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DPD: Doing business with ease

Direct Port Delivery (DPD) system enables importers and consignees to deliver directly from port terminals. **CARGO TALK** speaks to the veterans about how DPD is helping the industry and facilitating CFS business.

 KALPANA LOHUMI

As a part of 'ease of doing business', Jawaharlal Nehru Port (JNPT) had initiated Direct Port Delivery (DPD) last year. With this initiative, the containers are delivered straight from its port to the consignees (importers), instead of initially holding it at a Container Freight Station (CFS), saving time and cost involved. CFS is an off-dock facility licensed by the Customs Department to help decongest a port by shifting containerised cargo and carrying out customs-related activities outside the port area. This concept came into business due to customs procedures and space constraints at many of the country's ports. Hence, customs clearance happens at the CFS. But, with DPD, it is expected to speed-up delivery of cargo containers to importers/consignees to check extra cost and time involved in the clearances. Even JNPT was designed on the CFS model.



Explaining the concept of DPD, **Capt Ram Iyer**, Vice President, Seahorse Ship Agencies, shares, "India has ratified WTO's Trade Facilitation Agreement and consequently, the Indian government, with a clear aim to expedite seamless logistics; discharge, movement, release and clearance of goods including

those in transit, has embarked on a path-breaking DPD regime to enhance ease of doing business." "Indian government and customs officials are keen on enhancing the DPD levels to 40 per cent, and the trade in general including the CFSs and terminals, etc., wholeheartedly support the same," he adds.

Now the question comes, 'does this concept affect CFS' business?' **CARGO TALK** takes a look at what is going to happen with the CFS business if importers/consignees can take delivery of the containers directly from the port terminals and haul them to factories without taking them first to a CFS. **Dinesh Gautama**, President,

Navkar Corporation, informs, "The CFS business will continue. It will transform with modifications to suit the changing scenario. The CFSs have been set up as per the guidelines issued under government policies for the development of the country and will continue to operate under the changing environment."

"With enhanced capacity in Indian ports sector, DPD model surely was on the cards and like every other business, with a changing environment, the existing CFSs will, over a period of time, need to realign, re-engineer their services accordingly to further enhance their services to encompass a whole range of allied services in the EXIM logistics business. Most of the CFS majors would have strategised and geared suitably to cater to evolving changes," feels Iyer. He adds, "Profit margins of CFS operators have surely come under pressure and in the present scenario, one does not envisage, new players to come into this arena. Consolidations, mergers and acquisitions could be on the cards."

Kalyana Rama, CMD, CONCOR, says, "The increased adoption of DPD and Direct Port Entry (DPE) facilities at the various ports of the country is the

Contd. on page 6 ▶

Jeena & Co bags Best Freight Forwarder award

Jeena & Co, an authorised Customs House Agent with over 100 years of experience in supply chain and logistics, has been awarded with 'Best Freight Forwarder of the Year 2016' by GMR - Delhi International Airport. The company

has won the competition amidst many of the world's largest global freight forwarders. The award was received by **Cyrus Katgara**, Partner, Jeena & Co. The theme created for the ceremony was to celebrate the 'Power of Passion'. Speaking on

the win, **Katgara** said, "It's this passion to perform in the Jeena culture that keeps bringing us such achievements. It's also an occasion to thank you for the trust that you have reposed in our capabilities and practices to support this passion."



Cyrus Katgara (third from left), Partner, Jeena & Co; **Prediman K Koul** (extreme left), Country Head – Airfreight; and **Rajiv Khanna** (fourth from left), Country Head - Express and Commercial, receive the award from GMR officials



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'India among top 10 for cargo'

Alexander Arafa, Head of Cargo Area & Contribution Management, Swiss WorldCargo, talks about the future plans of the company while sharing the airline's vision for the Indian market.



CT BUREAU

How has the Indian market evolved for the group?

India is in the top 10 markets from where we get suitable cargo for Swiss WorldCargo. Since we are not growing capacity-wise, all we can do is to work more with the mix of the products we carry out of India. It is important to note that preparing your budget is not only about having enough weight but also the type of freight we carry. That is why the idea is to grow in the pharma segment, where there is a lot of potential for growth. Our target for India is to look different from other carriers because we fly medium-sized aircrafts, A330.

What are your targets for the Delhi market?

This is my first business trip to India and I am very

impressed with Delhi. The airport is offering state-of-the-art facilities, be it in measures of cleanliness, storage capacity, vertical capabilities, and more. Delhi's facility is comparable to what we have in Zurich and we are very proud on our efficient and flexible Zurich hub.

I have found Delhi market quite ad-hoc compared to Mumbai. Of late, we are getting high quality business from here. Our partners are very positive as far as the outlook is concerned. We want to jointly build the pharma segment in the national capital. Nowadays, we already have a good mix of pharma, industrial goods, and engineering goods out of Mumbai, but we see less of pharma out of Delhi even with the adequate infrastructure



Alexander Arafa
Head of Cargo Area & Contribution Management, Swiss WorldCargo

in place. Pharma is one of Swiss WorldCargo's core competencies and we do continuously focus on evolving our pharma business for Zurich, Switzerland, and Brazil.

Why the disinterest to fly Boeing777 from India?

It is not disinterest; it is all about deploying right equipment for flown leg. Presently, we have eight

“
Pharma is one of our core competencies and we do continuously focus on evolving our pharma business for Zurich, Switzerland, and Brazil
”

Boeing777 in our network and two more are going to arrive next year, possibly by April or May.

We deploy B777 mostly on extra long-haul flights. India is close enough to Zurich from where we serve with an A330, which takes care of the operational needs, thus allowing us to deploy Boeing777 for long-distance destinations. For example, B777 aircraft flies

on the North Atlantic, which benefits Delhi and Mumbai as well because both flights feed into Zurich. From there, the products will be transported on a B777 to Los Angeles, San Francisco, Chicago, and Miami.

It is our target for the Indian market to differentiate from the competition since we operate medium-sized aircraft and have a strongly dedicated team there. Due to this reason, we will continuously concentrate on the special segment where we have proven records of our quality experience.

What is your USP?

We have a lean and efficient team in India, which allows optimal, close contact relationships with our customers and partners and more importantly, tuned to their requirements. We have a very good

and knowledgeable team as we have invested a lot into their training. Further, we look for tailor-made solutions for our partners as it is in our DNA to go the extra mile.

Your vision for five years down the line?

We would love to have more capacity on our flights or even additional flights to and from India, as the country is consistently doing really well.

It would be nice for us to participate in the growth. Further, there are some airlines which are purely flying domestic, with whom we already have a good interline agreement to grow together. Seeing the boom in the automotive market, we will look for an increase in share of automotive parts from OEMs, besides the pharma industry. ↴



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Simplifying ICD/CFS/AFS online application

Ensuring safe transit

The industry has been on its toes to make things better and more efficient. The government, too, is taking every step to smoothen operations for the industry. Not only are initiatives being taken for the simplification of the process for companies to set up an Inland Container Depot (ICD)/ Container Freight Station (CFS)/ Air Freight Station (AFS), but the Central Board of Excise and Customs (CBEC) is also planning to unveil the new version of the earlier Customs Brokers Licensing Regulations (CBLR) very soon.

On the shipping front, we touch upon the innovations that will expand the country's business, manifold. Initiatives like Direct Port Deliver (DPD) under 'ease of doing business' are also going to help in increasing tonnage and reducing logistics cost and time. The government is also working towards reducing congestion and growing quantities of cargo to be transported, thereby promoting economic development.

An accident occurring during the transport of dangerous goods can lead to catastrophic consequences. Industry experts talk about the global trends and practices of logistics service providers in the context of transporting and storing dangerous/hazardous goods. Managing the goods at the logistics hub itself is just as essential as ensuring a smooth movement of inbound and outbound transport of these goods. **CARGOTALK** asks industry experts on cutting congestion with digitisation via a cloud-based platform.

Logistics companies are also coming up with innovative ideas for betterment of operations. With the collective efforts of the industry and the government, growth is on its way. The need of the hour is to look at the broader perspective with more innovative ideas.

The setting up of ICDs/CFSs/AFSs has now been upgraded to a web-based system, an initiative under 'Minimum Government, Maximum Governance'.



CT BUREAU

The government has simplified the process for companies to set up an Inland Container Depot (ICD)/ Container Freight Station (CFS)/Air Freight Station (AFS). The improved procedure is aimed at ensuring a speedier and more transparent approval process. Towards this objective, companies can now make their application online and view its progress/update on-line, without a visit to any government office. Also, this is a pioneer attempt as a major Inter-Ministerial IT application rather than a mere Intra-Ministerial IT initiative.

The approval process for setting up an ICD/CFS/AFS involves many departments. This is facilitated through an Inter-Ministerial Committee (IMC), which consists of officials from ministries of commerce, finance (Dept. of Revenue), railways and shipping. If required, the view of the respective state government is also sought. This IMC is housed in the Department of Commerce, which is mandated to act as a single window for the approval process.

Current Process

In the current process, the applicant submits as many as 10 physical copies of the application form with the requisite documents to the infrastructure division at Department of Commerce (DoC), New Delhi, besides one copy with the Jurisdictional Commissioner of Customs.

The current process of examination of the application is very cumbersome and the application form is very bulky with the ancillary material running into almost 500-1000 pages. This is initially scrutinised by the Department of Commerce for adherence to the land acquisition guidelines. Copies of the application are then sent to Ministry of Railways, Shipping, Civil Aviation and Department of Revenue (CBEC) for scrutiny and comments. Department of Revenue (CBEC) then sends the copies of this application to the Jurisdictional Commissioners in the field and thereafter, on receiving a report from them, sends their clearances to Department of Commerce.


Upon receiving the comments from the Ministry of Railways, Shipping, Civil Aviation and Department of Revenue (CBEC), the Department of Commerce convenes the meeting of Inter-Ministerial Committee where the application is reviewed on the basis of the comments received, and a decision is taken on issue of the Letter of Intent (LoI) to the applicant.

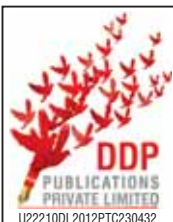
Upon receiving the approval, the applicant is required to set up the infrastructure within one year from the date of approval. The IMC may grant an extension of six months after reviewing the justification for delays given by the party.

After the applicant has put up the required infrastructure, conformed with the security standards of the Jurisdictional Commissioner of Customs and provided a bond backed by bank guarantee to the Customs, a final clearance and Customs notification is issued by the Customs department which then declares the facility operational.

Improved Process

There have been frequent complaints from the stakeholders (applicants) that the manual process is very cumbersome and not only does it result in loss of documents in the transit but also there is lack of transparency regarding the status of various clearances by the various agencies/departments. There have been persistent demands from the various stakeholders to streamline the processes and therefore, Department of Commerce embarked upon a project to have the complete process made online for the convenience of the applicants.

Now, with the culmination of the project, the backend process will also be online and the applicant can see the various stages of processing of his application in the various ministries/departments. Apart from saving reams of paper, the process also brings about greater transparency by disclosing the status of the application. This includes sending out SMS and e-mail alerts to keep all the stakeholders abreast with the progress. 



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Lufthansa augments freighter to Mumbai

With emphasis on long-standing connections with the Indian airfreight market, Frankfurt-based airfreight carrier Lufthansa Cargo has increased its freighter services to Mumbai.




CT BUREAU

Since July, the airline has been operating four instead of three freighter flights to the Indian megacity. "This change sees us strengthening our position in the regional airfreight market," said **Frank Naeve**, Vice-President for Asia-Pacific at Lufthansa Cargo.

Lufthansa's cargo arm also serves other Indian metropolises; Bengaluru, Chennai and Hyderabad, each with two freighter services a week. Additionally, the cargo capacity of 42 weekly passenger flights between various Indian cities and the hubs in Frankfurt, Munich and Vienna is offered by the German logistics company.

"We are proud to have had long-standing connections with customers in the Indian air cargo

industry since 1959. Our aim is to build on this in the future," says **Peter Gerber**, Chief Executive and Chairman of the Board, Lufthansa Cargo. Two years ago, Lufthansa Cargo emphasised this by renaming its McDonnell-

Douglas MD-11 freighter with registration D-ALCJ 'Namaste India'. In the 2016 business year, the airline transported around 1.6 million tonnes of freight and mail and sold 8.4 billion revenue tonne-kilometres. 



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GLOBAL

Cathay's cargo business at fast pace

Cathay Pacific and Cathay Dragon traffic figures for July, 2017, show an increase in cargo and mail uplifted compared to the same month in 2016. The two airlines carried 179,691 tonnes of cargo and mail last month, an increase of 13.7 per cent compared to the same month last year. The cargo and mail load factor rose by 4.0 percentage points to 68.7 per cent. Capacity measured in available cargo/mail tonne kilometres was up by 4.5 per cent while cargo and mail revenue tonne kilometres (RTKs) increased by 11 per cent. In the first seven months of 2017, the tonnage rose by 11.9 per cent against a 2.6 per cent increase in capacity and a 9.2 per cent increase in RTKs.



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DPD regime: A catalyst for change

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need of the hour. Port-led development is an important catalyst for overall economic growth and has a key position in the supply chain trade. Thus, increased share of DPD/DPE would sufficiently strengthen the supply chain by significantly lowering key parameters such as delivery time, transaction cost and transportation cost. Thus, this would contribute to the increased competitiveness of both the export-oriented manufacturing and trade activities as well as the domestic market.

With this backdrop and various innovative measures being taken by the government to facilitate implementation of this concept, the role of the CFSs around the ports needs to be revisited. The ICDs would be more relevant in the hinterland, where they would provide an extension to the seaport by rail/road."

Role of CFS in long cargo dwell time

Adds Gautama, "The CFS has no role to play in long cargo dwell time at all. As soon as the cargo is discharged from the ships, the CFS trailers make a beeline for the terminals and start evacuation from the port to the CFS. If the consignee is ready at any stage, having completed the customs formalities and getting 'out of charge' status, the cargo is handed over to the consignee."

"As per a recent study, in an endeavour to reduce dwell time of customs authorities and endeavouring best, a slew of measures have been ensured, including mandatory filing of advance bill of entry, and there has been a significant decrease in dwell time. As a result, ground rent charges of import laden containers, which contribute



Such functions of a CFS help in de-clogging the ports, assisting the consignee to complete the formalities, and at the same time assist in the storage for appropriate movement at required stages to the factory. This helps maintain the momentum at the factories without the need for stresses in the supply chain," he says.

