala says, "Cost was one of the main reason for switching from fossil based energy sources to renewable energy sources like solar and wind besides others. Today, reduced costs for renewable energy technologies are making every transition not only possible but actually less expensive than the alternative. Even our





warehouse is now running on 20 per cent renewable energy – solar. We now have solar rooftops and have 2MW capacity. If you take 3000 MT of cold storage facility, you would need approximately 250KW of electricity. Hence, we have a solution where we are using

solar energy as an alternative resource, thus reducing the cost of operations.”

GST: Support or stress?

“GST may help to improve the cold chain logistics in India in near future because it will remove

many local taxes and that will speed up the business. But currently GST rates to logistics and cold chain logistics is very high which will hold the industry growth until GST rates reduces to the table of maximum three per cent,” points Tiwari. On the other side, Mamidala

believes, “GST has brought a path breaking change; the actual impact will be realised only after one year. With GST, interstate transactions, movement of good from one part of the country to the other, movement of goods from one part of the value chain to the next part of the value chain has become borderless. This borderless situation ensure that goods reach faster and meet the deadlines. Turn Around Time will reduce and bring in efficiency in model and reduce cost to customers.”

“Clearly with the intent to reduce the tax burden on the farming sector, storage and warehousing of agricultural produce has been exempted from GST. However, several anomalies have crept in, making the creation of storage and cold chain infrastructure as well as the provision of warehousing

services liable for tax. Therefore, while corporate in most sectors appear to be adapting to the new regime with a few glitches. The agriculture infrastructure sector is struggling to come to terms with the changed regime. Many agricultural warehousing companies rent warehouses from small owners of the property. Such owners are likely to remain unregistered suppliers. However, such renting of warehouses by agencies engaged in providing storage and warehousing services is liable to GST under a reverse charge at the rate of 18 per cent,” notes Kohli.

Tech way forward

Technological innovations in cold chain sector is definitely required to manage growth in both reefer storage as well as transportation. Sharing his

perspective, Mamidala says, “Smart refrigeration systems powered by Internet of Things, big data analytics and cloud computing solutions are the future requirements. Smart sensor technologies to track and monitor variation in temperature both in warehouse and reefers, whereby shutting the plant when not needed and is unnecessary to use. And, most importantly on board fleet management systems for savings are few of the things that will improve the reliability of temperature control as well as can extend the autonomy of the transportation.”

According to Tiwari, “Efficient cold chain logistics is required to protect the goods nutrition until its used by the ultimate consumers; some of the packing technologies are already on experimental test stage for future to avoid additional energy support requirements. At the same time, using warehouse having solar energy support to maintain the warehouse temperature on low cost are few solutions that are already being tested.”



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Department of Commerce

Export Import Data Bank; Export: Malaysia (all commodities)

Dated: 13/09/2017; Values in US\$ mn; Sorted on HSCode

HS Code	Commodity	2016-2017	2017-2018 (Apr-Jun)	HS Code	Commodity	2016-2017	2017-2018 (Apr-Jun)
01.	Live animals	0.00		28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	64.38	7.32
02.	Meat and edible meat offal	354.74	112.00	29.	Organic chemicals	272.51	48.67
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	43.45	8.96	30.	Pharmaceutical products	36.17	11.25
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	0.78	0.23	31.	Fertilisers	17.72	3.26
05.	Products of animal origin, not elsewhere specified or included	0.00		32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	18.98	5.36
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	1.79	0.31	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	25.35	5.05
07.	Edible vegetables and certain roots and tubers	95.35	25.45	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	8.53	1.84
08.	Edible fruit and nuts; peel or citrus fruit or melons	15.22	4.65	35.	Albuminoidal substances; modified starches; glues; enzymes	2.54	0.79
09.	Coffee, tea, mate and spices	114.53	21.83	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	1.26	
10.	Cereals	27.16	10.43	37.	Photographic or cinematographic goods	1.85	0.19
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	12.39	2.00	38.	Miscellaneous chemical products	48.76	11.25
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	92.01	21.35	39.	Plastic and articles thereof	31.05	9.11
13.	Lac; gums, resins and other vegetable saps and extracts	3.20	0.91	40.	Rubber and articles thereof	26.29	5.26
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	0.79	0.09	41.	Raw hides and skins (other than furskins) and leather	29.79	7.76
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable waxes	22.45	2.34	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (other than silk-worm) gut	7.26	5.80
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	0.46	0.27	43.	Furskins and artificial fur, manufactures thereof	0.00	
17.	Sugars and sugar confectionery	8.48	2.42	44.	Wood and articles of wood; wood charcoal	1.72	0.26
18.	Cocoa and cocoa preparations	3.93	1.09	45.	Cork and articles of cork	0.03	
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	11.59	3.08	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	0.03	0.01
20.	Preparations of vegetables, fruit, nuts or other parts of plants	8.69	3.27	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	—	—
21.	Miscellaneous edible preparations	19.63	3.80	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	9.95	1.86
22.	Beverages, spirits and vinegar	7.75	2.51	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	2.49	0.36
23.	Residues and waste from the food industries; prepared animal fodder	10.36	3.48	50.	Silk	1.69	0.08
24.	Tobacco and manufactured tobacco substitutes	11.05	1.19				
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	25.99	8.12				
26.	Ores, slag and ash	6.36	9.11				
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	915.44	270.61				

Contd. on page 20 ►



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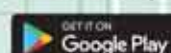
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► Contd. from page 18

Department of Commerce

Export Import Data Bank; Export: Malaysia (all commodities)

