

# 1 IN CIRCULATION & READERSHIP
SOUTH ASIA'S LEADING CARGO MONTHLY

delppl.com

# CARGO TALK

CargoTalk.in

Published from : ★ India ★ Middle East

PASS IT ON

NAME	SEEN
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>
	<input type="checkbox"/>

- **Logistics drives e-commerce market.....08**
- **Bill that paves an 'e-way' for seamless movement of goods.....16**
- **Maintaining efficacy in cold chain.....32**



## INDIA CARGO AWARDS

### WEST & SOUTH 2018

For more details, please log on to:  
[www.indiacargoawards.com](http://www.indiacargoawards.com)

# Dynamics of warehousing

**CARGO TALK** brought together industry experts to discuss issues like present outlook, importance of technology and impact of GST on warehousing. The discussion brought an opportunity to determine the next step forward.

 CT BUREAU

Warehousing forms a crucial link in the overall logistics value chain. From a godown to modern setups, warehousing in India has evolved rapidly. The warehousing industry is dominated by unorganised players. There was a time when people were not ready to invest in technology but, nowadays a clear shift can be depicted with the usage of Warehouse Management System, RFID, insulation, etc. Despite its strategic importance in the Indian economy, scale of opportunities offered and its immense potential for growth, the Indian warehousing sector is faced with several challenges including the lack of sufficient physical infrastructure.

## CT ROUND TABLE CONFERENCE

To discuss the need of innovative warehousing in the country, **CARGO TALK** hosted a discussion at India Cargo Awards (North & East) in the capital. We brought together **Vipin Vohra**, Chairman, Continental Carriers, **Ajay Rao**, CEO & Founder, Emiza Supply Chain Services, **KU Thankachen**, Managing Director, Central Railside Warehouse Company, **Sukanto Aich**, Senior Director, Philips Lightening India, **Sudhir Kumar Jaini**, Director, Divine Thermal Wrap, **Vikas Yadav**, Director, Future Warehousing Solutions, **Vaibhav Rath**, Executive Director, Satvik Logistics and **Vipin Jain**, COO, Delhi Cargo Service Center for an insightful discussion on the contribution required from the government and the private sector to leverage efficiency suitably.

Contd. on page 12 ►



**KU Thankachen**  
Managing Director  
Central Railside Warehouse Company



**Sukanto Aich**  
Senior Director  
Philips Lightening India



**Vipin Vohra**  
Chairman  
Continental Carriers



**Vikas Yadav**  
Director  
Future Warehousing Solutions



**Vipin Jain**  
Chief Operating Officer  
Delhi Cargo Service Center



**Vaibhav Rath**  
Executive Director  
Satvik Logistics



**Ajay Rao**  
CEO & Founder  
Emiza Supply Chain Services



**Sudhir Kumar Jaini**  
Director  
Divine Thermal Wrap

## NORTH INDIA

# Uttar Pradesh to avail its own logistics policy

The Uttar Pradesh Government is drafting its own logistics policy, as higher industrial activity, economic growth and the government's recent policy decisions are triggering unprecedented growth in the sector.

"With both the Eastern and the Western freight corridors and several industrial corridors passing through the state of Uttar Pradesh, we are at a good

position to take advantage of this logistics revolution which we expect to see in the next two years," says **Rajiv Kumar**, Chief Secretary, UP State Government.

The policy will entail the establishment of at least five industrial parks across the state; the smallest with an investment of `200 crore. The policy will also include various incentives for logistics



players if they invest in this sector in the state. Andhra Pradesh and Telangana

are the two other states said to be drafting their own logistics policies. The

UP government has been in talks with Container Corporation of India to

set up a logistics park in Bhaupur, near Kanpur. The Uttar Pradesh State Industrial Development Corporation is in the process of acquiring 100 acres of land for the same. The smallest of such hubs will be built at an estimated cost of `200 crore. Similar such hubs are envisaged to be built along the Delhi-Mumbai Industrial Corridor (DMIC) and the Amritsar-Kolkata Industrial Corridor (AKIC).



# Global Leader in Loading Dock Equipment and HVLS Fans

## KELLEY®



Kelley invented 1<sup>st</sup> counter balanced **Dock Leveler** in 1953 in the USA.

Kelley **HVLS** (High Volume Low Speed) Fans: An ideal energy saving solution for employee comfort and efficiency.

## More than thousand machines serving Factories, Warehouses, Super Marts & Churches in India

### Kelley Material Handling Equipment India Pvt. Ltd.

(100% wholly owned subsidiary of 4Front Engineered Solutions Inc., Dallas, Tx, USA)

506, SSR Corporate Park, 13/6, Delhi Mathura Road, NH-2,  
Sector – 27B, Opposite NHPC Chowk Metro Station,  
Faridabad – 121003, Haryana, India.  
Ph: +91-129-2250300

North : Chandra Mohan Suhag +91-9910334432  
East : Kishanu Banerjee +91-9836213338  
West : Bhushan Rewatkar +91-9821223447  
South : Arun Hagaragi +91-9741577688

[www.kelleyindia.com](http://www.kelleyindia.com)





# Hopes pinned on a positive budget

With government initiatives like GST, e-way bill, infrastructure status to the industry, there is a wave of optimism in the sector from Union Budget 2018-19. CARGOTALK talks to industry veterans to know their wish list.



KALPANA LOHUMI

## Chander Agarwal Managing Director TCI Express

The government has brought some great potential for the economic upliftment of the country by setting up a dedicated logistics division under the Ministry of Commerce & Industry and granting an 'infrastructure status'. Last year, about ₹39.61 lakh crore was announced for investment in infrastructure development.

We look forward for more emphasis on improving the infrastructure this year not only for express delivery players, but for many industries carving a niche globally. Secondly, we expect efforts from the government on offering a seamless, transparent digital platform ensuring easy movement of goods and vehicles across the country. Lastly, we look forward for more schemes focused on fiscal incentives



encouraging investments in SEZ, allowing the private sector to contribute, consolidate and expand.

## Brijesh Lohia Managing Director Global Ocean Group

With the e-way bill coming into effect from February 1, 2018, we are expecting the government to announce initiatives to boost the growth of the logistics sector, which is reeling under tremendous pressure after demonetisation and GST. Sometime back, Nitin Gadkari, Minister of Road Transport, Government of India, had announced initiatives to increase the

capacity of the ports which was a positive step towards the revitalisation of the logistic sector. Initiatives taken by the government towards increasing the roadways by adding 40 kms per day will also give a major push to the logistics sector and stimulate economic growth.

The recent announcement of Foreign Direct Investment in retail is also something to be cheered about as it will bring more business to the logistics sector. We further



request the government to expedite the work on existing projects such as inland waterways and Sagarmala project to infuse growth into the sector.

## Aneel Gambhir Chief Financial Officer Blue Dart

Post the implementation of Goods and Services Tax (GST) in July 2017 and the industry being accorded with an infrastructure status in November 2017, this will be the first Union Budget and therefore we're expecting to see high relevance and more sector specific policies. Though interstate movement of goods will become easier with reduced procedures and restrictions at state borders, there is a lot of clarity needed to ensure a smooth process. With the dismantling of check posts at state borders and the implementation of e-way bill in the next few weeks, we are expecting that it will bring about a positive impact on transit times and relief from the complex state-based tax structures. We are hoping that the government considers Aviation Turbine Fuel (ATF) under the ambit of GST. For now, excise/VAT paid on these products are not available as input credit. Under the Service Tax regime, input credit was available for the excise paid on ATF. This had a negative impact on logistics costs.

on manufacturing. But it also has a large presence of unorganised service providers. Economic reforms, trade co-operation, improved transportation infrastructure and industrial growth is ushering opportunities for the logistics service providers (LSPs) in India.

However, India lacks the availability of world-class cargo transit hubs, which has resulted in business shifting to other neighbouring countries. Development of dedicated freight corridors for both rail and road transport, which can provide better multi-modal transport (connecting airports) is yet to be conceptualised in the country. This should be partially addressed by the recently announced infrastructure project - Bharatmala, connecting 550 districts to the National



Highway and Sagarmala that aims to de-congest major ports as well as commission at least six new mega ports.

The industry anticipates more schemes under 'Make in India', 'Skill India', and 'Digital India' initiatives, which would help in the boost of the upstream and downstream economic activities. According to a report by Morgan Stanley, India's economy is expected to grow by more than 10 per cent annually and touch US\$6 trillion by 2026-27.

## Mayur Gandhi Chief Financial Officer Schenker India

Infrastructure status to the logistics sector will enable the sector to avail medium and long-term debts at beneficial terms. With the anticipated growth of the economy, the logistics sector will be key to bring down the logistics cost from about 13 to 14 per cent of GDP to a lower level. Tax holidays from direct tax for warehouses set up in rural area outside 50 kilometers of the specified city limits can be considered as an option in the budget as this will generate employment in the rural area and also will make it possible to create larger warehouses which will bring down the overall cost of logistics. The budget can also consider higher rates of depreciation being allowed

on various warehousing infrastructure and handling equipment. In the upcoming budget, the government could consider allocating funds to augment the capacity and infrastructure at the dry ports in India. This will support the ambitious Sagarmala project to be more effectively connected with the industrial town within India. There will be a need to monitor the growth and achieve efficiency of these ports. Post implementation of GST, it should be possible to reduce the number of dry ports.

The budget should allocate the funds to develop inland waterways for freight movement in a phased manner. There is a need to develop skill sets for the effective management of future supply chains in the growing economy of India.



Therefore, we would like the budget to allocate funds for education and skills development in the area of logistics and supply chain.

The government could set up a committee to review the various maritime laws currently applicable in India. These laws were framed several decades back and needs to be updated and aligned to meet the changing business scenarios in a growth market like India.

Contd. on page 6 ►

In 2017-18, the government initiated several public-private infrastructure projects with major players, which have led to faster execution, creation of a stable ecosystem, a boost to the job market and the economy. Presently, the Indian express industry is witnessing development and expansion of its existing infrastructure, emergence of e-commerce specific logistics solutions, has a strong focus



# CARGOTALK

## EDITORIAL

### Optimistic year

With the onset of February, it's time to look forward to a new Union Budget. The question that everyone is asking is, 'What it will have in store for the logistics sector?' This is the first Union Budget after the implementation of Goods and Service Tax (GST). The sector has a number of demands from the government, some of which are better infrastructure, amendment in GST or regulation barriers, etc. The government has brought some great possibilities, with the proposed e-way bill and infrastructure status to enable smooth transportation of goods.

The e-way bill is also scheduled to start from February 1. So, while the industry is optimistic about the new inter-state e-way bill, on the other hand the unorganised sector is also expecting some disruption in the supply chain. There is also news in the industry that states may exempt a certain category of business from e-way bill for moving goods within cities to avoid inconvenience to taxpayers. The Uttar Pradesh government is also preparing its own logistics policy; such initiatives depict growth in the sector at ground level. On the maritime front, government is working on building relationships with neighbouring countries through Chabahar Port. Ports are coming up with the latest technology to make cargo clearance effortless, swift and efficient. The Federation of Freight Forwarders Association in India (FFFAI) also held a press conference to provide an update about the FIATA World Congress 2018 (FWC-2018). The association is leaving no stone unturned in making this conference successful.

\*At the time of going to press.

# 15 years ago

## CARGO TALK

Vol. 111 No. 2 South Asia's only cargo bi-monthly Rs. 10

CARGOTALK projects a flashback to showcase readers some vital trends that were prevalent even then, while comparing today's scenario in the industry.

### Let us come together as team airfreight

- ◆ **J Krishnan**, Past Chairman, ACAAI, in his interview in the Jan-Feb 2003 issue of CARGOTALK, spoke about industry's commitment to Indian air logistics.
- ◆ According to him, complaining about lack of facility is an indirect way of accepting status quo.
- ◆ Saying that air transportation offers the luxury of speed, he questioned whether this been harnessed to the changing environment.
- ◆ The efficiencies achieved on the skies is quickly taken away by the ground delays pre-despatched and post arrival.

### SMS tracking launched

- ◆ In the same issue (Jan-Feb 2003), it was reported that Safexpress introduced a technology called SMS Track. The solution helped to facilitate customers to track consignments through cellular phones.
- ◆ It was a 24 hours available service and the consignment status could be obtained either by email, SMS or both.
- ◆ **Pawan Jain**, CEO, and MD, Safexpress, said, "The service is a customer driven solution merging mobility and computing to the maximum."

### Import, export will not be physically checked

THEN (2003)

- ◆ "The government will allow automatic import and exports without any physical inspection effective March 2003," **MK Zutshi**, Past Chairman, CBEC made the statement at the Board of trade meeting.
- ◆ **Ashok Soota**, Past President, CII, pointed out that to achieve a one per cent share in global export market, India will have to increase exports by \$8 billion per year for the next five years.
- ◆ He also called for recognition of value added exports and companies that achieve a 25 per cent growth in exports every year.

### Inter-state e-Way Bill from February 1

NOW (2018)

- ◆ To bring uniformity across the states for seamless inter-state movement of goods, the Goods and Services Tax (GST) Council will implement the e-Way Bill mechanism throughout the country by June 1, after reviewing the readiness of the IT network.
- ◆ According to Deloitte India Senior Director **R Muralidharan**, the mechanism will not only help the tax authorities monitor inter-state and intra-state movement of goods but also cut transportation time by reducing loss of time at check posts.
- ◆ "This is expected to help the dealers who do inter-state transactions in multiple states," he stated.

## Accessibility to hinterland

The Indo-Iran Joint business seminar focused on Chabahar Port opportunities in Free Zone and Transit Corridors, held in the capital recently updated all the stakeholders about the developments happening at the port and investment opportunities available in transport and logistics sector. **Mansukh Mandaviya**, Minister of State for Shipping, Road Transport & Highways and



Chemicals & Fertilizers, Government of India, spoke about the initiatives taken by the Government of India, to enhance bilateral cooperation in the maritime

sector. One of the key elements of bilateral co-operation is commitment towards developing phase one of Shahid Beheshti Port at Chabahar. The strategic

location of Chabahar at the mouth of Gulf of Oman, being close to main-line shipping routes, enables the port to act as a gateway port to several nations.



**Sanjeet**  
Editor  
**Peden Dona Bhutia**  
Managing Editor  
**Jessy Iype**  
Assistant Editor  
**Kalpna Lohumi**  
Sr. Reporter  
**Yogendra Baghel**  
Nityanand Misra  
Design

**Gunjan Sabikhi**  
Director  
**Harshal Ashar**  
Deputy General  
Manager  
**Rajiv Sharma**  
National Head - Sales  
**Gaagan Dugal**  
Manager Marketing  
**Gaganpreet Kaur**  
Yogita Bhurani  
Assistant Manager

**Jaspreet Kaur**  
Sales Coordinator  
**Vikas Mandotia**  
Nitin Kumar  
Advertisement Designers  
**Anil Kharbanda**  
Production Manager  
**Ashok Rana**  
Circulation Manager

CARGOTALK is a publication of DDP Publications Private Limited. All information in CARGOTALK is derived from sources, which we consider reliable and a sincere effort is made to report accurate information. It is passed on to our readers without any responsibility on our part. The publisher regrets that he cannot accept liability for errors and omissions contained in this publication, however caused. Similarly, opinions/views expressed by third parties in abstract and/or in interviews are not necessarily shared by CARGOTALK. However, we wish to advise our readers that one or more recognized authorities may hold different views than those reported. Material used in this publication is intended

for information purpose only. Readers are advised to seek specific advice before acting on information contained in this publication which is provided for general use and may not be appropriate for the readers' particular circumstances. Contents of this publication are copyright. No part of CARGOTALK or any part of the contents thereof may be reproduced, stored in retrieval system or transmitted in any form without the permission of the publication in writing. The same rule applies when there is a copyright or the article is taken from another publication. An exemption is hereby granted for the extracts used for the purpose of fair review, provided two copies of the same publication are sent to us

for our records. Publications reproducing material either in part or in whole, without permission could face legal action. The publisher assumes no responsibility for returning any material solicited or unsolicited nor is he responsible for material lost or damaged. This publication is not meant to be an endorsement of any specific product or services offered. The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation. All advertisements must comply with the Indian and International Advertisements Code. The publisher will not be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

CARGOTALK is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86/94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todarmal Road, New Delhi - 110 001  
Tel.: +91 11 233 44179, Fax: +91-22-22070129; 22070130  
E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

**MUMBAI:**  
504, Marine Chambers, 43, New Marine Lines, Opp. SMDT College, Mumbai - 400 020, India, Ph.: +91-22-22070129; 22070130

**MIDDLE EAST:**  
Durga Das Publications Middle East (FZC), 21-02, PO Box: 9348, Saf Zone, Sharjah, UAE, Ph.: +971-6-5528554, Fax: +971-6-5528556



# Concession at Mumbai airport for CSC

Cargo Service Center (CSC) avails cargo handling concession to develop facilities at CSI Airport. The Group is expected to handle more than 10 lakh tonnes of cargo per annum across various airports of the country.



CT BUREAU

CSC, in a joint venture with SATS, has been awarded a cargo handling concession for designing, developing, operating and managing the international cargo facilities at Chhatrapati Shivaji International Airport in Mumbai. The joint venture company, Mumbai Cargo Service Center Airport, is held 51 per cent by CSC and 49 per cent by SATS. The concession will start in April 2018 and run till 2036. CSC, which has been providing its services since 1995, is currently the country's largest air cargo facility handling services company. CSC operates and manages air cargo handling

facilities in Mumbai, Delhi, Ahmedabad, Aurangabad, and Mangalore airports. Besides, it handles over six lakh tonnes of cargo every year across various airports of the country. With this acquisition, CSC group is expected

to handle over 10 lakh tonnes of cargo per annum across various airports of the country. Earlier, CSC has also been awarded a concession to expand and operate the existing cold chain temperature-controlled cargo terminal

at CSIA Airport Mumbai till 2036. Mumbai airport is an important cargo gateway airport of the country and currently handles 33 per cent of country's international air cargo. CSC and SATS, along with MIAL, will develop a world-class

air cargo handling facility at Mumbai airport, increasing connectivity and growth potential for their airline customers and shippers. **Tushar Jani**, Chairman, CSC Group, said, "With this concession, CSC group will be providing seamless

quality services to Mumbai, Delhi and Ahmedabad, exim community and international airlines." He further said that CSC group's endeavour is to achieve industry leadership through innovative and efficient processes and motivated people.



Tushar Jani  
Chairman  
CSC Group



CSC group will be providing seamless quality services to Mumbai, Delhi & Ahmedabad, exim community & international airlines



## Trivia

- ◆ SATS is Asia's leading provider of food solutions and gateway services with a network spanning 14 countries and 54 cities.
- ◆ The company has proven expertise in operating air cargo handling facilities and has invested substantially in technology to enhance service and efficiency.

India's No.1 Entrance Automation & Loading Bay Equipment Company

Dock Levelers

World's  
Safest  
Dock  
Leveler

- Robotically welded platform and lip in almond anti-slip steel
- Single effect lift cylinder, double effect lip cylinder
- Safety stop in case of accidental departure of the vehicle
- Maximum pressure valve
- Lip support in resting position to prevent any cutting or overwhelm

Dock Shelters | Fire Rated Shutters / Doors | High Speed Doors | Rolling Shutters | Sectional Overhead Doors

- 100000+ Installations
- Export over 70+ Countries
- 23 Offices
- 500+ Employees
- 300000 sq.ft. Manufacturing Unit

TOLL FREE  
1800 209 0200  
From Anywhere in India

Corporate Office : Chawda Commercial Centre, Link Road, Malad (W), Mumbai-400064, India  
Tel : +91 22 6672 0200 / 0300 (200 Lines) | Fax : +91 22 6672 0201 | Email : sales@geapl.co.in | Website : www.geapl.co.in



# A budget that benefits MSME sector

Contd. from page 3 ►

## Pirojshaw Sarkari CEO

*Mahindra Logistics*

From 3PL company's perspective, currently the transportation revenue is subject to TDS at two per cent. This puts huge pressure on cash flow as TDS today

is far more than tax liability. Though there is a provision for reduced rate of tax, it takes lot of time and administrative burden.

Every year, 3PL companies like Mahindra Logistics files its ROI with huge tax refund eligibility.