"CFS operators are hopeful that India's growth in containerised trade volumes could surely ensure that the volumes handled at CFSs are not significantly affected or altered with the introduction of DPD deliveries," adds Iyer. Realising the importance of Inland Container Depots (ICDs), Rama, adds, "Thus, the relevance of ICDs would remain intact with more stress being given for increasing the rail share for movement of cargo to the hinterland. ICDs would facilitate the importers and exporters and have a large scope of tapping the growing business volumes with the push to the 'Make in India' campaign. These hinterland ICDs would have to provide facilities such as modern warehousing, value addition services and facilitate all those activities which are in line with the concept of Multi Modal Logistic Parks (MMLPs). With the implementation of GST and the upcoming DFCs, these hinterland ICDs would play a major role in moving the export/import cargo from the seaport to various manufacturing and consumption centres in the hinterland."



Capt Ram Iyer
Vice President
Seahorse Ship Agencies



Kalyana Rama
CMD
CONCOR



Dinesh Gautama
President
Navkar Corporation

not envisage the fortunes of CFSs to dramatically change and in fact, DPD regime could be the real catalyst to ensure much desired improvement in quality and service parameters at CFSs, to retain and attract clients, as well as also ensure a host of cost rationalisation measures and stay ahead in a highly competitive scenario," feels Iyer.

"The role of the CFS continues to be the same. Under the DPD system, the cargo is taken directly from the terminal to the consignee's factory. Hence, the CFS does not come into the picture. However, if consignee's have any special logistics requirements for storage and de-stuffing of 'out of charge' containers, the CFSs are always there to meet any specific requirements of such consignees," Gautama explained.

"Today, ports in India are a place of 'interchange' - basically just for loading and discharging of containers. All other functions like examination, testing, storing, and awaiting completion of other formalities (ADC, chemical testing, PQ, FSSAI etc) can be done at the CFSs.

“DPD could be a catalyst to ensuring desired improvement in quality and service parameters at CFSs, to retain and attract clients”

“The increased adoption of DPD and Direct Port Entry (DPE) facilities at the various ports of the country is the need of the hour”

“Under DPD, the cargo is taken directly from the terminal to the consignee's factory. Hence, the CFS does not come into the picture”

significantly to the bottom line of CFS, has also been affected," shares Iyer. On the contrary, Rao explains why CFSs require to re-visit their business model with the implementation of DPD/DPE since short lead cargo would now not be available to them. "The facilities could be utilised for warehousing, cargo aggregation/disaggregation

and storage of these DPD/DPE containers which an importer/exporter may not be able to do so in his premises because of paucity of space," he adds. "Thus, as is apparent with some smart business re-engineering, CFSs can utilise the opportunity thrown up with the implementation of DPD/DPE to tap on the large business volumes available.

All the stakeholders would require to get sensitised to the new scenario and redefine their role in the renewed supply chain," he continues.

Impact on CFS after DPD

"Yes! volumes handled by CFSs have been affected due to DPD. However, one does

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IWS 2017: Now upgraded and all-embracing

The 7th edition of India Warehousing Show (IWS) covered every facet of the warehousing and supply chain industry. CARGOTALK speaks to veterans about how IWS has become an important part of their business and talks about the impact of the recently-introduced GST regime on the warehousing sector.



KALPANA LOHUMI

We are seeing a good momentum and the industry is going through a positive transition. GST holds a good future for the storage industry because warehousing is going to be the most beneficial sector now. There are many opportunities ahead. We have faced few challenges but this is because it is a new revolutionary change in the country and it will get solved over a period of time.

The IWS has enhanced its performance in terms of number of exhibitors as compared to last year. The footfall was also good at the show.



Nimesh Karelia
Managing Director
Jay Equipment & Systems

We have been associated with IWS ever since its inception. This being the seventh year of the show, our association has grown manifold since our debut seven years ago. We are now known as a brand in the warehousing space. A turnaround in the industry is expected after the introduction of the GST regime. The consolidation of warehouses from four states to one state will benefit the industry in a big way. Like with everything new, we too have faced a number of challenges with a change in the tax regime. However, I'm positive that this will help bring about a bigger and better space for growth in the warehousing sector.



Rajendra Singh Chauhan
Managing Director
Shalimar Warehousing Corporation

GST was the most awaited thing to happen in India. This tax was badly needed to eliminate cascading effects of taxation. Post GST, when most of the warehouses will get clubbed in the larger area, they will become more tech-savvy for material handling. This will improve efficiency because there will be less labour with efficient flow of goods. In terms of challenges, there were some delays in the acceptance of the GST model, but this was just a matter of time.

IWS is a good platform to be seen by the stakeholders of the supply chain and to meet with potential customers.



Suнил Dabral
Managing Director &
Executive Director-India
Schaefer Systems International



We have got excellent response from the show. At this platform, we had presented our innovations and people have also appreciated the concept. Post GST, the logistics industry will certainly move leaps and bounds. Warehouse consolidation plays a crucial role in the growth of the industry. We have launched our new innovation, virtual warehouses, in the seventh edition of IWS. With this, our customers can go anywhere with a part of their warehouse and can store goods in these virtual warehouses. This will help reduce their warehousing cost to approximately 40-50 per cent because not only are the rentals low but the operating cost is also lessened.

Sandeep Wadhwa
CEO
Agarwal Packers & Movers Logistic Solution



The introduction of GST regime in our country's tax structure is a landmark concept in itself and I reckon that in the next three to four years, it is going to provide a huge boost to the organised warehousing sector. As a warehousing developer, we look at this new change as a huge opportunity for us and are making sure that we are tapping the right opportunity at the right time. We are also continuously on an expansion spree and we look at this as a welcome move.

IWS is a good platform to provide visibility and it does so not just for the large companies but also for medium and small enterprises, which need it the most. I would like to point out that there should be more events like this to help small and medium companies get more visibility.

R Vignesh
Director
Shri Kailash Industrial & Logistics Park



GST will simplify things and we are already seeing a positive impact, especially for large e-retailers. Even though people knew about the tax implementation in July, there were several apprehensions as to whether or not it would be implemented in the correct way, what the rates would be, etc. There will be issues initially, but most of the organised sector is not facing much of a problem at all. However, for the infrastructure sector, rates could have been reduced a bit, at least for the first couple of years. However, till the time the rates are common for everyone, the rate itself is not of much relevance.

IWS needs to reach out to the actual consumer, which is not happening enough; the visitor profile also needs to improve. I did see better participation this time, which means we are moving in the right direction.

Ankur Bedi
Director - Business Development & Projects
Cold Steel Corporation

The initial impact of GST is over now and the industry has started picking up. We haven't faced challenges as such after GST because the rates the government has given are more or less the same. Previously, the rate was around 25 per cent and now it has come down to 18 per cent. The tax hasn't made much impact and in the future also, the situation should not be too hard on us. The IWS team has done its homework well with regard to customers and consultants. We were able to interact with the right kind of customers at the exhibition.



Sudhir Kumar Jaini
MMS Director
Divine Thermal Wrap

It has been a good show so far. Understanding the importance of right location and safety issues, we have launched a location system here and also showcased some of our important products. We have got a great response as well.

With GST, there is a huge amount of optimism in the industry at the manufacturing level and this is definitely going to help the logistics industry. Post GST, consolidation is going to happen in terms of smaller warehouses being consolidated into larger ones. We are excited about this because this would result in an increased need for technology to manage these warehouses.



Ajay Bhutani
CEO
BCIL

Post GST, we are looking for consolidation of a number of big companies and bigger warehouses. There is lot of scope as facilities are coming together; more automation will be required and we are already equipped for this situation. As a result of the distributed warehouses in the existing scenario, the automation level could not happen to the extent it was required; the investments were also less. Now, we are seeing that all these companies are talking about big investments in warehousing and this makes us look forward to bigger opportunities for our business. This show is a great platform to showcase our product and to meet an assortment of important people under one roof.



Shrikant Wagh
Director Marketing
Armstrong Machine Builders



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IWS has become a very important platform to showcase our strength and how Gandhi Automation can simplify its process of logistics parks. As far as GST is concerned, it is still a question not only for logistics but every other industry as well. We haven't completely understood the pattern of GST, yet. However, we are complying with the norms the government has set. And, so far as impact of GST is concerned, if my customer is getting some incentives out of this tax regime, it is definitely good for us. We are optimistic about GST and happy about the way the government has weaved the pattern with the launch of various initiatives. With such initiatives, the government has given lot of rebate to Indian manufacturers in the form of ease of doing business.

Poorwal Oak

*Marketing & Sales Promotion Manager
Gandhi Automations*

Implementation of GST has definitely created a panic situation in the market but now the market is gearing up. Even after 15 days, we are getting a good response from the customers. We are hoping it to be in a positive manner only. This edition of IWS saw good foot-fall and we are expecting a lot of interactions to be converted into good deals.



Gangesh K Mishra
*Head - 3PL Business
Innovative Logistics*



It is very important for warehouses to have good flooring and our core competency is to design the floor as per the requirement of different warehouses be it cold storages, heavy-loaded warehouses, super flat floors, etc., with different properties.

At IWS, we have found several investors from different locations with their different requirements of floors. It's a platform to get to know about

contractors, logistics parks and exhibitors who can be our potential business partners.

Abhishek Bansal

*Regional Manager - Building Products, North
Bekaert*

Warehousing is one of our key verticals. Post GST, there are hiccups in the market that the customers and distributors are facing because I feel the market is not yet ready for GST. For us, there has been a slump in the market because our distributors and even partners are facing challenges in streamlining their processes. Channel growth has been affected but not industrial growth. The tax has benefited us because Honeywell imports products from Singapore and China due to which we were paying more import duty, which exceeded 20 per cent. With GST, it is now only 18 per cent. Hence, our products are now cheaper than what we were earlier selling them at.



Paresh Kumar Sharma
*Manager Solution Architect
Honeywell Safety & Productivity Solutions*

SHOW STOPPERS



◆ This year, technology seemed to be in forefront for many exhibitors. Exhibitors presented exciting and progressive waves of innovation from robotics to virtual reality levels of the warehousing industry. ◆ The fusion of participation was the platform for invaluable exchanges of business and creative insights at the highest levels. ◆ There were host of new initiatives this year; one of which was launch of GoConnect – a business matchmaking platform that facilitates exhibitors and visitors to fix up

meetings before the show floor opens. ◆ IWS has given a good platform to stakeholders of the supply chain to meet with the potential customers. ◆ Exhibitors had represented their innovations and expected their talks to get converted into business deals. ◆ Warehousing industry seems excited for the GST. Experts feel the tax will improve the efficiency with less labour and efficient flow of goods. ◆ With GST, there is good future for the storage industry because warehousing is going to be the most beneficial sector.



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Strict regulations to keep unwanted

The Dangerous Goods Regulation (DGR) enables the logistics providers to prepare and document dangerous shipments. While DGR is considered the most up-to-date and user-friendly reference in the industry, CARGOTALK seek inputs from industry experts on the feasibility, scope and challenge of it in the supply chain sector.



KALPANA LOHUMI



RG Panicker

DDP Game Changer (West and South 2015) & Managing Director, DGM India

The LSP is definitely not responsible for doing the classification and identification of the dangerous goods substance on behalf of the shipper because he is neither qualified nor trained to do so, nor is he the manufacturer who knows what the composition of the substance is. The responsibility for classification of such substances lies with the shipper. Unfortunately, there are no such certified labs in the country that can carry out such a test.

The second issue is the problem of producing and testing packages for carrying dangerous goods in accordance with the UN Model Regulation – test and criteria. We have only one institute for testing packages in accordance with the prescribed code and approved by DGCA and DG Shipping. The third bad practice is that DGR doesn't apply when shipping by sea containers. The regulation is only in relation to placarding of containers if there are dangerous goods inside. Even for sea cargo, when shipped in container unless in bulk and loose condition, the dangerous goods must be packed in UN specification and tested, packaged, marked and labelled in accordance with the regulation.

Such practices exist because of lack of awareness and training in the regulation and hardly any enforcement of the regulation by the authority. Many LSPs believe the need for training is only to get the DG Regulation training certificate to get IATA or such body's accreditation as an agent.



Abhijeet Verma

MD & CEO, Abhijeet Logistics

The logistics service provider must ensure a proper storage of goods in the warehouse after understanding the technical know-how from the consignor. Relevant documents like safety data sheet and test report must be kept at the place of storage and these documents must also accompany the consignment until it reaches its destination. The warehouse must be equipped with appliances in case of any mishap. However, appropriate knowledge of handling dangerous goods is a must and the staff handling these goods must undergo proper IATA and IMDG training

schools. The logistics service provider must appoint at least two qualified staff at the place of storage of goods. With respect to packaging, IATA and IMDG Regulations provide packing instructions for all dangerous goods acceptable for carriage with a wide range of options for inner, outer and single packaging. The regulations limit the quantity of dangerous goods permitted within the packaging so as to minimise the risk. Secondly, suitable handling should be done to avoid an incident occurring at any point during carriage.

In spite of being ethical and following every rule and regulation of dangerous goods handling, storage and transportation, an LSP cannot guarantee safe transportation because ultimately, one has to rely upon the documents and information about the products by the consignor.

Lastly, to make transportation of dangerous goods smoother, safer and environment friendly, the bad practices followed must be avoided at any cost. In this regard, the carriers/agents must focus on the bad practices being followed at periodic intervals and take corrective measures. The carriers/agents need to understand the problems of the exporters of dangerous goods be it, pricing, restrictions, etc., and scale it to the relevant authorities so that proper action can be taken, which is good and in favour of all involved in the chain.