Dated: 13/09/2017; Values in US\$ mn; Sorted on HSCode

HS Code	Commodity	2016-2017	2017-2018 (Apr-Jun)	HS Code	Commodity	2016-2017	2017-2018 (Apr-Jun)
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	1.53	0.19	79.	Tin and articles thereof	0.01	0.03
52.	Cotton	44.68	10.17	80.	Other base metals; cements; articles thereof	0.20	0.03
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	1.20	0.37	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	5.53	1.33
54.	Man-made filaments	37.97	9.69	82.	Miscellaneous articles of base metal	7.75	1.77
55.	Man-made staple fibres	9.15	2.44	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	393.68	56.55
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	3.49	0.90	84.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	167.98	47.20
57.	Carpets and other textile floor coverings	6.02	2.01	85.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	2.35	0.83
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	1.74	0.38	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	33.57	9.51
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	0.59	0.18	87.	Aircraft, spacecraft, and parts thereof	34.27	8.51
60.	Knitted or crocheted fabrics	3.26	1.07	88.	Ships, boats and floating structures	774.98	6.22
61.	Articles of apparel and clothing accessories, knitted or crocheted	17.15	5.05	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	51.63	10.45
62.	Articles of apparel and clothing accessories, not knitted or crocheted	64.31	26.37	90.	Clocks and watches and parts thereof	0.07	0.03
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	15.11	4.20	91.	Musical instruments; parts and accessories of such articles	0.09	0.02
64.	Footwear, gaiters and the like; parts of such articles	13.00	3.18	92.	Arms and ammunition; parts and accessories thereof	0.00	
65.	Headgear and parts thereof	0.38	0.11	93.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	5.69	1.78
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	0.01	0.00	94.	Toys, games and sports requisites; parts and accessories thereof.	1.27	0.22
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	0.01	0.00	95.	Miscellaneous manufactured articles	3.38	0.87
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	6.26	1.47	96.	Works of art collectors' pieces and antiques	0.92	0.19
69.	Ceramic products	4.18	1.11	97.	Project goods; some special uses	8.91	0.04
70.	Glass and glassware	5.14	0.82	98.	Miscellaneous goods	2.06	0.82
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	27.90	6.24		Total	5,224.86	1,062.72
72.	Iron and steel	281.73	77.43		India's total export	275,851.71	72,026.86
73.	Articles of iron or steel	58.29	18.79		% Share	1.8941	1.4755
74.	Copper and articles thereof	283.83	50.58				
75.	Nickel and articles thereof	7.69	0.11				
76.	Aluminium and articles thereof	267.99	21.84				
77.	Lead and articles thereof	2.80	0.62				
78.	Zinc and articles thereof	142.94	25.88				

Source: Ministry of Commerce, Government of India

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Logistics industry on 'Uberization' mode

Naval Sabharwal, Global Head – Logistics & Supply Chain, Ramco Systems, talks about how technology can aid in the efficacy of managing trucks and thereby improve volume through impact on demand.



CT BUREAU

Enumerate the concept of 'uberization of the industry'.

For an industry that is constantly on the move, the world of logistics is in a perpetual state of change, facing numerous challenges and vague demands. Staying ahead in this dynamic landscape can be quite a roller coaster. Adding to this dynamic is the arrival of 'uberization' that is knocking on the doors of logistics, raising 'faster than fast' delivery expectations and reaching a fruition point of determining who would be the survivors. For a logistics player, this is a do-or-die moment. The ones to adapt and move forward will be distinct. Someone who does not adapt will soon be extinct. The logistics industry is at the crossroads of possibilities and needs to plan and execute effective, consistent strategies for a smooth ride into the future. Effective utilisation of resources and assets across companies, moving

from rigid frameworks to flexible business models is the need of the hour. Hence, logistics players should invest on 'intelligent' and 'cognizant' technology solutions that exploit the infinite sources of data within the system and simplify every step of every process to create value for all. Logistics Service Providers (LSP) need to deploy technology as a core competence and differentiator and not just a support service.

How is technology a support in logistics and supply chain management?

Improving the visibility in supply chain is of paramount importance to all organisations, globally. Not just tracking and tracing but visibility into costs, pipeline, revenue leakages, regulatory compliance, potential disruptions to supply chain, corrective measures available, productivity, efficiency, etc. Such a wide range of visibility can only be achieved through unified and real-time



integration and transparency between supply chain partners, and, this calls for technology support. As partners in supply chain are likely to have varying levels of process maturity and discipline, technology can act as the means which unifies them towards a common goal.

Please elaborate on Ramco IPO for resource allocation and process efficiency.

IPO expands as In-memory Planning and Optimisation. It is basically a library of pre-

defined scenarios, rules, restraints and algorithms that are structured in multi agent model wherein the planning activities happen in parallel unlike the traditional sequential model. This means that a large volume of data and multiple situations can be processed, considering the rules and constraints that govern them, at a much faster rate which will help in dynamic planning and response. This capability can also be used to ensure optimal planning and allocation of resources for logistics requirements in line with

the service levels and KPIs defined.

Why is there a need for reduction in 'wasted miles'?

Wasted miles or empty miles mean waste of time, effort, money and fuel and also an environmental hazard and the benefits of reduction of empty miles are well established. In addition to improving efficiency and productivity for the LSP, the reduction of empty miles will also result in significant cost saving which can be shared with all parties in supply chain and eventually the end customer. Besides,



Naval Sabharwal
Global Head – Logistics & Supply Chain
Ramco Systems



Effective utilisation of resources and assets across companies, from rigid to flexible business models is the need of the hour



service level improvements and increase in logistics capacity are other outcomes of reduction of wasted miles that can lead to greater customer experience.

Gandhi reveals its 'door' of reliability

Gandhi Automations have in time proven its mettle in ensuring building high-speed doors to be used for shipment and loading, unloading purposes. The company is certified to ISO 9001:2008.



CT BUREAU

High Speed Doors designed and manufactured by Gandhi Automations are sturdy, dependable and are the ideal solution for medium and large entrances. The doors are manufactured with European collaboration and technology with innovative and creative engineering.