Secondly, under GST regulations per current provisions, there is an option for a transporter to either pay GST under Reverse Charge Mechanism (RCM) under which, the ultimate recipient of services pay the applicable GST, or under Forward Charge Mechanism (FCM).

Using FCM would be an advantage for the service provider (as it entitles it to claim the input tax credit for all the inputs), but if it is adopted, it needs to be for all its customers.

This needs to be made customer specific, as it is not necessary for all customer



to agree/not agree for FCM. This puts lot of difficulties for a transporter to align with its customers.

Proposed implementation of e-way bills need to have compulsory closing mechanism from the consignee on delivery of goods at the destination. This will do away with the requirement of paper acknowledgment of delivery of goods and will reduce huge administrative burden of the transport service providers. Facilitate Integrated Logistics and Manufacturing Zones (ILMZs) that combine railway, road and port infrastructure along with the manufacturing set-up.

## Ajay Khosla Business Head Emiza Supply Chain Service

In last financial Union Budget, the government reserved ₹2.4 lakh crore for the transportation industry. Although the industry will not directly benefit, but, the development of road, railways and highways projects would aid logistics and transportation industry by reducing costs, increasing transit expenses and reduced turnaround time. Industry is expecting to increase the further allocations on ongoing infrastructure projects. These projects will surely reduce overall spending and create noticeable reduction

in turnaround times of road movements. As per government estimates the ongoing Bharatmala project is the biggest ever highway development project and other freight corridors are going to lower supply chain cost on road transportation by 18 to six per cent in coming years. This year, the union budget can be favourable to some other industrial verticals like cold chain and Container Freight Stations (CFS), it could benefit through expansions of Special Economic Zones under the Sagarmala project. Railway infrastructure will be a part of coming budget benefits and announcements on serious investment in railway infrastructure upgradation of



stations and trains. To facilitate overall industrial growth, the industry is expecting to have reforms that would improve the quality of infrastructure and logistics, in terms of broader roads, upgradation of sea-ports and airports and railways networks. These developments are going to give major boost to logistics sectors.



## Highlights

### CHANDER AGARWAL

More schemes focused on fiscal incentives encouraging investments in Special Economic Zones (SEZ)

### BRIJESH LOHIA

Request the government

to expedite the work on existing projects such as inland waterways and Sagarmala project

### PIROJSHAW SARKARI

Facilitate Integrated Logistics and Manufacturing

Zones (ILMZs) that combine railway, road and port

### ANEEL GAMBHIR

Economic reforms, trade co-operation, improved transportation infrastructure and industrial growth is

ushering opportunities

### MAYUR GANDHI

The government could consider allocating funds to augment the capacity and infrastructure at the dry ports in India

### AJAY KHOSLA

Industry is expecting to increase the further allocations on ongoing infrastructure projects. These projects surely going to reduce overall spending and create noticeable

reduction in turnaround times of road movements.

### RAMA KRISHNA S

We as logisticians, expect that the budget would give benefit to MSME sector which in turn would benefit us largely



## Rama Krishna S Managing Director, Balaji Mariline

We expect a progressive budget for many reasons. The first and foremost being a service industry, has contributed immensely to the exchequer by way of service tax.

Now under the GST regime, the contribution would be much more especially with the unhindered credit that is

being transferred with every transaction which is a very positive. The ambiguity of service tax also gets nullified.

The government saw the reasons for nullifying the GST on freight for both imports and exports both by sea and air which again is a positive sign of progressiveness and development. One big factor is that the cargo industry is predominantly a MSME sector that employs

great number of people. Logistics being the main forte for any economy is recognised by the government through the appointment of a special secretary in Ministry of Commerce. This in itself is an indication of recognition for logistics sector.

We as a logisticians, expect that the budget would give benefit to MSME sector which in turn would benefit us largely. Secondly, both

the government and private sector contributed immensely in ease of doing business which jumped the industry ranking from 146 to 100, which is phenomenal.

### Expectations:

◆ Benefit for MSME sector.

◆ Decrease in rate of interest for infrastructure like warehousing, capital goods for logistics sector.

◆ Overall reduction in corporate tax to enlarge the basket of taxation.



## LOGISTICS HASSLES?

Call The Experts.

Scale Up Your Business

GST gives you the opportunity to scale up your business faster than ever. Ensure fastest doorstep delivery directly to your retailers or customers across India. Now is the time to call Safexpress, the Logistics Experts. Safexpress has India's largest Logistics Network, which seamlessly covers all 22110 Pin codes of India.

1800 113 113  
www.safexpress.com







# REDUCE YOUR INVENTORY COSTS

Call the Logistics Experts

## Lead The GST Revolution

GST gives you the opportunity to reduce your inventory costs significantly. Rather than keeping huge inventories in multiple regional warehouses, keep consolidated inventories at one central warehouse. Now is the time to call Safexpress, the Logistics Experts. Safexpress has India's largest Logistics network, covering all **22110 Pincodes** of India.



Call: 1800 113 113    [info@safexpress.com](mailto:info@safexpress.com)    [www.safexpress.com](http://www.safexpress.com)

**Distribution Redefined**



# Logistics drives e-commerce market

The e-commerce market is growing fast, but the success of this market relies heavily on efficient handling of logistics. It's time to recognise this industry as a key variable to drive customer experience and reach, say experts.



KALPANA LOHUMI

India's interest and curiosity in the e-commerce logistics is on a rise. The success of e-commerce markets relies heavily on efficient logistics. The rising e-commerce has maintained the standard of the Indian logistics industry during recession. The increasing penetration of internet and smartphones across the country, increase in the number of urban households, ease of payment, access and variety that online shopping offers, act as market drivers. However, the moment an order is being placed, a lot of work and resources goes to get it parcelled at the customers' place. Here comes the role of logistics and warehousing.

Recognising logistics as a key variable to drive customer experience and reach, several e-commerce companies have also invested in building their logistics networks and capability. Logistics is thus a key enabler for growth of the e-commerce retail sector and is increasingly emerging as a differentiator in terms of customer service and satisfaction. To build-up their scale while sustaining business margins, e-commerce companies and logistics providers need to work in collaboration to drive the industry forward. CARGOTALK explores how e-commerce focussed logistics companies are riding the wave in the country.

Anshul Singhal, CEO, Embassy Industrial Parks, says, "Logistics sector in India is evolving rapidly and is considered as the backbone of the new age consumer economy. The logistics needs of the industry are changing rapidly with the ever-evolving business models. The industry has been witnessing a quick scale-up in-service orientation and complexity with an increasing emphasis on service levels, increased penetration in Tier-II and Tier-III cities. The ever-growing internet users and smartphones across the country, increase in the number of urban households,



ease of payment and convenience are boosting the success of e-commerce focused logistics companies. It is predicted that over 85 per cent of all business will be digital within the next five years."

"Warehouse operators and logistics firms need to react quickly by implementing the latest technological innovations. E-commerce market has experienced astonishing growth over the last decade and is successfully changing the way people transact. Successful e-commerce thrives by welcoming new logistics models and an efficient supply chain set-up is a massive source of competitive advantage for the firms. From efficient transport management system to data analytics, cloud computing, Internet-of-Things and enterprise mobility solutions, the year has seen many innovations in the logistics industry. The supply chain is becoming more customer-centric and it is the most important factor in e-commerce focused companies. The logistics sector specific to e-commerce retailing in the country was valued at USD



Anshul Singhal  
CEO  
Embassy Industrial Parks

**E-commerce market has experienced astonishing growth over the last decade and is successfully changing the way people transact**

0.46 billion in 2016 and is projected to witness a CAGR of 48 per cent in the upcoming five years to reach US \$2.2 billion by 2020. To build-up their scale, while sustaining business margins, e-commerce companies and logistics providers need to work in collaboration to drive the industry forward. E-commerce focussed



Sandeep Padoshi  
Co-Founder & Director  
Wow Express

**E-commerce focused logistics companies are going to enjoy the benefits of the growing e-commerce sector**

logistics will only grow from here on and will change the traditional way," he explains. Sandeep Padoshi, Co-Founder & Director, Wow Express, points, "The growth of e-commerce has paved the way for more opportunities for the logistics sector. For the financial year 2016-17, e-commerce



Lalit Bhardwaj  
Founder  
FlyMyParcel.com

**There is no exclusive freighter and infrastructure with in India to handle the bulk items by air freight**

sales reached the US \$16 billion with a projection of a seven-fold growth within the next two fiscals as estimated by Morgan Stanley. By 2020, online commerce sales is expected to cross \$120 billion. E-commerce focused logistics companies are going to enjoy the benefits of the growing e-commerce sector."



Bipin Kulkarni  
Vice President - Sales & Marketing  
Spear Logistics

**In the last three to four years, 3PLs have emerged to take advantage of scale and efficiency through a technology first approach**

"E-commerce companies are expanding their reach and are extending to reach Tier 1 and Tier 2 sectors. This is also helping logistics companies to expand and increase their reach. E-commerce focused logistics company are also providing warehousing and e-fulfillment service which

Contd. on page 10 ►



# WE BUILD THOSE WHO BUILD INDIA



Started in 1984, from just being a PEB player, Interarch has emerged into a large EPC player providing critical Project Management Consultancy to its clients. Pioneer in steel buildings since last three decades, Interarch has the privilege to work with the smallest to the biggest corporates of India and has now become the preferred choice for construction by MNC and large Indian companies. Armed with the world-class construction technology and international quality, Interarch has the capabilities to help building structures for those who help build new India.

**We Don't Supply Buildings, We Deliver Projects.**



**IGBC Certified Platinum Rating.**

TRACDEK®

TRAC®



**INTERARCH BUILDING PRODUCTS PVT LTD**

B-30, Sector 57, Noida - 201301, UP. Tel: +91-120-4170200

[www.interarchbuildings.com](http://www.interarchbuildings.com) | [info@interarchbuildings.com](mailto:info@interarchbuildings.com)



# E-commerce paves way for logistics

Contd. from page 8 ►

further helps to increase their growth," he adds.

According to **Lalit Bhardwaj**, Founder, FlyMyParcel.com, "E-Commerce focused logistics companies are the most reliable nowadays. Logistics is a backbone of e-commerce companies; usually this was outsourced previously. But now the giant e-commerce has started logistics of their own. Now, zone wise warehouses have been developed which will create job opportunity as well as the economic growth of our country."

**Bipin Kulkarni**, Vice President – Sales & Marketing, Spear Logistics, informs, "In the last three to four years, 3PLs have emerged to take advantage of scale and efficiency through a technology first approach. Still many e-commerce players prefer to their captive units to do the fulfillment. However, with advent of technology, top e-commerce players across India have now started outsourcing the fulfillment till last-mile deliveries to specialised 3PL player. Indian e-commerce market today is served by a mix of captive and third-party logistics players."

Understanding the importance of resources and the amount of work involved in getting the order parcelled at customers' place, Singhal says, "Once goods are purchased online by the customer, they pass through a series of logical steps with an objective to deliver them to the customer in the shortest possible time. First-mile logistics involves picking up goods from the sellers and shifting it to the retailer's fulfillment center or mother warehouse, depending on the need. In the inventory-led model, products are sent to the fulfillment center without packaging/labelling. In the marketplace model, products are packed and shifted to the warehouse for storage. It is important to update the inventory in the Warehouse Management System (WMS) and to generate the stock report."

"Products also go through fulfillment stage



where they are prepared for last-mile delivery. Then products are sorted based on the delivery location at the processing center of 3PLs and are connected further in the supply chain through line haul depending upon the final delivery location. Line-haul stage involves connecting the main supply center with the main demand center, via land or air depending on the transit time and cost. The final stage is the last-mile logistics; this step involves dispatching and shipping the products to the delivery hubs. From here, the product is shipped to the customers and this phase depends on manpower and infrastructure. Most of the 3PLs face problems in maintaining their manpower due to high attrition rate and therefore, face challenges in reliable deliveries. Efficient transportation is required at each stage of the supply chain, from phase one to final delivery. Only a good coordination between each component would bring the benefits to customers and provide the competitive advantage to the firm," Singhal continues.

Adding to this, Kulkarni says, "In our e-commerce warehouses, we are handling large volumes of orders of various categories of product i.e. from inexpensive pen

## Warehouses have been planned in close proximity to the consumer which allows them to be regional distribution centers

drives to high-end mobile phones, from apparel to shoes and so on. Each category of product needs to fulfill within maximum stipulated time of three hours (for normal deliveries and for same day orders it is 45 minutes), after receiving an order. The idea is to explain that it needs to be picked and packed within that time including invoice and label printing before it is handed over to last-mile delivery partner."

Padoshi notes, "Once an order is placed, the client will forward the order to the logistics service provider, who will then send their resources to pick up the load from the client. The load is then brought to the nearest delivery center. It is then sorted out according to the locations and the shipments are forwarded to each of their respective locations. Once the shipment is received at the location it is then sent to the cluster branch according to their respective pin codes. Once received at the cluster branch it is assigned to a delivery agent who then goes and delivers the shipment to the end customer."

On a similar note, Bhardwaj points, "This is a big chain; when an order gets placed, that information goes to the stock yard to sort the material and dispatch it as per the type of delivery. Every step of movement gets loaded on the web through the concern department so that the customer could also know the live status."

### Unique challenges

Talking about the role logistics plays in movement of bulky items, Padoshi says, "The toughest part in the movement of bulky items, predictably, is the actual transportation. For e-commerce players, working out the logistics for bulky items is among their biggest challenges. For supply chain, items are divided according to size - Normal and Large. Home appliances and furniture are Large, while everything else is in Normal. Apparels, books, electronics etc., which fall in the Normal category, follow the inventory model, while Large items are delivered locally. The shipment charges are made according to the weight of the package, not the item.

Volumetric weight is more than the actual weight of the parcel. When a five kg chair is packed, it can weigh 30 kg. Full trucks minimise the movement, and hence prevent breakage despite bumpy roads. But the poor condition of highways demands efficient packaging to protect the goods, leading to higher packaging costs."

Bhardwaj stresses on wide and straight highways to handle bulk movement. He adds, "There is no exclusive freighter and infrastructure within India to handle the bulk items by air freight. So nowadays, it is totally dependent on ground transport."

### Requirements from warehouses

Explaining the requirements Indospace fulfil as warehouses, Singhal notifies, "For decades, consumer products have been distributed to retail stores in bulk, through loaded transportation. Now, online ordering is pushing brick-and-mortar retailers beyond this traditional supply chain infrastructure. Warehouses and distribution centers are planned in remote locations where costs for land, labour, and taxes were low. Large warehouses developed as distribution

centers are beginning to assume some of the characteristics of stores, as more retailing activity starts to happen online. They are highly varied in size and shape, purpose and intent, and deploy technology to meet rising customer service expectations. In e-commerce, the distribution center provides much of the customer experience which has introduced the emergence of multi-level centers, also called fulfillment centers because they give flexibility of time in delivering products to the consumer. Warehouses have been planned in close proximity to the consumer which allows them to be regional distribution centers. This makes it easier for online products to be picked, packed, return and shipped efficiently, consistently and cost-effectively. At Embassy Industrial Parks, our effort is to make each park a self-sustaining business ecosystem catering to seven major cities."

"CCTV cameras, fire extinguishers, goods handling equipment and security are the basic requirements from warehouses. And, most importantly, the warehouses should be on the wide road and easy access for the big and long vehicles," opines Bhardwaj. ►





OM LOGISTICS LTD.

**Making Business Simple**

(An ISO 9001: 2015, 14001: 2015 Certified Company)

# NORTH-EAST IS NOT FAR ANYMORE

Connecting your business with the fastest Surface Services



Delhi (within 72 hrs.)

Kolkata (within 48 hrs.)

Ahemadabad (within 100 hrs.)

Mumbai/ Pune (within 100 hrs.)

Bengaluru/Chennai (within 120 hrs.)

To



**GUWAHATI**

**9811681184 | 9711879557**

[nagi.prashant@omlogistics.co.in](mailto:nagi.prashant@omlogistics.co.in) | [logistics\\_sales@omlogistics.co.in](mailto:logistics_sales@omlogistics.co.in)



Download Our Mobile App



[www.omlogistics.co.in](http://www.omlogistics.co.in)

Follow us





# Veterans brainstorm on opportunities



(L-R) Shashank Singh, Akash Bansal, Vaibhav Rath, Joginder Singh Saini, Sudhir Kumar Jaini, Vikas Yadav, Vipin Vohra, Vipin Jain, K. U. Thankachen, Rajiv Lal, Sukanto Aich, Ajay Rao, SanJeet

Even though the cargo industry is growing by leaps and bounds, there are crucial gaps that need to be filled. CARGOTALK brought together industry veterans to discuss the key areas to structure the warehousing sector for a holistic functioning, while establishing suitable growth. Here are some excerpts from the round table discussion held in Delhi...

## Key Takeaways

- ❖ The government has to initiate a policy where the zones of the warehouses are categorised in green zone, agriculture land, etc. by the government. They need to be approved and defined to give necessary boost to the warehousing industry.
- ❖ City decongestion and city movement is the key. The idea is moving out cargo smoothly from a city and then availing a warehouse. This can help build a better quality.
- ❖ Proper assessment at a national level is crucial.
- ❖ Certain norms to increase the energy efficiency of a building should be procured. This will encourage people to use solutions like insulation, fire and safety or FAR, etc to chart suitable gain in the infrastructural facility.
- ❖ One annual charge for the truckers for ease in transportation. Currently, there is one law for transport where the truckers need to apply for a license for a particular route which is valid for one month. If they want to apply for another route, it is not possible, because of exorbitant cost of license.
- ❖ There should be a sorted process in place. Even though there are improvements in infrastructure, upgrading an infrastructure builds consensus with the government, not only with MoCA, but, with customs also.
- ❖ Through optimal process, the industry can improve 50 per cent.
- ❖ There should be a pan-India uniform warehousing policy where all the states follow the same rule for developing and converting the land use to have a bigger, easier and constructive way of doing business.
- ❖ In India, today the challenges are many like 'no entries', bunch of restrictions, etc. It doesn't become cost-effective to be very far away from the city.
- ❖ There could be usage of space in two ways; one where you are getting it and then distributing it in B2C space.
- ❖ Presently, the sector is more than ` 1000 billion sector and it is growing at a pace of 10-15 per cent year on year.
- ❖ Today, one of the biggest challenges the industry is facing in most of the metros is traffic restriction.
- ❖ GST has given the push to developer to invest more in properties or parks where one can do quality real estate development. The local state laws do vary from state to state, GST does have an impact on the construction cost.



# while structuring optimal solutions

Contd. from page 1 ►

## KU Thankachen

Warehousing in India is a large segment. There are lots of facilities in the country that are created but not being utilised. Also, there are facilities which are over loaded. There is a clear capacity constraint. Proper assessment at a national level is crucial.

We have glitches now because of GST regime but hopefully these glitches will be cleared and

will drive up the warehousing segment over a period of time. Coming to the technology part, in a bulk segment, companies like Food Corporation of India (FCI) are developing silos which is an example of modern technology. One can witness the positive trends with CWC entering in silos. Today, lot of work is being done manually which causes wastage and spillage which would be eliminated through the introduction of silos. An Integrated



approach is essential. This should be availed for smooth functioning of the segment.

## Sukanto Aich

We are lucky to have some of the large MNCs based out of India. Companies like Amazon are putting up warehouses and trying to replicate some of those processes, systems, automation in other countries. If any innovation or technology gets rolled out, Return on Investment (ROI) has to be discussed.

There could be usage of space in two ways; one

where you are getting it and then distributing it in B2C space. Two applications have a different kind of ROIs and paybacks. So if few systems can be placed which enables them to reduce the number of wrong shipments then the cost saving is humungous. Energy conservation around refrigeration and lightening can give necessary ROI. Representing Phillips, I would like to say, if you want to set up a warehouse with all the constraints discussed, we would like to come in



as a partner and see how we can make a facility more efficient.

## Vipin Vohra

There is a need of warehousing all over India. But today because of laws, it is not easy to get land. Take example of Delhi, it's too expensive to purchase a land in Delhi. There has to be a certain policy, which the government has to announce, that enables the warehouses to bring little credence in the warehousing sector. Our logistics cost is already high as compared to other countries, now if we get land at a high rate naturally the

logistics cost will go up. With the GST coming, warehousing is going to be consolidated. To make it happen, infrastructure needs to be improved. To bring efficiency, facilities have to be located together to reduce time.