HIGHLIGHTS

- The logistics service provider must ensure a proper storage of goods in the warehouse after understanding the technical know-how from the consignor.
- The LSP responsibility lies in ensuring that the dangerous goods being shipped, have been packed, marked, labelled and documented.
- There are no certified labs to do the prescribed testing in the country to carry out such a test.
- The carriers/agents need to understand the problems of the exporters of dangerous goods and scale it to the relevant authorities.
- One of the main challenges is that all the participants in the supply chain are not fully aware about the product and its handling, which leads to errors.
- A stringent regulation has to be in place for any misdeclaration.
- UN certified packaging systems must be used the way they were designed and tested.
- Traders do not have control over transport hazards, they safeguard their interests with insurance.
- Drivers keep many TREM cards belonging to chemicals transported earlier, in the vehicle cabin. This leads to confusion.
- Some tankers do not even carry any hazardous chemicals, but display EIP of a hazardous chemical which the tanker transported earlier.

danger at bay



Piyush Kumar Singh
CEO, Indus B2B Solution

Some rules that the shippers must follow to overcome bad practices are –

Packaging: While packaging dangerous cargo, shippers must ensure that they follow the guidelines laid down for packaging of the specific substance, the material is of good quality, the weight or volume of the package is in accordance with the guidelines (should not be over packed), and that there is no leakage or openings in the packaging.

Marking and Labelling: All dangerous or hazardous cargo must be labelled with the correct description of the cargo, the classification and the listed UN number.

Documentation: Along with providing the information of the cargo on all regular documents of transportation, there is a separate form called 'Dangerous Goods declaration' or 'Haz Cargo declaration', that needs to be filled when shipping hazardous cargo. Shippers must fill in this form accurately with all required information.



Vipin Jain
*Chief Operating Officer
Delhi Cargo Service Center*

DGR can only be harmful when not handled properly. Based on the nature of cargo and listed commodity, there is a guideline for minimum trained staff to handle it. It is quite similar to driving; you are allowed to drive any vehicle subject to a valid driving licence with a renewal clause as well. There are specified trainings for each one in supply chain from packers, shippers, forwarders, acceptance, loading/unloading, storage to screening staff etc., and if we all follow the

defined rules, there is hardly any possibility to make a mistake.

One of the main challenges are that all the participants in the supply chain are not fully aware about the product and its handling which leads to errors. The awareness campaigns and even trainings are not able to restrict bad practices due to lack of product knowledge. Sometimes, the combination of two different material can be turned out as dangerous.

A stringent regulation has to be in place for any misdeclaration or ignorance as it is not just financial irregularity, but can be very harmful for human lives.

Original packaging from certified or approved manufacturer is very important especially for airfreight. The ability of packaging to contain dangerous goods during transit is obviously critical to the safety of the transport. Only packages that are certified to have passed UN packaging standards tests should be used for dangerous goods. Though it is not just about having a 'UN specification box' so that the dangerous goods can be shipped. One cannot simply order a 12" x 12" x 10" UN Specification fibreboard box and drop what you have inside for transport. Dangerous goods must be packaged in performance oriented packaging systems specific to the hazards presented by the material.

UN certified packaging systems must be used the way they were designed and tested. Otherwise the certification is no longer valid. It then becomes nothing more than a 'UN specification box' – not safe for transport and out of compliance with the regulations.



Sushant Sarin
*Executive Vice President, Commercial Line
TATA AIG General Insurance*

With respect to road transportation, many bad practices are being followed. First of all, with reference to UN class label instead of correct fire symbol in red, a flower or some vague picture is painted. The information given in the EIP does not match with the chemical being transported. Secondly, drivers keep many TREM cards belonging to chemicals transported earlier, in the vehicle cabin. This, specially leads to confusion when the driver/cleaner runs away after an accident and emergency action is to be taken.

In India, it is mandatory for the vehicles transporting hazardous chemicals to display Emergency Information Panel (EIP) with details and at places as specific under Rule 134 of the Central Motor Vehicles Rules, 1989. Manufacturers follow strict production and packaging standards but the real threat lies during transportation. Selection and use of responsible transporters is the first step. Loading, storage and securing of such cargoes is of utmost importance during transit. Selection of correct packaging and transportation medium, strict follow-up of hazards associated with the respective cargo, creating transparent paper trail during transit and ensuring that cargo remains on carrying vehicles for minimum possible times there by reducing any external accidental possibilities and other transportation threats.

CBEC to unveil new licensing regulations

At the recently-held 10th EC meeting for 2015-17 of Federation of Freight Forwarders' Associations in India (FFFAI), the Central Board of Excise and Customs (CBEC) informed of the plan to introduce a new version of the earlier Customs Brokers Licensing Regulations (CBLR).



Lauding the vital role played by Indian Customs Brokers in facilitating India's foreign trade Ananya Roy, Member (Customs), Government of India, reiterated full support from the government for safeguarding their (CBs) interest at these changing times. She underscored the present partnership-relationship between government and industry stakeholders. "I must compliment Indian Customs Brokers as well who played the critical role behind the successful implementation of GST on July 1, 2017," Roy added. She also shared that government of India is holding the Annual Conference of Tax Administrators, 2017, on September 1 and 2, where topics pertaining to GST, Trade Facilitation and Customs Clearance would be discussed elaborately. The conference will also be addressed by Prime Minister Narendra Modi. Roy addressed some other pressing operational issues raised by FFFAI office bearers and EC members.

Responding to Roy, Samir Shah, Chairman, FFFAI commended the present government's initiatives on trade facilitation through various measures. "For last three decades or so we were discussing what type of customs rules should guide us. Now the scenario is remarkably different from earlier. We are now treated as



“The scenario is remarkably different from earlier. We are now treated as a partner of the government in framing the policy”



Samir Shah
Chairman
FFFAI

a partner of the government in framing up the policy and successful implementation of the same. Mutual respect is clearly visible in every steps and decision pertaining to customs clearance, trade facilitation and changing rules and regulations," said Shah. Ashish Pednekar, Chairman Elect, FFFAI, Debashish Dutta, Immediate Past Chairman and Amit Kamat, Honorary Secretary, FFFAI conveyed the same sentiment.

Highlights of Draft CBLRR

Proposed to be named as Customs Brokers

Licensing and Revocation Regulations (CBLRR), 2017, the new regulations to apply to a Customs Broker who has been licensed under these regulations or regulations preceding thereto and also such other persons who have been employed or engaged by the said Customs Broker under these regulations or regulations preceding thereto. Every license granted or renewed under these regulations shall be deemed to have been granted or renewed in favour of the licensee, and no license shall be sold or otherwise transferred.



Ananya Roy
Member (Customs)
Government of India

According to the draft CBLRR, no person shall carry on business as a Customs Broker relating to the entry or departure of a conveyance or the import or export of goods at any Customs Station unless such person holds a license granted under these regulations.

The draft CBLRR stated that the Directorate General of Performance Management (DGPM) shall in the month of April of every year invite applications for conducting examination and subsequent grant of

“I must compliment Indian Customs Brokers who played the critical role behind the successful implementation of GST on July 1, 2017”

license to act as Customs Broker in Form A after fulfilling certain conditions, by publication in two leading national daily newspapers in English and Hindi in addition to disseminating the information on the web portal. The applicant who is declared successful in the written examination shall be called for an oral examination on specified dates in month of June of each year, the result of which shall be declared in the month of July of each year. The applicant shall be required to clear written examination as well as oral examination.

An applicant, who fails to clear the oral examination within two years from date of declaration of result of the related written examination, shall be treated as having failed in the examination. An applicant shall be allowed a maximum period of seven years from the date of original application within which he shall pass both written and oral examinations and no further extension shall be granted. The draft CBLRR also touched upon probable topics/questions of the examination.

However, an applicant who has already passed the examination referred to in regulation 9 of the Custom House Agents Licensing Regulation, 1984 or regulation 8 of the Custom House Agents Licensing Regulation, 2004 or regulation 6 of the Customs Brokers Licensing Regulations, 2013 shall not be required to appear for any further examination.

The draft CBLRR also elaborately discussed about criteria of granting a license; execution of bond and furnishing security; period of validity of a license; obligations of Customs Broker; change in constitution of any firm or a company; change in the constitution of a concern; engagement or employment of persons; revocation of license; suspension of license; procedure for revoking license or imposing penalty; appeal, etc.

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Harbouring logistics hub through digitisation

A logistics hub is necessary for the to and fro carriage of a cargo shipment and to help it function efficiently. The role of digitisation is crucial, opine some of our esteemed India Cargo Award winners.



Value addition to economy

According to **Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management India, any logistics hub, be it air cargo terminals or port operations need to be managed smoothly and decongested accordingly. A decongested logistic hub will not only ensure smooth flow of cargo, but it will act as a value addition for country's economy. Seamless operations in a logistics hub is highly dependent on automation of processes and digitisation is one of the most effective tools which can effectively automate the processes. Today most of the major cargo terminals are moving towards digitisation. As a company, we have even digitised our cross functional processes through SAP which has also impacted the processes in a positive manner. However, need of the hour is awareness amongst all the stakeholders in the supply chain who should be ready to invest in digitisation which will streamline the whole supply chain network and optimise their costs in long run.

► DDP Game Changer (North & East 2016):

Ramesh Mamidala, CEO, Celebi Delhi Cargo Terminal Management India



► DDP Trailblazer (West & South 2015):

Sam N Katgara, Partner, Jeena & Co



Smart logistics solution for efficacy

In the opinion of **Sam N Katgara**, Partner, Jeena & Co, logistics hubs are the connection points which witness the highest action in the supply chain. These are the trans-shipment hotspots where massive volumes of cargo converge are reassigned and send on their way to the final delivery destination. Smart logistics solutions covering transport management, time slot management, dock and yard management can make it possible to plan and manage end-to-end transportation starting from pick up of goods, transporting them to the logistics hub, managing the processes within the logistics hub and unloading them at the dock, thereby leverage the potential for greater efficiency. This would also ensure that goods are passed through these hubs, small or big, without ending up stuck in traffic.

Decongesting Logistics Hub through digitisation

Nishu Dogra, Director, Kamal Translink, receiving the award on behalf of Kamal Dogra, feels that the big players in the industry have migrated and transformed themselves to a technology centered system and have refined their practices & process for effective transport, time slot and the stock yard management. The only technique to reduce the congestions at logistics hubs is to practice efficient time management system for faster delivery and quick rotation of the goods stored at these hubs with speedy onward distribution management system. These two processes will not only decrease the congestion but will also enhance the operational capabilities of a logistics hub to store and deliver more and more. A simple IT based improvised technique may also help to resolve the subject questionnaire by equalizing the inflow and outflow ratio of good and material to these hubs.

► Best Multimodal Transport & Logistics Company (North & East 2016): Bullet Logistics



► Business Professional of the Year (North & East 2016):

Kamal Dogra, Chairman, Kamal Translink



Digitisation crucial for carriers

Biju Jacob, Managing Director, Bullet Logistics India, shares, digitisation of all data related to inbound and outbound cargo is very important for carriers. As even carriers legal responsibility is that we must have all information about the goods so that not only there is free flow of information but also that there is transparency and accuracy. Such transparency is essential to strengthen the fiduciary relationship which we share. Maintaining such data would also help in analysis our weak and strong areas in logistics sector by which we can work upon improving them. Also it would help in business development model in a synchronised manner.

► **Emerging Logistics Company (North & East 2015):**
Aardour Worldwide Logistics



Enabling resiliency and responsiveness

According to **Sarini Sachdeva**, CEO, Aardour Worldwide Logistics, the supply chain today is a series of largely discrete, siloed steps taken through marketing, product development, manufacturing, and distribution, and finally into the hands of the customer. I feel digitisation brings down those walls, and the chain becomes a completely integrated ecosystem that is fully transparent to all the players involved. Once built, the digital supply 'network' will offer a new degree of resiliency and responsiveness, enabling companies that get there first to beat the competition in the effort to provide customers with the most efficient and transparent service delivery.

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



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



Time slot and dockyard management vital

Vineet Chadha, MD, Combined Logistics, feels that a proper communication channel, which is easily accessible to all stakeholders can turn the business around and make it more profitable and reliable by optimum utilisation of resources. Logistics hubs and forwarders use time slot management to agree on a good delivery time, thereby avoiding unnecessary congestion. Cloud-based solutions are essential to getting the most value out of the logistics operations. Experts, meanwhile, note that cloud has made its impact across industries; but nowhere can its effects be more clearly seen than within logistics.

Technology eliminates inefficiencies

Yashpal Sharma, Managing Director, SLS Skyways Group, believes, logistics hubs are only as good as the speed and efficiency with which they process inbound and outbound freight. Technology is a key enabler to ensure seamless works at these hubs.

With Internet of things and artificial intelligence slowly setting in logistics, it is only eminent that cloud based platforms are embraced by all logistics hubs must be easily accessible to all stakeholders and eliminate any possible inefficiencies.

LEED-ing certification for Nhava Sheva

Nhava Sheva (India) Gateway Terminal (NSIGT) is now LEED Platinum and was certified by Green Business Certification Inc. (GBCI) using the Commercial Interiors 2009 rating system.

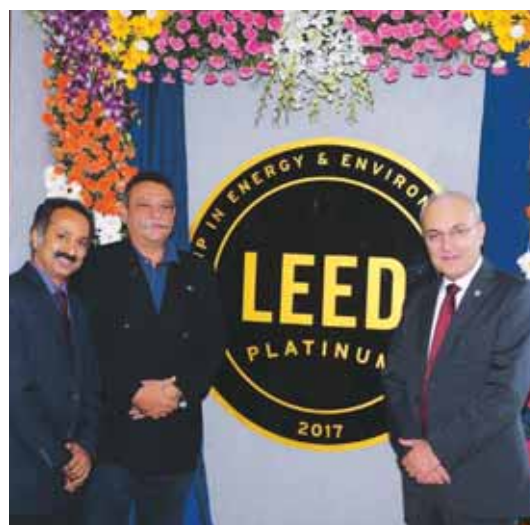


DP World operated the Nhava Sheva (India) Gateway Terminal (NSIGT) has created another benchmark in the logistics sector in the country. The container handling facility NSIGT has been awarded the Leadership in Energy and Environmental Design (LEED) certification. The terminal has a resource efficient building which utilises less water and energy, and reduces greenhouse gas emissions. It accomplished an impressive 89 out of 110 points in various environmental categories to receive this certificate.

LEED-certified spaces reduce carbon emissions and contribute to a healthier environment for residents, workers and the larger community. India is ranked third on the U.S. Green Building Council's



(USGBC) ranking of top 10 countries for LEED-certified buildings. **Anil Singh**, Senior Vice President and Managing Director, DP World Subcontinent said, "At NSIGT, we have integrated a number of sustainable and energy efficient initiatives making it an exemplary model for future port developments



NSIGT efficiently saves 40 per cent of potable water by use of low flow plumbing fixtures, resulting in more than one lakh litre of water being saved annually

in India. The terminal also aids in the Government's National Action Plan on Climate Change

(NAPCC), by implementing comprehensive strategies to clean up the air, water and land in India."