Fast moving functional and reliable doors are needed in industrial and commercial contexts. Gandhi designed and manufactured High Speed Doors are versatile and solid ensuring long-lasting reliability. The modular structure of the curtains, assembled and joined by anodized

aluminium extrusions, provides for a wide range of polyester sections available in a variety of colours. Wide, full-width window panels ensure a safer traffic and allow more light in. Their fast and easy replacement, in case of accidental tearing, saves money and time. The alternating metal tubular structure there inserted ensures high wind-resistance.

Prime High Speed Doors are the ideal solution for internal and external entrances and effectively operate in any situation, even when strong winds are blowing and in rooms with high volume traffic. Sturdy and dependable, Prime is the intelligent door for



medium and large entrances. **High Speed Doors** for external entrance are equipped with spring steel

wind lock in curtain pocket that ensures silent door travel, higher wind loads and curtain stability.



Upgradation is the company's regular thing, it has its in-house R&D department who keep on

working on products and the team optimise the product with respect to technology, energy consumption, etc.

Navigators, Visa Global Logistics join hands

The tie-up between two companies from Australia and India shall create a global presence for both partners and help them attain higher standards through its presence worldwide. It will be known as Navigators Visa Global Logistics.



CT BUREAU

Navigators Logistics has entered into strategic joint venture (JV) with an Australian privately-owned freight forwarder Visa Global Logistics, with its Group Head Office in Sydney. The company has over 45 offices covering more than 12 countries with presence in over 30 countries through strategic partnerships. The new company shall be called Navigators Visa Global Logistics. **Lorenzo Angeloni**, Italian Ambassador to India graced the crucial event as the chief guest.

Navigators is uniquely positioned to handle door-to-door deliveries for all kinds of international cargo to/from worldwide to India, including food products, perishables, building material, heavy over dimensional plant and machinery, etc. The international freight forwarding sector/industry has not seen much foreign direct investment in the last few years and the scenario seems to be changing in the post GST positive reforms. But now both companies can ideally complement each other and help mutually increase their presence on the Europe-India and Australia-India trade lanes.

Angeloni, said, "We are in a positive mind that the Italian-Indian relations shine together through this merger." According to **Vaibhav Verma**, Founder Promoter - Navigators, "Navigators with the Visa experience and wide

network plans to further expand their presence in Indian Subcontinent with new offices not only in India, but in other neighbouring countries, including Sri Lanka and Bangladesh. It eyes a growth of over 40-50 per cent CAGR

basis through the joint offices of both Navigators India and Visa." **Stanley Gomez**, Founder Promoter and Managing Director - Navigators, added that NVGL plans to reposition its market share and positioning specially in

the Indo-Italian trade lane. **Vittorio Tarchi**, Group Chairman, Visa Global, said, "We located offices in different parts of the world to provide container movement expediency from ship to customers."



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Navigators eyes a growth of over 40-50 per cent CAGR basis through the joint offices of both Navigators India and Visa Global



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Creating a benchmark in logistics: Pednekar

With the focus on FIATA World Congress 2018 and strengthening Federation of Freight Forwarder Association of India (FFFAI), **Ashish S. Pednekar**, has now taken charge of FFFAI. He charts out his plans for the industry.

My first priority would be creating awareness to make the FIATA World Congress-2018, which is being held from September 25-29, 2018, in New Delhi with FFFAI as host organisation, a great success. As FIATA World

Congress has been the benchmarking event for all logistics professionals, we are expecting 1500 foreign and Indian delegates in this mega international event. FFFAI is committed to make this event a milestone for the development of India's

manufacturing, export/import, forwarding and logistics industry. It would provide an opportunity for interaction on best practices in logistics across the world. We are also seeking support from all industry stakeholders and government to script the

success story of FWC-2018. Meanwhile, also interacting with all relevant ministries and PMO office for their maximum participation.

The current Prime Minister of India's vision 'Zero Corruption' should be

implemented in letter of intent and spirit. We would convey regular suggestions to the Department of Revenue, Ministry of Finance to make sure there are transparency and minimum interfaces between Department of Customs and Customs

Brokers. We support all path-breaking initiatives from the government including the latest revolutionary step i.e. GST. The tax has integrated the country as regard to financial integration, facilitation of quick cargo movement and revenue earnings to strengthen the country.

At the same time, I would like to emphasise on enhancing skill for logistics industry by collaborating with the government. Our skill developing arm, Indian Institute of Freight Forwarders (IIFF), is going to further strengthen government's 'Skill India' initiative for the benefit of logistics industry by signing MoU with the Skill Council for Logistics, under the Ministry of Skill Development. There is huge skill gap prevailing in the cargo and logistics industry and IIFF under FFFAI would play the critical role in supplying trained manpower, which will result in tremendous effects on performance and perception about this hitherto unorganised, and at the same time, potential sunrise sector.

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

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Ashish S. Pednekar
Chairman
FFFAI

“
We support all path-breaking initiatives from the government including the latest revolutionary step i.e. GST
”

Computing Supply Chain Management

Sharing the intricacies of supply chain management (SCM), **Prashant Bhatmule**, Head-CPG- EPC/SCM, Bajaj Electricals, talks about the concerns and challenges encountered for SCM.



CT BUREAU

Has technology brought much stress to supply chain management?

Technology is the driver of innovation and is rubbing day-to-day working practices and 'uberisation' of all practices is the key to

How to identify and assess risks?

Managing danger in a global supply chain entails many factors such as bridging the differences in culture, language, ethics and executive conduct.