Government should have something exclusive for warehousing. Moreover, warehousing has to be away from the airport or even from the cities but accessible by the trucks or other modes of transport.



Every state government must have logistics parks for the warehousing sector.

## Vikas Yadav

GST has been a game changer. Post GST, there is no phobia to commitment. One of the biggest challenges, a developer faces is that no customer was willing to lock-in a lease tenure for more than two to three years.

With GST coming in, everyone has got their own supply chain mapped out which actually enables them to go and commit in the infrastructure bid. It is

a big cost and if a service provider was given an option of operating out of a world class facility where the developer grows with him and warehouse requirements grows with him either vertically or horizontally, every provider would be happy to stay.

This tax regime has given the push to developer to invest more in properties or parks where one can do quality real-estate development. The local state laws do vary



from state to state, GST does have an impact on the construction cost.

## Vipin Jain

The distance won't be an issue if there are no traffic restrictions in the city, one can develop such facilities in the city. Today, one of the biggest challenges we are facing in most of the metros is traffic restriction. There is no movement during morning and evening hour. On developing airport infrastructure, I think, if the government comes out with norms, suppose, if 'x' land is allocated for passenger side

then there has to be 20 per cent land allocated for cargo. Only then the development can take place. The state government has a limited role to play when it comes to airport development, the decisions always comes from the central government. Secondly, the reason behind warehouses being economical outside an airport is due to the height of the warehouse. At the airport, it is expensive because the land cost is high. We have improved a lot in infrastructure but processes still needs to



be improved. Without much investment in it, we can't make faster improvement.

## Vaibhav Rath

From the developer's perspective, there is no provision under the law for 'change of land use' in Uttar Pradesh. Secondly, once we have attained the infrastructure status, there is no land use for warehousing. Therefore, we have only three land uses, that is, commercial, industrial and residential. When we approach clients for tenancy, we can only promise them commercial land use which cost 100 times more than the

rentals can justify. The laws need to be categorised for warehousing and to convert the land. When we are talking about the economics of global standards, it just doesn't fit in. Things like insulation, heights, platform heights, 50 per cent FAR, etc. all these at the end comes back to Return on Investment (ROI). This is one of the main challenges that stop us in moving ahead with global standards. MNCs like Amazon are doing it because they need it for their own kind of TAT and



for efficiencies. It's a must for them, but if it's an option, nobody wants that cost.

## Ajay Rao

Presently, there are no standards set regarding how warehouses should be built or constructed, or promising fire safety norms. Therefore, we see vast number of warehouses with very differing infrastructure in terms of safety standards but at similar prices.

Secondly, from international point of view, most of the warehousing is far away from the city and they are

able to do that successfully because the connectivity and distribution within the city is well mapped out. In India, today the challenges are many like 'no entries', bunch of restrictions, etc. It doesn't become cost-effective to be very far away from the city. Cost of distribution within the city goes up significantly along with TATs to deliver within the city.

The bigger issue right now is transportation. For any company, the ratio



of warehousing cost to transportation cost is almost 1:3 or 1:4.

## Sudhir Kumar Jaini

Today, warehousing is a growing sector. The reason why it is driving ahead is the increased domestic consumption, manufacturing and retail activities, decreased government regulations. All these things definitely help in taking the warehousing sector to new heights. Presently, the sector is more than ₹1000 billion sector worth and is growing at a pace of 10-15 per cent

year on year. Talking about innovations and energy saving, previously very few warehouses were practiced for insulations because insulation reduces the heat inside and the energy consumption. Previously, people were not ready to invest into this technology but today there is a shift.

Previously, only 4-5 per cent share were insulated, but, now the percentage has gone upto 35-40 per cent. This is a major shift which shows that



the industry wants to use the modern technology for their benefit.



# Logistics infrastructure: Catalyst for growth

Shisham Priyadarshini, Partner and Amish Shroff, Associate Partner, Rajani Associates, talk about the benefits that infra-status logistics companies and related business can explore and how this new status may impact operations in associated sectors.

The logistics sector in India has made considerable progress in recent times due to implementation of GST, relaxed FDI norms and good amount of investments in infrastructure sector in roads, railways and airports. In an attempt to provide impetus to the logistics sector, the government recently granted the status of infrastructure to the logistics sector and the notification to this effect has been issued by the Department of Economic Affairs (DEA). According to the Government Notification, infrastructure sector category will cover 'transport and logistics' and will include Multimodal Logistics Parks (comprising Inland Container Depot (ICD) with minimum investment of ₹ 50 crore and minimum area of 10 acre), cold chain facilities (having an investment of at least ₹ 15 crore and minimum area of 20,000 sq ft), and warehousing facilities (with investment of a minimum ₹ 25 crore and over 100,000 sq ft area).

Besides transport and logistics, the harmonised master list of infrastructures comprises categories to cover energy, water and sanitation, communication, social and commercial infrastructure. Roads and bridges, ports, shipyards, inland waterways, airport, railway track, tunnels, via



ducts, terminal infrastructure (including stations and adjoining commercial infrastructure), urban public transport (except rolling stock in case of urban road transport) and logistics infrastructures are all part of the transport and logistics classification.

## Reasons why the logistics sector has obtained the Infrastructure Status

The industry body ASSOCHAM has in one of its reports indicated that the logistics cost of exports is high in India. In fact, almost 14 per cent of the total value of goods goes into logistics cost, while in other countries, it is below 10 per cent of total

value of goods. The high cost of logistics, renders the Indian goods less competitive not only in the international market but also within the domestic market.

## Benefits of Infra-status logistics companies and related business

The inclusion will make it easier for logistics companies to:

- ◆ Access larger amounts of funds as External Commercial Borrowings (ECB),
- ◆ Access longer-tenure funds from insurance companies and pension funds
- ◆ Be eligible to borrow from India Infrastructure Financing Company Limited (IIFCL).

Considering that the minimum investment and area requirements to get the infrastructure sector for each category has been clearly defined, it is expected to make it easier for companies operating within these segments to raise long-term credit from banks, insurance companies, pension funds and other financial institutions at lower rates, compared to typical manufacturing sector. This will also put the development firms with larger land parcels in an advantageous position, since these firms can utilise their excess land parcels to develop more infrastructure facilities, thereby boosting the supply of warehousing facilities.

## Status impact on operations in the sector

Logistics is critical for agriculture and allied segments. With the infrastructure status, it will help this sector to be more competitive and bring in a lot

more players with integrated approach. Not only more logistics hub would come up but this would in turn improve infrastructure, increase the demand for affordable housing in the vicinity. All these put together will lead to a boost in job creation. In order to improve the logistic sector, it is critical to resolve the issues of inadequate road network and losses that occur during transportation. The government's plan to implement the Bharatmala (road network) and Sagarmala (waterways network) is expected to address these issues. Bringing logistics at par with railways, roads and airports in term of its status, the government has provided a major push to developing an integrated logistics framework.

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



Amish Shroff  
Associate Partner  
Rajani Associates



Shisham Priyadarshini  
Partner  
Rajani Associates

## PRODUCT

# Ideal solution for loading and unloading

High Speed Doors designed and manufactured by Gandhi Automations are sturdy, dependable and are the ideal solution for medium and large entrances.

The doors are manufactured with European collaboration and technology with innovative and creative engineering. Fast moving functional and reliable doors are needed in

industrial and commercial contexts. Gandhi designed and manufactured High Speed Doors are versatile and solid ensuring long-lasting reliability.

The modular structure of the curtains, assembled and joined by anodized aluminium extrusions, provides for a wide range of polyester sections available in a variety of colours. Wide, full-width window panels

ensure a safer traffic and allow more light in. Their fast and easy replacement, in case of accidental tearing, saves money and time. The alternating metal tubular structure there inserted ensures high wind-resistance.

**Prime High Speed Doors** are the ideal solution for internal and external entrances and effectively operate in any situation,

even when strong winds are blowing and in rooms with high volume traffic. Sturdy and dependable, Prime is the intelligent door for medium and large entrances.

**High Speed Doors** for external entrance are equipped with spring steel wind lock in curtain pocket that ensures silent door travel, higher wind loads and curtain stability.





# Masters Logistics Solutions

An ISO 9001:2008 Certified Company | Government Approved Customs Broker

Providing unmatched  
customised integrated logistics services  
at global level...



Winner of

**india  
cargo  
awards**  
North & East

for being  
**Best Customs House Agent  
SEA**



## FREIGHT FORWARDING

- Air Freight
- Ocean Freight
- Road / Rail Freight

## SPECIALIZED SERVICES

- Baggage
- Chemicals
- Project Logistics

## LOGISTICS

- Logistics Solutions
- Warehousing & Distribution
- Custom clearance  
(Import & Export)

At your assistance for happy associations:

Plot No 354, Sector 2C, Vasundhara, Ghaziabad (U.P.) - 201012 | Tel: +91 - 120 - 4282930

Mob: +91 - 9811194554, 9810294554, 9810994554

Email: cmd@mlsi.org, ceo@mlsi.org, enquiry@mlsi.org

## OUR OFFICE BRANCHES:

DELHI NCR(ICD PATLI, ICD GDL, ICD TKD, ICD PPG, ICD LONI, ICD DADRI, ICD SONIPAT, ICD ACTL, ICD JATTIPUR AND PIYALA), AGRA, KANPUR, MUMBAI, GANDHIDHAM (KANDLA AND MUNDRA), LUDHIANA, NAGPUR AND CHENNAI

[www.mlsi.org](http://www.mlsi.org)



# Bill that paves an 'e-way' for

The roll out of an e-Way Bill system in the country was announced last year. Through the bill the logistics sector will monitor inter-state and intra-state movement of goods and cut transportation time by reducing loss of time at check posts. Industry experts discuss the positives and challenges of the initiatives.



KALPANA LOHUMI



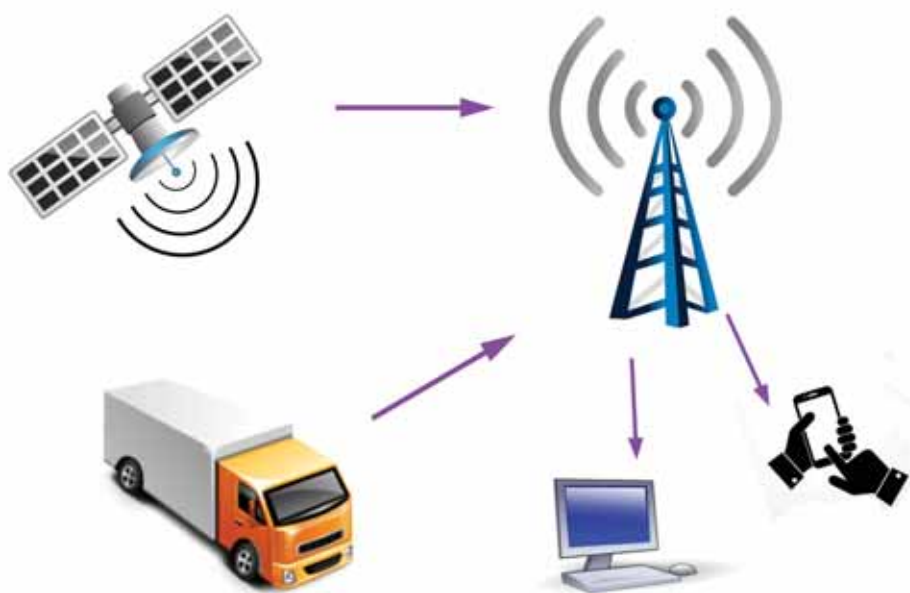
**Samir J Shah**

*Partner*

*JBS Group of Companies*

## POSITIVES

Any standardisation is always good. There could be a time gap for users to adapt to the changes. A single mandatory document is the right step in improving speed, efficiency and ease of doing business. India is a large country; technology and standards together alone would bring about the desired change. If there is a proper mix of technology and standards the multiple states or the cross-cultural working styles cannot be impediments in smooth transportation. Ease of doing business would initiate lesser controls and a standard operating process. Technology would replace the processes. Reduction of processes results in reduced human interface and consequently have lesser chances of misinterpretation or different interpretations.



**Vineet Agarwal**

*Managing Director, TCI Group*

## POSITIVES

Electronic way bill primarily pushed by all states, is an effort to identify the place of consumption and thus the GST implication. This initiative will enable clear visibility to all the stakeholders boosting proper collection of GST and avoid any shortcuts. This digital documentation process will ensure accountability and easier verification. Recording of every stock transfer and sale will be done through the system linkages to physical movement of trucks and storage in warehouses and there will be transparency across all transactions.

## CHALLENGES

Coming to the challenges part: verification of e-way bill and necessary documentation can lead to delays at various points. Secondly, it is challenging for unorganised players to get oriented to the new system. The timeline or the validity of the e-way bill is not practical in some circumstances. Following, several modes of transports are used by E-com retailers and large commodity players and manufacturers for right time delivery and in such case fresh e-way bill must be generated every time depending on the mode of transport which will end up maintaining multiple bills. Lastly, the process of audit and checking process is not clear; it may lead to bureaucratic hurdles.



## HIGHLIGHTS

- Standardisation is always good.
- A single mandatory document is the right step in improving speed; efficiency and ease of doing business.
- Electronic way bill primarily pushed by all states, is an effort to identify the place of consumption and thus the GST implication.
- It is challenging for unorganised players to get oriented to the new system.
- Audit and checking process is not clear; it may lead to bureaucratic hurdles.
- The true success of GST goal would only show post e-way bill implementation. With the e-Waybill provision, the logistics industry will move in a better direction.
- There would not be problem for a transporter in following its compliances, provided one has always followed a clean systematic internal process in origination.
- It will prevent the unorganised players from evading tax due to reporting and compliance.



# seamless movement of goods



**Vineet Kanaujia**  
Vice President – Marketing  
Safexpress

## POSITIVES

E-Waybill aims to increase the transparency levels in business in bringing down the tax avoidance levels. Given the volume of supply chain and logistics industry in India, compliance will be extremely challenging to start with. E-Waybill will enable dual benefits of better and improved tax compliance in the industry as well as smooth transit of goods throughout India. We welcome e-Waybill as it aligns with the decade-old 'Go Green' programme of Safexpress.

In our company, reduced use of paper via use of technology is an important part of our goal of reducing our carbon footprint. In my opinion, e-Waybill is a great initiative towards making the planet a better place. The e-Waybill provision comes as a positive change. It will encourage more unorganised players to utilise their vehicles to most optimised limits. Most importantly, it will prevent the unorganised players in the logistics industry from evading tax due to proper reporting and compliance. Safexpress is a technologically driven company and has an advanced IT infrastructure in place, with over 5500 GPS-enabled vehicles connected to an advance data analytics system for better engagement with customers. Safexpress is well prepared to migrate to the e-Waybill business environment.

## CHALLENGES

As the industry is still largely unorganised in India, ensuring compliance will be a daunting task for government.



**Shruti Singh**  
COO  
Indus B2B Solutions

## CHALLENGES

With the intra-state e-way bill now scheduled to start from February 1 in 15 states instead of June 1, companies said they are not yet prepared for the development and expect disruptions in supply chain. While we had prepared our systems and stakeholders for the inter-state e-way bill from February 1, there is unpreparedness in trade and from our logistics partners for the intra-state implementation of the e-way bill in less than a fortnight in 15 states. This is a big cause for concern for us now. Starting February 1, the e-way bill will anyway be mandatory for every inter-state movement of goods beyond 10 km with a value of ₹ 50,000 and above. Very large volumes of e-way bills will have to be supported by the National Informatics Centre (NIC) portal, which, many industry officials said, may not be able to handle the load. With days left for the rollout of the intra-state e-way on February 1, several logistics and e-commerce companies are seeking clarifications on the new system, fearing operational inefficiencies and supply-chain disruptions. Understanding of the rules by stakeholders including small traders and transporters is also a worry. The e-way bills further dilute the benefits accruing out of an efficient GST model, simply because the matching envisaged through the GSTN portal has not successfully happened.

E-commerce firms fear a massive load on operational efficiencies and undue delays in delivery if there is an additional generation of e-way bill beyond the done when transporter comes to pick up shipment. The Central Board of Excise and Customs has issued an FAQ clarifying that a second e-way bill in case of smaller consignments would not be necessary. The clarification has failed to be recognised on ground with states such as Karnataka and Maharashtra continuing to seek generation of the bill from transporters at state borders.



**Gagandeep S Klaire**  
Director,  
Majha Transport

## POSITIVES

It been long overdue in implementing the e-way bill, as the true success of GST goal would only show post e-way bill implementation. It would also help in widening the tax bracket kitty for the government eventually. I don't feel that there would be problem for a transporter in following its compliances, provided one has always followed a clean systematic internal process in origination.

## CHALLENGES

Whereas, it does have few fundamental problems with regard to some of its rule, which would, over a short period, get clarity. Some of them are: distance validity of e-way bill remains same even if goods are supplied through multimodal transport. For example, tiles moving through coastal from Morbi to Kolkata have current average transit of 20-25 days, which is well over the timeline given by the government. I believe there should be some transit validity relaxation given to this mode. Practical problems like generating e-way for goods moving to weighment bridge, considering the practical difficulties, the government should consider giving relaxation in such cases.





# EICI facilitates MSME sector

Vijay Kumar, COO, Express Industry Council of India, highlights the role of EICI and how ECCS is beneficial for the MSME sector.



CT BUREAU

**How ECCS is driving the Indian customs towards transparency, speed and efficiency in the customs clearing practice?**

Express Cargo Clearance System is an EDI system for customs clearances of courier shipments. The system is a joint development of Indian Customs and industry body Express Industry Council of India (EICI). The primary objective of the system is to introduce expedited customs clearances for trade facilitation, transparency in governance as well as ensure regulatory compliances are met. ECCS is a totally paperless customs clearance process and dovetails with India's commitment to lower carbon footprint.

**How does this model work?**

This project is a joint project of EICI and Indian Customs. The project is funded by EICI and the development of the module is controlled by Indian Customs. This is among the few government projects where a high degree of collaboration was undertaken between trade stakeholders and the government in developing a government system – leading to trade facilitation



in its truest form as well as ensuring compliance requirements of the regulator. Due to high involvement of respective stakeholders the ECCS project has become a unique system among Custom administrations.

**How are small and medium enterprises set to gain most from ECCS?**

The major segment that express industry serves are from the micro, small and medium segment of the Indian economy. India's micro exporters and importers almost exclusively rely on the express industry to fulfil their logistics needs to connect to global trade. With cross border e-commerce gaining strength, express delivery services provide an important linkage to our micro and small exporters and importers. Hence, with introduction of ECCS trade facilitation gets a major fillip. It also aligns closely



Vijay Kumar  
COO  
Express Industry Council of India

with Government of India's initiatives in 'Ease of Doing Business' as well as 'Make in India'.

**Would you like to throw some light on the hurdles being faced by importers and exporters and how is ECCS helping in reducing the same?**

◆ ECCS ensure transparency in government dealings leading to better governance.

◆ ECCS ensures a 100 per cent paperless clearance environment.

**With introduction of ECCS, trade facilitation gets a major fillip. It also aligns closely with Government of India's initiatives**

◆ ECCS ensures faster custom clearances leading to trade facilitation and improving the ease of doing business for the small and micro sector of the economy.

**Other than MSME, which sectors are being aimed to get facilitated with ECCS?**

All sectors having logistics needs and importers and exporters will benefit greatly from ECCS. The regulators will benefit because of better transparency and compliance.

# Optimistic for FWC-2018: Stanley Lim

Stanley Lim, Past President, FIATA & Chairman – Congress Committee, talks about FIATA World Congress (FWC-2018) theme, while stating dynamics of the freight forwarding sector.



SIMRANJEET SINGH ARORA

**Why India for FWC-2018?**

It's not the choice but a bidding process. Last time, India lost it to Malaysia but then Federation of Freight Forwarders' Associations in India (FFFAI) got it for 2018. And, I totally feel that 2018 is an ideal year for India. Delhi is easy to reach; most of the airlines come here and then the capital has the culture that need to be shown to the world.