The terminal functions on a transportation policy for building users or visitors which encourages the use of mass transit. This helps to decrease land development impacts from the use of automobiles. The terminal also has environmentally friendly equipment like the Electric Rubber Tyre Gantries

(E-RTG's) which run on electricity instead of diesel, reducing the terminal's carbon footprint.

"NSIGT's LEED certification demonstrates tremendous green building leadership," said **Mahesh Ramanujam**, President and CEO, USGBC and GBCI. "LEED was created to make the world a better place and revolutionise the built environment by providing everyone with healthy, green and high performing buildings."

NSIGT efficiently saves 40 per cent of potable water by use of low flow plumbing fixtures, resulting in more than one lakh litre of water being saved annually. Treated water from the sewage treatment plant is used for 100 per cent of landscaping water and flushing water demand further saving potable water.

Airports Authority of India, Traffic Statistics

Domestic Freight

Freight (in tonnes)								Freight (in tonnes)							
		For the Month			For the period April to June					For the Month			For the period April to June		
S.N	Airport	June 2017	June 2016	%Change	2017-18	2016-17	%Change	S.N	Airport	June 2017	June 2016	%Change	2017-18	2016-17	%Change
(A) 18 INTERNATIONAL AIRPORTS															
1	Chennai	8972	7258	23.6	25970	21895	18.6	28	Chandigarh (JV Apt)	636	666	-4.5	2163	1915	13.0
2	Kolkata	8547	7964	7.3	26015	24332	6.9	29	Bagdogra	308	288	6.9	798	987	-19.1
3	Ahmedabad	4344	3775	15.1	12735	10670	19.4	30	Madurai	154	66	133.3	372	186	100.0
4	Goa	226	159	42.1	732	700	4.6	31	Aurangabad	108	135	-20.0	398	438	-9.1
5	Lucknow	264	225	17.3	873	528	65.3	Total	5123	4697	9.1	15391	14368	7.1	
6	Trivandrum	88	94	-6.4	313	525	-40.4	(D) 24 DOMESTIC AIRPORTS							
7	Guwahati	1583	867	82.6	5722	3458	65.5	32	Indore	897	625	43.5	2491	1962	27.0
8	Jaipur	946	1058	-10.6	2715	2966	-8.5	33	Raipur	336	353	-4.8	987	1055	-6.4
9	Calicut	158	25	-	375	78	-	34	Agartala	374	348	7.5	1362	1437	-5.2
10	Bhubaneswar	626	603	3.8	2038	1866	9.2	35	Jammu	155	162	-4.3	485	503	-3.6
11	Coimbatore	718	588	22.1	2185	1723	26.8	36	Vadodara	150	251	-40.2	469	689	-31.9
12	Srinagar	1258	846	48.7	2248	1807	24.4	37	Udaipur	1	1	0.0	2	2	0.0
13	Varanasi	86	86	0.0	238	297	-19.9	38	Ranchi	387	320	20.9	1366	959	42.4
14	Mangaluru	44	34	29.4	131	89	47.2	39	Dehradun	32	10	220.0	81	29	179.3
15	Amritsar	92	13	-	216	57	-	40	Bhopal	97	86	12.8	258	247	4.5
16	Trichy	0	1	-100.0	0	5	-	41	Leh	150	145	3.4	457	555	-17.7
17	Port Blair	473	351	34.8	1233	1111	11.0	42	Rajkot	24	20	20.0	85	51	66.7
18	Imphal	358	398	-10.1	1056	1101	-4.1	43	Jodhpur	0	0	-	2	2	0.0
Total	28783	24345	18.2	84795	73208	15.8	44	Dibrugarh	34	37	-8.1	111	143	-22.4	
(B) 6 JV INTERNATIONAL AIRPORTS								45	Silchar	23	20	15.0	80	64	25.0
19	Delhi (DIAL)	24431	23562	3.7	73973	69477	6.5	46	Surat	7	0	-	17	0	-
20	Mumbai (MIAL)	21400	18392	16.4	63274	54290	16.5	47	Bhuj	2	3	-33.3	6	8	-25.0
21	Bengaluru (BIAL)	10705	10141	5.6	30001	28599	4.9	48	Juhu	33	33	0.0	102	103	-1.0
22	Hyderabad (GHIAL)	4393	4280	2.6	13229	12072	9.6	49	Jabalpur	4	0	-	7	0	-
23	Cochin (CIAL)	839	1098	-23.6	2855	3315	-13.9	50	Dimapur	37	11	236.4	160	25	540.0
24	Nagpur (MIPL)	736	674	9.2	1676	1629	2.9	51	Tuticorin	0	2	-100.0	1	7	-85.7
Total	62504	58147	7.5	185008	169382	9.2	52	Jamnagar	1	0	-	1	10	-90.0	
(C) 7 CUSTOM AIRPORTS								53	Jorhat	5	8	-37.5	14	21	-33.3
25	Pune	2840	2724	4.3	8406	8374	0.4	54	Agatti	1	0	-	4	0	-
26	Visakhapatnam	389	356	9.3	1285	1240	3.6	55	Porbandar	1	0	-	2	0	-
27	Patna	688	462	48.9	1969	1228	60.3	Total	2751	2435	13.0	8550	7872	8.6	
								(E) 1 ST.GOV. / PVT AIRPORT							
								56	Lengpui (AIZWAL)	52	63	-17.5	169	148	14.2
								Total	52	63	-17.5	169	148	14.2	
								Grand Total (A+B+C+D+E)	99213	89687	10.6	293913	264978	10.9	

Traffic Statistics

International Freight

Freight (in tonnes)								Freight (in tonnes)							
		For the Month			For the period April to June					For the Month			For the period April to June		
S.N	Airport	June 2017	June 2016	%Change	2017-18	2016-17	%Change	S.N	Airport	June 2017	June 2016	%Change	2017-18	2016-17	%Change
(A) 13 INTERNATIONAL AIRPORTS								(B) 6 JV INTERNATIONAL AIRPORT							
1	Chennai	26597	22719	17.1	76568	65247	17.4	14	Delhi (DIAL)	54653	46839	16.7	167556	138647	20.9
2	Kolkata	5061	4441	14.0	15979	12859	24.3	15	Mumbai (MIAL)	52446	44127	18.9	159642	129942	22.9
3	Ahmedabad	3637	2740	32.7	10547	7413	42.3	16	Bengaluru (BIAL)	18330	16803	9.1	53583	49144	9.0
4	Goa	139	95	46.3	366	281	30.2	17	Hyderabad (GHIAL)	6644	5622	18.2	19562	16195	20.8
5	Lucknow	344	324	6.2	918	835	9.9	18	Cochin (CIAL)	5751	5882	-2.2	18096	17629	2.6
6	Trivandrum	2314	2594	-10.8	7037	7247	-2.9	19	Nagpur (MIPL)	36	18	100.0	80	83	-3.6
7	Guwahati	0	2	-100.0	1	2	-50.0	Total	137860	119291	15.6	418519	351640	19.0	
8	Jaipur	258	295	-12.5	743	673	10.4	(C) 1 CUSTOM AIRPORT							
9	Calicut	1611	1054	52.8	4713	3053	54.4	20	Madurai	0	0	-	1	0	-
10	Coimbatore	93	95	-2.1	251	290	-13.4	Total	0	0	-	1	0	-	
11	Mangaluru	216	41	426.8	523	149	251.0	GRAND TOTAL (A+B+C)	178768	154318	15.8	538158	451535	19.2	
12	Amritsar	112	72	55.6	297	189	57.1								
13	Trichy	526	555	-5.2	1695	1657	2.3								
Total	40908	35027	16.8	119638	99895	19.8									

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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

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

Dated: 25/08/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-May)	% Share	HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-May)	% Share
01.	Live animals	6,210.61	0.0024	347.92	0.0007	28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	3,172,445.48	1.2309	602,657.56	1.2315
02.	Meat and edible meat offal	2,098.81	0.0008	575.48	0.0012	29.	Organic chemicals	10,379,791.07	4.0272	1,999,481.37	4.0860
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	39,524.15	0.0153	6,457.36	0.0132	30.	Pharmaceutical products	1,151,503.19	0.4468	169,516.97	0.3464
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	24,382.62	0.0095	5,294.73	0.0108	31.	Fertilisers	2,875,418.65	1.1156	438,588.40	0.8963
05.	Products of animal origin, not elsewhere specified or included	27,006.41	0.0105	6,930.25	0.0142	32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,118,582.47	0.4340	214,875.24	0.4391
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	13,381.00	0.0052	2,078.21	0.0042	33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	457,677.00	0.1776	81,718.66	0.1670
07.	Edible vegetables and certain roots and tubers	2,881,312.01	1.1179	379,397.70	0.7753	34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	439,712.22	0.1706	83,781.64	0.1712
08.	Edible fruit and nuts; peel or citrus fruit or melons	2,035,952.74	0.7899	375,610.80	0.7676	35.	Albuminoidal substances; modified starches; glues; enzymes	236,046.24	0.0916	41,481.88	0.0848
09.	Coffee, tea, mate and spices	508,214.22	0.1972	94,652.77	0.1934	36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	6,618.69	0.0026	482.57	0.0010
10.	Cereals	901,104.69	0.3496	42,919.80	0.0877	37.	Photographic or cinematographic goods	129,024.97	0.0501	22,068.53	0.0451
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	40,213.32	0.0156	7,529.13	0.0154	38.	Miscellaneous chemical products	3,056,692.52	1.1859	608,381.53	1.2432
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	255,436.31	0.0991	44,342.92	0.0906	39.	Plastic and articles thereof	7,757,755.71	3.0099	1,540,580.90	3.1482
13.	Lac; gums, resins and other vegetable saps and extracts	146,654.54	0.0569	30,823.56	0.0630	40.	Rubber and articles thereof	1,950,048.70	0.7566	375,510.38	0.7674
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	25,367.06	0.0098	3,885.75	0.0079	41.	Raw hides and skins (other than furskins) and leather	409,007.90	0.1587	75,074.48	0.1534
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax	7,340,691.66	2.8481	1,359,165.25	2.7775	42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut	212,266.73	0.0824	39,797.33	0.0813
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	1,931.40	0.0007	506.41	0.0010	43.	Furskins and artificial fur, manufactures thereof	1,952.24	0.0008	981.35	0.0020
17.	Sugars and sugar confectionery	741,867.45	0.2878	64,474.47	0.1318	44.	Wood and articles of wood; wood charcoal	1,340,332.76	0.5200	245,921.30	0.5025
18.	Cocoa and cocoa preparations	154,230.78	0.0598	21,862.89	0.0447	45.	Cork and articles of cork	3,294.86	0.0013	669.20	0.0014
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	37,450.55	0.0145	6,478.69	0.0132	46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	1,448.89	0.0006	226.22	0.0005
20.	Preparations of vegetables, fruit, nuts or other parts of plants	54,963.97	0.0213	12,012.06	0.0245	47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	1,108,761.96	0.4302	223,643.75	0.4570
21.	Miscellaneous edible preparations	100,071.88	0.0388	20,911.51	0.0427	48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	1,816,294.41	0.7047	320,771.95	0.6555
22.	Beverages, spirits and vinegar	452,051.67	0.1754	92,672.18	0.1894	49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	186,296.61	0.0723	45,854.71	0.0937
23.	Residues and waste from the food industries; prepared animal fodder	331,660.16	0.1287	66,576.16	0.1360	50.	Silk	140,728.42	0.0546	24,836.70	0.0508
24.	Tobacco and manufactured tobacco substitutes	30,575.47	0.0119	5,240.77	0.0107						
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,458,881.40	0.5660	259,601.44	0.5305						
26.	Ores, slag and ash	2,869,389.32	1.1133	526,882.08	1.0767						
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	69,127,976.88	26.8206	12,183,302.60	24.8967						



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Tel: 079-2756 0419, 2756 0981, 2756 0982

Mobile no: 9909036345

Mail ID: suhrid@challengelogistics.com

Head Office:

Challenge Logistics Pvt.Ltd.