Professionals can offer you proven, valuable suggestions with rich and varied experience in managing global operations and environment. Professional service providers successfully highlight those risks and suggest what

companies operating in a global environment can do to manage them. Outsourcing the task of supply chain risk management to a global provider enables cost savings. You also need to look beyond the labour cost

savings. The main reasons of outsourcing include:

- ◆ Organisationally Driven
- ◆ Available Capacity
- ◆ Strategic Relationships
- ◆ Improvement Driven
- ◆ Focus on Core Capabilities

- ◆ Access to Technology
- ◆ Skills
- ◆ Financially Driven
- ◆ Capital Spending Avoidance
- ◆ Cost Savings
- ◆ Access to New Markets



Prashant Bhatmule
Head-CPG- EPC/SCM
Bajaj Electricals

success in SCM fraternity. Different practices adopted by organisations in time, are as below:

- ◆ Outsourcing too frequently to improve the data accuracy and also the higher dependability on the outsourced partner.
- ◆ Capacity enhancement: The different practices adopted are to have spare capacity outsourced to meet the fluctuating demands without affecting the direct overheads increase otherwise will impact the product price.
- ◆ Inventory optimisation: The inventory optimisation has no end and everyone talks on reducing inventory at any point. But practically, if we look at it, the availability of material at right place decided the capturing of market share for consumer goods.
- ◆ Price control: Different techniques are being used for price to be kept under control and also to keep it reducing various different innovative initiatives on an ongoing basis.

Across these steps, technology has become the driver of business. But, with the ease of data availability with every individual, surely it is a stress for SCM team.

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Women rowing onto the leadership bay

Sanjam Sahi Gupta, Member, WMU Executive Board, talks about steps required in order to elevate the confidence of women to opt for leadership positions in the shipping industry and the roadblocks that is holding them back.

We need to have more role models for women and the media also has a large role to play in this. If the younger women see other women reaching the top, they will be more confident that as women they can make it as well. Successful women should share their stories and challenges, this will help women face challenges of managing multiple roles. This coupled with mentorship programmes will be very beneficial.

Another issue is that millennial women are leaving their jobs more than their male counterparts, and it isn't because they are becoming mothers. Part of the reason for this burnout among millennial women is because of how connected their companies expect them to be. We are in unprecedented times in terms of the global, where we are always at the beck of a call. It takes a tremendous amount of discipline not to check email at night or first thing in the morning, and not all office cultures (or managers) endorse or demonstrate that restraint themselves. Work comes in at all hours, and it can be hard to create boundaries that keep it contained and allow for proper rest and renewal.

For younger women in particular, it can be hard to say no, especially in competitive jobs or industries where there would be a (perceived) line out the door for their replacement. Society puts certain expectations on people based on their gender from a very young age. Where women are more often expected to



provide the majority of family care and raise children, men are expected to be the breadwinners and put work obligations before family. That was supported by the findings showing that women experience significantly higher rates of role overload, or feel that they are unable to complete their assigned duties in the work time allowed.

There are specific challenges for female seafarers; young cadets approach me very often with help as they do not get placed despite the male classmates being placed. Unfortunately, there is a bias towards female cadets regarding safety issues. Several companies have a no female cadet policy to protect themselves from claims, in case of harassment.

And the sad part is that it's no fault of the female seafarers but rather a lack of understanding /gender



sensitisation for which we have approached the office of the Director General of Shipping. Our goal is to have a diversity charter and implement the same in training institutes.

Roadblocks faced

Shipping being male dominated like several other professions the percentage of women in management level is very small.

While there are plenty of women in the lower positions, somehow there is a barrier and very few women are in senior positions. There is a glass ceiling that holds them back from reaching leadership

positions. While there is a bias though there is a marked change in the last 15 years.

In India since the Government regulation last year, it has been compulsory for listed companies to have minimum one woman director on their boards. This has forced a lot of the shipping companies to do the needful. However, that move has also led to another issue: family members, wives and daughters, who are not active in the business, are appointed. This defeats the purpose of giving more representation to women.

It's also a cultural thing-it varies region to region. In some countries, it's more prominent than others.

Mindset to be revoked

Sometimes women themselves doubt their capabilities and shy from taking on more responsibilities. Several times they don't get support from their spouses/partners; taking the recent case of a lady who was fantastic in her job in sales but her husband being traditional was not happy her meeting so many men as part of her job and had her confined to a desk job. The mindset of the

industry gentlemen, form presumptions on basis of gender, that women may not be as capable like them or that they come with a 'baggage' of maternity leave, etc. Females are less likely to be hired or promoted.

There is lack of support system for women, no availability of day care centre, or flexi working hours for women, no 'share a day option'. Companies should encourage women to get back to work after their maternity leave, but, sadly it is not always the case.

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



Sanjam Sahi Gupta
Member
WMU Executive Board

“Shipping being male dominated like several other professions, the % of women in management level is very small”

NORTHEAST INDIA

AAI to revamp Imphal cargo terminal

Airports Authority of India (AAI) will undertake the work for construction of Integrated Cargo Terminal (ICT) at Imphal Airport after obtaining grant-in-aid under Trade Infrastructure for Export

Scheme (TIES) of Ministry of Commerce & Industry (MoC&I), Government of India. The Government of Manipur had planned to establish an Export Import Cargo Terminal (EICT) at Tuliha, Imphal Airport

under ASIDE scheme of the (MoC&I), Government of India. The objectives of establishment of ICT at Imphal Airport are:

◆ Export promotion for handicrafts items and perishable cargo.

◆ Fostering of economic development of the region.

◆ Generating employment opportunities in NER.

◆ To establish connectivity between South & Southeast Asia, thereby

achieving the improved efficiency and productivity.

◆ Liberalisation of trade with India and the Association of Southeast Asian Nations.

A Grant of ₹12.96 crore of the total cost estimation

of ₹16.20 crore has been sanctioned by MoC&I under TIES and the balance amount to construct the cargo terminal will be met out of internal sources of AAI.