**Could you enlighten about the theme?**

The theme is 'Future is here' and it is totally going

with the current scenario and trends. Most trending facts of the country are start-ups, technology, artificial intelligence, to name a few. India is the base for IT and we are pleased that FWC-2018 is happening in the capital of India. China has grown so much and India has now awakened.

The Indian freight forwarding industry has come a long way. But still there is lot to be done by the association themselves. There are a few associations, but I think now is the time to share resources to work efficiently.



Stanley Lim  
Past President, FIATA  
& Chairman – Congress Committee

## FIATA Objectives

- ◆ To unite the freight forwarding industry worldwide
- ◆ To improve the quality of services rendered by freight forwarders
- ◆ To assist with vocational training for freight forwarders, liability insurance problems, tools for electronic commerce

GLOBAL

# Jet & Air France strengthen cooperation

To shape and further strengthen their existing cargo cooperation, Jet Airways Cargo (9W Cargo) and Air France KLM Cargo (AFKL Cargo) have signed a Memorandum of Understanding (MoU). The signing of the MoU is especially significant, as it complements the positive developments that have been evolving on the passenger side of the business via the ongoing codeshare agreements between the

partner carriers. Since the beginning of the codeshare agreements on the passenger side, the combined cargo handled by the partners has more than tripled during the period and continues to evolve.

**Pradeep Kumar**, Sr. Vice President, Jet Airways Cargo, said, "We share the ambition to jointly explore and exploit the vast opportunities in the air cargo market via mutual synergies in the areas

comprising our routes and networks, as well as warehousing amongst others. We also intend to work closely to co-create new and industry-leading products and services for our clients."

The MoU will enable the partners to offer a comprehensive set of higher value services that are complementary including those on high frequency routes as well as bringing in new and

unique destinations into the servicing framework via their respective hubs and gateways, both in India (Mumbai and Delhi) and in France (Paris-Charles de Gaulle) and The Netherlands (Amsterdam Schiphol).

**Marcel de Nooijer**, EVP Air France KLM Cargo said, "This agreement stipulates again the importance of strong partnerships in the air freight market. With the dynamic developments in

India, we are excited to offer new opportunities to our customers and strengthen our global network towards the Indian freight market. Together with the Jet Airways, we will work on new possibilities!"

With the aim of eventually creating an integrated commercial and operational cargo cooperation model between India and Europe, the partners will work through several steps that will comprise synergising

their respective cargo networks, bringing in efficiencies in warehousing, exchanging capacities and making blocked space arrangements.

Jet Airways Cargo and Air France KLM Cargo will also collaborate to optimise and expand volumes from emerging Indian markets such as Bengaluru and Chennai where intercontinental connectivity by direct services has recently been enabled.

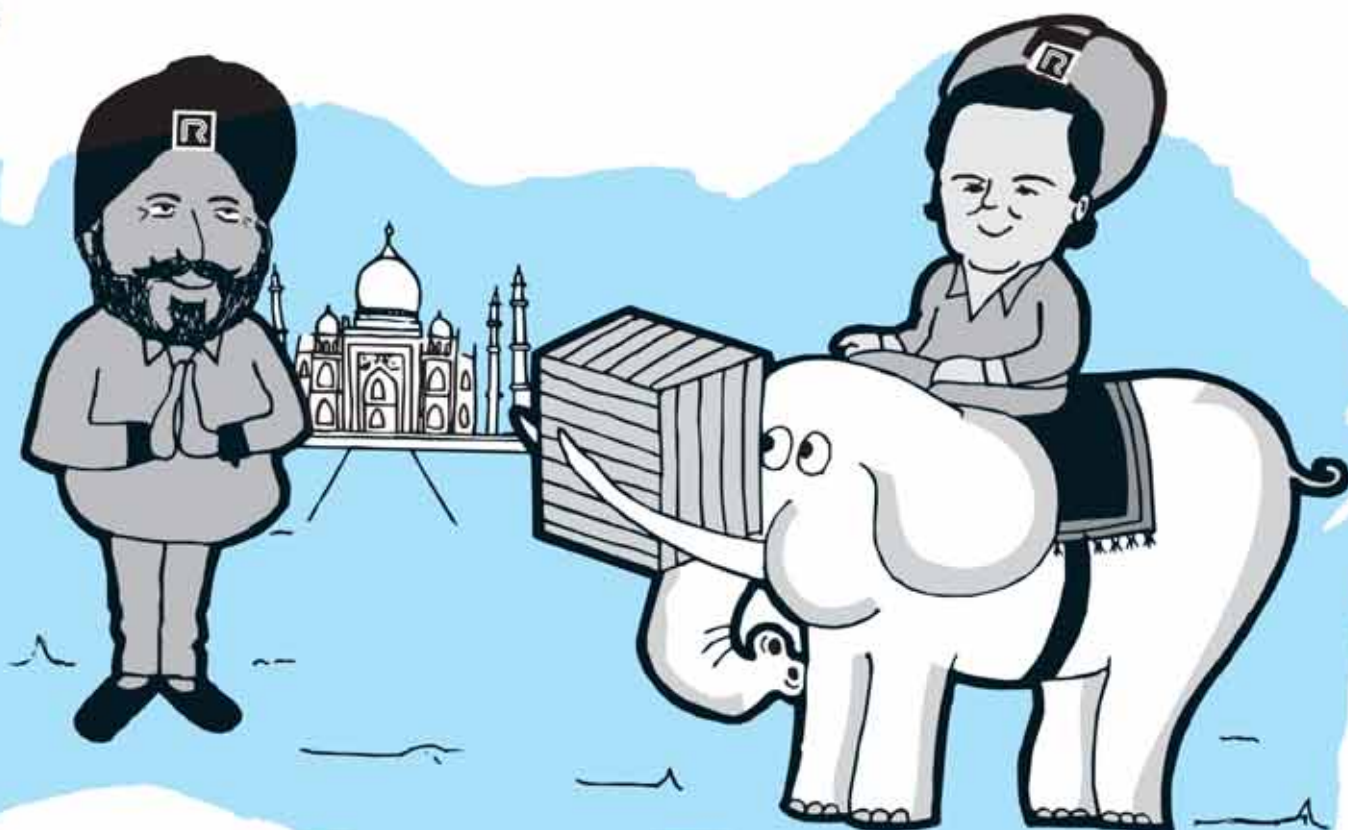




**ROGERS**  
WORLDWIDE

ISO 20121:2012  
ACCREDITED !!

**A package  
to India**



R.E. Rogers India was incorporated in 1986 with a vision of handling exhibition cargo in India and abroad.

Since inception, we are the market leaders in this growing and complex industry-providing services to organizers, venues, governments, trade associations, exhibitors and event managers globally. In recent years, we have also expanded into areas as defence, sports and entertainment events.

Having our own infrastructure in all the major hubs of the country, we also have all relevant accreditations of quality, environment and health / safety.

In addition, we play a very prominent role in the national / global fraternity as leading members of various key associations.

## **R.E. ROGERS INDIA PVT. LTD.**

ISO 9001 : 2015 ISO 14001 : 2015 ISO 20121 : 2012 OHSAS 18001 : 2007

### **Head Office :**

1, Commercial Complex, Pocket H & J, Sarita Vihar, New Delhi-110076 (India)

Tel: 91-11-2694 9801/9802; Fax: 91-11-2694 9803

Mail: [rerid@rogersworldwideindia.com](mailto:rerid@rogersworldwideindia.com); Web: [www.rogersworldwideindia.com](http://www.rogersworldwideindia.com)

Delhi • Mumbai • Bangalore • Hyderabad • Chennai • Goa





# AISATS Coolport: 62% growth in a year

AISATS Coolport has successfully completed one year of its operations. **Mike Chew**, CEO, AISATS, shares the key highlights and achievements during the year in an exclusive interview with **CARGOTALK**.



CT BUREAU

## What are the core USPs of the AISATS Coolport?

The AISATS Coolport is the first integrated on-airport perishable cargo handling centre in India. The facility was established to aid the Government of Karnataka's vision to make the state a gateway for perishable and pharmaceutical cargo in South India. Spread over an area of 11,000 square metres, the COOLPORT undertakes comprehensive export and import cargo handling under one roof through the extensive range of facilities offered. The perishable cargo terminal has an annual handling capacity of 40,000 metric tonnes, with the ability to meet the handling demands of temperature-sensitive cargo ranging from flowers, pharmaceutical products, seafood, poultry, dairy, and fruits and vegetables. The dedicated perishable centre comprises of 17 cold storage rooms with customised temperature controls ranging from -250C to 250C and Refrigerated Queue Lanes with a temperature range of 20C to 80C for unitised shipments, depending on the kind of perishable commodity. This key feature allows perishables to be stored in temperature surroundings required to maintain efficacy of the product. This cutting-edge perishable centre is also equipped with a Drug Controller Lab Testing Facility, Plant Quarantine Inspection and Certification Facility and in house Custom Clearances which facilitate in reducing the dwell time of the shipments. Dedicated X-ray machines for perishable and pharma products avoid cross contamination of shipments.

## What have been the key highlights and achievements during the year?

The AISATS COOLPORT was built to handle the increasing demand for temperature-sensitive cargo in South India. Since its inception, this purpose-built facility has provided seamless handling of perishables, using the



cold chain infrastructure, technology and well-trained personnel. The AISATS COOLPORT has witnessed a dynamic journey since the start of its operations in 2016, with many firsts and accreditations to its name. It is the first on-airport cargo handling centre in the country to secure the Hazard Analysis and Critical Control Points (HACCP) certification in order to ensure safety of the perishable cargo. The HACCP certification is an international accreditation which guarantees that the highest safety standards are in place at the COOLPORT to ensure safety and freshness of the perishable product. Besides this, the COOLPORT also has the Good Distribution Practices (GDP) certification in place, which assures that pharmaceuticals are handled in line with the guidelines of the World Health Organisation (WHO).

As a proponent of technological innovation, AISATS has developed and launched the 'AISATS Cargo App' to facilitate better cargo tracking at the AISATS COOLPORT and at the Air Freight Terminal located at Kempegowda International Airport, Bengaluru. The user-friendly app provides



Mike Chew  
CEO  
AISATS

transparency in the supply chain and furnishes real time data on flight schedules, Air Way Bill (AWB), shipment tracking and e-Delivery Order (e-DO) status to all the stakeholders. The perishable centre has also initiated reefer trucking services between the perishable centre (COOLPORT) and major cities in South and Central India. This value-added service was started with the aim to add / extend an unbroken cold chain from the source of produce till the warehouse. The reefer vehicles are equipped with data loggers and GPS (Global Positioning System) for accurate tracking.

## Are there any plans to enhance the capacity?

The centre is designed to handle 40,000 MT of

“  
Among the various types of perishable cargo handled, fruits and vegetables account for 75 % of cargo volume traded at AISATS COOLPORT  
”

perishable cargo per annum and, assuming a year-to-year growth of 13 per cent for temperature-sensitive cargo, we are confident of providing high quality warehousing and handling services for the next few years followed by subsequent capacity expansions in the years that follow.

## What was the percentage of international and domestic cargo handled by the AISATS COOLPORT since its inception? Which perishable product accounted for the highest export/import?

Since the start of trial operations in October 2016, the volume of perishable cargo handled at the AISATS COOLPORT has been

20,135 metric tonnes for international cargo (export and import).

Among the various types of perishable cargo handled, fruits and vegetables account for 75 per cent of the entire cargo volume traded at AISATS COOLPORT, followed by 15 per cent for pharmaceuticals, five per cent for cut flowers and five per cent for miscellaneous temperature-sensitive cargo. Although trading of perishable cargo has shown significant growth, pharma handling has shown tremendous potential within the Indian pharmaceutical market, which, according to ASSOCHAM, is poised to exceed USD 55 million by 2020.

In fact, the COOLPORT has observed a 62 per cent growth in pharmaceutical handling within the first year of its operations. To give you an idea of the surge in demand for pharma handling at Bengaluru, AISATS COOLPORT has also handled pharma shipments from Chennai, Hyderabad, Goa, Mumbai and Visakhapatnam. The perishables handling centre has effortlessly handled 60 Envirotainers, 13 VaQ-Tainers and other

temperature-controlled packing units such as World Courier Cocoon, VIP box, Chronos Express, Icebox, etc. during the first year of operations. To maintain the perfect ambient temperature for pharma shipments during transit, the AISATS COOLPORT also provides single use custom made thermal cover for US and Euro pharma skids along with thermal packing and labelling services.

## What is the current scenario of the cold chain industry?

The Indian logistics sector is at the threshold of change, where logistics players are realising the urgent need to adopt cold chain technology as an integral part of the supply chain. India currently has approx. 6,300 cold storage facilities with a total capacity of 30.11 metric tonnes per facility, which is only able to cater to 11 per cent of the country's total perishable produce. The cold supply chain network protects perishables from decomposition, textural degradation, discolouring, and microbial growth, thereby preserving the freshness and increasing the shelf life of the product. It is imperative for India to develop an efficient cold chain infrastructure that maintains the integrity of the supply chain at all stages in order to retain, and to potentially surpass, its position as the second largest producer of fruits and vegetables, and as one of the largest producers of milk.

Mobilising large-scale investments, modernising the food supply chain, adequate infrastructure and updated technology, thoroughly trained personnel, and uninterrupted power supply are some initiatives that can help transform the Indian cold chain industry into a major player within the global markets. In addition, the government recently conferred the logistics industry with infrastructure status, which will enable the industry to acquire cheaper finances to develop cold chains, warehouses and industrial parks.



# AEEROWORLD AVIATION India



Winner of  
**india  
CARGO  
awards**  
North & East  
for being  
**Best GSA  
CUSTOMER SERVICE**



## Aeroworld Aviation offices in INDIA:

**Corporate Office:** 309, Ansal Bhawan,  
16 KG Marg, New Delhi- 110001  
Ph: 011-47393939  
Fax: 011-47393949

**Cargo Office:** Room No. 11, Import-2 Building,  
Cargo Complex, IGI Airport,  
New Delhi- 110037  
Ph: 011-25652483/ 25601212

**Sales Offices:** Amritsar : +91 9915860077  
Chennai : +91-44-28254439  
Hyderabad : +91-40-27895577

**Associate Offices:** Mumbai, Ahmedabad & Bangalore

**Offices Worldwide:** Malaysia, Uzbekistan, Canada, USA,  
Singapore & Turkey



# A 'Locus' that defines business goals

Nishith Rastogi, CEO & Co-founder, Locus, shares how the company is serving a state-of-the-art decision-making platform for logistics, which optimises operations to provide consistency, efficiency and transparency.



CT BUREAU

## What technology driven solutions are you offering to the trade industry?

The system incorporates various business rules and fuzzy real-world scenarios

(Service Level Agreements (SLA), traffic delays, capacity constraints etc.) while planning and dispatching orders. This enables business to make decisions backed by data and analytics thus reducing costs and saving time. Scheduling,

managing and tracking field executives have been a frequent problem being faced by several companies. Locus delivers end-to-end automation from the point of dispatch till the order reaches the end customer, with an unparalleled end-user

experience, with intelligent alerts and live tracking.

## What is your business model?

Locus believes in aligning with the client's business and goals. In line with this, we work on

a pay-per-transaction model with no overhead costs. We also have a retainers model wherein clients utilise our services on an annual basis. We don't charge any annual or quarterly licensing fee - just pure transaction-



Nishith Rastogi  
CEO & Co-founder  
Locus

based pricing. We've also started a consultancy model wherein we take time-bound projects that require actionable insights, analysis and decisions based on customer's data and history.

## What is your USP?

What sets us apart is our intelligent routing engine which, purely based on client feedback, is the only optimisation engine to work at scale in India, Locus' robust technology platform works seamlessly on-ground considering our algorithms incorporate numerous exceptional scenarios.

We have a unique system which serves multiple verticals, route planning engine for creating highly optimised routes respecting all business rules, 3D packing engine for efficient packing configurations for loading cargo into containers which ensure vehicle optimisation, and the intelligent self-learning loop in the system, is what separates us from the competition.

## Any expansion plans?

Currently, Locus has over 50 partners in production with several others in the pilot phase. We work with some of the market leaders such as Delhivery, Quikr, Urban Ladder, Licious, Lenskart etc. By 2020, we aim to automate all human decisions in dispatching a package from Point A to Point B. We are looking to expand our team to get the best talent and also focusing on new markets like South-East Asia and the Middle East.

**JWR LOGISTIC PVT. LTD.**

**People. Partnership. Performance...**

### Infrastructure & Advantages

- ✓ Customs Bonded Warehouse.
- ✓ Import & Export Hub.
- ✓ Buffer Yard & Factory.
- ✓ Cold Storage & Cold Chain.
- ✓ Storage area 5,00,000 sq meter. of covered warehouse space.
- ✓ Direct access to the National Highway 4B leading to the JNPT Port.
- ✓ Ample space for parking of 1000 cargo trucks.
- ✓ 24x7 CCTV monitoring.
- ✓ CFS Owned equipments- 4 Top Lifters, 140 Trailers, 30 Forklifts, 2 Empty Handles, 1 Crane.
- ✓ Distance from JNCH 11 Kms.
- ✓ Distance from Belapur Station 7 Kms.
- ✓ Zero Toll Charges, Zero Congestion in the CFS, Zero Carting Charges, Zero Congestion on the approach road.
- ✓ TEU Handling Capacity -9000 TEUs per month
- ✓ Carting & Stuffing done in Covered Area.
- ✓ Ideal Location for Exporters/CHAs/Freight Forwarders.
- ✓ Prompt Carting of Cargo.
- ✓ Unique Temperature Controlled Pharmaceuticals product handling capabilities in the CFS.
- ✓ Wi-Fi Enable CFS.

**Custom Area**

**Covered Carting & Stuffing Area**

**Covered Warehousing Facility**

**Total Protection from Rain; Carting & Stuffing area Completely Covered**

15-23, National Highway 4B, Panvel-JNPT Highway, Village Padeghar, Panvel 410206, Maharashtra.

+91 22 66280700-98 +91 22 66280781

jwrcfs@jwrllogic.com raaj@jwrllogic.com

hema@jwrllogic.com mgrops@jwrllogic.com

www.jwrllogic.com

Cargotalk/Jan-2018





# Vansh Logistics & Co.

AN ISO 9001:2008 | AN ISO 14001:2004 | AN ISO 18001:2007 Certified Company

SERVING EXCELLENCE WITH COMMITMENT



TOGETHER WE CAN

Custom Clearing  
Freight Forwarding  
Warehousing  
Stevedoring  
(Break Bulk & Project Cargo)  
Transportation  
(Dry, Liquid & ODC Cargo)  
Container  
(FCL / LCL) Consolidation

At - kandla | mundra | pipavav | ahmedabad  
baroda To worldwide destinations

---

For Further Details Please Contact.  
2nd Floor, Shiv Shakti Complex,  
Plot No. 362, Sector I/A,  
Gandhidham (Kutch) 370 201 Gujarat  
Tel : +91 - 2836 - 230225  
Fax : +91 - 2836 - 222409  
E-mail : vanshlogistics@gmail.com

PIC : Mr. Umesh V. Nenwani +91 98249 95999

E-mail : umesh@vanshlogisticskdl.com

PIC : Mr. Amit V. Nenwani +91 97377 74888

E-mail : amit@vanshlogisticskdl.com

Visit us at : [www.vanshlogistics.com](http://www.vanshlogistics.com)



# Now trending: Collaboration in business

The next wave of profits for the food industry can be driven by collaborative supply chains and innovation in India's cold chain, says **Raj Saxena**, Director, Enterpriseforce. He explains how the segment can be beneficial for companies.



HAZEL JAIN

## How did collaboration in this segment come about?

The cold chain ecosystem has started evolving—not as fast as we would want it to though—and we see that

sharing in the enterprise, or what we call collaboration, specifically for the supply chain, has started. It didn't start in India. It started a while back in Europe and we are catching up. We do collaborative supply chains for Indian companies.

## What potential do you foresee?

Utilisation is the key word here. All of us who want better service at better costs in logistics need to help drive that one parameter of utilisation with quality. If we look at any kind of distribution, whether

secondary, tertiary, or last mile, there is huge potential. If quality is paramount to you and temperature adherence is important, then there is a very small subset, but there is a subset, where collaboration can happen and it can be scaled.