The Avenue, 804/805, 8th Floor, International Airport Road, Opp.TheLeela, Andheri East, Mumbai-400 059. India

Tel: 0091 22 2823 7914/15 or 2823 8214

Fax: 0091 22 2823 8171

Mail ID: clplimp@gmail.com / dbalsara@challengelogistics.com

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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

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

Dated: 25/08/2017; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-May)	% Share	HS Code	Commodity	2016-2017	%Share	2017-2018 (Apr-May)	% Share
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	217,309.59	0.0843	44,349.47	0.0906	77.	Lead and articles thereof	400,656.01	0.1554	76,602.73	0.1565
52.	Cotton	758,164.50	0.2942	135,984.76	0.2779	78.	Zinc and articles thereof	470,565.45	0.1826	75,520.30	0.1543
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	228,400.08	0.0886	29,181.11	0.0596	79.	Tin and articles thereof	117,149.66	0.0455	24,952.23	0.0510
54.	Man-made filaments	485,562.68	0.1884	87,782.35	0.1794	80.	Other base metals; cements; articles thereof	187,599.95	0.0728	44,336.91	0.0906
55.	Man-made staple fibres	382,649.13	0.1485	74,126.87	0.1515	81.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	554,477.32	0.2151	121,994.35	0.2493
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	197,981.49	0.0768	32,983.68	0.0674	82.	Miscellaneous articles of base metal	488,372.44	0.1895	88,642.72	0.1811
57.	Carpets and other textile floor coverings	57,451.74	0.0223	11,722.33	0.0240	83.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	21,531,458.78	8.3539	3,702,975.56	7.5671
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	123,050.60	0.0477	22,501.97	0.0460	84.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	25,869,628.81	10.0370	5,025,056.77	10.2687
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	454,514.16	0.1763	99,739.24	0.2038	85.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	245,823.84	0.0954	43,694.62	0.0893
60.	Knitted or crocheted fabrics	320,173.75	0.1242	68,987.43	0.1410	86.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	3,165,315.08	1.2281	549,923.53	1.1238
61.	Articles of apparel and clothing accessories, knitted or crocheted	176,818.48	0.0686	26,368.60	0.0539	87.	Aircraft, spacecraft, and parts thereof	5,644,531.08	2.1900	205,386.44	0.4197
62.	Articles of apparel and clothing accessories, not knitted or crocheted	222,683.58	0.0864	30,970.49	0.0633	88.	Ships, boats and floating structures	3,805,801.59	1.4766	323,879.50	0.6619
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	289,020.04	0.1121	41,351.96	0.0845	89.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	4,962,411.79	1.9253	909,644.81	1.8589
64.	Footwear, gaiters and the like; parts of such articles	359,297.91	0.1394	64,950.50	0.1327	90.	Clocks and watches and parts thereof	181,602.69	0.0705	28,475.02	0.0582
65.	Headgear and parts thereof	11,306.94	0.0044	1,921.16	0.0039	91.	Musical instruments; parts and accessories of such articles	24,094.57	0.0093	6,482.10	0.0132
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	16,296.70	0.0063	5,405.65	0.0110	92.	Arms and ammunition; parts and accessories thereof	18,341.02	0.0071	1,493.42	0.0031
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	7,357.20	0.0029	1,345.02	0.0027	93.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	984,035.38	0.3818	194,480.76	0.3974
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	496,502.16	0.1926	82,390.57	0.1684	94.	Toys, games and sports requisites; parts and accessories thereof.	336,346.62	0.1305	75,711.36	0.1547
69.	Ceramic products	312,914.13	0.1214	55,373.54	0.1132	95.	Miscellaneous manufactured articles	298,230.27	0.1157	57,021.98	0.1165
70.	Glass and glassware	673,937.07	0.2615	132,000.07	0.2697	96.	Works of art collectors' pieces and antiques	115,125.65	0.0447	5,482.32	0.0112
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	36,026,228.83	13.9776	10,948,388.56	22.3731	97.	Project goods; some special uses	1,401,404.14	0.5437	229,869.31	0.4697
72.	Iron and steel	5,527,757.41	2.1447	962,065.14	1.9660	98.	Miscellaneous goods	4,733,162.09	1.8364	32,287.80	0.0660
73.	Articles of iron or steel	2,326,062.46	0.9025	376,360.62	0.7691		India's total export	257,742,165.86		48,935,479.08	
74.	Copper and articles thereof	2,270,885.29	0.8811	487,969.01	0.9972						
75.	Nickel and articles thereof	370,807.90	0.1439	57,928.56	0.1184						
76.	Aluminium and articles thereof	2,332,594.62	0.9050	451,980.02	0.9236						

Source: Ministry of Commerce, Government of India

32nd Logistics Park in Hyd for Safexpress

Spanning over an area of 400,000 sqft, this ultra-modern facility is strategically located close to National Highway 44. The new facility will help in augmenting economic growth in the Telangana region.

CT BUREAU

The enormous logistics park is one of India's largest supply chain & logistics facilities. **Rubal Jain**, Managing Director, Safexpress said, "Hyderabad is one of the largest and most rapidly growing cities of Telangana, and is home to more than 1300 IT and ITES firms. Over the years, Hyderabad has evolved itself from a traditional manufacturing city to a cosmopolitan business hub and is also a very crucial location from the point of view of logistics connectivity of Southern India with the rest of the country. The city and its suburbs contain the highest number of special economic zones amongst all Indian cities. With the development of Hyderabad Logistics Park, we will be able to further boost our leadership position in the supply chain & logistics industry."

He added, "Hyderabad also accounts for approximately 20 per cent of India's total pharma exports. It has been a global trade center in multiple business domains. However, despite the presence of many medium and large scale industries, Hyderabad does not have adequate warehousing and logistics infrastructure.

Safexpress Logistics Park will help in bridging these infrastructure gaps. It will also enable us to provide clients with cutting edge transshipment as well as 3PL services."

"We have made a significant investment to set up this ultra-modern logistics infrastructure here. This will help the industries in Hyderabad belt in having access to our world-class supply chain & logistics services, which would contribute heavily in the economic growth of the entire region."

The USP of the Logistics Park at Hyderabad is the this facility is a perfect mix of environment-friendly initiatives and technology. The company has invested in rainwater harvesting,

developed a special green zone and robust IT systems to support operational efficiencies and inventory visibility. "In the GST era, most companies are adopting newer business and supply chain models and are now resorting to outsource their

supply chain & logistics needs to a GST compliant 3PL service provider. Keeping these factors in mind, we have hugely augmented our 3PL network by creating 32 ultra-modern Logistics Parks spread over 13 million square feet. Hyderabad Logistics

Park will be operational 24x7, 365 days in a year to provide time-definite deliveries. Due to our non-stop operations, the facility will be providing the fastest transit-time for deliveries from Hyderabad to all over the country," Jain concluded.



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Deciphering the chain of technology

Technology is a key enabler to ensure seamless work in warehouses. **Vikrant Yadav**, Country Manager - India, GreyOrange, shares his views on how technology is helping warehouses be more organised and resourceful.

For decades, supply chains and warehouses across the world have remained technologically starved. Warehouses in India too are poorly managed and cumbersome, making even the most basic operations like sorting, picking, storing and documenting, inefficient and often error-prone and unreliable. Storage and inventory management constitute 60 per cent of the entire supply chain, while warehouse operations make up about 25 per cent of the entire supply chain cost. As the global race for business to stay ahead intensifies, supply chains are increasingly under pressure to deliver higher performance and lower costs. Companies around the world are turning to technology in order to improve operational efficiencies in their warehouses, fulfillment and distribution centers.

Enabling IoT

Advanced technologies such as AI, machine learning and robotic automation can solve these complex problems, enabling a typical increase in throughput by as much as 200 per cent, making these technologies indispensable for running superlative and efficient warehouses. Adoption of these advanced technologies will enable warehouses of the future



to be more agile, dynamic and smart. The warehouses will be guided by algorithms which would be deeply influenced by artificial intelligence and machine learning, thus reaching completely different levels of efficiency. With less fixed infrastructure and processes, the warehouses of the future will work on AI and real-time analytics for management of warehouse operations. They will be intelligent enough to anticipate, understand and adapt to the external ecosystem around them (e.g. seasonal peaks, weather conditions etc.). IoT will enable inter-warehouse communication to devise cost-effective ways for quicker deliveries and minimise operational inefficiencies.

The warehouses of the future will deploy a variety

With less fixed infrastructure and processes, the warehouses of the future will work on AI and real-time analytics for management of warehouse operations

of communications, sensing and security technologies at the core. One crucial area where automation is being tested is quality check, with the aim of supplementing human effort. Intelligent systems are going to be deployed that will ensure the best quality products. Through these intelligent systems, even the minor flaws in a product would be detectable. They will reduce the chances of committing errors that could possibly be ignored by the human eye during large scale manufacturing. Newer ways of delivery – from self-driven vehicles to drones are also being

contemplated to bolster the delivery mechanism and make warehouses and supply chains more efficient end-to-end.

GST and supply chain

Further, as the Goods and Services Tax (GST) subsumes a range of central and state taxes to turn India into a single market, it removes all variations in local taxation rates that once forced business to operate multiple warehouses across states. Large enterprises, SMEs & end consumers, everyone will reap the benefit from the implementation of GST. The

maximum impact of GST will be on the supply chain, as this will enable companies to finally optimise their supply chain networks based on scientific principals and logic, instead of disparate tax structures across the country which has been the case so far.

Currently, business design their supply chains to save taxation. For example, an e-commerce company would like to have its warehouse in each of the states where it sells its products, so that there are no inter-state transportation taxes. However, operating many small warehouses means that the size and capacity of each of these is very small. This, in turn, means that there is not much scope to take advantage of automation. Now, with GST implemented, companies can look to have larger

state-of-the-art warehouses in one location as a result of the consolidation of many smaller warehouses spread across various states. Larger facilities would mean millions of packets to be dispatched every day. These gigantic distribution hubs will put immense pressure on the ability of the warehouse to reliably dispatch goods, making the back-end processes of inventory management even more complex. Business cannot rely on the existing infrastructure alone to be able to carry out such a mammoth task. Adoption of robotic automation will be imperative to address these challenges. This is where GreyOrange products play a critical role to automate the warehouses in order to make these more efficient and accurate.

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



Vikrant Yadav
Country Manager - India
GreyOrange

SOUTH INDIA

DHL's warehousing facility in Bengaluru

With an investment of ₹7.5 crore (Euro one million), the state-of-the-art facility is an appointed Customs Public warehouse with a domestic area for storage, sales and distribution of goods. DHL Global Forwarding has inaugurated the India's first integrated warehousing site in Bengaluru to provide both Customs Bonded and Domestic warehousing (CBD) solutions. The facility functions as a duty free zone and comes

with a value creation area that enables labelling, packaging and repacking services. The warehouse has been set up to ensure the seamless handling, storage and movement of imports with an option to re-export. Customers will also benefit from the GST-ready warehousing space at the facility for cargo cleared for home consumption and indigenous goods.

Located in Kasaba Hobli within 22 km of Bengaluru



International Airport and 25 km from the Inland Container Depot, the single site facility is equipped with multi-user benefits to increase speed and cost efficiencies.

George Lawson, CEO, DHL Global Forwarding India said, "Simplifying customer trade is our passion and we are excited to pioneer customs

bonded warehousing solutions for the first time in India."

Amit Dawar, Director, Value Added Services, DHL Global Forwarding India added, "This warehouse will help meet the demands from customers owing to the lack of bonded facilities near Bengaluru airport. It will also help reduce turnaround time by up to two days, decrease multiple handling with

Trivia

- ◆ New facility reduces end-to-end transit time and supply chain costs
- ◆ The 77,500-square feet GST-ready site will facilitate ease of trade in India's IT Hub and surrounding areas

its associated risks and reduce costs, while providing consolidation of domestic and imported goods."

Omori sets up back-end office in India

Omori Kaisoten, a well-known logistics company in Japan, deals mostly in customs brokerage and harbour transportation. The company has chosen New Delhi to support Japanese client requirements in India.



CT BUREAU

Omori Kaisoten has head office in Kobe with domestic operation offices in Tokyo, Osaka, Nagoya and international office in China, Thailand, Hong Kong, Vietnam, Cambodia. It shall now open its network to the Indian subcontinent as well, with an office in Delhi. Akihiko Sudo, President, Omori, says that the business growth in India is swelling and the country is the one of the fastest growing economy (at 7.5 per cent) in the world. The new office in the national capital shall generate support to Japanese clients requirements in India and in Japan maintaining Japanese standard services.

Omori has set-up back office to support IT base logistics handling and support. "We have develop unmatched office support systems, which will increase the work volume in many fold. It will not only

cut the operation cost but will increase the work volume at the same time. We will use the same integrated systems as in our office in Japan for data inputting," informed Sudo. He said, "After few months of successful operation, we will be offering same

support to our other logistics partners, custom brokers, manufactures, trading and financial companies in Japan. To facilitate our Japanese partners/ clients we have designated our two well experienced staff members Masahiro

Hamada (Chairman) and Yutaka Yamasaki (Director)." The office shall support client request all over in India. To enable better coordination, the company has set-up a single point of contact through the New Delhi office.



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<ul style="list-style-type: none"> » On Booking » Dispatch » Arrival » Intimation to Customer » Intimation to Branches 	<ul style="list-style-type: none"> » Enquiry Database » Follow-ups » Budgets » Comparison 	<ul style="list-style-type: none"> » Consignment Tracking on Web » View Booking » View Stock » View Consignment Status » View Bills Outstanding 	<ul style="list-style-type: none"> » Consignment Tracking » POD » Customer Follow up by Marketing Executive

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PAN INDIA

Indian Rail's capacity parcel vans

The newly introduced high capacity vans can be attached to passenger carrying trains subject to availability of room in train and operational feasibility. To meet the demand of full vehicle load perishable traffic and the challenges being faced in transporting perishable goods, Indian Railways has developed High Capacity Parcel Vans (VPs) with a capacity of 23 tonnes. To facilitate transportation of milk through Rail, specially designed high capacity milk tankers having capacity of 44.66 KL are run as special trains. At present three milk tanker trains are being run of which two trains are run by Gujarat Corporative Milk Marketing Federation (GCMMFL) from Palanpur to Bhim Sen and other by Mother Dairy from Daund to Baraut.

Emirates' 'White Cover' for cold chain

What do you do when you want to keep ULDs cold in the desert heat? Paint them white. Emirates SkyCargo, on a similar line, has released DuPont's new 'White Cover Xtreme' thermal for the cold chain segment.

CT BUREAU
The Xtreme thermal shield, the newest version of the 'White Cover' line the partnership launched in April 2016, works both ways regarding temperature control. It is designed to

maintain cargo temperature internally by reflecting solar heat when the temperature is high and also act as a barrier to prevent heat loss from thermal conduction when the temperature is low. The material is DuPont's Tyvek Xtreme W50 — a breathable,

high-density polyethylene that allows water vapor to escape, preventing condensation from forming on the inside of the shield.

The shield is one of many temperature-controlled products expansions that

airfreight carriers and forwarders have announced during the past several months as they compete for pharma transport market share.

Emirates and DuPont expect to begin offering the

White Cover Xtreme in late August. In the meantime, Emirates has offered free White Covers to all customers with temperature-sensitive shipments moving through Dubai from June through August. Emirates estimates that it moves

“
It is designed to maintain cargo temperature internally and also act as a barrier to prevent heat loss from thermal conduction
”

more than 30,000 tonnes of perishables through Dubai each month.

MIDDLE EAST

Milaha now connects Qatar and Kuwait

The new service, named KQX (Kuwait Qatar Express Service), will operate between Hamad Port in Qatar and Shuwaikh Port in Kuwait once a week initially, using a 515-TEU vessel. With 50 reefer plugs available on the vessel and a highly competitive transit time of one day, the new service is ideal for transporting perishable products and foodstuff, among other cargoes, coming into and out of Qatar, as well as for connecting Kuwait to Milaha's broader feeder network in the Arabian Gulf and beyond.

Abdulrahman Essa Al-Mannai, President and CEO, Milaha, “Going forward, our track record in delivering reliable and innovative supply chain solutions allows us to continue responding flexibly to our clients' specific requirements with solid value propositions.”

Milaha currently calls two ports in Oman (Sohar and Salalah) and 3 ports in India (Nhava Sheva, Mundra and Kandla), offering enhanced connectivity and transit times to Qatar.