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AirBridgeCargo accredited with envirotainer quality

AirBridgeCargo (ABC) has achieved envirotainer's quality accreditation at its global hub at Moscow Sheremetyevo Airport and in Dallas as part of its push into the pharma segment.



CT BUREAU

Envirotainer, which provides active cool containers, created its Qualified Envirotainer Provider Training and Quality Programme (QEP) to recognise transport service providers which

demonstrate their ability to properly manage Envirotainer container shipments in accordance with Good Distribution Practices (GDP).

Fedor Novikov, Director - Pharma (Global), ABC, said, "Gaining QEP

accreditation is yet another sign of the commitment we are making to our pharmaceutical customers and further demonstrates our ability to protect the quality and integrity of temperature-sensitive pharma products. We have been heavily involved in

pharma transportation since 2016 and our focus over the last 18 months has been to invest in developing the products and services our customers need. QEP accreditation is one of the benchmarks we and our customers recognise, as being very





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important, as we grow pharma volumes across our network." In November 2016, AirBridgeCargo also became the first airline in Russia and only the seventh carrier in the world to receive IATA CEIV Pharma certification.

EAST ASIA

DHL sails from Oslo to East Asia

The new routes include two 747-400 chartered freighter flights per week – one from Oslo Airport to Seoul and one from Oslo to Shanghai – on Tuesdays and Fridays beginning on September 8, 2017.

Earlier in 2017, DHL began a cargo route to transport seafood from Lakselv to Oslo, from which point the cargo was moved to Seoul and other destinations. The new Oslo-to-Seoul route will help expand seafood exports from Lakselv to markets in Asia. "With the launch of direct flights from Oslo to Seoul, we also expand our service from Lakselv from one to two flights a week," said **Trond Ørjan Olsen**, Head - Airfreight (Norway), DHL Global Forwarding.

"Avinor's close cooperation with DHL has resulted in several new routes such as Lakselv and Seoul, increasing the competitiveness of Norwegian Seafood export and strengthening the position of Oslo Airport as the leading freighter hub in the Nordics," says **Martin Langaas**, Director – Cargo, Avinor.



Aargus Global Logistics Pvt. Ltd., India

(An ISO 9001:2015 certified company)



Aargus Global Logistics Wins "India Cargo Awards 2015" as a 'Best Freight Forwarder - Pharmaceuticals' for West & South of India.

Aargus Global Logistics Wins "India Cargo Awards 2015" as a 'Best 3PL - Pharma' for North & East of India.

Maresh P. Trikha (Managing Director) Wins 'India Cargo Awards 2015' as a 'Mentor Cargo Industry' for North & East of India.

Saurabh Trikha (Director) Wins "India Cargo Awards 2016" as a "Face of the Future" for West & South of India.

Aargus Global Logistics Wins "India Cargo Awards 2016" as a "Best 3PL - Pharma" for West & South of India.

Aargus Global Logistics Wins "India Cargo Awards 2016" as a "Best 3PL - Pharma" for North & East of India.



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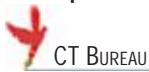
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Qatar Airways Cargo offers enhanced pharma product

The cargo carrier has signed an agreement with DoKaSch for the lease of temperature-controlled active containers for pharmaceutical transportation. The airline will offer its Opticooler range of temperature-controlled containers.



CT BUREAU

The cargo carrier has signed an agreement to offer its Opticooler range of temperature-controlled containers, providing Qatar Airways Cargo customers the choice of a range of active containers to transport

their pharmaceuticals across the cargo carrier's extensive global network. **Ulrich Ogiermann**, Chief Officer Cargo, Qatar Airways said, "Through this agreement with DoKaSch, we have now expanded our active container offering for customers, presenting our

business partners with more options to transport their pharmaceuticals globally."

Andreas Seitz, Managing Director, DoKaSch Temperature Solutions, said, "We are very pleased to make our Opticooler containers available through one of the

world's largest international cargo carriers. We are convinced that with Qatar Airways Cargo's extensive and rapidly-growing network, and our joint commitment to quality and customer satisfaction, this partnership will provide a great solution for the global Pharma cool chain."

The Active Cool Containers RAP and RKN Opticooler are equipped with electric, battery-powered cooling compressors and heaters and require no dry ice. This high-end packaging solution safeguards the efficacy of vital pharmaceuticals



Ulrich Ogiermann
Chief Officer Cargo
Qatar Airways




We have now expanded our active container offering for customers, presenting our business partners with more options



throughout the transportation chain. Valued for their exceptional reliability and performance in any climate, these active containers keep the cargo within a temperature range of 2 to 8 degrees celsius or 15 to 25 degrees Celsius. The system features a straightforward touchscreen interface, making the temperature setting extremely dependable.


Qatar Airways Cargo recently announced the launch of its brand-new Climate Control Centre, a 2,470 square metre airside transit facility for temperature-sensitive cargo. The facility features two temperature-controlled zones operating at both 2 to 8 and 15 to 25 degrees Celsius with a capacity to hold a total of 156 ULDs (unit load devices) at a time. Segregated sections within the facility enable storage of pharmaceutical products in compliance with 'Good Distribution Practice' (GDP) guidelines. To ensure complete temperature integrity, the facility is equipped with six truck docks, each with inflated curtains and an anteroom as a staging area.






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DHL's 2018 rate adjustments announced

DHL Express has announced its annual general average price increase, effective January 1, 2018. The average price increase for international shipments weighing up to 300 kg will be 6.9 per cent.