## How can this help companies?

This not only reduces costs, but also improves the service by multiplying the service levels to the tune of delivery times condensing, to the tune of quality being



Raj Saxena  
Director  
Enterpriseforce

monitored with the help of technology.

## How can collaboration lead to lower costs?

With collaboration, you will not have to pay more for quality and service—eventually. In the interim you may have to. But eventually when you get your systems right, you will pay less and get more. For example, let's talk about delivery. The cost of one of my FMCG customer was ₹100 three years ago. Industry costs have been escalating specially for quality, services and logistics, and the cost would be ₹114 today as we speak. For this company, the cost has gone down to ₹88.34, which is a 26 per cent decline year-on-year in absolute numbers with no inflation. This was a reasonable number, which led to ₹10 crore of savings for this company.

## How does this benefit warehousing and distribution?

Warehouse consolidation is a one-time thing. But distribution re-mapping is an ongoing activity. If you are a ₹5000-crore company, you are going to take some time getting it right. As the network stabilises, collaboration is embedded, or is going to be embedded in the way we do business.

## What does it take to collaborate?

You need a strong data foundation. We are not talking IoT data alone, we are talking Master Data. This includes costs, service, vendors, delivery times, SLAs, etc.



## Delivering service excellence...worldwide.

Air, land or sea, whenever you think of logistics, supply chain management, freight forwarding or custom house clearing, think of Jeena & Co., pioneers of these businesses in India. As market leaders who are globally renowned with a wide network of our offices and associates, we deliver service excellence worldwide.

With over 100 years of experience, can you think of any one better? Call now.



Jeena & Co.

Elphinstone Building, 10, Veer Nariman Road, Fort, Mumbai - 400 001, INDIA.  
Tel. : +91 (22) 2204 2032 / 4230 4100, Email : info@jeena.co.in

www.jeena.com



Highest standard of  
**EXCELLENCE**  
ensured at each level of operation



**CELEBI DELHI CARGO TERMINAL  
MANAGEMENT INDIA PVT. LTD.**

**Celebi Delhi Cargo Terminal Management India Pvt. Ltd.**

Room No. CE – 05, First Floor, Import II Building,  
International Cargo Terminal, IGI Airport, New Delhi – 110037  
Tel : +91 11 25601310 | Fax : +91 11 25601320 | Website : [www.celebicargo.in](http://www.celebicargo.in)

DDP/Cargo Tail/Feb-16





# Cost optimisation for more profit in business

Vikash Khatri, Founder, Aviral Consulting, enlightens on cost optimisation and business transformation project initiated by his company that can help customers reap more gain in the logistics industry.

Logistics and supply chain is becoming complex day by day on the other hand competition is intensifying. In such a scenario, each organisation tries to innovate to improve efficiency and reduce their cost of supply chain by way of redesigning the network, optimising warehouses and transportation, alignment vendor base, introduction of automation and technological tools, etc. But at the same time logistics service provider also need to look their cost models and optimise them. The benefit can be passed on to customers as a win-win collaborative approach.

Cost optimisation and efficiency improvement in a logistics service is a structured and scientific exercise, which require a transformative approach towards business. Some of the organisations directly go for straight cost cutting without proper analysis in order to reduce final pricing or improve EBITA, may get short-term relief but in long-term, it creates problem in some way.

For a logistics service provider, the nature of business is not centralised or concentrated within four walls, logistics is a business of spread and reach. Due to which, there are high chances of revenue leakages, poor efficiency and cost controls. In a business transformation exercise for EBITDA improvement, organisations need to have a deep dive evaluation of both - revenue and cost stream.

## REVENUE LEAKAGES

Revenue leakage is a direct loss for any organisation. In logistics industry excluding few very large and process-oriented organisation, it's quite a prevailing problem. For an organisation revenue leakage can happen in multiple ways, some of which are as follow:

◆ **Weak Commercial processes:** Maturity of commercial processes not only have impact on pricing and revenue leakages, it has impact on customer retention also. In mature processes, organisation take pricing and contracting decision based on detailed understanding and analysis.

◆ **Improper contract entry:** After having right contract and right pricing in place next probability of revenue leakage exist in mapping of contract for invoicing. In logistics field all contracts with customers are not uniform of vanilla contract. Many of them have customer specific terms, condition and commercials.

Mapping these commercials in right way is very important. Any time a small error in entering contract in ERP may lead to deviation in realised revenue. Whenever revenue captured is higher, customer catches the vendor immediately but on the other side if revenue captured is low it becomes loss for the LSP.

◆ **Wrong capturing of activities:** Post right mapping of contracts, the next probability exist in capturing of correct activities and data

in system. For example, in transportation capturing of wrong volumetric weight or in supply chain capturing of incomplete VAS leads to revenue leakages in the industry. Any activity or dimension not captured in ERP will definitely lead to revenue loss.

◆ **Weak Invoicing, submission and accounting processes:** Last but not least is poor accounting practice or deviating from defined norms lead to delayed collection or sometimes to bad debts. In most of the contract payment norms are defined from the date of submission of invoice. Even a single day delay in submission means incremental working capital requirement in business. In most of the logistics organisation we find it one of the weak link.

## COST OPTIMISATION

For a logistics company operation contributes the largest part of cost stack followed by personnel and administration cost. Optimisation process require substantial detailing and analysis of each cost line item and challenging the existing process in order to find better process if any. The literal meaning of challenge is to explore better process, automated process, elimination of few activities or introduction of few activities instead of remaining in status quo. In this process, each cost header can be evaluated as separate business case for optimisation. Some of the cases can show scope of optimisation, which can be validated with statistics.

Post scope study process, intervention can be identified to improve cost and efficiency both. Then the organisation can go for a pilot roll out in a selected domain or area before full blown implementation. Based on result of pilot study the optimisation initiative can be rolled out across the organisation.

Some of the major cost items for optimisation can be as follow:

◆ **Network cost:** Supply chain network includes transportation, production, inventory and distribution. So, network optimisation considers end-to-end activities and then perform optimisation in order to determine the scope of efficiency and cost improvement. For a transportation service provider a transportation network is the largest cost and which can be fixed or variable or hybrid. In case of fixed or hybrid cost model, weak network may lead to significant losses.

◆ **Infrastructure cost:** For a supply chain company infrastructure cost may be Capex or Opex. Selecting a right mix is the first step of the process. Most of the LSP go for opex in major categories and that is recommended as well, considering the nature of business. Second step in infrastructure acquisition is the quantification of optimal size. Sub optimal infrastructure lead to operation in efficiency while excess infrastructure lead to wastage of resource. Third step in infrastructure acquisition is commercial

process, which must be well defined with clarity of delegation of authority.

◆ **Vehicle Hiring cost:** For most of the LSP spot vehicle hiring is a challenge. As market price of hiring keep on changing and vehicles are required across the geography based on customer's requirement. In such a scenario, the decision making becomes decentralised and less transparent. Such hiring can be managed with the help of tech platforms like Freight Bazaar, which can bring transparency and accountability.

◆ **Fleet management:** The LSP having asset heavy model, always have a challenge of asset management. In some cases, owned asset turns out to be least efficient compared to leased or outsourced assets. There are reasons behind that as the core focus area remains on logistics service rather than asset management. In the era of non-connectivity, fleets were efficiently managed by unorganised sector. But as of now with the help of IOT, fleet can be managed efficiently.

◆ **Manpower productivity:** In our country still, automation level is quite low and most of shop floor works are done manually. For manual workflows productivity benchmarking can help in optimisation, which is possible through time motion study of various shop floor activities. Such processes can eliminate the inefficiencies of

operation and unnecessary bench strength.

◆ **Procurement cost:** In G&A, procurement efficiency can reduce the overall cost with few basis points. The golden rule of procurement is economies of scale. The procurement activity must be centralised. For some of the category, an organisation can go for reverse bidding and uniform vendor for supplies.

For efficiency enhancement, organisations have already started adoption of digitisation, AI, robotics, data analytics etc. Second key driver in such initiative is HR, because any business transformation or cost optimisation activity basically pushes for changes. Any change does not work without the active engagement of employees or stakeholders. Last but not the least for business transformation, the drive is assertiveness of top management.

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



Vikash Khatri  
Founder  
Aviral Consulting

## SOUTH INDIA

# Snowman Logistics at Krishnapatnam

Snowman Logistics has inaugurated their new temperature-controlled warehousing facility at the Gateway Distriparks Logistics Park at Krishnapatnam, Andhra Pradesh. The facility has a capacity of 3,600 pallets in temperature control

and an additional 10,000 sq ft of dry warehousing space, along with related infrastructure that includes seven handling and loading bays, G+5 racking systems, blast freezing, variable temperature chambers, technology integration and modern handling

equipment. Another key feature is a dedicated room for value added services relevant to the seafood export industry.

Further, as part of the 48-acre Gateway Distriparks Logistics Park, customers of Snowman will be able

to avail of services such as customs clearance, empty container procurement, port pickup and delivery at the same location, resulting in cost saving from reduced transportation and enabling ease of business for all export and import activities.

The total capacity of Snowman Logistics has now increased to 1,07,200 pallets, as part of its ongoing expansion strategy.

Sunil Nair, Chief Executive Officer, Snowman Logistics, said, "India exported 11,34,948 MT of seafood,

worth an all-time high of US\$ 5.78 billion (Rs 37, 870.90 crore) in 2016-17, which is expected to continue growing in the coming years. Snowman have been facilitating these exports from Kolkata, Vizag, Bhubaneswar, Cochin, Chennai and Mumbai."



# Heathrow truck queue worries resolved

CCS-UK User Group is working to enable freight agents and transport companies working on their behalf, to pre-alert handling agents of loads being delivered or collected and providing electronic Security Declarations (eCSD).

CT BUREAU

The truck congestion at London Heathrow's Cargo Terminal underscores the pressing need for a universal advance information system that will alert handling agents to arriving vehicles and speed up their processing. The advance 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 should benefit from pre-allocated truck doors and reduced queuing. Handling agents meanwhile will receive cargo information direct into their systems, therefore, eliminating re-keying, speeding up vehicle processing and enabling more efficient use of their resources.

"The congestion problems to date have been at Heathrow, but this is a nationwide issue potentially affecting all UK airports," says **Steve Parker**, Group Chairman, CCS-UK User. "Air cargo volumes will continue to grow, and process complexities may also increase following Brexit. This makes it vital for both the UK air cargo industry and the UK economy, that existing infrastructure and resources are used as efficiently as possible, to avoid damaging delays and associated costs."

CCS-UK User Group had proposed its solution to Heathrow Airport Limited (HAL) following the latter's recent request for proposals for a call forward system. Although HAL subsequently decided not to proceed

with this, the CCS-UK User Group believes in the benefits of its own proposed approach and is therefore continuing with its Advance Information project. This will be available at all UK airports and will be free of charge. Parker continues,

"The suggested physical barrier located at the entrance to the Heathrow cargo terminal, unless also accompanied by a by-pass lane and holding park for non-compliant vehicles, would only have worsened the situation.

The industry would have to operate differently at individual airports or pay extra (as was proposed) for the privilege of delivering cargo to a carrier at Heathrow." "What is needed is a single system that can be

adopted by all industry players, that works at all locations, and that does not increase costs. CCS-UK User Group is working on that solution, and we want to engage with the industry through our roadshows to ensure that

the end product is what everyone wants," he adds.

Among the parties CCS-UK User Group is consulting in its plans are SEGRO, which owns the majority of the airside cargo terminals at Heathrow.

**Sindhu Cargo Services Private Limited**  
 An ISO 9001:2008 Certified Company  
 No 34, Block 3, Sindhu Logistics park,  
 Behind MVIT college, Bettahalasuru,  
 Bangalore North Taluk, Bangalore - 562157  
 CIN NO. U85110KA1991PTCO12381

Phone: 080-7188-8008  
 Email: info@sindhucargo.com

**Our Network**

Bangalore	Mumbai	Cochin	Ahmedabad	Nashik
Chennai	Hyderabad	Pune	Nagpur	Tuticorin
Delhi	Kolkata	Coimbatore	Raipur	

[www.sindhucargo.com](http://www.sindhucargo.com)



## Agility's 2018 outlook

Agility has published its outlook for 2018 which gives an overview that actually takes into consideration, markets that are technically past the emerging designation.



CT BUREAU

The '2018 Emerging Markets Logistics Index' report states that airfreight coverage confirms growth where most observers expected it to be, but also delivers a few surprises, such as a 30.8 percent volume increase in U.S.-to-Russia airfreight. Airfreight from so-called 'emerging economies' saw a significant increase, as well, during 2017, with the following five countries leading the charge regarding cargo shipments to and from the European Union: Cambodia (+44.1 percent), Indonesia (+38.6 percent), Sri Lanka (+34.3 percent), Ghana (+32.6 percent) and Philippines (+25.0 percent).

Entering a new year, Agility said that, "The global economy is clearly in an



upswing; some may even call it a boom." The Kuwaiti 3PL pointed to healthy prospects in the U.S., the Eurozone and other developed markets, concluding that this favourable international backdrop is particularly helpful for emerging export market. "Nevertheless, the global economy remains vulnerable to a range of downside risks," the 3PL warned. "These include a faster and greater tightening of global financial conditions,

which may well transpire if the U.S. Federal Reserve increases its base rate sooner than expected or by more than anticipated. Possible financial turmoil may also arise if China fails to counter risks associated with its expansion of credit. If a shock occurs that causes a growth slowdown in China, this would have adverse consequences for other economies through weaker trade, commodity prices and confidence."

## Antonov, Orbital ATK join hands

The Ukrainian-headquartered project cargo operator collaborated with Orbital ATK to transport its Al Yah 3 communications satellites.



CT BUREAU

Antonov Airlines has transported an outsized communications satellite for Orbital ATK. The Al Yah 3 Satellite, the first of Orbital ATK's GEOSTAR-3 satellite platform, was accommodated in a container that measured 11.4m long, 4.6m wide, and 4.1m high, and weighed 23 tonnes. The cargo travelled from Washington Dulles International Airport, USA to Cayenne, French Guiana on board one of ANTONOV's seven AN-124-100 aircraft, which has a cargo cabin capable of accommodating such oversized cargo as well as a payload of up to 150 metric tonnes.

"Due to the size and weight of the cargo, we used a low-profile ramp system to safely and efficiently load and offload the satellite," said Amnon Ehrlich, Director Sales – North America, – specifically designed and manufactured by Antonov



for the satellite and space transportation sector, to safely and efficiently load and offload the satellite," said Amnon Ehrlich, Director Sales – North America, Antonov Airlines. "The aircraft returned to Washington

Dulles International Airport with Orbital ATK's newly developed Galileo spacecraft container in order to accommodate another satellite transport requirement for Orbital ATK."

## Emirates' pharma corridors

Emirates SkyCargo has introduced pharma corridors which aims to offer additional protection across selected stations in its network for pharmaceutical cargo.



CT BUREAU

The airline is working with ground handling partners and other stakeholders at multiple cities across its global network in order to ensure that handling operations for pharmaceuticals at these stations are uniform and comply with Emirates SkyCargo's stringent norms for pharma transport as well as with either EU Good Distribution Practices (GDP) or IATA Centre of Excellence for Independent Validators (CEIV) pharma guidelines.

Emirates SkyCargo will therefore be able to provide a supplementary protection of product integrity during transport of temperature sensitive pharmaceutical cargo through these cities.

In 2016, Emirates SkyCargo's operations at its hub in Dubai including



Nabil Sultan  
Senior Vice President – Cargo  
Emirates SkyCargo

its dual cargo terminals at Dubai International Airport, Dubai World Central and the interconnecting trucking operations were certified as compliant to EU GDP guidelines by Bureau Veritas, Germany. The introduction of pharma corridors with a focus on non-hub handling activities allows it to go one step further for the protection for pharma cargo.

Nabil Sultan, Senior Vice President – Cargo, Emirates SkyCargo, said,

"As a customer focused organisation, we have been listening to feedback from stakeholders in the global pharmaceutical industry."

"We realised that it was essential to work with our partners on the ground at the various stations in order to ensure that pharmaceutical cargo travels under the best conditions not only through our state-of-the-art facilities in Dubai and when onboard our modern aircraft, but right from the point the cargo gets dropped off at the origin airport until it is collected at the destination airport," he adds.

The airline is also actively exploring the roll out of dedicated pharma flights across the network. "Emirates SkyCargo constantly strives to offer the best solutions for our customers," Sultan adds.

## Lufthansa goes digital

Lufthansa Technik AG is launching a programme to digitise its warehousing operations with a digital warehouse pilot destined for Munich Airport (MUC).



CT BUREAU

One strategy the company has adopted in its digitalisation approach is the decision to work with specific technology startups developing technology that automates or digitalises warehouse operations. Two such technologies LTLS is adopting include Proglobe's 'smart data glove' and an automated

guided vehicle from Agilox. "We are currently testing and starting to implement digital assistance systems, localisation technologies and driverless transport systems in selected areas of activity," said Harald Kolbe, Head of Digital Innovation, LTLS.

While the programme is launching in Munich, thanks to the airport's growth

– MUC saw 7.1 per cent growth in airfreight and air mail volumes from 2016 to 2017 – its connectivity to local infrastructure and the availability of new aircraft types stationed there, LTLS also intends to implement technological advancements at locations in Frankfurt and Hamburg. Ultimately, the company aims to digitalise process at all its locations.





Move your  
**BUSINESS AHEAD**  
with our **Innovative**  
Logistics and Warehousing services



Innovative Logistics offers a complete range of supply chain services that reduce costs and increase profit potential. Our integrated services provide all aspects of logistics planning, control and execution. From point of origin to consumption, our design services can turn your operational challenges into a substantial competitive advantage.

- Pan India Warehousing & Distribution services
- 500 to 50,000 sq ft well equipped and automated warehouses
- Air, Rail, Road: Primary & Secondary transportation with online consignment tracking

- Clearing and Freight Forwarding
- Product Distribution / Trading
- Value Added Services
- Single Window Solution
- 24x7 services



41A, AJC Bose Road, Kolkata- 700017. Tel.: 91 33 22640046. Email: mailus@innovativelogistics.in. www.innovativelogistics.in

**Regional Offices: Kolkata, Delhi, Bangalore & Mumbai**



# Industry gears up for FWC 2018

Federation of Freight Forwarders' Associations in India (FFFAI) will be hosting the first international logistics congress; 'FIATA World Congress 2018' (FWC-2018) from September 26-29, 2018 at Pullman-Novotel Hotel, Aerocity in New Delhi. The congress will be attended by more than 1500 Indian and overseas delegates.



INDIA

## Essar Ports invests in Salaya & Vizag

Essar Ports has completed its investment of over ₹2,800 crore in its Salaya and Vizag terminal projects that has the potential to increase the company's revenues by 30 per cent in FY2018-19 on the back of third-party cargo growth. **Rajiv Agarwal**, CEO, Essar Ports, said, "The two fully integrated and automated facilities at Salaya and Vizag further the goal of port-led development set by the Government of India.

It is also a manifestation of Essar's vision of building world-class core sector assets of national importance." Essar Bulk Terminal Salaya has also commenced commercial operations at its 20 million tonne dry bulk terminal at Salaya with the berthing of its first vessel.

The Salaya terminal, which has been built at a cost of ₹2,000 crore, is expected to emerge as the most preferred deep



draft port destination for shipment of dry bulk cargo in the Saurashtra region. It is capable of berthing vessels of up to 100,000 tonnes DWT, while handling commodities like

coal, bauxite, limestone and fertilisers, including both export and import cargoes. The port's infrastructure is best in class and compliant with global safety standards. It

is equipped with two screw type ship unloaders, each of 2,500 TPH (tonnes per hour) capacity; one 1,500 TPH ship loader; a 20-km covered conveyor system of 5,000 TPH capacity; dust suppression and extraction systems and a series of stacker cum reclaimers.

The stockyard is integrated with nearby power plants that have a cumulative capacity of 1,710 MW capacity, with the conveyor system

ensuring environment-friendly movement of coal. The conveyor is a complex 20-km network spread across both land and sea and enables cargo loading and unloading on the same jetty.

**Capt Deepak Sachdeva**, CEO, Essar Bulk Terminal Salaya, said, "Quick turnaround and our ability to handle vessels up to 100,000 DWT will give a significant competitive edge to our customers."