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CCS-UK Advanced Info for ease of work

CCS-UK User Group, the body that manages and commissions enhancements to the CCS-UK community system, provides a free-of-charge Advanced Info module to speed airfreight handling.



CT BUREAU

CCS-UK User Group is working on a new module that will speed-up deliveries to and collections from transit sheds at London Heathrow Airport. It follows the recent launch of CCS-UK Fallback, which provides an electronic safety net in the event of a major outage of the customs computer. The latest module, CCS-UK Advanced Info, will enable freight agents and transport companies working on their behalf to pre-alert handling agents of loads being delivered, down to House AWB level, as well as submit Electronic Consignment Security Declarations (eCSD).

The advanced information, including vehicle, driver, cargo being delivered, handling agent and ETA, will be submitted either through a web portal (for smaller, occasional users), or (in the case of larger and more frequent users) messages sent direct from the forwarder's own system. The information will then be accessible to all relevant parties in the supply chain. Deliveries to multiple shed operators will be automatically split by the system and only data applicable to each handler will be seen by them.

Agents using the system will benefit from pre-allocated truck doors, cutting down or eradicating queuing. Handling agents meanwhile will receive cargo information direct into their systems, eliminating re-keying, speeding up vehicle processing and enabling more efficient use of their resources.



Steve Parker
Chairman
CCS-UK User Group

In CCS-UK Advanced Info, the emphasis will be on simplicity and speed: integral data stores of all users, drivers, vehicles and transit sheds will be used to populate new shipment entries, avoiding the re-input of previously-used data.

Future-proofing is also a feature of the CCS-UK Advanced Info concept: import release notes, and ETSF (External Temporary Storage Facility, formerly ERTS) day sheets will be among further documents that will eventually be

replaced with electronic messages. It is also planned to advise forwarders and their transport companies of the status of the handling of their trucks. A further planned enhancement for imports will be the transmission of messages

from the handler to the agent, requesting him to send or not send a truck, or to send a truck at a specified time. Steve Parker, Chairman, CCS-UK User Group, says, "CCS-UK Advanced Info is a major step towards eliminating inefficiency

and cost in the UK air cargo industry. It provides tangible benefits for everyone and, as with our recently-launched CCS-UK Fallback system, is being provided completely free of charge to all our members."

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Airfreight helps lift up EXIM trade

Sanjiv Kumar, Aviation Consultant, talks about the concept and success of Air Freight Stations (AFS) in India while enumerating the dynamics of import and export production.

India is a vast country with production of goods spread out over a huge area. With easy availability of land in rural areas, lower cost of labour and operations, it makes more sense to set up the manufacturing units at remote locations. Moreover, with the 'Make In India' concept being promoted by the Prime Minister of India, there would be a major fillip to home production and export. To be able to achieve a higher production and in turn lower costs, we have to look at bigger markets outside India and higher exports. The value of the goods need not be in direct proportion to the volume. Electronic items like chips, mobiles, sim cards can have a larger value but small volume/weight while products like garments would be of high volume/weight and values would not be proportional. Getting these products to the final consumer or export become challenging and therefore less likely to be manufactured in remote areas.

Managing distribution

Also, in case if the products have to be shipped by individual manufacturers to the gateway points, it may not work out to be financially viable. While domestic distribution can be handled/managed with the existing infrastructure of railways and road network



(which is growing day by day). However, on the export front, there is lot to be done. It may not be economically viable for each industry to forward the product to main airports and arrange for their clearances at the gateway points. It may make more sense to consolidate the various products, for same destination, at remote areas, have local clearing arrangements and then ship them in a single ULD to the gateway points for onward shipping to various destinations.

The need of the hour is therefore to have gateway points in interior areas for export of goods. However, as we are aware, setting up of airports and ensuring direct flights would be an

expensive proposition and far-fetched at this stage as there may not be sufficient cargo or passenger traffic to warrant such a move.

Role of Air Freight Stations

One of the steps being taken in the developed countries is setting up of AFS. There has been sufficient mention of following the customs regulations in force from time to time to be applicable on the AFS. They have been equated with the Inland Container Depots (ICDs), currently in vogue for shipping and surface transportation. In fact it is stated at some point that the same ICD can be used as an AFS or parties could set up separate AFS subject

to meeting the minimum requirement stipulated in the policy.

While going through the policy, it appears that the focus is more on the space requirements, handling, storage and customs requirement. While it does mention BCAS approval for security arrangements of AFS entity, it does not cover the security aspect in much detail. While there is a mention in the policy that the screening of the cargo would be done at the AFS, it would be containerised or palletised and sent to the airport, where airport operators would have to create an area on the airside for storage etc., the guidelines for security and movement would be issued by BCAS.

Need of the hour

Security of the goods and safety during transportation from remote areas to the hub airports is of paramount importance and has a major role in successful operations of the AFS. Advanced countries like USA, Australia and European Continent have an elaborate road network and AFSs set up to provide the facility. The basic requirement, in my understanding, a highly sterile area would be or acceptance/scanning and build up of cargo at the AFS with security equivalent to airports, if not more, and a secure methodology for tamperproof transportation of the goods to the airports and access to the trucks to sterile areas for storage of

the goods prior to its loading on flights. It would not make any sense if the entire cargo has to be broken at the airport terminal, rescreened and ULDs built up again, which is the existing procedure. Multiple handling of the goods can lead to damage or even pilferage of the goods. A detailed procedure for security of the products and overall security has to be built up to ensure successful implementation and operation of the AFS policy in India.

To ensure support to the industry for export, it is necessary to establish AFS at interior points that have the infrastructure to handle the goods both from the frontier formalities perspective and also have a procedure for secure acceptance and transport of the goods to gateway points.

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



Sanjiv Kumar
Aviation Consultant

NORTH INDIA

Skyways Group pledges 2020 trees by 2020

Skyways Group launched a tree plantation drive at all its offices in India and Germany. The plantation drive was initiated on August 8, 2017, which is also company's 35th founder's day. Trees were planted at the headquarters (Delhi) as well as all other branches across the country. As a part of this drive, over 200 saplings were planted. Employees from each station participated in the drive. The objective of the

plantation drive was not only to contribute to the well-being of the environment but also sensitise people about the importance of tree plantation and environmental conservation. All team members were requested to get more and more industry personnel, their family and friends also to take up the cause of planting trees across the world. The Group has taken a pledge to plant 2020 trees by the year 2020.





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A new yardstick for material handling

Kelley India aims to set the global benchmark through investments in manpower and a best-in-class product range, shares **Piush Goyal**, Managing Director, Kelley Material Handling Equipment India.



CT BUREAU

How do you assess India's material handling and warehousing industry?

Material handling equipment has seen a growth of 10 per cent over last couple of years, while we have been growing at over 40 per cent year-on-year on the back of the healthy expansion of the modern warehousing and e-commerce sectors. These sectors along with offline retail, manufacturing, FMCG, Churches and Education (Colleges) sectors present a good demand for Kelley India's line up of equipment.

Who are your customers in India?

Our vast list of customers includes M/s Daimler, Honda, ZF, JCB, Isuzu, Hero MotoCorp, Alstom, Panasonic, Blue Star, Tetra Pak, Decathlon, Snap Deal, Walmart, Future Supply, Reliance, Indo Space and AO Smith among many more. Our innovative loading dock solutions & HVLS fans mitigate many of the challenges in warehousing and manufacturing sector. Over 2,000 units of Kelley Entrematic Dock Levelers and HVLS Fans are already working satisfactorily in Indian market. All our major customers have been the repeat users, while most MNCs are using our



equipment due to their nice experience in the past in their overseas facilities.

What is Kelley's strength in designing material handling equipment?

Kelley® has invented the world's first Dock Leveler in 1953 in USA and since then it is consistently enjoying the global market leadership. We have spent last over 60 years pioneering our line of products. We have at present seven world class manufacturing facilities in USA, Canada and South America. Team India is presently working on our next facility here.

Kelley's core competencies are born out of a rich history of innovation, quality and

superior engineering and a number of industry firsts. All these years, Kelley worldwide has strived to manufacture products that make the workplace safer, more productive and more energy-efficient. In India, our key challenge was to educate customers about latest technologies such as Lambda beam design, robotically welded chassis, single push button operation, easy clean pit, lug type hinges and high density steel Chequered platforms with no joints in our dock levelers. All these and more can enhance productivity and safety, especially when Kelley dock leveler is used in combination with a forklift, as well as boost reliability, operational ease and low maintenance resulting in low life cycle cost.

The company is witnessing demand grow the fastest for the Kelley® High Volume Low Speed (HVLS) fans of size 8' to 24' diameter. A single 24' diameter fan can cover a facility area of up to 30,000 square feet depending upon site conditions, which eliminates the need for a large number of wall-mounted noisy energy-consuming fans. A motor of up to 2hp with the Variable Frequency Drive "VFD" allows the fans to operate all most noiselessly (below 55 dB) and very low energy consumption levels. The fan generates a breeze of 2-3 mph that can cause a fall in the perceived temperature by 4 degrees F to 7 degrees F, to keep employees comfortable. This helps in improving warehouse /



Piush Goyal
Managing Director
Kelley Material Handling Equipment India

factory environment, worker safety and comfort, while consuming a very little amount of power to operate saving energy resulting in quick return on investment.

Can you elaborate on your presence across the country?

Kelley® has always been a customer focused organisation and we keep customer in our very heart

Trivia

- ◆ Kelley's line up of equipment includes Dock Levelers, HVLS Fans, Sectional Doors, High Speed Doors, Vehicle Restraints, Dock Seals, Dock Shelters, Impact resistant Overhead Doors in India.

for all actions we take with respect to our products and services. Kelley India has established branch offices at Delhi, Mumbai, Bengaluru, Chennai, Kolkata and a central warehouse in India with all our engineers trained multiple times at our US headquarters. Supported by our nationwide network of world class dealerships ensures that our RT and TAT matches our global standards. ↘

Maersk and Safmarine host 'Africa Nite'

The event was attended by Maersk Line and Safmarine executives from all over Africa, and from HQ; including the global CEO of Safmarine, David Williams.

Maersk Line and Safmarine auctioned the container freight on their trade routes to West, East and South Africa during their recent customer event 'Africa Nite', held in Mumbai. 'Africa Nite' is a testament

of the company's focused efforts to enable seamless trade between the two economies. This opens up new opportunities for Indian businesses to reach out to newer African markets, a major boost to enhance the trade ties between the Indian Sub continent and Africa. The proceeds amounting to US \$13000 from the auction went to World Vision India which support Maersk's

Healthy Highway Project and Fisherman Community Development Project.

Steve Felder, Managing Director, Maersk Line India, said, "I would like to extend our sincere gratitude to all our partners, who showed their support. We will continue our commitment to empower local communities in the region and also serve our customers to access the African markets in an

efficient, environmentally-friendly and reliable way." World Vision India, was

represented by Ronald John – Head, Key Accounts and Gamliel Sherio- Senior

Manager, My City Initiative, Mumbai, who received the cheques during the event.



FIATA World Congress 2017 in October

Trade facilitation remains an important focal point as more trade means more business potential for logisticians. FIATA World Congress aims to bridge the gap in global trade, presenting a relevant platform to industry experts.



CT BUREAU

FIATA World Congress 2017 is scheduled to be held from October 4-8, 2017, at Kuala Lumpur City Centre (KLCC). Delegates comprising logisticians want to know what the next spin of the coin reveals for the logistics industry; its impact, opportunities and new challenges so that they can be better prepared for the next wave that may wrought new expectations, demands and challenges in the supply chain. This is exactly what the organisers and FIATA aim to do for FIATA World Congress 2017. The topics proffered and delivered by eminent speakers and experts in their respective fields are aimed at meeting the most exacting standards and expectations of the delegates.

The topics range from trade facilitation initiatives that have been implemented, ongoing or proposed, in line with this Congress' theme of 'Logistics bridging global trade'. Topics would include the measures and resources to bridge the gap to future markets. Trade facilitation would also cover the roles of ports as important nodes in the supply chain and the challenges facing the future of ports. China's Belt and Road Initiative would be clearly expounded and how countries have embraced and benefited from joining the BRI. Technology disruption and e-commerce in logistics is another important subject that would be offered to keep delegates abreast of the inevitable implementation of e-commerce, whether they are ready or not, for this next big wave.

Malaysia is working on its logistics and trade facilitation master plan under the National Logistics Task Force, with its aim to be the preferred logistics gateway to Asia. In the ABLM session, speakers would touch on the rules for doing business in Malaysia, how the logistics industry in regulated in Malaysia, and the requirements for foreign

business undertakings to do business in Malaysia. The MTI session would touch on digitalisation of multimodal transport and upcoming opportunities of rail transportation development in South East Asia. Besides the various parallel sessions

at hand, there would also be a presentation from FLA on bridging logistics training to the next generation, an online education initiative to global learners. Last but not the least, in the YLP programme, there would be presentations from emergent

Africa on how African universities are exploring ways on creating locally relevant curricula. Speakers would also touch on what the future of the industry would look like and the role for young logisticians in achieving this future.



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Cargotalk/April-2017

Hactl gains 16.6% growth HAE is GSA for AA Cargo

Hactl's growth result is attributed to a modal shift from sea to air, overflow from mainland Chinese airports, and the continuing strengthening of e-commerce traffic.



CT BUREAU

Hong Kong Air Cargo Terminals (Hactl) has achieved a 16.6 per cent increase in handled tonnage in the first half of 2017. The total of 860,242 tonnes represents growth in exports, imports, transshipments and mail/express. Hactl has now outperformed the Hong Kong market every month since September 2016. At the same time, the number of charter flights handled by Hactl grew from 100 (January-May 2016) to 602 in the same period of 2017.

Mark Whitehead, Chief Executive, Hactl, says, "Deliberate reductions in ocean capacity, continued slow-steaming and port congestion due to mounting use of mega vessels are all playing a part in the shift from ocean to air. The volumes involved will



be of little concern to the ocean business, but are a significant bonus to the airfreight industry."

Hactl expects the growth trend to continue for the rest of 2017, but at a slower pace, continues Whitehead, "Forwarders and airlines are planning and booking ahead for the final quarter, having been caught out in 2016 by high spot rates driven by restricted capacity."