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An average rate increase of 9.9 per cent will be applied for heavier and bulkier shipments weighing over 300 kg. "The DHL Express customer promise is that we will provide the

highest levels of service quality for international time definite shipments and business," said **Ken Allen**, CEO, DHL Express. "Over the last year, we have added new hubs with automated sorting capabilities to our international network and

further strengthened our security measures in order to meet the requirements of our customers, partners and transport authorities. We have announced further investments in modernising our aviation fleet, introducing more

green vehicles for inner city delivery and enhancing our ground infrastructure around the world. We have also deployed new solutions – such as 'On Demand Delivery' and 'Parcel Lockers,' to make the delivery process even more

convenient for retailers and their customers in the dynamically growing e-commerce segment. Our annual price increase ensures that we can make the investments needed to meet our customers' expectations and to



R.S. Subramanian
SVP and Managing Director
DHL Express India

“As global trade grows, we continue to invest significantly in our network in India and globally to further enhance our value proposition”

continue to make them successful over a long-term.”

R.S. Subramanian, SVP and Managing Director, DHL Express India, said, "As trade facilitators, offering exceptional time-definite services to our customers is vital to us. As global trade grows, we continue to invest significantly in our network in India and globally to further enhance our value proposition. The annual rate adjustment will help to offset the impact of inflation and the forex adjustments. It will also assist in augmenting our infrastructure to keep providing superior service to our customers."

DHL Express adjusts its prices annually, taking into account inflation, currency dynamics and other rising costs, such as expenses related to compliance with enhanced security regulations, in each of the more than 220 countries and territories that it serves. Price adjustments will vary from country to country, depending on local conditions, and will apply to all customers where contracts allow.

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FFFAI AGM elects new office bearers for 2017-19

Ashish S. Pednekar has taken over as Chairman, Federation of Freight Forwarders' Associations in India (FFFAI) for 2017-19 in the installation ceremony that was held in Mumbai preceded by the AGM of FFFAI. Earlier, at the AGM **AV Vijaykumar** was elected as new Chairman-elect and **PS Atree, Rajesh Verma, S Ramakrishna, Shashidhar V. Hebbar, Sudip Dey** and **Kartik Pancholi** were elected as Vice Chairmen for the 2017-19 tenure. In addition, **Amit Kamat** and **Vinod Sharma** were re-elected (unopposed) for the Honorary Secretary and Honorary Treasure posts respectively.





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Batteries that revolutionise logistics

With an aim to power the forklifts in manufacturing, processing and warehousing industry, Amara Raja has introduced a new product, named Amaron Brute- Hi Life Batteries.



CT BUREAU

Going ahead with its values of innovation and offering technologically superior products, Amara Raja Batteries has introduced Amaron Brute- Hi Life Batteries,

specially designed to cater to the needs and fill the existing gaps for a superior product for motive power applications in manufacturing, processing and warehousing industry. Designed with the promise of advanced technology

and unmatched customer service standard pursued at Amara Raja, Amaron Brute offers the highest cyclic life, which meets the BS (British Standard) and DIN (Deutsches Institut) specification. It has been designed to electrically

operate material handling equipments and similar hauling machines and cranes used by manufacturing, processing and warehousing industry.

Srinivas Ganga,
Vice President and CMO,

Industrial Business Division, said, "The expansion in the motive power industry is driven by factors like new taxation system under GST, rapid expansion of e-commerce and overall improvement in the economy. These



factors have brought in a change in the material handling habits in the existing industry and there is a shift from diesel to electric material handling equipments." Further elaborating, he said that Amaron Brute- Hi Life Batteries will be able to fill the existing gap in the Motive Power industry by providing a technologically superior product with the highest cycle life among the existing products. The evolving business requirement in the country has further created a distinct requirement for process, manufacturing, warehousing and vertical storage of the goods and products. Moving these products manually is both cumbersome and time-taking. World-over motive power is extensively used in big warehouses, airports, ports, and similar industries. Amaron Brute also allows user friendly diagnosis and maintenance. It will be available across the country through ARBL approved partnerships.

Moving products manually is both cumbersome and time-taking. World-over motive power is extensively used in big warehouses, airports, ports, and similar industries

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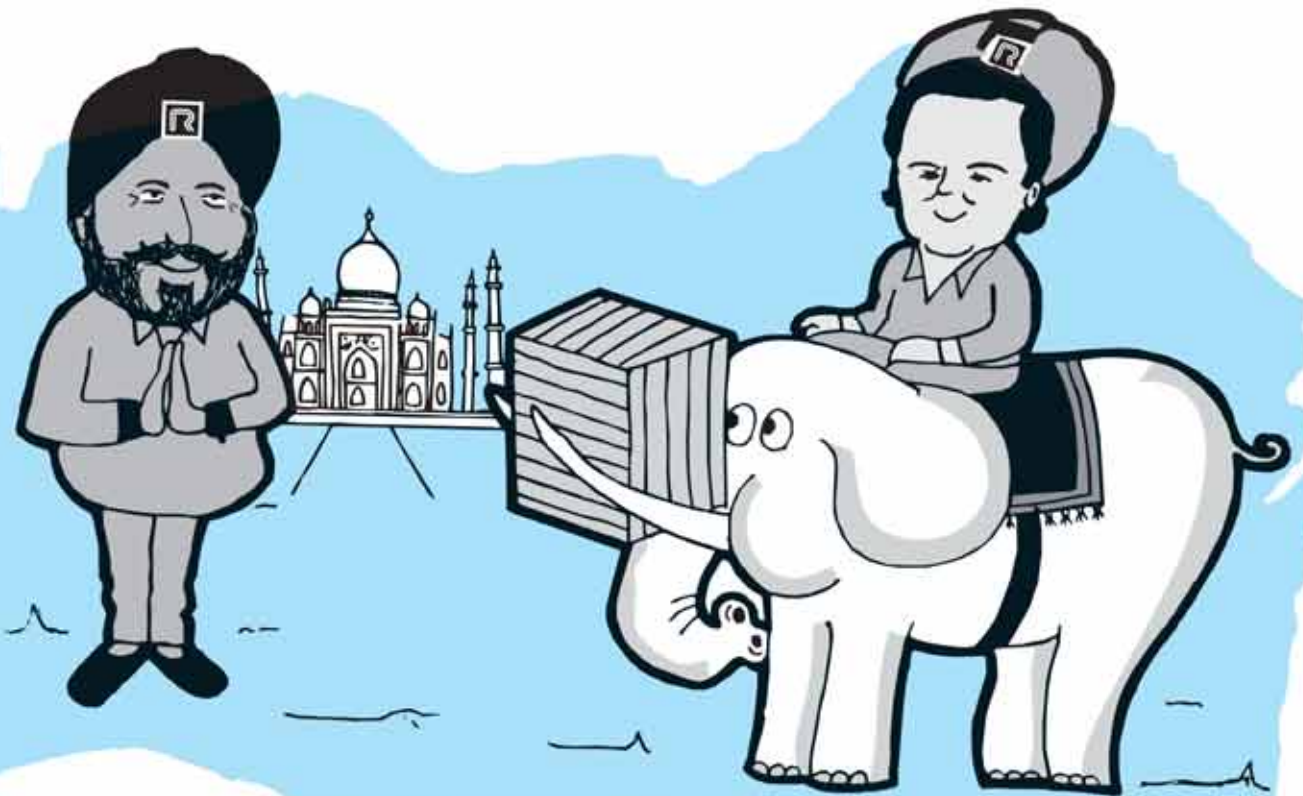
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Navigators & Visa Global collaborate