# Maersk, IBM to digitise global chains

The aim of the new company will be to offer a jointly-developed global trade digitisation platform built on open standards and designed for use by the entire global shipping ecosystem.



CT BUREAU

A.P. Moller - Maersk and IBM are set to establish a joint venture to provide more efficient and secure methods for conducting global trade using blockchain technology. The company will address the need to provide more transparency and simplicity in the movement of goods across borders and trading zones.



Vincent Clerc  
Chief Commercial Officer  
Maersk

Maersk and IBM will use blockchain technology to power the new platform, as well as employ other cloud-based open source technologies including artificial intelligence (AI), IoT and analytics, delivered via IBM Services, in order to help companies, move and track goods digitally across international borders. Manufacturers, shipping lines, freight forwarders, port and terminal operators and customs authorities can all benefit from these new technologies and ultimately consumers. "This new company marks a milestone in our strategic efforts to drive the digitisation of global trade. The potential from offering a neutral, open digital platform for safe and easy ways of exchanging information is huge, and all players across the supply chain stand to benefit," said **Vincent Clerc**, Chief Commercial Officer, Maersk & Future Chairman of the board of the new joint venture. "By joining our knowledge of trade with IBM's capabilities in blockchain and enterprise technology, we are confident this new company can make a real difference in shaping the future of global trade." The joint venture will now enable IBM and Maersk to commercialise and scale their solutions to

a broader group of global corporations. "The major advances IBM has made in blockchain have shown that the technology can foster new business models and play an important role in how the world works by building smarter business,"

said **Bridget van Kralingen**, Senior Vice President, IBM Global Industries, Solutions and Blockchain. "Our joint venture with Maersk means we can now avail speed adoption of this exciting technology with the millions of organisations who play

vital roles in one of the most complex and important networks in the world, the global supply chain. We believe blockchain will now emerge in this market as the leading way companies seize new untapped economic opportunities." Additional

customs and government authorities, including Singapore Customs and Peruvian Customs, will explore collaborating with the platform to facilitate trade flows and enhance supply chain security. To address the specific needs

of the industry, Maersk and IBM are establishing an advisory board of industry experts to help further shape the platform and services, provide guidance and feedback on important industry factors, and drive open standards.



**Logistics through innovation, dedication & technology...**



### Infrastructure & Advantages

- ✓ Customs Bonded Warehouse.
- ✓ Import & Export Hub.
- ✓ Covered Warehouse facilities of over 4,50,000 sq. feet under 1 roof with modern racking system which can house more than 40,000 Pallet spaces.
- ✓ 3PL Facilities.
- ✓ Flexi Warehousing.
- ✓ Automobile Logistics services.
- ✓ Spread over 50 acres of land.
- ✓ Over 6000 teus per month i.e. 72,000 teus p.a.
- ✓ Robust fleet of company owned vehicles, monitored & tracked electronically.
- ✓ 24x7 CCTV monitoring.
- ✓ CFS Owned equipments - 5 Top Lifters, 140 Trailers, 30 Forklifts, 2 Empty Handlers, 1 Crane.
- ✓ Direct Access to the National Highway 17, from Panvel to Goa.
- ✓ Distance from Panvel station 6 Kms.
- ✓ DPD Facility along with 3PL Facilities.
- ✓ General warehouse.
- ✓ 200 trailers for PAN INDIA movement.





📍 JWC logistics Park Pvt Ltd, National highway 17, Panvel Goa  
Highway, Village Palaspe, Panvel, Maharashtra- 410206

☎ +91 2143 661900 (100 lines) 📠 +91 2143 661952

✉ jwccfs@jwclogic.com ✉ krutijobanputra@jwclogic.com

✉ jignesh@jwclogic.com

**www.jwclogic.com**

CargoTalk/Jan-2018



# Maintaining efficacy in cold chain

At the recently-held PHD Chamber of Commerce National Conference on Cold Chain Infrastructure in the capital, eminent industry experts discussed the challenges faced and solutions needed to bring efficiency in cold chain.



KALPANA LOHUMI

**Dr Ashok Dalwai**  
IAS, CEO  
National Rainfed  
Authority, Ministry of  
Agriculture & Farmer  
Welfare, Government  
of India

Demand is an extremely important criterion and it largely comes from the rural sector. Unless we look at policies that impact the rural economy we will not be able to sustain. Social security support is required. The contract farming is the

way forward as this will help monetise agriculture and horticulture wastage, which at present is substantially higher. A model contract Farming Act has been put in public domain for stakeholders' comments. Once the model law is ready, it will be shared with state governments for adoption.

India's agriculture economy is very complex. The country can produce anything that is being produced across the world, from the tropical



to temperature-sensitive. The need of the hour is a system where we can absorb the surplus in a meaningful manner.

**Pawanexh Kohli**  
CEO & Chief Advisor  
National Centre for  
Cold-chain  
Development (NCCD)

I feel empowered when we use the term logistics or an integrated system for describing cold chain. The concept of cold chain is integrating multiple sectors together.

Cold chain is an amalgamation of technology due to its concept of an integrated flow of produce from farm to fork. Cold chain system cannot be developed in isolation;

railways need to be used, trucking needs to be used but the question remains where should it start from? The source points meant for bulk of produce is farms; cold stores must source from farms.

To implement farm-to-fork connectivity, pack-houses are required; we have to make the product ready to get into the cold chain. Cold chain unlike other logistics system cannot be successful when functioning is in isolation. In reefer movement, there has



to be a synonymous load to bring viability, better cash flows so that you can produce more. Cold chain acts as a bridge between farmers and industry or an urban and a rural provider.

**Ashish Mohan Wig**  
Chairman – Roads,  
Ports & Other Infra-  
structure Committee  
PHD Chamber

Contrary to the popular beliefs that cold chain is not merely refrigeration of perishable commodities, it is a logistics system that provides a series of facilities to maintain ideal storage condition of perishable from the point of origin to point of consumption. India is one of the largest consumers

of food and third largest producer of agriculture products. We are also one of the largest producers of milk. India's cold chain sector is combination of surface storage and refrigerated transport. The cold chain logistics market in India is estimated to grow at 27 per cent and expand to 23.88 per cent in value terms by 2019.

But the challenges we face are, the lack of knowledge to the people who are at ground



and also the inefficient and fragmented infrastructure of cold warehouses, transport and associated services.

**RS Bedi**  
Chairman – Railways  
Committee  
PHD Chamber

Cold chain has now become an integral part of supply chain management. However, the focus is now shifted from increasing the production to better storage and transportation of food produce. The major infrastructure components that need to be developed for effective integration of cold chain sector are static

infrastructure which includes immobile infrastructure at farm gate which we call modern pack houses with pre-coolers value-adding units and term-based storage which is bulk warehouses and cold distribution hubs, that is, cold stores for last mile access to market. Then, we have the mobile infrastructure designed for the logistical load factors; small volume transit and long-haul transits. Additionally, cold chain extends to last mile retail



or point of sale at merchandising platform. There is an urgent need for a robust cold chain system in the country.

**Pankaj Mehta**  
Managing Director  
Carrier Transicold India  
& South Asia

Reefer trucks have been an important aspect of products like ice cream, meat, pharmaceuticals, etc. Cold chain in India today is at a more advanced and mature stage and seems to be working well. But in agriculture space, linkages and policies are

still being formulated. The government is taking lot of initiatives in the form of policy changes, subsidies and incentive, to name a few.

Despite getting subsidy from government there are gaps in the system. The deficiency in farm gate pack-house is evident that there are markets asking for good quality fruits. One of the things to



understanding is that cold chain is complex and expensive.

**SK Sharma**  
Managing Director  
Global Agrisystem

Most of the times when we talk about cold chain, the widely used term is wastage and therefore, cold chain is important. But its role is more than reducing wastage. For example, if production of any produce in the country increases by 10 per cent, the prices will go down by 60 per cent. It happens because at

the time of harvesting, people do not have capacity to hold the produce and they are forced to bring in to the market. Hence, if we have to increase productivity, storage and process infrastructure is a must. It also helps to reaching out to the last consumer. Bringing produce to the prospect consumer is an important aspect. A time will come when processed products will be cheaper than



fresh ones and it will require extensive efficient logistics to get distributed easily.

**Sanjay Gupta**  
Director  
Infracool

In the last 14 years, the development of cold chain segment in our country has led to enable the people to store good quality of fruits like apple in their stores and selling it in odd seasons as well. This is

how cold chain is developing. With the cold chain solutions, farmers can also get paid more because their produce will get stored for a longer period. The sustainability of the produce enhances the income of the farmers who otherwise suffer due to lack of storage facilities.



**Hitin Suri**  
Jt. Managing Director  
Suri Agro Fresh

There are two ways of doubling income, that is, increase the yield and stop the wastage. Wastage can be stopped by cold chain but increasing yield is quite difficult, but it is possible too.

Now, from the policy part, I would like to bring to the notice to the ministry that if the technology has been improvised, then it should be allowed to the entrepreneur to change the back-end technology whereas the consultant to the ministry do not allow us.



## Highlights

- ◆ The contract farming is the way forward as this will help monetise agriculture and horticulture wastage, which at present is substantially higher.
- ◆ The need of the hour is a system where we can absorb the surplus in a meaningful manner.
- ◆ Cold chain unlike other logistics system cannot be successful when functioning in isolation.
- ◆ It works as a bridge between farmers and industry or an urban and a rural provider.
- ◆ The country can produce anything that is being produced across the world, from the tropical to temperature-sensitive.
- ◆ The deficiency in farm gate pack-house is evident that there are markets asking for good quality fruits.
- ◆ The challenges is the lack of knowledge to the people who are at ground and also the inefficient and fragmented infrastructure.





PINKCITY LOGISTICS LIMITED



An integrated Logistics Solution Provider  
with innovative solutions to save

**time & Cost**



**FAST DELIVERY**

#### SERVICES OFFERED:

- International Freight Forwarding
- Custom Broker (CHA)
- ODC & Project Cargo clearance & handling
- Multimodal Transportation

## PINKCITY LOGISTICS LIMITED

#### Registered Office:

V5 04, Ansal Garg Enclave, 122/235,  
Sarojini Nagar, Kanpur-208 012  
Tel: +91-512-2224641/2217001/2216976  
Fax: +91-512-2234911

#### Corporate Office:

216 Chawla Complex, Sector-15,  
CBD Belapur, Navi Mumbai-400 614  
Tel: +91-22-27562739/49, 61400500  
Fax: +91-022-27565396  
Email: info@pinkcitysilica.com

- |              |            |
|--------------|------------|
| • Agra       | • Kolkata  |
| • Bhopal     | • Ludhiana |
| • Delhi      | • Mumbai   |
| • Gandhidham | • Mundra   |
| • Hazira     | • Nagpur   |
| • Indore     | • Renukoot |
| • Kanpur     | • Vizag    |

[www.pinkcitysilica.com](http://www.pinkcitysilica.com)



# PHD's conference on pertinent issues

Several crucial subjects were discussed at the conference organised by PHD Chamber of Commerce on cold chain infrastructure. The conference witnessed attendance of major players from the trade and ministry.





# 'Eye'ing the future of digital logistics

**Kushal Nahata**, Co-Founder and CEO, FarEye, talks about how the company is strengthening the logistics infrastructure and making the ecosystem more efficient to operate.

According to a recent announcement, the Government of India is highly committed to reducing logistics cost from 14 per cent of GDP to about 10 per cent by 2022. To improve the state of logistics and its infrastructure, there is a need for data-driven and planned approach towards achieving operational excellence and reducing costs. Logistics is going to be a 'game-changer' in the Indian ecosystem and the initiative taken by the Department of Industrial Policy & Promotion, helps in increasing the speed for the functioning of the business, improving the ease of doing business with significant success.



Kushal Nahata  
Co-Founder and CEO  
FarEye

The key challenges include: complicated networks, increasing in coordination costs across the supply chain coupled with deficient infrastructure, entry taxes and poor vehicle-load-carrying capacities, resulting in delays and damages.

With the complaints in the e-commerce marketplace model increasing, improving logistics infrastructure and deploying ICT based solutions are the most crucial link, for a better tomorrow. The logistics sector is being touted as one of the main beneficiaries of the new GST regime. Reforms in GST has reduced the logistics costs of companies producing non-bulk goods by as much as 20 per cent, according to an estimate by Crisil. Organised logistics sector could be a \$50 billion opportunity in India by 2025 helped by formalisation of the sector, consultancy firm Alvarez & Marsal said in an industry report.

## Where does FarEye fit in?

According to a recent study, India suffers a huge loss of \$21.3 billion annually on account of delays and additional fuel consumption due to poor road conditions and frequent halts. FarEye

is changing the underlying ground level challenge faced by the logistics industry; lack of real-time visibility and operational inefficiency. As a Carrier-agnostic SaaS platform, FarEye uses mobility along with geo-intelligence and big data

to improve operational excellence. It enables digital logistics for express courier, retail, ecommerce and FTL/LTL distribution as an integrated layer for business to monitor real-time supply chain, with live ETA and event alerts. FarEye empowers

business by quickly building and deploying customised cloud applications that are stable, secure, and scalable without worrying about the integration with end hardware or existing/external software setups. It all happens at a speed of

light with a simple drag & drop functionality. FarEye platform helps in logistics-process modelling and building applications to make logistics processes efficient and transparent and called as OS for logistics operations.



THERE IS A  
THIN LINE  
BETWEEN HEALTHCARE  
AND EDIBLE NEEDS!



## Infrastructure & Advantages

- ✓ Storage of 7000 pallet, 15 identical chambers of 432 pallets each.
- ✓ Temperature range of +25.c to -25.c.
- ✓ 24x7 Operational Hours.
- ✓ VAS facility of Processing, Repacking, Labelling & Sorting.
- ✓ Customs Bonded Area.
- ✓ Operated reach trucks, forklifts & hand pallet movers.
- ✓ IT Infra with WMS, FIFO control H Barcoding systems.
- ✓ Inflatable Dock Shelters with Dock Levelers.
- ✓ 100% Power back-up with multi generators.
- ✓ Fire-fighting & fire prevention systems.
- ✓ LED eco-friendly lighting.
- ✓ ISO 22000:2005 and HACCP Certified.
- ✓ Refer Vans to Support Distribution.
- ✓ GDP Certified

CargoTalk/Jan-2018



Temperature Control Handling Area



Freezer/Chiller Chamber



Services

www.jwllogic.com

15-23, National Highway 4B, Panvel-JNPT Highway,  
Village Padeghar, Panvel 410206. Maharashtra.  
+91 22 66280700-98 +91 22 66280781  
raaj@jwllogic.com vaman@jwllogic.com  
cs@jwllogic.com



## EVENT TALK

## FEBRUARY 2018

## ► Domestic

Shipping, Marine & Ports World Expo	Mumbai	21-23
-------------------------------------	--------	-------

Supply Chain Technology Conference & Expo	Mumbai	22-24
---	--------	-------

## ► International

SCM World Live Americas 2018	Miami	4-6
------------------------------	-------	-----

Breakbulk Middle East	Abu Dhabi	6-7
-----------------------	-----------	-----

Cargo Logistics Canada Expo & Conference	Canada	6-8
--	--------	-----

RLA Conference & Expo	Las Vegas	6-8
-----------------------	-----------	-----

Retail Supply Chain Conference 2018	Phoenix	25-28
-------------------------------------	---------	-------

Logistics & Supply Chain Management	Dubai	25-Mar 1
-------------------------------------	-------	----------

Global Forum Canada	Toronto	26-Mar 1
---------------------	---------	----------

## MARCH 2018

## ► Domestic

Shipping & Logistics India 2018 Southern Region	Chennai	1-3
---	---------	-----

## ► International

20th WCA First Annual Conference	Singapore	2-5
----------------------------------	-----------	-----

IWLA Convention	Florida	11-13
-----------------	---------	-------

12th World Cargo Symposium	Dallas	13-15
----------------------------	--------	-------

SCOPE Supply Chain Conference	Chicago	18-20
-------------------------------	---------	-------

Intermodal Asia 2018	China	20-22
----------------------	-------	-------

Logistics Summit & Expo	Mexico	21-22
-------------------------	--------	-------

Breakbulk China	China	26-28
-----------------	-------	-------

For more information, contact us at: [cargotalk@ddppl.com](mailto:cargotalk@ddppl.com)

# FIATA World Congress 2018 announced in Delhi

Federation of Freight Forwarders' Associations in India (FFFAI) will be hosting the first international logistics congress — FIATA World Congress 2018 (FWC-2018), from September 26-29, 2018, in New Delhi.



CT BUREAU

To provide an update about the FWC-2018, FFFAI and FIATA held a press conference wherein FFFAI office bearers and FIATA leaders from abroad announced that the World Congress will be attended by more than 1500 Indian and overseas delegates. The press conference was addressed by **Stanley Lim**, Past President, FIATA and Chairman, FIATA World Congress Committee; **Hans Gunther**, Director-General, FIATA; **Elena Primitzhofer**, Co-ordinator, FIATA World Congress Committee; **Ashish Pednekar**, Chairman, FFFAI; **AV Vijaykumar**, Chairman-elect, FFFAI; **Debashis Dutta**, Past Chairman, FFFAI and Chairman, FWC 2018 Committee and **Amit Kamat**, Hony. Secretary, FFFAI and Congress Co-ordinator, FWC-2018.

The speakers focused on the importance of the logistics industry in India in view of the present government's impetus on manufacturing, trade facilitation, exim trade, and infrastructure development.




"We have been trying to organise this event in India for the last couple of years. Our government, which is proactive towards facilitating the logistics industry in the country, has promised full support to make FWC-2018 a grand success. **Nitin Gadkari**, Minister for Shipping, Road Transport & Highways, Government of India, has already confirmed his participation as Chief Guest. We are also expecting active participation from other ministries to this game-changing event," informed Pednekar. Addressing the press, Lim expressed his full confidence about the

“  
FFFAI has created this opportunity for the first time in the history of freight forwarding and logistics industry in India  
”

success of FWC-2018 in India. He said, "Thanks to the conducive environment for manufacturing, exim, and logistics in India, it is well-prepared for hosting FWC-2018 in New Delhi and it

would be the most exciting international logistics event." He also commended FFFAI's leading role in developing freight forwarding and logistics industry in India in association with the government.

"FFFAI has created this opportunity for the first time in the history of freight forwarding and logistics industry in India, and industry practitioners should avail the same by connecting themselves with world trade and the logistics market," added Dutta. He also emphasised on showcasing brand India, through this mega event. 

## ASSOCIATION TALK

## Safexpress wins top honour

Safexpress has been honoured with the award for 'Overall Excellence in Supply Chain & Logistics' by CII SCALE Awards 2017. The award was presented for the firm's exemplary performance in the field of Road Transportation, 3PL, Warehousing and Skill Development.

The award was bestowed upon Safexpress by **Mohammad Mahmood Ali**, Deputy Chief Minister of Telangana, Government of India. **Vineet Kanaujia**, Vice President – Marketing,



Safexpress, and **Amit Kumar**, Head – Retail, Safexpress accepted the award on behalf of Safexpress. Kanaujia said, "This award bears testimony to our company's resolve to play a leading role in shaping the future of

supply chain and logistics industry. Supply chain and logistics is the backbone of Indian economy and is evolving rapidly. Safexpress will determinedly continue its endeavour to achieve the highest standards of

service in this domain. As the industry leader, we have been taking the lead in developing a world-class infrastructure, adopting the best systems and processes, employing the best talent, and adopting the latest technology."





# SUPERFLAT & JOINTLESS SFRC FLOOR

## FM 2 Flooring with Laser Screed



Winner of  
**india cargo awards**  
for being  
"Best Warehouse Flooring  
Solution Provider"



## INDIA'S BIGGEST FLOORING COMPANY SPECIALIST IN INDUSTRIAL & WAREHOUSE FLOORING

*Including Lythic Nano Silica Densification & Concrete Polishing*



**SUPERFLAT FLOOR**



**SUPERFLAT FLOOR SURVEY**

**DELIVERING FASTER-FLATTER-FLOORS FOR FUTURE!**

**Our floors are  
occupied by**

**INDOSPACE**  
INDUSTRIAL & LOGISTICS PARKS



**amazon**



**apollo**



For all your flooring needs contact:-  
Mr. Pradeep Lamba: +91 9717854400, LTFSP@lamba.co.in  
Mr. Ritesh Jain: +91 8470854405, riteshjain@lambasolutions.co.in  
Visit Us: [www.Ltfsolutions.co.in](http://www.Ltfsolutions.co.in)



Branch Offices: Delhi, Haryana, Rajasthan, Karnataka, Tamil Nadu, Telangana, Gujarat, Maharashtra



## Ritco Logistics Gurugram

Ritco Logistics has appointed **Dhananjay Prasad** as CEO for its Indian Market. He will be responsible for the Business Commercial proposition, devising and driving revenue across India in contract logistics business management. He will also drive growth of the company and will develop market penetration across domestic and International (Plan) market.