Overall, though, Whitehead remains bullish about longer-term trends.

"Our considerable and ongoing annual investments in IT, staff training, technology and pharma compliance will keep Hactl and its carrier community ahead of the game, and position us well to maximise all available business opportunities," he says.

CEVA's new unit in Dublin

The new Dublin unit features state-of-the-art heating and cooling technology along with a Sintra system.



CT BUREAU

CEVA Logistics has enhanced its capabilities in Dublin with the introduction of a 15,000 square foot temperature-controlled facility at its Dublin warehouse. The new building has been constructed as an insulated building-within-a-building on the city's airport industrial park and will allow it to better serve customers with medical products requiring to be kept within a constant temperature range of 15-25 degrees.

"Temperature controlled logistics are an increasingly important part of the Irish export market as life sciences manufacturing continues to grow in the country," states Gary O'Connor, Managing Director-Ireland, CEVA. "This new addition to our service offering will enable us to store up to 2,100 pallets of medical products

The new building has been constructed as an insulated building-within-a-building on the city's airport industrial park

within the 15-25 degree temperature range and cater for growing numbers of customer enquiries where temperature-controlled storage is an essential part of their business."

The Sintra system provides exceptional levels of clean air by using perforated ducts to diffuse the air within the facility. Having specialist clean room facilities, the company can also offer customers additional value-added services including re-kitting and reassembling in a controlled environment.

The transformed facility enables CEVA to provide customers with a 24/7 service for any goods moving through

the unit as it is now fully authorised under the HPR (Health Products Regulatory Authority) Wholesalers Distribution Authorisation scheme. In order to receive an authorisation to wholesale medicinal products, a potential authorisation/licence holder must show compliance with the principle of Good Distribution Practice (GDP). Compliance with these principles is decided by the HPR through regular site inspections.

The next stage of the facility's development, which now caters to multiple healthcare customers, will be the introduction of on-site pharmacists which will commence by the end of 2017.



CT BUREAU

American Airlines Cargo has chosen Heavyweight Air Express (HAE) as its General Sales Agent (GSA) in the United Arab Emirates. HAE replaces long-standing GSA, Airline Cargo Resources (ACR) which has recently chosen to downsize its commitments in the region. This is the second area of the world in which HAE was chosen as American's GSA following its appointment to cover sales across a number of countries in central, east and north Africa, as well as South Africa in mid-2016. "Following a thorough

search, we are very pleased to have chosen HAE based on their extensive knowledge of the Middle East market, their innovative approach, comprehensive network and – more crucially – their very strong relationship with some key partners of American Airlines in Dubai," said Richard Hartmann, American's regional manager, Cargo Sales – South Asia, Middle East and Africa.

As with other local markets in Europe, the Middle East and Africa where American operates offline, the majority of traffic will initially route over London Heathrow

(LHR), where the strength of the airline's international network means that it can look to creatively access both its U.S. operation and onward destinations such as Central and South America on its widebody aircraft.

"We will be deploying our local market experts who know where business opportunities are in this region for American," said Peter Kerins, HAE Group, based in Dubai. "We have an active customer base across the region and aim to support the expanding American network with freight generated in the thriving economies of the UAE through our offices here."

AMI's service for SA

AMI aims to revolutionise express imports to South Africa with the launch of an all-inclusive online service.



CT BUREAU

Called click2ship Express Imports, the new service is the imports counterpart of click2ship Express Exports, launched in South Africa in 2014. Click2ship Express Imports provides online quotes and bookings for imports from any location in the world. Prices include collection at origin, customs export entries, freight, customs clearance on arrival, and local delivery from airport to agent or consignee.

The new service is aimed both at freight agents at point of origin, and those in South Africa. Its goal is to simplify and speed up the importing process, as well as providing agents with instant quotes that will help them to secure business by offering faster responses to customer enquiries. Milton French, VP - Africa, AMI, says, "Imports currently accounts for some 20 per cent of AMI's turnover in South Africa, so the potential to grow imports business is



Milton French
VP - Africa, AMI

considerable. click2ship Express Imports is simple to use, provides attractive rates based on quality operators, and saves agents having to conduct time-consuming research into multiple suppliers in order to construct a quote. We believe this represents an appealing package."

French expects click2ship Express Imports to echo the success of its exports counterpart, which now handles around 10 per cent of AMI's exports business. He continues, "click2ship Express Exports was a revolutionary concept for South Africa, and the market took a while to understand and accept it. But, now that

agents recognise the savings in time and cost which it provides, the take-up is improving all the time. We expect a similar experience with the new imports version, and have great optimism for its longer-term prospects."

The appearance and functionality of the click2ship Express Imports portal is deliberately based closely on the exports site, so that existing export customers will find it familiar and easy to use. It provides global coverage, and is available for all commodities except hazardous cargo.

An ever-increasing proportion of AMI's global business is now conducted online, and the company makes significant ongoing investments to support its customers with a growing range of innovative web-based products. click2ship Express Imports was recently launched in AMI's UK operation, and has also been active in the USA (trading as Quick2Ship) for some time.



FIATA
WORLD CONGRESS
KUALA LUMPUR
4-8 October 2017
LOGISTICS BRIDGING GLOBAL TRADE
www.fiata2017.org



FIATA WORLD CONGRESS 2017

LOGISTICS BRIDGING GLOBAL TRADE

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4th - 8th OCTOBER 2017

FIATA's theme in 2017 highlights the importance of Logistics as a strong enabler of trade which is highly dependent on intermodal transportation to move freight between land, sea and air - a "core pillar" in the economies of the world. Relevant in today's economic climate and with the recent ratification of the World Trade Organisation's Trade Facilitation Agreement (TFA), FIATA World Congress serves to further boost global ecommerce & multilateral trading.

FIATA World Congress 2017 is hosted by the Federation of Malaysian Freight Forwarders in collaboration with the Ministry of Transport in Malaysia. With the advent of digital platforms, rising competition and increasing customer expectations, many challenges await industry players. The Congress provides an excellent opportunity to meet, exchange and share the latest and most innovative in global logistics with your peers.

The five-day programme will include key messages from leaders of the industry, group sharing activities, regional focus groups and a specially-designed Young International Freight Forwarders (YIFF) activity on the sidelines.

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India, Iran keep Chabahar port promise

Nitin Gadkari, Minister for Shipping, Road Transport and Highways, Government of India, was present at the inauguration and oath-taking ceremony of Dr Hassan Rouhani as the President of Iran for a second term.

CT BUREAU

Gadkari held wide ranging discussions on many issues, including India's cooperation in the development of Chabahar port and the proposed rail link between Chabahar and Zahedan. In the meetings, both sides positively assessed the progress in implementation of the decisions taken during the Prime Minister's visit to Iran last year, including the progress of Chabahar port. Both sides reiterated their commitment to complete and operationalise the port at the earliest.

Gadkari highlighted the issue of activation of contract of Chabahar port development and conveyed to him that India Ports Global Ltd (IPGL) has finalised procurement of critical equipment such as rail-mounted gantry cranes, and



is close to finalising orders relating to rubber-tyred mobile cranes, container handlers, truck and tractor-trailers, containers, etc. He also conveyed India's readiness to aid Iran in taking up operations in Chabahar port during the interim period between the actual

activation of contract. He requested the Iranian side for early submission of loan application for Chabahar port development to EXIM Bank of India so that the contract agreement between the two countries can be activated. It may be recalled that the Iranian side had requested

India to provide up to \$150 million credit and had made it a condition for activation of the port contract. The application for loan to EXIM Bank of India is still awaited.

Later, Gadkari met with Abbas Akhundi, the Iranian Minister for Roads

and Urban Development, and conveyed to him the latest update on procurement of equipment for the two terminals—multipurpose and container—that are covered under the Chabahar port agreement. He also requested Dr Akhundi that in the interest of supporting

operations of Chabahar port, the Iranian side should consider waiving off the condition of submission of loan application as it was taking time. The Iranian side assured that the application will be presented to EXIM Bank of India soon.

In his meeting with Dr Akhundi, Gadkari stressed upon the need for marketing of Chabahar port to attract cargo. He said Iran and India should jointly organise a workshop at Chabahar for this purpose at an early date. He also emphasised the need to develop rail connectivity from Chabahar to Zahedan, and said that the MoU with India in this regard may be extended. The issue of ratification of the trilateral Transit Agreement between India, Iran and Afghanistan was also discussed. While India and Afghanistan have ratified the agreement, Iran is yet to do so.

Shreyas' endeavour into dry bulk space

The contract involves road movement for the first and last mile connectivity for which Shreyas has tied up with local transporters at both ends. RINL has moved its products by road and rail thus far.

CT BUREAU

Container ship operator Shreyas Shipping and Logistics is venturing into the dry bulk segment by winning a deal from state-run steel maker Rashtriya Ispat Nigam (RINL) for transporting products from its plant at Visakhapatnam to stockyards in Ahmedabad, Mumbai and Kochi. The company has purchased a foreign-flagged multi-purpose vessel to haul 225,000 tonnes a year to the three destinations on an annual contract worth about 75 crore. The ship will be converted into an Indian flag because transporting cargo on local routes along the coast is reserved for Indian registered ships, according



to local rules. Of the total quantity to be shipped, 60,000 tonnes is meant for Kochi, 75,000 tonnes for Mumbai and 90,000 tonnes for Ahmedabad.

Shreyas will add one more dry bulk ship to its fleet to execute the contract, the first to be tried by a state-run steel maker as the Shipping Ministry aggressively pushes

coastal shipping to reduce logistics costs. The company currently runs a fleet of 11 small-sized container ships. Logistics cost contributes around 15 per cent to the total landed cost of steel. The water mode contributes only one per cent of logistics in India (compared to 24 per cent in China), even though it offers environmental benefits and savings in fuel costs.

Steel demand in India, the world's third biggest producer of crude steel, is projected to touch 200 million tonnes per annum (MTPA) by 2025 under base case scenario of GDP growing at 7-8 per cent per annum. According to the Sagarmala programme of the Central government, logistics efficiency will be critical for making existing capacity more competitive.

The Sagarmala estimates a potential for moving 7-8 MMTPA of steel through coastal route by 2020, and 12-14 MMTPA by 2025. Moving steel products by the coastal route could save as much as `1.3 per tonne-km. This translates into savings of `1,000-1,200 crore per annum by 2025.

SOUTH INDIA

VOC Port's facility for handling raw cotton

Adhering to the 'Ease of Doing Business' initiative, the raw cotton storage facility, to accommodate around 500 TEUs, was planned in the Customs-bonded area of Dakshin Bharat Gateway Container Terminal. The cotton can be stocked for a period of 30 days free of cost. Customs has issued the necessary guidelines for handling imported raw cotton and its storage in the facility.

particularly knitting, weaving, garmenting, textile processing, apparel sector, etc. In order to give impetus to the import of containerised raw cotton, V.O. Chidambaranar Port has agreed to levy nominal rent on the containers carrying raw cotton handled at the port by traders.

The facility will allow international cotton traders to bring the commodity and store it in the port yard and sell the cotton either to the mills in India or have the leverage of selling it to other countries as well. It is pertinent to note that the facility will aid textile mills in getting cotton at international prices within a short span of a week, thereby increasing yarn production in Tamil Nadu. The facility will also have a rippling effect by strengthening the textile value chain,

In the second phase, a Free Trade Warehousing Zone (FTWZ) will be established in the Port estate with world class infrastructure for warehousing of raw cotton, having state-of-the-art equipment, transportation and handling facilities, commercial office space, water, power, communications and connectivity, with one-stop clearance of import and export formalities. The port has identified 52.40 hectares of land in the Port area for setting up the FTWZ and is in the process of finalising the detailed project report for the same.



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IWS concludes with resounding success

India Warehousing Show (IWS) celebrated another successful year. Covering every facet of warehousing and supply chain industry, the seventh edition of IWS welcomed over 8,448 visitors, an unprecedented increase from 2016, and displayed over 200 exclusive exhibitors.





FFFAI EC meet deliberated on new regulations

At the 10th EC meeting for 2015-17 of Federation of Freight Forwarders' Associations in India (FFFAI), **Ananya Roy**, Member (Customs), Government of India, discussed the importance of new regulations. Also present at this meet was **Satya Srinivasa**, Joint Secretary (Customs), Government of India, to interact with the FFFAI members who attended the meet from across the country.



Klick, Konnect, Trade with Logistics Kart

Being positioned as the Trivago of the logistics industry, the platform is currently free for registered users with additional incentives for importers, exporters and service providers who transact on the portal.



CT BUREAU

Logistics Kart announced the launch of its digital platform to revolutionise the way logistics services are procured in India. Logistics Kart is an online B2B e-commerce marketplace that seeks to connect importers and exporters with logistics service providers (nationwide) to secure logistics services in 3 simple steps: Klick, Konnect, Trade.

Logistics Kart is being positioned as the 'Trivago' of the logistics industry by providing registered clients the benefits of secure, transparent and competitive pricing, direct access, wider reach to pan India clientele, better choices and faster response time, reduced transaction cost, opportunity for expansion and growth, new partnerships, etc.

It will enable MSME companies secure better rates, create more transparency and visibility on logistics cost while providing access to reliable logistics companies. Correspondingly, logistics service providers will gain a wider market reach and pan India presence

without having to incur sales and marketing expenses. The company currently has 600+ registered clients and enquiries that are increasing by the day.

The government's 'Digital India' initiative and the


e-commerce marketplace revolution in the country across travel and retail (food and non-food items) is a major catalyst for the sowing the seeds of technology advancement in logistics. This coupled with government's focus

on infrastructure projects (rail and state highways) and implementation of GST, a significant tax reform since the 1991 budget will improve trade and transaction in the country, increase the movement of goods among states and


in turn make logistics more efficient and cost effective.


Logistics Kart, through its online e-commerce marketplace hopes to supplement this effort and leading the change for this industry by making

the logistics procurement process more transparent, creating trust and reliability, with price and quality of service becoming the cornerstone of building effective relationships among the community.




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CargoTalk/April-2017

SOUTH INDIA

LDB in Southern India soon

The Logistics Data Bank (LDB) project, unveiled in July 2016, will soon expand operations to the country's southern region. In the facility, every container is attached to a Radio Frequency Identification Tag (RFID) tag. The LDB is being implemented through a Special Purpose Vehicle called Delhi Mumbai Industrial Corridor Development Corporation Logistics Data Services Ltd. (DLDSL), that is jointly (50:50) owned by the Delhi Mumbai Industrial Corridor (DMIC) Trust and Japanese IT services major NEC Corporation.