The new JV was formally launched at an event in Delhi by **Lorenzo Angeloni**, Italian Ambassador to India followed by similar events on September 7 and 8, 2017, in Pune and Mumbai, respectively, by **Ugo Ciarlatani**, Italian Consul General and **Claudio Maffioletti**, Italian Chamber of Commerce Secretary-General with Navigators and Visa marking their network. The company will be now called Navigators Visa Global Logistics or NVGL.



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EVENT TALK

OCTOBER 2017

Integral Multimodal Logistics Fair	Colombia	2-4
Pharma Supply Chain Forum	Mumbai	4
Express, Logistics & Supply Chain Conclave	Mumbai	4-5
FIATA World Congress 2017	Malaysia	4-8
Infra Oman	Oman	9-11
Transport & Logistika	Czech Republic	9-13
Global Logistics Conference	Shenzhen	11-13
China International Logistics Fair	Shenzhen, China	12-14
Breakbulk Americas 2017	Houston	17-19
Transport & Logistics	Belgium	17-19
LogiMed Europe 2017	Germany	18-19
CeMAT Asia	China	31-3

NOVEMBER 2017

Supply Chain & Logistics Fair	Greece	4-6
Automotive Logistics	Chennai	7-8
Supply Chain Summit 2017	London	9
Logistics-Business Expo	Austria	9-10
ACAAI 44th	Indonesia	9-12
Logitrans	Turkey	15-17
Annual Convention		
Supply Chain Innovation Summit	Chicago	17-18
Maritime, Ports, Logistics & Warehousing 2017	Mumbai	22-24
Intermodal Europe	Netherlands	28-10
Intermodal Africa	Abidjan	29-30
TransBaltic	Russia	29-1

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FFFAI to highlight brand India @ FIATA

A delegation from India comprising around 45 FFFAI member of customs broking companies shall be attending the FIATA World Congress 2017 in Malaysia to promote the FWC-2018, which will now be held in Delhi.



CT BUREAU

The campaign for the FIATA World Congress 2018 (FWC-2018), which has been scheduled to be held from September 25-29, 2018 at Aerocity in New Delhi, would kick start from FIATA World Congress 2017 taking place in Malaysia from October 4-8, 2017.

"We are glad to see the unprecedented enthusiasm among our member associations and companies regarding the FIATA World Congress. Our counterparts and FIATA colleagues in Malaysia had given us a target of 30 delegates to attend the Malaysia event. We have exceeded the number by 15 additional delegates, which indicates huge success that we are going to achieve in FWC-2018 in Delhi," said **Debashish Dutta**, Past Chairman, FFFAI, who is heading FIATA World Congress 2018 organising committee. "The world is seriously eyeing on India and we will have to focus on infrastructure and logistics facilities available here to woo international trade community from across the globe. In sync with

the present government's vision of including India in the list of world's top destinations in terms of trade and commerce, industry, manufacturing hub, etc, FFFAI would not leave any stone unturned to make the FWC in 2018 an all time successful event in FIATA's history as well as India's foreign trade's point of view," added Dutta.

Record number attendees

The FWC-2018 would be attended by a record number of 1500 delegates (800 overseas and 700 Indian) including customs brokers, other logistics professionals, experts, academicians and government representatives. "The number could have been further exceeded. However, we will have to restrict ourselves because of capacity constraint. It is desirable there should be more capacity with bigger convention hall in the vicinity of Delhi airport to organise an event of this magnitude. Otherwise, Delhi is a very appropriate and strategic location for organising the largest ever logistics event in India," Dutta maintained.



Meanwhile, the FWC- 2018 logo has been unveiled and registration will commence from the World Congress in Malaysia. FFFAI will have a stall at the Malaysia Congress' exhibition area for marketing and registration purpose. After Malaysia, the team FFFAI will visit Dubai, Africa, Europe and other parts of the world to promote the 2018 event through roadshows.

In addition, FFFAI will be hosting seminars/workshops across India where all participants in Malaysia event would take special role in their respective areas to explain the importance and benefits of attending FIATA World Congress. "We are also planning to organise a curtain raiser programme early 2018 in New Delhi with participation from central ministers. Our aim is to highlight the importance and opportunities in this sunrise sector, i.e. logistics sector, in India before the world. Also, we would like to focus on the fast changing industry-friendly ecosystem in India which is being jointly formulated and led by the government of India and industry stakeholders. At this event FFFAI will focus on brand India and trade facilitation initiatives which include current policies on manufacturing and ex-im trade, connectivity, infrastructure, IT and skill development, etc, by the government and industry together," Dutta shared.