He was formally associated with DTDC SCS, Beetel, Honda Logistics and Gati, and has over 20 years of professional experience.



## CMA CGM France

CMA CGM has named **Rajesh Krishnamurthy** as Group Senior Vice President of IT and Transformations, as part of its ambition to become an industry leader in new digital solutions. Krishnamurthy is set to join the French container shipping line on February 12, and his appointment follows the creation of a team of chief digital officers, the establishment of CMA CGM Ventures, dedicated to investments in innovative technologies, and partnerships with major e-commerce groups. He was most recently Global Head – Energy, Utilities, Telecoms & Services at Infosys and has spent most of his career in the field of IT and transformation.



## TIACA Miami

**Sebastiaan Scholte**, Chief Executive Officer (CEO), Jan de Rijk Logistics, is the new Chairman of The International Air Cargo Association (TIACA). Scholte, who has been TIACA Vice Chairman for two and a half years, takes over from Sanjiv Edward, CCO, Delhi International Airport. Scholte has worked in the air freight industry for over 20 years, including for Aeromexico, where he was Vice President Sales. He held senior management roles with Cargolux for eight years from 2002 and took over as CEO at Jan de Rijk Logistics in 2010.



## Dachser Hong Kong

**Jochen Müller** took up the role of Chief Operations Officer (COO) for Dachser's Air & Sea Logistics business. He replaces Thomas Reuter, who retired at the end of last year after 39 years at Dachser. As COO – Air & Sea Logistics and a member of the Executive Board, Müller will continue the work of Reuter. His core duties include the further expansion of the intercontinental air and sea freight network and the connection of this network with the European road network to add value for customers through intermodal logistics. He joined the board of Schenker Deutschland AG in 2011. Prior to that, Müller was CEO of Schenker's British subsidiary.



## Etihad Aviation Group UAE

Etihad Aviation Group (EAG) has announced the appointment of **Mark Powers** as its new Group Chief Financial Officer. In his new role, Powers will be responsible for the finance function across the Abu Dhabi-based group's five divisions, which comprise UAE national airline Etihad Airways, Etihad Airways Engineering, Etihad Airport Services, Hala Group and Airline Equity Partners. Powers joins EAG from Tulane University's A.B. Freeman School of Business, where he was Professor of Finance. He brings with him significant industry experience, having held senior leadership roles at major airlines including JetBlue, where he most recently held the position of Chief Financial Officer.



**Steven Polmans**, Head of Cargo & Logistics, Brussels Airport Company (BAC), is now the Vice Chairman of TIACA. He has 20 years' experience in the air cargo industry and is also the Chairman of Air Cargo Belgium, an initiative bringing together airlines, handlers, forwarders, the airport authority, and other stakeholders for the greater good of the community. Prior to joining BAC, Polmans worked for ground handler Aviapartner, before moving on to logistics marketing specialist GLU4 BV, where he managed the company's Benelux operations.



## TALKing People

**Saurav Arora**, Co-Founder, IMHere24x7 & India Cargo Award winner 2016, likes to watch movies and read biographies and motivational books in respite. Sharing his love for reading he adds, "The last book I read was 'The Nationalist' and presently I am reading 'Ikigai: The Japanese Secret to a Long and Happy Life by Héctor García'." Arora loves playing cricket and his favourite food is Indian. Coming to the favourite vacation spot, he says, "Goa is one of the most preferred holiday destination. I simply love the ease of the place. I also visited Vaishno Devi, Katra/Jammu recently."



**Virender Verma**, Director, Ocean Pride Logistics India & India Cargo Award winner 2017, prefers spending time with family and friends at home. "An adventure trip with Ocean Pride team is always in the list to do in my free time." Verma loves playing cricket and badminton. His favourite cuisines are Indian and Italian. Talking about his holiday destinations, he mentions, "It has to be Switzerland and London anytime because of the beautiful landscapes and weather in summers."



"My free time is all about outdoor sports," says, **Vikas Yadav**, Director, Future Warehousing Solutions. "Horseback riding is my much-loved sport," he adds. Talking about his favourite cuisine, Yadav mentions Indian food and more specifically Mughlai. When asked about favourite holiday destination, Yadav says, "There are too many favourite vacation spots to mention one. I like the wilderness and cold places. Hence mountains in India are in my preferred list. For abroad, I prefer Melbourne, Australia."







## **GATI-KWE WAREHOUSING SOLUTIONS.** 3 MILLION+ SQ.FT. OF TECH-ENABLED WAREHOUSING, TO KEEP YOUR BUSINESS GROWING.

It takes state-of-the-art warehousing solutions to keep your business running like a well-oiled machine. Customised to your needs, our advanced warehouses come with warehouse management technology, Shop Floor Automation, world-class Material Handling Equipment, sophisticated racking systems, and conveyor belts. All of it integrated seamlessly with our pan-India express distribution network. Simply put, what you get is time- and cost-efficiency, improved order fulfilment, and constant traceability. Couple it with value-added services like freight forwarding, customs clearance, inventory management, import/export management, packaging and labelling, distribution, assembly/installation, after sales support, and reverse logistics, and you've got everything your business needs, under one roof.

**So choose GATI-KWE Warehousing. And access customised solutions that help your business run smoother.**



Value-added services



3.3 Mn+ WH capacity and fulfilment centres



100+ large format hubs across India



Customised solutions for multiple industries



Cost-effective, dedicated, and shared space



Best-in-class Warehouse Management System



Integrated warehousing and distribution



Unlock the GST advantage



Scan to know more

Gati Limited, Kondapur, HITEC City, Hyderabad - 500084 | [businessenquiry@gati.com](mailto:businessenquiry@gati.com) | [www.gati.com](http://www.gati.com) | [www.gatikwe.com](http://www.gatikwe.com) | Call: 1860-123-4284

Cold Chain Solutions | M-VATS | e-Commerce Logistics | Express Distribution | Freight Forwarding | Trading Solutions



# FUTURISTIC AUTOMATION TECHNOLOGY IS WHAT WE DO BEST!

Industrie 4.0 and AI are together going to bring about unimaginable changes to the shop floor and warehouses of the near future. As specialists in Drive Technology & Motion Control Automation for over 85 years, we at SEW-EURODRIVE are leading this change with our latest factories in Europe built to Industrie 4.0 norms.

With the best of German R&D along with a strong, competent local engineering team in India and a consultative approach, we are uniquely equipped to deliver the precise solutions required for your business.

Starting your automation journey with SEW-EURODRIVE enables you to scale up as your ambitions mature, right up to the cutting edge of motion control automation technology. So you never have to ask "WHAT NEXT?"

Call us for a discussion about customised solutions for your business.



MSA/18/21/10/108



LEADER IN DRIVE ENGINEERING | MOTION CONTROL AUTOMATION EXPERT  
IN INDIA SINCE 1997 | OPERATING IN 50 COUNTRIES | GERMAN DESIGN & TECHNOLOGY  
☎ +91 96866 24322 | Email : [marketing@seweurodriveindia.com](mailto:marketing@seweurodriveindia.com) | [www.seweurodriveindia.com](http://www.seweurodriveindia.com)

**SEW**  
**EURODRIVE**

Driving the world



India

Supplement of CARGOTALK FEBRUARY 2018

A DDP PUBLICATION

# CARGO AWARDS

CARGOTALK

Pages: 20



**3<sup>rd</sup>**  
edition of  
North & East India  
**Cargo  
Awards**



**SALMAN KHURSHID**

Former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India

**HONoured THE AWARD WINNERS**



# Working Presence PAN INDIA

A leading logistics company providing  
Warehousing & distribution solutions



**Baba**  
Associates & Logistics Pvt. Ltd.  
(An ISO9001:2008 Certified Company)



- 3PL
- Transportation
- Warehousing
- Distribution
- End-to-End Solutions



Winner of  
**india  
cargo  
awards**  
North & East  
for being  
Most Innovative  
Warehousing Company



**Baba Associates & Logistics Pvt. Ltd.**





## PUBLISHER'S NOTE

The cargo industry is the backbone of the economy but it seldom gets the acknowledgement and recognition that it deserves. The sector needs a lot of encouragement to grow further. Hence, India Cargo Awards decided to give the much-awaited recognition to the real heroes and the movers and shakers of the industry, people with initiative and foresight to take the cargo industry to even greater heights. These stalwarts need to be acknowledged, appreciated and encouraged in every region of the country - East, West, North and South.

As an endeavour to recognise the achievers of the cargo industry, who have worked strenuously towards taking the industry to its heights, India Cargo Awards travelled to Delhi, to pay accolade to the hard work of the players in North and East India.

Our top-most honour, the Gold Maya, is awarded to those stalwarts who have shaped the industry in the way it is today and created innovative ways to take the industry a notch higher.

The award ceremony is brought to life by a charismatic anchor and singer who makes everyone dance and sing to her beats. At the black-tie, Silver Service event, various performers enthrall and amuse the audience. The third edition of India Cargo Awards - North and East was the beginning of a new journey of long-term association for some and renewal of a bond we share with many others.

India Cargo Awards will be travelling to various other cities in India in its subsequent editions.

SanJeet

## India Cargo Awards

**CHAIRMAN**  
VIKRAMAJIT  
**EDITOR & PUBLISHER**  
SANJEET

**MARKETING**  
Gunjan Sabikhi  
Amit Bhasin  
Yogita Bhurani

**EDITORIAL**  
Peden Doma Bhutia  
Kalpana Lohumi  
Jessy Iype

**DESIGN**  
Yogendra Baghel  
Nityanand Misra  
Vikas Mandotia  
Nitin Kumar

**PRODUCTION**  
Anil Kharbanda

**CIRCULATION**  
Ashok Rana

INDIA CARGO AWARDS is a publication of DDP Publications Private Limited. All information in INDIA CARGO AWARDS is derived from sources, which we consider reliable and a sincere effort is made to report accurate information. It is passed on to our readers without any responsibility on our part. The publisher regrets that he cannot accept liability for errors and omissions contained in this publication, however caused. Similarly, opinions/views expressed by third parties in abstract and/or in interviews are not necessarily shared by INDIA CARGO AWARDS. However, we wish to advise our readers that one or more recognised authorities may hold different views than those reported. Material used in this publication is intended

for information purpose only. Readers are advised to seek specific advice before acting on information contained in this publication which is provided for general use, and may not be appropriate for the readers' particular circumstances. Contents of this publication are copyright. No part of INDIA CARGO AWARDS or any part of the contents thereof may be reproduced, stored in retrieval system or transmitted in any form without the permission of the publication in writing. The same rule applies when there is a copyright or the article is taken from another publication. An exemption is hereby granted for the extracts used for the purpose of fair review, provided two copies of the same publication are sent to us for our

records. Publications reproducing material either in part or in whole, without permission could face legal action. The publisher assumes no responsibility for returning any material solicited or unsolicited nor is he responsible for material lost or damaged. This publication is not meant to be an endorsement of any specific product or services offered.

The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation.

All advertisements must comply with the Indian and International Advertisements Code. The publisher will not be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

### MUMBAI:

504, Marine Chambers, 43, New Marine Lines, Opp. SMDT College, Mumbai - 400 020, India, Ph.: +91-22-22070129; 22070130

### MIDDLE EAST:

Durga Das Publications Middle East (FZE) Z1-02, PO Box: 9348, Safi Zone, Sharjah, UAE Ph.: +971-6-5528954, Fax: +971-6-5528956

INDIA CARGO AWARDS is printed, published and edited by SanJeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86, 94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todarmal Road, New Delhi - 110 001 Tel.: +91 11 233 44179, Fax: +91-22-22070131 E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in





# Maya graces leaders of

The third edition of the India Cargo Awards – North & East, celebrated the accomplishment of the cargo industry of North & East India. The ceremony brought together eminent faces of the industry and served to encourage them to raise the bar for the other players.



KALPANA LOHUMI

Taking its voyage forward, India Cargo Awards organised its third edition of North & East region at The Lalit, New Delhi on December 20, 2017. **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law

and Justice and Minority Affairs, Government of India, was the Chief Guest for the distinguished evening. The ceremony saw the august presence of **Dr. Marisha Kaul**, Gladrags Mrs India North, along with the leaders of the cargo industry. India

Cargo Awards honoured the real runners of the industry. The 39 winners were chosen after a fair and unbiased selection process which includes an online voting platform. Highlighting the importance of cargo industry in the growth of country's GDP,



(L-R) Mahesh Trikha, SL Sharma, Vipin Vohra, Salman Khurshid, Renu Singh Parmar, T.A. Varghese





The winners of the esteemed India Cargo Awards - North & East, at The Lalit, New Delhi on December 20, 2017

# cargo in North & East

Khurshid, said, "We have critical gaps in our country. Infrastructure requirement is enormous because of the size of the country and population. There are many things in our country which we keep talking about, but it hasn't come, one of the examples we can refer here is cold chain infrastructure. Secondly, we have outstanding infrastructure in many ports, but it is still not enough. We have long waiting period. I believe that there is lot that has been achieved but frankly we need to multiply it." "Lot of integration, mapping out, planning are few things which is required in such a way that helps you to connect the important nodal points for seamless transportation," he adds.

**Renu Singh Parmar**, Former Sr. Advisor, MoCA, Government of India, who was awarded with the 'Gallery of Legends (Public Services)', says, "This platform is very encouraging for cargo business because in the logistics index India has to come up and it is the cargo industry which is going to improve our overall efficiency and have a major role to play in the country's growth. Now, with GST we can see that cargo is going to do even better. There will be faster movement of cargo."

"During my tenure, I saw it from the industry's perspective; what were the issues that were affecting the industry and asked industry to identify two or three major ones which I could address. Per-

haps, the industry is happy about the issues getting resolved. Significantly, greater ease of doing business has been facilitated to the air cargo sector," she adds. **Cyrus Katgara**, Partner, Jeena & Co was awarded with the prestigious 'Gallery of Legends' awards. Showcasing the potential of air cargo industry Katgara says, "One third of cargo, by value, moves by air from India. But still today we are such an underestimated industry. Secondly, only two per cent of world cargo is carried by air." The esteemed 'DDP Trailblazer' award went to **Ramesh Agarwal**, Founder & Managing Director, Agarwal Packers & Movers. With initiatives like 'Nidra Kendra' for drivers at Jaipur - Kishangarh highway (NH-8), Agarwal announced, "With this respon-

sibility we will open another Kendra in Malkapur, Maharashtra by May 2018." The coveted 'DDP Game Changer award' went to **Akash Bansal**, Country Head - Logistics, Om Logistics. He says, "If you see all organised companies who have grown in the last decade, are those who always kept the integrity of drivers along with them."

**Rahat Sachdeva**, Vice President - International Logistics was awarded with the prestigious 'Face of the Future' award. Thanking the industry for their continuous support, **Sanjeet**, Mentor, India Cargo Awards, says, "This recognition that we bestow on regional players has helped make the India Cargo Awards a leading award in a very short period of time." ↴





## Gallery of Legends (Public Services) | RENU SINGH PARMAR



► **Renu Singh Parmar**, Former Sr. Advisor, MoCA, Government of India, received the award for **Gallery of Legends (Public Services)**. She was felicitated by **SanJeet**, Director, DDP Group, **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India and **Dr. Marisha Kaul**, Gladrags Mrs. India-North

**Renu Singh Parmar**, Former Sr. Advisor, MoCA, Government of India, says, "Receiving this accolade, is a great honour for me. I had a terrific time dealing with various issues of the industry. I tried to understand those issues which affects the industry on a day-to-day basis." She expressed, "One of the important achievements was the reduction of dwell time at airports. I am really honoured that my efforts were recognised with this golden Maya."

Elucidating more about the trends in the industry, she adds, "This platform provides encouragement for the cargo business. The logistics index in India needs to come up. The industry is an important segment as it is an enabler for the country's growth. Now, with GST, we witness a positive trend through swift movement of cargo."

“Receiving this accolade, is a great honour for me. One of the important achievements for me was the reduction of dwell time at airports”





## Gallery of Legends | CYRUS N KATGARA



► **Cyrus N Katgara**, Partner, Jeena & Co., received the award for **Gallery of Legends**. He was felicitated by **SanJeet**, Director, DDP Group, **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India and **Dr. Marisha Kaul**, Gladrags Mrs. India-North

**Cyrus N Katgara**, Partner, Jeena & Co., shares, "I would like to thank India Cargo Awards for this recognition. It is always good to be recognised for your work in the industry. A platform like the India Cargo Awards provides a boost to the numerous players of this industry. Cargo industry, itself, has evolved over the time and now a professional attitude in the mindset can be witnessed. Being a part of this prestigious industry is a proud feeling."

“Cargo industry, itself, has evolved over the time and now a professional attitude in the mindset can be witnessed”

Katgara explains that in India, one third of the cargo moves by air.

He further adds, "We even today are an underestimated industry. This needs to change. Secondly, only two per cent of world cargo is carried by air."





## DDP Trailblazer | RAMESH AGARWAL



► **Ramesh Agarwal**, Founder & Managing Director, Agarwal Packers & Movers, received the award for **DDP Trailblazer**. He was felicitated by **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India and **Dr. Marisha Kaul**, Gladrags Mrs. India-North

**Ramesh Agarwal**, Founder & Managing Director, Agarwal Packers & Movers, says, "I would like to thank India Cargo Awards for this honour. This award pushes the responsibility of working more for the industry. I would like to dedicate this award to the driver's fraternity which plays a very important role in driving the nation's economy towards a positive end." Further elaborating on the industry status, he mentions, "I take the award as a responsibility. More awards are equivalent to more corporate social responsibility for us."

He also informs that the logistics industry is a rising sector and that the initiatives taken by the India Cargo Awards enables the leaders of the cargo industry to showcase gratitude for the efforts put in by them in making the sector a lucrative one.

“I would like to dedicate this award to the driver's fraternity which plays a very important role in driving the nation's economy towards a positive end”





## DDP Game Changer | AKASH BANSAL



► **Akash Bansal**, Country Head – Logistics, Om Logistics, received the award for **DDP Game Changer**. He was felicitated by **SanJeet**, Director, DDP Group, **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India and **Dr. Marisha Kaul**, Gladrags Mrs. India–North

**Akash Bansal**, Country Head – Logistics, Om Logistics, says, “I am thankful to India Cargo Awards for this platform. I am associated with this company from last 16 years now and have been trying to change the face of logistics with innovation. It’s a great initiative taken by India Cargo Awards to laud the leaders of the industry. These awards give us an opportunity to meet people and network. Being a part of this industry, it is important

“These awards give us an opportunity to meet people and network. Being a part of this industry, it is important to create a platform for our customers for better solutions”

to create a platform for our customers for better solutions. This award puts in more burden to deliver better solutions to the trade.”

Bansal further states, “As I come from the

domestic part of the industry, the important component is to nurture our drivers. This is something which we never thought of 10 years back. All the organised companies who have grown in last decade are those who kept the integrity of drivers along with them. We started as a social responsibility towards improving driver satisfaction, but landed up into being a service model.”



## Face of the Future | RAHAT SACHDEVA



► **Rahat Sachdeva**, Vice President – International Logistics, Rahat Continental, received the award of **Face of the Future**. He was felicitated by **SanJeet**, Director, DDP Group, **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India and **Dr. Marisha Kaul**, Gladrags Mrs. India-North

**Rahat Sachdeva**, Vice President – International Logistics, Rahat Continental, says, “It was really humbling to get awarded in front of legends. This award comes up with a lot of responsibility and I shall strive hard to deliver the best. I would also like to thank my father for the support and motivation. No matter how much self-motivated I am, this is not possible without his blessings.”