Continental Carriers' AGM in Delhi

Continental Carriers held its annual business meet in New Delhi, associating regional heads and branch managers from across the country, and leaders from the corporate office.



CT BUREAU

The meet reviewed the performance of branches and regions in all verticals and also offered an opportunity to managers to air their views on various strategies, issues and challenges. The management and participants deliberated on aspects that would take the company forward in the next five years. The company has also decided to speed up the process of commissioning the export air cargo facility and has already created all essential infrastructure for an 'Air Freight Station' at its own building. A familiarization gathering followed

by dinner was organized at 'Vohra Farms', wherein senior functionaries from airlines, shipping lines, major customers, airport operators and trade representatives, over and above Continental officials, participated in large number. Awards and certificates were presented to outstanding performers of the company. Celebrated film personality and acclaimed artiste, Hema Malini, graced the occasion and distributed awards and certificates to 15 persons, drawn from across the country. Vaibhav Vohra, Managing Director, while addressing the gathering, thanked the industry representatives for their continued support"



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- ◆ Port Construction, Firm & Infrastructure Developers.
- ◆ Marine Offshore Technology Providers.
- ◆ Shipping Lines

etc....

LOGISTICS SERVICES

- ◆ 3PL and 4 PL
- ◆ Transportation / Fleet Operators
- ◆ Freight Forwarders

etc....

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- ◆ Commercial Vehicles/Tank & Trailers

etc....

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Gandhi Automations: A bridge that connects

Since its inception in 1996, Gandhi Automations has been manufacturing, importing, distributing and installing products that are easy to operate. The company is certified to ISO 9001:2008.



CT BUREAU

The company offers complete logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses.

Electro-hydraulic, mechanical and air-powered Dock Levelers offered by Gandhi Automations are not only 'a bridge for connecting a vehicle', but also facilitate fast, smooth and safe transition by compensating the difference in heights between the loading bay and the vehicle. This contributes to minimising energy used and savings on heating and chilling costs resulting in maintaining the quality of the transported goods. Dock Levelers offered by Gandhi Automations are designed as per EN 1398 standard for the most demanding loading and unloading operations.

Efficient loading & unloading of goods

The importance of efficient loading the goods has always been evident, and it has increased over the years, essentially for two reasons: the lesser availability and the higher cost of manpower. Consequently lesser qualified manpower is being utilised which leads to damage in the goods.

The cost of loading and unloading the goods can be calculated precisely and is exactly definable, which allows for a scientific approach to find out the investment that goes into the process. Gandhi Automations has always designed solutions based on such scientific approach and feedback from clients. The Dock Levelers offered by the company ensure loading and unloading with lesser effort and minimal cost. It is possible to load and unload your products in a safe way and in the process obtain remarkable energy savings.

The loading bay remains with the Dock Leveler in rest position and the Sectional Overhead Door closed, until the vehicle is positioned. The driver drives back centring to the Dock Shelter and stops

the vehicle the moment it gets in contact with the bumpers.

The Sectional Overhead Door is then opened only when the vehicle is positioned, brakes applied and engines shut off. This

eliminates the exit of hot air, intake of cold air (or the opposite in hot and inside conditioned places) and intake of exhausting gases in the warehouse. After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck

bed for loading / unloading to take place.

Following are the two types of Dock Levelers

❖ **Radius Lip Dock Levelers:** Allow the dock to connect

with the truck bed. The self-cleaning lip hinging system does not retain rubbish with automatic end-of-run, so as to keep the 25 mm security distance between the folded lip and structure as per EN 1398 & EN 349.

❖ **Telescopic Lip Dock Levelers:** Telescopic Lip Dock Levelers are ideal for connecting vehicles unable to drive near dock i.e. sea containers, side loading railway wagons etc. These types can be supplied with a lip extending up to 1 m.

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CargoTalk/April-2017

Swiss WorldCargo's gala dinner, a starry night

Swiss WorldCargo organised a cocktail and dinner event in the capital to honour their top 10 customers for 2016 and introduced **Alexander Arafa**, Head of Cargo Area & Contribution Management, Swiss WorldCargo, to the Delhi fraternity.



IWS 2017: More players, better results

Anuj Mathur, Managing Director, Reed Manach Exhibitions, says the show, this year, had more international flavour with an increase of 20 per cent in foreign visitors. Twelve countries were represented on the visitor's side.



CT BUREAU

What is the biggest achievement of the seventh edition of IWS?

This year, we managed to bring substantial participation of all key sectors of warehousing, be it infrastructure, automation, material handling, IT, service providers, packaging, etc. We tried to offer everything to visitors under one roof.

How many exhibitors participated in the 2017 edition? Have you managed to achieve the set target?

We had a target of 150 exhibitors and we have displayed over 200 exclusive exhibitors. The array of exhibitors brought the best of the industry's manufacturing and servicing sectors within the warehousing, material handling and supply chain industry. The three-day event was jam-packed with relevant and focused seminars, keynote speakers and access to some of today's most cutting-edge technologies. The refined profile of exhibition and conference



Anuj Mathur
Managing Director
Reed Manach Exhibitions



Many old exhibitors came back to this edition of IWS, which was not seen in the earlier two editions



with six clearly defined dimensions- warehousing, material handling, storage, automation, logistics and supply chain went down well with exhibitors and visitors. Exhibitors were positioned in their optimum segments so that

visitors could conveniently find the suppliers they needed according to their area of interest.

Many old exhibitors came back to IWS 2017, which was not seen in the earlier two editions.

What were the new segments in this edition?

The new focused segments were business matchmaking and VIP buyer's programme, which was an added success in the show. It received more

than 612 pre-scheduled appointments. This edition also had three featured zones- Automation for Logistics, Supply Chain Zone and Packaging for Logistics.

Investment Talk, an open workshop and

one-hour seminar, also gathered a big chunk of professionals looking for investment opportunities in the industry. The theme was 'How investors get investments to expand their warehousing, logistics & supply business?' 

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EVENT TALK

SEPTEMBER 2017

Cool Logistics Asia	Hong Kong	6
Asean Logistics & Transport Show	Malaysia	6-8
Transport & Logistics	Czech Republic	9-13
Material Handling Middle East	Dubai	11-13
Maritime Nation India 2017	Mumbai	14-16
Cool Chain Pharma Conference	Budapest	18-19
Air Cargo Handling 2017	Budapest	19 - 21
China Supply Chain & Innovation Summit	Shanghai, China	21-22
Pack Expo	Las Vegas, USA	25-27
Cool Logistics Global Conference	Los Barrios, Spain	25-27
S&OP Innovation Summit	Boston	27-28
Food Logistics India	Mumbai	27-29

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
China International Logistics Fair	Shenzhen, China	12-14
Breakbulk Americas 2017	Houston	17-19
LogiMed Europe 2017	Germany	18-19

NOVEMBER 2017

Automotive Logistics	Chennai	7-8
Supply Chain Summit 2017	London	9
ACAAI 44th Annual Convention	Indonesia	9-12
Supply Chain Innovation Summit	Chicago	17-18
Maritime, Ports, Logistics & Warehousing 2017	Mumbai	22-24

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

e-RaKAM to empower Indian farmers

Ram Vilas Paswan, Minister of Consumer Affairs, Food & Public Distribution, Government of India, along with Chaudhary Birender Singh, Minister of Steel, Government of India, recently launched e-RaKAM (Rashtriya Kisan Agri Mandi). CRWC will act as a marketing and logistics partner for the project.



CT BUREAU

A joint initiative of MSTC and CRWC (Central Railside Warehouse Company) has been signed to empower Indian farmers and agriculture business. e-RaKAM is an exclusive e-platform for agri produce at Scope Convention Centre, Core 8, SCOPE Complex, Lodhi Road, New Delhi. It is developed by MSTC and supported by marketing and logistics partner CRWC.

Paswan said, "I appreciate e-RaKAM portal executed by MSTC and CRWC to handle its marketing and logistics. I personally feel that we should start with auctioning of pulses as we have them in abundance. Twenty lakh tonnes of pulses were lying idle at warehouse and it still has no buyers. Initial hurdles will be there as most of our farmers are illiterate and are in bad condition. However, every new thing comes with its own difficulties that

Right after the completion of the bidding process, the buyer will have the option to get the products delivered through CRWC or any other logistics service provider

will be managed with time. This way various crops whose price increases due to rainfall or bad weather conditions will be managed and will get the market."

Singh said, "Our aim is to strengthen the agriculture-oriented Indian economy and farmers, who play a vital role in national development. I congratulate all for the launch of e-RaKAM." e-RaKAM is a first-of-its-kind initiative that leverages technology to connect farmers to smallest villages to the biggest markets of the world through internet and e-RaKAM centers.

E-RaKAM is a digital initiative bringing together the farmers, FPOs, PSUs, civil supplies and buyers

of arbiters (intermediaries) which is the prime objective of e-RaKAM.

K. U. Thankachen, MD, CRWC said, "We are delighted with the launch of e-RaKAM, first in the country to have a widespread e-market platform for transparent sale transactions and price discovery. It unshackles the potential of Indian farmers who have been trapped in a vicious cycle of intermediaries and low margin."

Highlights

- ❖ e-RaKAM will reduce intermediary cost and avail integrated logistics services under one roof.
- ❖ Beneficial for farmers, FPOs (Farm Producing Organizations), nodal agencies and buyers.
- ❖ In the first phase pulses, oilseeds and other agro products will be made available for e-platform through e-RaKAM.



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Indian Railways
New Delhi

Ashwani Lohani has been named the Chairman of the Railway Board after A.K. Mittal resigned from the position. Lohani continues to be the Chairman and Managing Director of Air India until further notice. An officer of Indian Railway Service of Mechanical Engineering (IRSME) cadre, Lohani has held the position of DRM, Delhi Division, as well as National Rail Museum; and Chief Administrative Officer, Rail Alternate Fuel. Mittal reportedly resigned owing moral responsibility of the Puri-Haridwar Utkal Express derailment in Uttar Pradesh. With four engineering degrees, Lohani has even authored two books.



American Airlines Cargo
Dallas-Fort Worth

American Airlines Cargo has announced the appointment of **Lisa Oxentine** as Managing Director, Global and Key Accounts – Cargo Sales. Oxentine joined American Airlines in 1987 as a frontline customer service agent and brings a breadth of experience having held positions in a number of different departments. Most recently, she led the Customer Recovery team in the Customer Experience department, managing 47 systemwide managers. Oxentine is a board member on the Southern Methodist University Athletic Forum.



World Maritime University (WMU)
Sweden

Kitack Lim, Secretary General, The International Maritime Organization (IMO) has appointed **Sanjam Sahi Gupta** as member of the WMU's Executive Board for a two-year term. Gupta is Director for Sitara Shipping and is heading the NVOCC business for the Indian Subcontinent and Middle East business. Having joined the family business as a trainee in 2001, she has helped establish Sitara as one of the key players in the ODC and project cargo market. In her new role, she will be actively participating in helping to shape the future of the University. She is the only Indian lady on the board.



Delhi Cargo Service Center
New Delhi

Vipan Jain has been appointed as the Chief Operating Officer of Delhi Cargo Service Center (DCSC). Jain is a MBA graduate and has more than 35 years of experience in cargo industry, which includes initial working with forwarding line and later with Lufthansa Cargo since 1985. He has also been active member of Airlines Associate as BAR (I) Cargo Committee – N.R. for nearly 10 years in the capacity of Chairman. As Chief Operating Officer, he will be heading and responsible for Operations, Customer Service, Quality and Security functions of the company.



Lufthansa Cargo
New Delhi

Saket Gupta has been appointed as the Commercial Manager for North & East India, Tamil Nadu, Karnataka & Bangladesh in Lufthansa Cargo. Gupta has been a member of the LH team in Delhi since 1999 and has extensive experience in CST, Outside Sales and most recently Flight Control for the past four years. In his new role, he would be responsible for translation of Lufthansa Cargo Commercial strategies and targets (financial and non-financial) into effective local sales business and activity plans together with the inside and outside sales teams in our region.



Rahat Continental
New Delhi

Rahat Continental has announced the appointment of **Pooja Agarwal** as Assistant General Manager, Sea Exports & Business Development. Agarwal brings wide experience having held many positions in several companies. She has worked for companies like Expeditors, DB Schenker and Bollre Logistics India. Agarwal comes with 14 years of experience with expertise in sea freight handling in exports-imports and business development. She is IT savvy and a firm team leader.



TALKING People

Prashant N Popat, Director, Velji Dosabhai & Sons, likes listening music in his respite. Watching movies is another thing which he choose to do in his break. Popat is not much into sports but he loves watching Cricket sometimes. His favourite cuisines are Italian and Chinese. Sharing his most preferred vacation spot, he shares, "It's London and Hong Kong. It is too vibrant and unsullied to spend a quality time in a break." His memorable holiday was the trip to Spain with childhood friends in 2014.



Amar More, CEO, Kale Logistics Solutions, loves spending time with his family in his respite. Talking about his more hobbies, he adds, "Listening music and watching sports is also quite relaxing for me." More loves to have traditional Maharashtrian cuisine. Sharing his love for sports, he says, "Cricket, being the religion in India, is my favourite sport to rejoice." Switzerland is his most preferred vacation spot. "It's the most beautiful country in the world. I had a family vacation in Switzerland covering the length and breadth of the country. The snow clad mountains, the greenery, the lakes, the waterfalls, everything is right about the nature there," he adds.



Jatinder Panjwani, AVP - Logistics, Micromax, loves playing with kids whenever he gets time from work. Expressing his love for playstations, Panjwani shares, "Playing with PS4 gaming console is my favourite fun activity," in adding, "Pool table is the another sport that I love playing to keep my stress away." He likes to have home made Punjabi food. Panjwani's memorable holiday was his family trip to Singapore. "I love spending vacation in Dubai for Desert Safari."





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Corporate Office : B2/50, Safdarjung Enclave, New Delhi-110 029, India.
Tel: +91-11-26105769, 26106299, Fax: +91-11-26186294. Email: flywell@flywell.com
Representative Offices : Dubai, Amsterdam, London, Bucharest & Moscow.

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