According to Dutta, FIATA World Congress is all about how to generate business and revenue/forex for a company as well for



Debashish Dutta
Past Chairman
FFFAI

the country. "FWC-2018 would be a huge business and networking event where Indian freight forwarders, transport and logistics companies and allied sectors including exporters/importers, would get opportunities to interact with their Indian and overseas counterparts. There is tremendous excitement among the foreign delegates about the growth of India, to come and see the country, and for doing business by choosing their Indian partners," Dutta emphasised.

Dutta was also emphatic that FWC-2018 would set the new standard and example as regard to the dimension of FWC, not only in terms of number of delegates but also in terms of level of interactions and other aspects. He is also expecting very good support from the government of India in this endeavour to promote India as a manufacturing and logistics hub. "Business-first is our primary objective to hold FWC in India and we are hopeful there would be a significant number of MoUs signed between various companies and organisations," Dutta concluded.



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Indian Railways

Piyush Goyal has replaced Suresh Prabhakar Prabhu as the Minister of Railways. Goyal was the MoS (I/C) for Power, Coal, New & Renewable Energy and Mines in the Government of India.

He will reportedly get to manage his power portfolio as well. He is currently a Member of Rajya Sabha and was earlier the National Treasurer of the Bharatiya Janata Party (BJP). He is an all-India second rank holder Chartered Accountant and second rank holder in Law in Mumbai University. He was a well-known investment banker and he has advised top corporates on management strategy and growth. He earlier served on the Board of India's largest commercial bank, the State Bank of India and Bank of Baroda.



FFFAI

Mumbai

Ashish S. Pednekar, has taken over as Chairman of the Federation of Freight Forwarder Association of India (FFFAI) for two years' term 2017-2019.

As a new Chairman for this term, Pednekar has several innovative plans and programmes in his mind to strengthen the association as well as customs broking, freight forwarding and logistics industry in the country. Pednekar would also like to revamp the FFFAI secretariat in line with Chambers of Commerce to make it well-equipped for any kind of study/research works that can benefit the policy makers and industry stakeholders.



TVS Logistics Services

Mumbai

TVS Logistics Services has announced its decision to elevate **R Shankar** as the CEO for its comprehensive India Operations. Shankar brings over 30 years of executive leadership in the automobile and engineering industry and has been leading the India business of TVS LSL effectively since January 2013. The official announcement has been made by R Dinesh, MD, TVS Logistics Services. This move and restructuring of the leadership team is expected to bring in more strength and experience towards the progressive vision of the organisation.



Maersk Line

Maersk Line announced the appointment of **Steve Felder** as Managing Director (India, Sri Lanka, Bangladesh, Nepal, Bhutan and Maldives). Felder will take over this role to add further momentum to the Maersk Line Asia growth trajectory.

Prior to this appointment, Felder was the Managing Director – Eastern Africa for Maersk Line based in Nairobi, Kenya. He has also served as Managing Director - Israel, based in Tel-Aviv, preceded by Africa Sales Director, based in Cape Town, South Africa. He also has extensive experience on the retail and banking sector.



UPS

Asia

UPS has appointed **Rachid Fergati** as Managing Director for Indian subcontinent which includes India, Sri Lanka, Bangladesh, Nepal and Maldives. He is responsible for driving inclusive growth across these markets and overseeing operations in India.

Aged 38, Fergati is the youngest managing director for UPS in India and brings creative and innovative solutions to his new role. He also brings extensive experience from the Middle East and Europe markets. Previously, Fergati was the Country Manager for the Middle East responsible for managing and business in the United Arab Emirates (UAE), Bahrain, Oman, Kuwait and Qatar.



Cathay Pacific

SAMEA

Cathay Pacific Group has appointed **Mark Sutch** as the new Regional General Manager for the region of South Asia, Middle East & Africa (RGM, SAMEA) with effect from August 1, 2017. Sutch, a permanent resident of Hong Kong and also a citizen of United Kingdom and the Republic of Ireland, has been a dedicated employee with Cathay Pacific Airways for the past two decades. Previous roles held with Cathay Pacific include the positions of Country Manager in France, Philippines and Sri Lanka as well an operational role within the Flight Operations Department. Mark would be replacing Charlie Stewart-Cox, previous Regional General Manager, SAMEA.



TALKing People

S Ramakrishna, CMD, Balaji Mariline, enjoys music and loves going to classical concerts in his respite. "We are in an industry where we do not have fix working hours and our own time," he adds. His preferable sports are Cricket and Tennis. Sharing his favourite vacation spot, Ramakrishna shares, "I am always open to explore new places, repeating places is just not my thing. Nowadays, I am exploring more of India than overseas."



Ramesh Mamidala, India Cargo Awards winner 2016 & CEO, Celebi Delhi Cargo Terminal Management India, likes reading books, socialising with friends in his free time. Meditation is also one of the activities he prefers to do whenever he gets time off from work. Like most of the Indians, his favourite sport is Cricket.

Mamidala enjoys North Indian food. Sharing his memorable holiday destination, he shares, "It was with my trip to Dubai family in 2008. Drives, and exploring the place were few of the unforgettable moments of that holiday."



Soham Chokshi, Founder, Shipy, likes reading public opinion on topics happening around the world. He also enjoys watching thought-provoking movies and documentaries that give insights into the way people think. Chokshi's favourite sport is Lawn Tennis. Talking about his favourite cuisine, he shares, "Chinese and Gujarati thali is always a delight." Chokshi loves spending his holidays in any of the hill stations. "It has a sense of peace and serenity of its own. Such places rekindle thoughts and gives you freshness."





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