For Sachdeva, the highlight of the award ceremony was the way the emcee of the event engaged the award winners and the industry players to swing into some good music, while letting themselves free. “It was a fun-filled night where the industry veterans grooved to some entertainment and fun,” he expressed.

“This award comes up with a lot of responsibility and I shall strive hard to deliver the best. I would like to thank my father for the support and motivation”







## Chief Guest | SALMAN KHURSHID

**S**alman Khurshid, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India, says, "I heartily congratulate India Cargo Awards for successfully completing the third edition in the North & East region. Cargo industry plays a pivotal role in the country's GDP growth. Recognition is essential for this industry."

► **Salman Khurshid**, former Cabinet Minister for External Affairs, former Cabinet Minister for Law and Justice and Minority Affairs, Government of India, received the award for **Chief Guest**

## Guest of Honour | DR. MARISHA KAUL

**"I**t was a privilege being the guest of honour and felicitate the best in the business at the India Cargo Awards - North & East. It is a wonderful platform to recognise, appreciate and honour all those people who are working hard for the betterment of this industry. I would also like to congratulate the organisers for taking up this great initiative and I am sure these awards would go a long way in taking this industry to new heights."

► **SanJeet**, Director, DDP Group, and team India Cargo Awards felicitates **Dr. Marisha Kaul**, Gladrags Mrs. India-North for **Guest of Honour**



## Silver Partner | NAVIGATORS VISA GLOBAL LOGISTICS

**N**VGL group has been offering international logistics solutions since 1982, the company is designed to optimise the distribution process from pickup to delivery globally. It is an organisation structured to provide services which, relate to an end-to-end logistics concept that enables to provide its clients and partners a one stop logistics platform.

► **Navigators Visa Global Logistics**, received the recognition for **Silver Partner**. **Stanley Gomez**, Managing Director – Indian Subcontinent, **Vaibhav Verma**, Director- Finance, Navigators Visa Global Logistics received the award







## Entrepreneur of the Year

### YASHPAL SHARMA

**Y**ashpal Sharma, Managing Director, Skyways Group, says, "Couple of years ago, I received the 'Face of the Future' award, so yes, it held a responsibility and I am glad that after two years I could pick up the Entrepreneur award. With this honour, I hold the responsibility to make a mark in future. Entrepreneur award is just not for yourself, it is more about your team. This award goes to the team of Skyways who put in hard work. I would like to thank India Cargo Awards for the honour. Cheers to the India Cargo Awards team for holding such an amazing event year after year. It was a great way to acknowledge and appreciate the good work being done. I have tried to give back to this industry by being a part of various associations and forums and will continue to do so by reaching out and solving the impending issues and thought-processes that bother the sector."

► Yashpal Sharma, Managing Director, Skyways Group, was awarded the prestigious Entrepreneur of the Year award

## Outstanding Achievement in Logistics Industry

### CONTINENTAL CARRIERS

**V**ipin Vohra, Chairman, Continental Carriers, says, "I would like to thank DDP Publications to honour us with such an amazing tag of 'Outstanding Achievement in Logistics Industry'. I am happy that India Cargo Awards is initiating such platform for the industry. It was a well arranged event."

► Continental Carriers, was awarded Outstanding Achievement in Logistics Industry. Vipin Vohra and RS Bedi, received the award



## Leading Freight Forwarding Company – International

### NAVIGATORS VISA GLOBAL LOGISTICS

**S**tanley Gomez, Managing Director – Indian Subcontinent, Navigators Visa Global Logistics, says, "We have presence in 12 countries and are operational all over the world. We were excited to get this award for leading international freight forwarder." "Since, we have been promoting our company all over the world, this award will give us mileage," Gomez adds.

► Navigators Visa Global Logistics, was awarded as the Leading Freight Forwarding Company. Stanley Gomez and Vaibhav Verma received the award

## Best Air Cargo Terminal Operator

### CELEBI DELHI CARGO TERMINAL MANAGEMENT INDIA

**R**aja Gupta, Senior Manager - Sales & Marketing, Celebi Delhi Cargo Terminal Management India, shares, "We are really honored to receive this award which has become one of the most prestigious awards within the industry. One feels accomplished to receive this award after all the good work that we put together throughout the year for facilitation of our trade partners. It's always the proven track record mixed with innovative solutions which helps us to gain such accolades."

► Celebi Delhi Cargo Terminal Management India, was awarded Best Air Cargo Terminal Operator. Raja Gupta, and Levent Kaylak received the award







## Best Supply Chain Management Company

### MGH LOGISTICS

**H**imanshu Pant, Associate Director, MGH Logistics, shares, "With our driven sales force, resourceful marketing tools and flexible service packages we offer tailored service solutions to our airlines, which has made us won the award."

► MGH Logistics, was awarded Best Supply Chain Management Company. Himanshu Pant, Niraj Singh and Subhash Dev received the award

## Best Airline - Domestic

### SPICEJET

**R**ajesh H Singh, Sr. General Manager – Cargo Operations, SpiceJet, says, "We look forward for India Cargo Awards every year. At SpiceJet, we deliver superlative products and services as compared to other airlines. The airline has always been into new things and trying to push the cargo sector. This initiative is a good step taken by India Cargo Awards as it encourages all the players to participate while projecting a healthy competition."

► Spicejet was awarded Best Airline- Domestic. Rajesh H Singh and Sanjeev Sharma received the award



## Best Warehousing Company - Railways

### CENTRAL RAILSIDE WAREHOUSE CO.

**K**U Thankachen, Managing Director, CRWC, says, "It's an excellent forum that gives recognition to the services. It feels great. We are the pioneer in railside warehousing and we have provided services across 20 major locations in the country. This is the facility which is being appreciated by the trade across the spectrum. Hence, it feels good to get recognised for the special work we are doing for the industry."

► Central Railside Warehouse Co., was awarded Best Warehousing Company - Railways. K.U Thankachen and Yatin Patel received the award

## Leading Bonded Trucking Operator

### SHREEJI TRANSLOGISTICS

**D**ileepa B.M, CEO, Shreeji Translogistics, shares, "It was a fantastic evening. I would like to thank India Cargo Awards for giving us such a wonderful recognition. By receiving this award, our responsibility has increased. I would like to dedicate this award to our team members and directors."

► Shreeji Translogistics was awarded the Leading Bonded Trucking Operator. Dileepa B.M and Gopal Upadhyay received the award







## Best 3PL Company - Pharma

### AARGUS GLOBAL LOGISTICS

**M**ahesh Trikha, Managing Director, Aargus Global Logistics, says, "This award is special to us, as we attained a hat-trick. It was a proud moment. Moreover, such recognition throws many challenges, to work more not only for the company but towards the fraternity too. It gives us a responsibility to look at others. And, being part of ACAAI and ACFI (where I am Pharma Sub-Chairman), I will shoulder my responsibilities successfully. Overall, it was a fantastic evening to be a part of."

► Aargus Global Logistics, was awarded Best 3PL Company - Pharma. Saurabh Trikha and team received the award

## Best Customs House Agent – Air

### TKW MANAGEMENT SOLUTIONS

**R**ajendra Kumar Goyal, Chairman, TKW Management Solutions, says, "The India Cargo Awards was a good initiative for the industry. This gave an optimal encouragement for the industry to go further and upgrade with new initiatives and services."

► TKW Management Solutions, was awarded Best Customs House Agent – Air. Rajendra Kumar Goyal, Mohit Goyal and Piyush Tiwari received the award



## Best Commercial Vehicle Delivery Company

### KAMAL TRANSLINK

**K**amal Dogra, Managing Director, Kamal Translink, says, "I would like to thank the group for giving me a platform to further grow in my business." Dogra adds, "Kamal Translink looks after the five verticals in which we are associated, basically, for the jockey operations. We are a three-decade old company and associated with all the major OEMs in the country."

► Kamal Translink, was awarded Best Commercial Vehicle Delivery Company.

## Emerging Logistics Company

### MGH LOGISTICS

**N**iraj Singh, Associate Director, MGH Logistics, says, "Over the past 23 years, MGH has made core investments into many sectors, be it pharma and FMCG contract logistics, ocean carriers, and airlines GSA representations, IT solutions, inland container terminal management, to name a few. Started in Bangladesh and now headquartered out of Singapore, we own operations span all across Hong Kong, India, Pakistan, Sri Lanka, Nepal, Myanmar, Thailand, Vietnam, Cambodia, Mauritius, Qatar, Egypt, the United Arab Emirates, Kazakhstan and Nigeria."

► MGH Logistics, was awarded Emerging Logistics Company. Niraj Singh, Himanshu Pant and Subhash Dev received the award



## Best Technology Solution Provider

### HANS INFOMATIC

**P**arvinder Singh, Managing Director, Hans Infomatic, says, "It is an amazing feeling to get awarded consecutively for the last three years. It's a great initiative by India Cargo Awards to give the industry a platform of recognition. It is a morale booster for everyone in the industry. And, moreover after this, it becomes important to achieve better things."

► Hans Infomatic, was awarded Best Technology Solution Provider. Parvinder Singh, his wife, along with Padma Handa received the award







## Best Green Field Air Cargo Terminal Operator | DELHI CARGO SERVICE CENTER

**T**ushar Jani, Chairman, Cargo Service Center, says, "This is the 'Oscar' of the cargo industry. Being a first legend of India Cargo Awards, it was a very emotional moment for me. The organisation of the event was impressive. This is just not an award ceremony but a fun networking gala that recognises people in a right way." "To carry forward this responsibility, I am building three more cargo terminals and aim to take the company's reach to million tonnes cargo handling by next two years," he adds.

► Delhi Cargo Service Center, was awarded Best Green Field Air Cargo Terminal Operator. Venugopal Bangera and team received the award

## Best Integrated Logistics Service Provider | BLUE DART EXPRESS

**K**etan Kulkarni, Senior VP & Head Marketing, Blue Dart Express, says, "We are extremely humbled and honoured to receive the recognition. Blue Dart offers an entire spectrum of distribution services including air express, freight forwarding, supply chain solutions and customs clearance."

► Blue Dart Express, was awarded Best Integrated Logistics Service Provider. Sukhwinder Singh and his wife received the award



## Most Innovative Warehousing Company | BABA ASSOCIATES & LOGISTICS

**J**oginder Singh Saini, Managing Director, Baba Associate & Logistics, says, "It is a pride moment for us. We would like to thank India Cargo Awards for this recognition. Incorporated on May 2013, the company is classified as non-government company and is registered at Registrar of Companies, Delhi."

► Baba Associates & Logistics, was awarded Most Innovative Warehousing Company. Joginder Singh Saini received the award

## Best GSA – Customer Service | AEEROWORLD AVIATION

**P**uneet Srivastava, Regional Manager - Cargo, Aeeroworld Aviation, shares, "It is always an honour to get such accolades within the industry and that too, from a veteran like DDP Publications. We were recognised for best customer services. We aim to take forward the legacy."

► Aeeroworld Aviation was awarded Best GSA – Customer Service. Puneet Srivastava, Pradeep Kumar and Rahul Kapoor received the award



## Best Air Cargo Services | LUFTHANSA CARGO

**S**aket Gupta, Commercial Manager, Northern & Eastern India, Tamil Nadu, Karnataka, Bangladesh, Lufthansa Cargo AG, on receiving the honour states, "It is an honour to be recognised for our achievements. We strive to be better not for ourselves but for our customers who believe in us. Dedication of team towards customers and following the business ethics makes us the right choice. We are happy that the voters/customers acknowledged the same by voting in our favour."

► Lufthansa Cargo, was awarded Best Air Cargo Services. Saket Gupta and Anuj Jain received the award







## Best Logistics Service Provider SAMPARK INDIA LOGISTICS

**S**anjay P Rathi, Managing Director, Sampark India Logistics, says, "I am proud to be a part of India Cargo Awards. There is a feeling of enthusiasm after receiving such honour to take the responsibility and work more towards it. We are carrying a feeling of motivation with us that will not only enhance our passion to work towards the industry but will also boost our PM's dream to make the country better."

► Sampark India Logistics was awarded Best Logistics Service Provider. Sanjay P Rathi, Mandeep Manjit Khaira and Dr. Rakesh Aggarwal received the award

## Emerging Logistics Company – Alcohol OCEAN PRIDE LOGISTICS INDIA

**V**irendra Verma, Director, Ocean Pride Logistics, shares, "I would like to thank India Cargo Award for honouring us with such prestigious award. This enables us to deliver the best to our customers and come forward with more innovative ideas. We deal with a very niche commodity and are available only for Africa, therefore, the market shares we have from India is about 70 per cent. Such recognition not only boosts the management but also the employees who come forward with more ideas."

► Ocean Pride Logistics India, was awarded the Emerging Logistics Company – Alcohol. Virender Verma, and Chandan Sharma received the award



## Best Road Transportation & Freight Forwarding Company - SAARC Nations SUGAM EXPRESS

**R**ajiv Passi, Head – Express, Sugam Group, says, "It is more of a motivational recognition given to the efforts of the team. Such honour and accolade help us to garner more fruitful efforts from our team to fulfil the required responsibility."

► Sugam Express was awarded the Best Road Transportation And Freight Forwarding Company - SAARC Nations. Rajiv Passi and team received the award

## Emerging Technology Service Provider - Supply Chain Management DMICDC LOGISTICS DATA SERVICES (DLDS)

**P**iyush Sinha, CEO, DLDS, says, "We feel immensely proud to be recognised at India Cargo Awards. A platform like this has helped us recognise our endeavours in helping the cargo industry and has motivated us to take up address newer challenges. DLDS's flagship project, Logistics Data Bank, is a game changing solution."

► DMICDC Logistics Data Services (DLDS) was awarded Emerging Technology Service Provider - Supply Chain Management. Piyush Sinha and Deepti Kaur received the award



## Best Air Freight Forwarding Company RAHAT CONTINENTAL

**R**ahat Sachdeva, Vice President - International Logistics, Rahat Continental, says, "Our company serves customers and enhance their supply chain using our global network and local expertise. We provide clients with reliable and trustworthy shipping solutions that improve their product competitiveness and help their business grow."

► Rahat Continental, was awarded the Best Air Freight Forwarding Company. Rahat Sachdeva and Rajiv Sachdeva received the award







## Best Customs House Agent A.R.SHIPPING

**Rajesh Verma**, Partner, A.R. Shipping, says, "When you are in the trade for last 20 years, you feel good that you are progressing, and such recognition gives sense of pride and satisfaction. It is a nice platform to meet all your colleagues. We are located 2000 kms away from the gateway port. This award gives the responsibility to serve the trade."

► A.R.Shipping, was awarded the Best Customs House Agent. **Rajesh Verma** and **Amit Verma** received the award

## Fastest Growing Freight Forwarder - Air CARGO PARTNER LOGISTICS INDIA

**Ravinder Katyal**, Director - Air Cargo & Head of Co-Load Indian Subcontinent, Cargo Partner Logistics India, says, "I thank India Cargo Awards for the recognition. It's a great honour for all of us. This award is an answer to my team's hard work, efforts and dedication they put in. No doubt, appreciation always gives you motivation to work more. I look forward for the awards, always."

► Cargo Partner Logistics India was awarded the Fastest Growing Freight Forwarder - Air. **Ravinder Katyal** and his wife received the award



## Emerging 3PL Company EMIZA SUPPLY CHAIN SERVICES

**Ajay Rao**, Founder & CEO, Emiza Supply Chain Services, says, "We are primarily focussed on bringing tech-led warehousing distribution solutions primarily to the MSME segment. It is an honour and privilege to be awarded amongst a set of worthy peers. This award is a validation to us that we are on a right path and this will give further encouragement to move forward and grow. Emiza solves issues for secondary distribution like short-haul in a post-GST environment, wherein, most players today tend to focus on long-haul in the primary segment This award has given us the motivation that we are on the right path."

► Emiza Supply Chain Services, was awarded the Emerging 3PL Company. **Ajay Rao** and **Jitendra Kumar** received the award

## Premier Integrated Logistics Provider CONTINENTAL CARRIERS

**Vipin Vohra**, Chairman, Continental Carriers, shares, "I am feeling great after getting the award. We are receiving the accolade since the last two years. I received the prestigious 'Gallery of Legends' by India Cargo Awards two years back. I would like to thank India Cargo Awards for honouring us with 'Premium Integrated Logistics Provider'. This award means a lot to us."

► Continental Carriers, was awarded Premier Integrated Logistics Provider. **Vipin Vohra** and **RS Bedi** received the award



## Best Customs House Agent - Sea MASTERS LOGISTICS SOLUTIONS

**Subodh Sachan**, Director, Masters Logistics, says, "It was a very nice evening to be a part of. I am honoured with the recognition given to Masters Logistics as this will further inspire us to grow more."

► Masters Logistics Solutions, was awarded the Best Customs House Agent - Sea. **Subodh Sachan** and **Manisha Sachan** received the award





## Emerging Freight Forwarder Company | FAST FORWARD LOGISTICS INDIA

**M**ohd. Shazul, Director – Asia & Africa, Fast Forward Logistics India, says, “We are in India since 2015. It’s been two and a half years we have been approaching the main market. We were honoured to be a part of the awards night. It is an apt place to network with many players under one roof. India is a new market for us and this award will help us to show our presence in the Indian market.”

► Fast Forward Logistics India, was awarded the Emerging Freight Forwarder Company. AL Ameen, Pramit Dixit, Sharat Pant and Mohd. Shazul received the award

## Leading Customs House Agent - Express Industry | COMMITTED CARGO CARE

**N**itin S Bharal, CEO, Committed Cargo Care, says, “Winning the prestigious awards makes Committed Cargo Care shine and sets it apart from competition. This platform definitely elevates the status of our company, it raises its credibility, brand and visibility in the market.”

► Committed Cargo Care, was awarded the Leading Customs House Agent - Express Industry. Rajeev Sharma and Yashpal Sharma received the award



## Best Technology Solution Provider – Transport & Logistics | BNG INFOTECH

**B**ala D Joshi, Director & CEO, BNG Infotech, says, “We are into logistics and transport solutions. I feel very honoured and thank the India Cargo Awards for recognising our talent and honouring us with this award. This platform brings many verticals of the industry under one roof and gives a good chance for networking.”

► BNG Infotech, was awarded Best Technology Solution Provider – Transport & Logistics. Bala D Joshi and Ghanshyam Joshi received the award

## Best Warehouse Doors & Dock Levellers Company | GANDHI AUTOMATIONS

**T**ulika Das Gupta, VP- Sales (North), Gandhi Automations, says, “We have held a lead position in manufacturing as well as exporting, distributing and installing Entrance Automation Systems and Loading Bay Equipment that are problem free and easy to operate. All our products are designed and manufactured with European collaboration using innovative and creative engineering technology.”

► Gandhi Automations, was awarded the Best Warehouse Doors And Dock Levellers Company. Tulika Das Gupta and Pankaj Sehgal received the award



## Emerging Sea Freight Forwarding Company | MASTERS LOGISTICS SOLUTIONS

**M**anisha Sachan, Director, Masters Logistics Solutions, says, “It feels great to be a part of India Cargo Awards. It opens us to the global platform and brings us in connection with whosoever is attached with the cargo sector. This platform brings more connectivity and more networking. We are going to try to do more better after receiving such honour.”

► Masters Logistics Solutions, was awarded the Emerging Sea Freight Forwarding Company. Manisha Sachan and Subodh Sachan received the award





# Starry starry night at the awards





# A Dazzling New Look



## INDIA CARGO AWARDS WEST & SOUTH

Recognises hard work and applauds the true leaders  
of the industry for their commitment and dedication

**Rewarding the Legends, Game Changers, Trailblazers and the Face of the Future**

*For further details, please contact:*

Gunjan: +91 96503 99905, [gunjan@ddppl.com](mailto:gunjan@ddppl.com), Amit: +91 96509 13334, [amit.bhasin@ddppl.com](mailto:amit.bhasin@ddppl.com),  
Yogita: +91 96503 99916, [yogita.bhurani@ddppl.com](mailto:yogita.bhurani@ddppl.com)

#CargoKings

#ICA2018

To nominate and vote, please log on to: [www.indiacargoawards.com](http://www.indiacargoawards.com)

SUPPORTED BY

Ministry of Civil Aviation  
Government Of India



ENDORSED BY



Follow us on:

