

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

ddppl.com CARGO TALK CargoTalk.in

Published from : ★ India ★ Middle East

Prescribing the perfect dose for pharma .....03  
 Infrastructure status, the big ticket to enhance logistics development..... 12  
 The 'logic' of GST in the logistics sector: Amendments are the need of the hour.....16

PASS IT ON

NAME \_\_\_\_\_ SEEN

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Best Wishes for 2018 from

CARGO TALK

Cargo Breaking News

For subscription: Subscription@ddppl.com

# Maya honours excellence in cargo



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

The third edition of the India Cargo Awards - North & East celebrated the accomplishment of the cargo industry at The Lalit, New Delhi on December 20, 2017. Salman Khurshid, former Cabinet Minister for External Affairs and the 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 the leaders and runners of the cargo industry. Speaking at the awards, Khurshid said, "A lot of integration, mapping out, planning are few things which is required to connect the important nodal points of the cargo industry."

**Legend in Public Service:** Dr Renu Singh Parmar, Ex Senior Advisor, Ministry of Civil Aviation, received this award

**Gallery of Legends:** Cyrus Nariman Katgara, Partner, Jeena & Co, was honoured with this award.

**DDP Trailblazer:** Ramesh Agarwal, Founder, Mentor, Director and Managing Worker, Agarwal Packers & Movers, joined the esteemed award winners' list.

**DDP Game Changer:** Akash Bansal, Head - Logistics, OM Logistics, was the proud recipient of this award.

**Face of the Future:** Rahat Sachdeva, Vice President, Rahat Continental, was the winner of this title.

# GST eases most warehousing woes

## CT ROUND TABLE



India Cargo Awards (North & East) had initiated a round table discussion on 'Future of Warehousing in India'. Eminent industry veterans opined on many relevant points like, the impact of GST on building cost of warehouses, the role technology has played in bringing innovation in the sector, what investment opportunities are lying in the sector, among others. The discussion brought thought leaders together and ended with the solutions to the impending issues in warehousing.

Watch out for the full coverage on the discussion in next edition





**24X7** CUSTOMER SERVICE.

CAMELPORT  
CERTIFIED VEHICLES.

## PREMIUM DIGITAL TRANSPORTATION

We use latest technology to get your containers moving with ease. We also offer you easy-to-use platforms for live tracking of your containers that you can access anytime & anywhere.



**5000+**  
VEHICLES  
REGISTERED  
ACROSS INDIA  
ON  
CAMELPORT'S  
APP.



**350+**  
ACTIVE  
CUSTOMERS  
REGISTERED ON  
CAMELPORT'S  
PORTAL.

**6** CLICKS TO  
BOOK YOUR  
CONTAINER.

**REGISTER ON**

<https://shipper.camelport.com/>  
Call us at +91 9082821869



# Prescribing the perfect dose for pharma

Pharmaceuticals is known to ease out people's pain, but, in terms of its logistics, this product requires utmost care due to its fragility. CARGOTALK delves into the essentials of pharma logistics in today's era.

 KALPANA LOHUMI

It is no surprise that the pharmaceutical supply chain is one of the most complex supply chains. Getting the product at the right place and at the right time, all of that needs to be managed effectively. It is no less than a 'do or die' situation. Because the final customers are held responsible for the lives and health of their patients. Pharmaceutical logistics is unique and strives to seek effectiveness. Understanding the sensitive nature of the product and importance of managing an efficient and effective pharmaceutical supply chain, CARGOTALK explores the current trends driving the pharmaceutical logistics and potential risk factors associated with pharma supply chain digitisation and how they can be successfully mitigated.



**The surge in demand**  
**Ramesh Mamidala**, CEO, Celebi Delhi Cargo Terminal Management India, believes that pharmaceutical market has the potential of becoming one of the

major global markets with its expectation to grow to approx. US\$ 55 billion by 2020. "Increasing demand for health care products, new and chronic diseases, modern medicines and

manufacturing of advanced medical equipment's, increase in export and domestic consumption of the health care products are contributing to the growth of this sector. With growth in

the pharma market, there is a growth in pharma logistics sector as well," he adds.

According to **Rituparna Chaturvedi**, Assistant General Manager – Sales

& Marketing (Life Sciences Vertical), Agility India, "Around 30-40 per cent of the pharma industry expenses are invested on having appropriate logistics arrangements. The growing requirement of having an appropriate logistics arrangement for pharma sector has also led to the augmentation of the transportation network, induction of technology in various steps of supply chain along with proper track & trace arrangements in order to maintain the temperature integrity throughout the supply chain."

"Advance technology is the buzz word in pharma logistics these days. Pharmaceutical industry witness high standard regulations and compliant working environment. To adhere to stringent  
 Contd. on page 6 ▶



Kripa Impex Pvt. Ltd.

Complete Supply Chain Solutions

Wishing All a very  
Happy New Year  
2018



Emerging company with team leader having rich experience of 25 years in Legal & Commercial matters in clearing and forwarding Industry

**SERVICES:**

- **International Freight Forwarder** (Air & Sea)
- **Customs Clearance** (Import & Export)
- **Management Consultancy in Custom & DGFT Matters** (Restricted Import, Export Items permission and project handling)






**Corporate Office:**  
 B – 340, F.F. Nehru Ground, N.I.T. Faridabad, Haryana | Mob: 9811300026, 9599006142 | Landline: +91-129-2430029, 2422340, 4167888  
 Email: info@kripaimpex.com, mail@kripaimpex.com | Website: www.kripaimpex.com



# ICRA forecasts exim trends

According to an ICRA report, imminent surplus capacity will moderate realisations and returns in the medium term for container terminal operators.

## New hope

As we step in to the New Year, there are a lot of new expectations and ambitions. The industry is looking forward to another prosperous year feeling upbeat for the logistics and cargo industry. The year 2017 ended on a pleasant note with the government promising a ray of hope to the 'most neglected sector' of the country. Undoubtedly, gaining an infrastructure status was a feather in the hat, and the sector seems excited with the status. Understanding the need of filling the critical gaps, the government is pumping in a good amount of revenue for developing an integrated logistics framework in the country.

To streamline container logistics operations, DMICDC Logistics Data Services (DLDS) has announced the launch of the pan-India operation of its Logistics Databank (LDB) service. The objective is to transform the existing ports and benchmark them to the best in the world.

After the roll-out of Goods and Services Tax (GST), to usher uniformity across the states for seamless inter-state movement of goods, the GST Council has decided to implement the e-Way Bill mechanism throughout the country by June 1, 2018.

Growth is visible in every sector. Despite the hiccups due to demonetisation and cash crunch in the transportation sector due to GST, the industry ended the year on a pretty good note with high expectations from 2018. It is important to keep reinventing to add more value. Only tough decisions, both from government as well as industry, can bring the winds of change in the new year.



CT BUREAU

With surplus capacity addition of container terminals in the Mundra-JNPT (North West) and the Chennai cluster (South East) regions, container terminals are likely to witness severe competitive pressures for larger share of incremental volumes; and thereby pressure on realisations as well. As per an ICRA note, with JNPT adding large capacity over the next three years, there is likelihood of Mundra, Pipavav, Hazira and other JNPT terminals facing severe competitive pressures for a larger share of the ex-im cargo belonging to the northern region. This will not just lead to a fight for incremental volumes, but could also drive down average realisations for terminal operators as companies grapple to corner higher volumes. Similarly, the Chennai-Ennore-Kattupalli-Krishnapatnam (South East) cluster too is likely to face strong competition for volumes over the next three to five years, with current surplus capacity.

**K Ravichandran**, Senior Vice President and Group Head, ICRA, said, "While the recent capacity creation in these regions is backed by prediction of strong demand growth, increase in exim cargo movement would be gradual and in the interim, terminals could witness pressure on volumes. Terminals with short to medium term contracts with container lines could partly address the volume risk, while pressure on realisation and margins is imminent as the lines drive a hard bargain on rates."

ICRA Research further noted that in the first eight months of FY2018, volume growth at major ports has been low at 3.5 per cent



as coal volumes recorded 5 per cent decline during the period, even as iron ore and petroleum, oil and LNG (POL) volumes grew by eight per cent and seven per cent respectively. The decline in coal volumes, notwithstanding some reversal seen in November 2017, is a concern over the long-term for the port sector since many ports and terminals have significant dependence on coal imports. A prolonged decline in coal import requirement in the absence of diversification into other cargo categories can impact the returns for such port sector players.

In terms of the cargo growth outlook, port sector players will continue to experience healthy growth in cargo in the near term, albeit somewhat lower compared to the recent fiscals, as revival in iron ore exports, pick up in POL and Container volumes will be partially offset by lower coal imports. Moreover, cash accruals of the players will be supported by steadily rising handling rates, barring the projects where the tariff setting process is mired in litigations. Over the medium to long term,

various initiatives under the Sagarmala programme will aid the long-term growth trajectory of the industry.

The business risk profile of major ports, in addition to their government parentage, would benefit from the greater autonomy to decide financial and administrative matters and the flexibility to determine its tariff levels with the enactment of the Major Ports Authority Bill, 2016. Performance of some major ports remains constrained by connectivity issues and competition from more efficient non-major ports. For some non-major ports, access to a larger hinterland along with diversification in cargo have supported cargo growth as all Indian ports continue to grapple with the challenge of declining coal cargo. However, several non-major ports have also underperformed owing to cargo ramp-up issues amidst stiff competition for hinterland cargo.

Ravichandran added, "Given the high leveraging of some private port sector entities (over 3x Total Debt/EBITDA) and the issues faced in achieving optimal returns (Return on Capital Employed <10 per cent)



**K Ravichandran**  
Senior Vice President and Group Head, ICRA

“  
Increase in exim cargo movement would be gradual and in the interim, terminals could witness pressure on volumes  
”

from the business, ICRA believes that consolidation trends could gather further momentum going forward. Credit profiles could come under pressure on account of any leveraged M&A transactions, recurring cargo related setbacks or any adverse movement on tariff related litigations.”



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

**Gunjan Sabkhi**  
Asst. Vice President  
**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**  
**Mitin 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: +91-22-22070131  
E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

**MUMBAI:**  
504, Marine Chambers, 43, New Marine Lines, Opp. SINDT College, Mumbai - 400 020, India, Ph.: +91-22-22070129; 22070130  
**MIDDLE EAST:**  
Durga Das Publications Middle East (FZE), 21-02, PO Box: 9348, Saf Zone, Sharjah, UAE, Ph.: +971-6-5528954, Fax: +971-6-5528956



# Inter-state e-Way Bill from February 1

To bring uniformity across the states, the Goods and Services Tax (GST) Council has decided to implement the e-Way Bill mechanism throughout the country by June 1 after reviewing the readiness of the IT network.



CT BUREAU

Under the e-Way Bill system, goods worth more than ₹50,000 have to be pre-registered online before they can be moved from one state to another.

The 24th meeting of the GST Council discussed the implementation of the e-Way Bill system in the country after reviewing readiness of hardware and software for its launch. Until then, the states were authorised to continue their own separate e-Way Bill systems.

As per the schedule of implementation, the Finance Ministry statement says, "The nationwide e-Way Bill system will be ready to be rolled out on a trial basis latest by January 16, 2018."

Trade and transporters can start using this system on a voluntary basis from January 16. Subsequently, the rules for implementation of nationwide e-Way Bill system for inter-state movement of goods on a compulsory basis will be notified with effect from February 1, 2018.



The mechanism will not only help the tax authorities monitor inter-state and intra-state movement of goods but also cut transportation time



While the system for both inter-state and intra-state e-Way Bill generation will be ready by January 16, the states may choose their own timings for implementation of e-Way Bill for intra-state movement of goods on any date before June 1, 2018.

According to R Muralidharan, Senior Director, Deloitte India, 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. Further, this is expected to help the dealers who do inter-state transactions in multiple states as the e-Way Bill process will now be common across states, he said. There

are certain states which already have a system of e-Way Bill for intra-state as well as inter-state movement and some of those states can be early adopters of the national e-Way Bill system for intra-state movement also.



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

### Dock Levelers

**With robust construction & state of the art hydraulics, Gandhi Dock Levelers are built to last**

- Robotically welded platform and lip in almond anti-slip ST52 steel.
- Safety stop in case of accidental departure of the vehicle.
- Single effect lift cylinder, double effect lip cylinder.
- Side foot protection steel guards.
- Tilt facility allows Dock Leveler to compensate for canted condition on either side upto 120 mm.
- Sturdy integral maintenance strut to support Dock Leveler during maintenance checks.

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

**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

**TOLL FREE**  
**1800 209 0200**  
From Anywhere in India

MEMBER

CE

An ISO 9001 : 2008 Company

|                           |                          |                         |                         |                         |                             |
|---------------------------|--------------------------|-------------------------|-------------------------|-------------------------|-----------------------------|
| Ahmedabad - 93273 01555   | Chandigarh - 93176 41324 | Hyderabad - 93473 75737 | Kolkata - 93300 60855   | New Delhi - 93131 99044 | Surat - 93270 97410         |
| Bengaluru - 93435 09090   | Chennai - 93809 31777    | Indore - 93034 64410    | Lucknow - 93055 67760   | Pune - 93245 30710      | Vadodara - 93756 41357      |
| Bhopal - 93292 94939      | Coimbatore - 93452 99944 | Jaipur - 93520 41024    | Mangalore - 93797 41352 | Raipur - 93524 40068    | Visakhapatnam - 93463 34102 |
| Bhubaneswar - 93385 69889 | Goa - 93731 37970        | Kochi - 93882 04774     | Nagpur - 93250 45410    | Ranchi - 93044 95570    |                             |



# GST to now play pivotal role in pharma

Contd. from page 3 ▶

regulations and compliant working standards there has been constant need for efficient logistics partner. Logistics involve many responsible stakeholders like government entities, forwarders, Customs House Agents and carriers and each stakeholder plays vital role to build comprehensive efficient logistics platform. The WHO GDP guidelines are enablers to define pharmaceutical best practices and laid foundation for logistics partner to build solutions around it. The key solutions development was focused to provide secured cold chain and real-time visibility to the shipments. The traditional solutions had challenges of old chain solutions, higher validation hours performance, risking temperature excursion or high cost premium solutions having customs obligation defeating to achieve unbroken cold chain. All this created need for live tracking devices, online temperature monitoring and high performance cold chain solutions. There have been certain robust highly researched cold chain solutions introduced in the market, technology based on the vacuum insulation and phase change material which are advance passive solutions and offering secured cold chain solutions/high performance," Chaturvedi observes.

## Choosing the right device

**V. Raju**, Vice President - Contract Logistics and Business Head – Food, Pharma and Chemical, Avvashya CCI Logistics (All Cargo Group) enumerated the unseen trends driving the pharma logistics sector, that are: demography changes and urbanisation pattern, technology advancements, i.e. internet, cloud computing, IOT etc, changes in economic

activity centre, shifting health markets i.e APAC country development, increasing cost pressure that implies minimising cost with efficiencies, more stringent new regulations in pharma sector, growing competition amongst logistics service providers, empowering consumer on every aspect of pharma industry and logistics and building local capabilities – manufacturing, sourcing and supply chain logistics."

"On the visibility side there are array of devices introduced to have complete control on the shipments and live temperature monitoring. Most of the devices introduced are based on GPS/GSM/IOT and cloud-based technology. The latest solutions researched are based on platform of artificial intelligence and robotics. We are moving towards the world of interactive shipments," Chaturvedi continued.

"India is going through a very interesting phase. Companies have fearlessly embarked on a growth trajectory aspiring to become a hub for low cost manufacturing and R&D. The landscape has become more complex with an interplay of factors that make it a challenging space, even for the well-established players," shares **Vaibhav Vohra**, Managing Director, Continental Carriers.

## Unravelling GST in pharma

"GST is going to play a pivotal role in influencing the sourcing, manufacturing and distribution footprints with particular impact on transportation and warehousing. Products have proliferated exponentially catering to the patient's growing therapeutic needs driving the industry to look at the next phase of growth. Expiry of patents in this



**Ramesh Mamidala**  
DDP Game Changer 2016 & CEO,  
Celebi Delhi Cargo Terminal  
Management India

“There is a need of increased awareness about the criticality of the product amongst all stakeholders”



**Rituparna Chaturvedi**  
Assistant General Manager – Sales  
& Marketing (Life Sciences Vertical),  
Agility India

“Around 30-40 per cent of the pharma industry expenses are invested on having appropriate logistics arrangements”



**V. Raju**  
Vice President - Contract Logistics and  
Business Head – Food, Pharma and  
Chemical, Avvashya CCI Logistics (All  
Cargo Group)

“Supply chain security has become a highlighted issue within the pharmaceutical industry”

decade and the subsequent entry of more drugs in generic category is increasing the competition fiercely. As per FDA report, Indian pharma market is expected to capture six to seven per cent of \$760 billion global generic market giving boost to the economy. The global airline demand and supply curve is also giving an extra angle to

the competition landscape. Fragmentation at every stage of the value chain is a direct hit on supply chain efficiency. Quality issue and price pressures have spiralled across the value chain having been triggered by ongoing regulatory scrutiny. Infrastructure has been improved in the past but still it poses a huge

concern to logistics industry, believes Vohra.

From the users' perspective, **Sanjay Bhutani**, Managing Director – India & SAARC, Bausch & Lomb India, while sharing the challenges says, "Indian pharmaceutical industry holds a strong position in terms of production volumes by contributing 10 per cent

of global volumes. Exports contribute 50 per cent of these volumes. On domestic front, increasing challenge is to manage logistics costs due to price control on drugs, increasing emphasis on 'Make In India', redesign the logistics strategy to draw efficiencies of GST and increasing emphasis on quality and compliance processes. On the export front, innovation in packaging and technology in cold chain logistics, automated storage and retrieval systems and keep pace with changes in US FDA norms on good manufacturing practice."

## Revealing essential strategies

Being considerate about the complexity of pharmaceutical supply chain, **Vipan Jain**, Chief Operating Officer, Delhi Cargo Service Center, says, "Temperature control plays a vital role in the transportation of pharmaceuticals and the support by using the refrigerated transport means is the main key factor. Once cargo reaches from one player to another the temperature checks are crucial. Similarly, once cargo is moving on aircraft, the thermal blankets, weather shields helps to protect the drugs from direct heat or sun. The requirement of storing such sensitive shipments in transit and destination is equally important for efficient logistics."

According to Chaturvedi, pharmaceutical logistics platform stands on five pillars that is, infrastructure, quality management systems, qualified task force, assorted solutions for secured cold chain and visibility and qualification certification.

"Need of the hour is to develop world-class facilities across all the airports in the country. Secondly, for a

Contd. on page 8 ▶

## 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 Pincodes of India.



1800 113 113

www.safexpress.com



Distribution Redefined





# 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.





# Need to integrate enterprise software

► Contd. from page 6

critical product like pharma which deals with human life, there is a need of increased awareness about the criticality of the product amongst all stakeholders. Despite having suitable infrastructure, the supply chain is vulnerable to excursion due to negligence of few stakeholders. Therefore, adopting global standards, faster processing of shipments by improving overall supply chain integrity of pharma products can contribute in efficient logistics of pharmaceuticals," notes Mamidala.

"Virtual supply chain systems are a cost-effective and easily adaptive strategy, utilising this method of supply operations removes a substantial amount of control from the pharmaceutical organisation. The utilisation of a virtual supply system requires diligent pre-screening and auditing when selecting suppliers and partners along with consistent monitoring of suppliers to ensure quality products are delivered on deadline," explains Raju.

"The increased number of product shortages that occurred within the pharmaceutical industry has cemented the importance and shown the benefits associated with the utilisation of sales, inventory, and operations planning (SIOP) strategies. SIOP processes ensure that the needs and expectations of supply chain are synchronized, balanced, and realistic," continues Raju.

"Supply chain security has become a highlighted issue within the pharmaceutical industry, due to the increased counterfeiting and cargo theft occurrences, as a result pharmaceutical companies have begun to concentrate on enhancing security measures to protect their supply chain from materials to finalised products. Another area of supply chain security concerns regards physical security of warehouse and 3PLS storage facilities to confirm that products are stored properly and securely prior to distribution," he adds.

As per Vohra's notion, we need to change the supply chain on four dimensions,



i.e. reducing end-to-end complexity, building a robust quality and compliance system, use high-end technology across the supply chain and create agility and visibility in the supply chain.

"This way, we will be able to provide white glove services to the end consumers which shall derive their overall satisfaction. Advanced planning and contract based approach with the pharma companies will mandate the service providers to handle the cargo movement on time. Sector wise carrier integration as per the shipper requirements will open a floodgate of improving the efficiency for end-to-end operations," he suggests.

Bhutani says, "Develop a patient-centric supply chain structure and relook at the value proposition, improve track and trace abilities till end patient, bring innovations and cost efficiencies in cold chain logistics, create infrastructure and greater penetration into Tier 1, 2 cities and rural markets, focus on process innovations by adopting latest technologies, strategies for cost optimisation, Value creation strategies in areas of co-production, co-marketing leveraging distribution channels, tools to manage complex global supply chains – predicting security and supply risks."

## Role of technology to streamline the pharma

"Enhanced usage of electronic devices such as radio-frequency identification (RFID), global position



**Vaibhav Vohra**  
DDP Face of the Future - India Cargo Awards (North & East 2017) & MD, Continental Carriers



**Vipan Jain**  
Chief Operating Officer, Delhi Cargo Service Center & India Cargo Award (North & East 2017) winner



**Sanjay Bhutani**  
Managing Director - India & SAARC, Bausch & Lomb India

“Infrastructure has been improved in the past but still it poses a huge concern to logistics industry”

systems (GPS), and data loggers can drastically improve efficiency, quality control and reduce wastage. Therefore, adhering to the latest technology can create a robust supply chain network and efficient processes conducive to pharma supply chain," shares Mamidala.

"We should focus on integrating enterprise software which can be used to manage inventory, track the location of raw materials and finished products not only at plant level but also at cross-site level.

Increasing automation with higher capex allocation

“The requirement of storing such sensitive shipments in transit and destination is equally important for efficient logistics”

will streamline the work flows with fewer hand-overs and end-to-end transparency on costs and business value. Improving tracking and visibility across the value chain will streamline the distribution and reduce the overall revenue lost because of damaged products and recalls. It will optimise the inventory levels across all nodes. Reconfiguration of the IT infrastructure moving it from local server to cloud based and using robust data loggers will reduce the in-house maintenance cost and increase the accessibility to analysis irrespective of location of branches," opines Vohra.

“Technology plays a very critical role from sourcing of raw materials to purchase of finished product by end patient”

"Our regulations to control transportation and storage of cold chain (with specific focus on pharma) need to change, on the line of EU's GDP. It does need several companies to specialise in this business which are willing to make serious investments in trucking, warehouses, IT systems, temperature tracking technology and specialized handling/ security screening equipment," points Mamidala.

"There are various means and with special packing by using adequate thermal packing solution which is possible to maintain temperature in whole supply

chain. There is a possibility to use the specific ULDs for each product i.e. Envirotainer, OptiCooler, Unicooler etc., offered by various airlines and suppliers. These special ULDs supports the maintenance of an unbroken cool chain for temperature sensitive cargo," notes Jain.

Chaturvedi adds, "By applying digital technology, companies can significantly increase visibility into their supply chain operations and make better and faster decisions. Digitisation allows companies to fully integrate their supply chains and improve operational processes, making them more adaptive and responsive."

"There are four areas where digital developments will drive value for pharma companies, building on what we see as the key components of digital success; an ability to deliver more personalised patient care, digital-engagement with physicians and patients, use data to drive superior insight and decision making, and transform business processes to provide real-time responsiveness," believes Raju, in adding, "Companies do not have to become leaders in all four areas across the enterprise. Some will deliver more value than others in relation to any given disease, depending on market dynamics and their portfolio. But to decide where to concentrate their efforts, they need to develop a point of view on each area's potential to transform their commercial and innovation models."

"Technology plays a very critical role from sourcing of raw materials to purchase of finished product by end patient. Technology can be used for tracing the quality of raw materials, monitor production efficiencies, cold chain integrity of finished goods during transit and at warehouse, barcodes/ RFID tags to manage counterfeit drugs, inventory visibility across supply chain, connecting all stakeholders in supply chain, product recalls, monitoring clinical trials, improve compliance and minimize deviations and control third party manufacture," concludes Bhutani.



# CO-CREATING SOLUTIONS IS WHAT WE DO BEST!

For over 8 decades, SEW-EURODRIVE has worked in close partnership with customers to develop the most appropriate solutions to suit their requirement - whether in selecting the right products for a new application or retrofitting an existing one. Our comprehensive range of products & services covers the entire value chain - from engineering and selection to start up, maintenance and future expansion.

Our consultative approach is what makes us unique and hence your natural partner in planning solutions that really drive your business. So you never have to ask "WHAT NEXT?"



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

© 2014 SEW-EURODRIVE



# DMICDC launches Logistics Data Bank

Southern ports like Krishnapatnam, Kattupalli and Ennore and the new terminal of JNPT (BMCTPL) shall soon witness the pan-India operation container tracking technology of the service.



CT BUREAU

**D**MICDC Logistics Data Services (DLDS), a joint venture between Government of India represented by National Industrial Corridor Development and Implementation Trust (NICDIT) and Japanese IT major NEC Corporation, has announced the launch of the pan-India operation of its Logistics Databank (LDB) service.

It is a one-of-its-kind Indo-Japanese technology partnership that provides easy-access single window digital visibility solution to streamline container logistics operations. After successful implementation at ports in the Western Corridor including JNPT, the service is now being expanded to three ports in Southern Corridor — Krishnapatnam, Kattupalli and Ennore— and a new terminal of JNPT, Bharat Mumbai Container Terminal.

**Suresh Prabhu**, Minister for Commerce and Industry, Government of India, announced the nationwide rollout of LDB in a ceremony, attended by dignitaries including, **Gopal Krishna**, Secretary, Ministry of Shipping, **Ramesh Abhishek**, Secretary-Department of Industry Policy and Promotion, Ministry of Commerce & Industry, Government of India and Chairman, NICDIT, **CR**

**Chaudhary**, Minister of State for Commerce & Industry and Consumer Affairs, Food and Public Distribution, Government of India, and **H.E. Kenji Hiramatsu**, The Ambassador of Japan, recently at the national capital. Agreements were signed to extend the service to Krishnapatnam in Andhra Pradesh, and Kattupalli and Ennore ports in Tamil Nadu and another terminal in Mumbai region. This brings total number of ports where LDB is operational to six; four terminals at the JNPT were the first to pilot the scheme and it was launched at five port terminals in Mundra and Hazira under Adani Ports and Special Economic Zone (APSEZ) in Gujarat in May 2017, bringing nearly 90 per cent of the traffic along the Western Corridor and 70 per cent of the total container volume of the country under one tracking system.

LDB is an IoT, BigData and cloud-based solution implemented by DLDS. It uses RFID technology to provide near real-time visibility of container movement in the western corridor through the portal.

The LDB provides users a single window interface to check the location of the container along its entire journey, from ports to Inland Container Depots (ICDs) and Container Freight Stations (CFSs), with complete trace back information on intermediate points crossed



and time taken. The web-based interface enables search from any location and any device, and it sends SMS/email alerts to track priority containers and inform users of any delay. The Android version of the LDB for smartphones was also shown.

Since its launch in July 2016, the LDB has provided visibility to 5.5 million ex-im containers along the western corridor. An analysis by the DLDS shows that when compared to June 2017, the lead time for truck routes has improved by 25-27 per cent. LDB provides detailed analysis of dwell time, average delivery time, efficiency of different port operators, CFSs/ICDs and Toll Plazas that are helping identify bottlenecks across the supply chain.

The data published by LDB Analytics report has helped in improving the dwell time of the ICDs by 18-20 per cent, which means goods are moving around faster and delays are being reduced. "The

**It is a one-of-its-kind Indo-Japanese technology partnership provides easy-access single window digital visibility solution**

pan-India launch of LDB was the realisation of a very important and ambitious project for India, in view of the data-driven future of the economy," believes Prabhu, in adding, "Data is going to be invaluable to economic activity in the coming years and projects like LDB that collect, process and convert data into value-added service are important for our future growth."

He also hailed the strengthening of Indo-Japanese economic ties, especially in large-scale infrastructure projects such as the DMIC, and proposed setting up of an exclusive industrial zone for Japanese companies in India with infrastructure and amenities catering to their needs.

Chaudhary noted that India can only attract FDI with world-

class infrastructure and production, and logistics is a critical component driving the operations. "Visibility and transparency in logistics as achieved by LDB in container transport can be model for other areas, for example our massive and complex public distribution system," he said. Krishna said, "One of the priorities of the government is to transform existing ports and benchmark them to the best in the world. Port-led development, as envisaged under the Sagarmala project, highway development through the Bharat Mala mission, the development of nearly 34 logistics parks across the country, combined with initiatives such as the LDB will have a transformational impact on the India's goals with regard to ease of doing business, manufacturing and exports."

"Perhaps the greatest success of LDB has been in creating a single, easily accessible platform to streamline multi-modal operations, and this has been realised with support of various ministries," said Abhishek. The LDB is being implemented with the support of the Ministry of Commerce, Ministry of Railways and Ministry of Shipping, Road Transport & Highways. The Japanese government has also been helping with the promotion of LDB as part of its larger partnerships across the DMIC. It was one of the projects reviewed in the summit meeting of the Prime Ministers of India and Japan in September 2017.

**Kenji Hiramatsu** said that Japanese investments in India have increased significantly in the past two years and the number of Japanese companies setting up shops in India has also risen steadily with strong bilateral and economic ties shaping up. "As the first commercialized project under DMIC, we expect LDB to help cut down transportation delays and make India an attractive destination for Japanese companies," he said.

Speaking about the future plans for LDB, **Alkesh Sharma**, the CEO and MD of DMICDC and the Chairman of the DLDS said they plan to extend the tracking services for the bulk cargo.

## NORTH INDIA

# Skyways 'STEERS' its way in logistics

**T**hrough STEER, Skyways will now be able to offer consolidation services within the DCSC terminal at Delhi airport. India has had a very complex logistics environment. Customs, road infrastructure, taxation systems, etc have not just kept Indian supply chain slow but also unpredictable. The Indian shippers are used to moving goods in a traditional way. Most of the business

from Indian airports moves as loose packages. The airfreight consolidation has also been carried out in a primitive style with the same happening in a forwarder warehouse. STEER has been designed, keeping in mind the complexity of Indian system and will be the first-of-its-kind in India. Skyways has signed a Memorandum of Understanding (MoU) with Delhi Cargo Service Center (DCSC).



DCSC will provide Skyways an exclusive loading/offloading bay, a separate area for Skyways Cargo in the bonded area, CCTV coverage for the above two processes

and even for the palletization of these cargoes. Skyways will move all these cargoes in ULD's taken from various airlines. Skyways will set up a 'Control Tower' which will be

manned by a team of three personnel which will control the movements of its cargoes under STEER.

"Through STEER, the customers will not just be able to get the benefit of consolidation but will also get better visibility of their business and will eliminate some key issues like damage to packages, missing packages and pilferage. There will

also be a cost-benefit for customers due this consolidation. Skyways has initiated the programme for some major airports of UK and USA and intend to add more lanes going ahead. We will also carry out door deliveries of these ULD's to customer's bonded facilities in various parts of the world," mentioned, **Yashpal Sharma**, Managing Director, Skyways Group.





COMMITTED CARGO CARE  
PRIVATE LIMITED



Winner of  
**india  
CARGO  
AWARDS**  
North & East  
for being  
**Leading Customs House Agent  
Express Industry**



WE MAKE  
BUSINESSES  
**MOVE  
BEYOND**

“*We are **Committed Cargo Care**, an emerging integrated project logistics management company and a preferred logistics partner to world's largest companies in the energy, telecom, steel, power, oil & gas, infrastructure, automotive and rail sectors.*”

Our strength is to provide  
**world-class integrated  
logistics services**

- Project Cargo Management Solutions
- Order Management
- International Freight Management
- Warehousing
- Customs and Cross Border Movement
- Express Freight
- Heavy & Over-Dimensional Cargo Movement
- Door-to-Door Deliveries

We provide  
**end-to-end visibility**  
of cargo throughout the  
entire logistic value chain.

Our footprint spans across geographies covering India, USA, Canada, China, Africa and a global presence through our international partners.

Does your business intend  
to **go beyond?**

We'd love to **help move.**

Committed Cargo Care Pvt. Ltd., A - 406, Road No 4, Street No 8, Mahipalpur Extension, New Delhi - 110037, India

contact@committedgroup.com

+91 11 46151111

www.committedgroup.com



# Infrastructure status, the big ticket

Indian logistics industry has garnered another feather in its cap with the granting of infrastructure status. Some eminent experts talk to CARGOTALK about how happy they are with this move and opine on how the government should treat this achievement holistically and not in a disorganised manner.



KALPANA LOHUMI



## T.A. Varghese

President

*The Air Cargo Agents Association of India*

The absence of a single department or ministry to look into all the aspects related to logistics has hampered the growth of this sector. The need for a specific department to take care of the issues related to logistics has been repeatedly expressed by the exporters. It is therefore heartening to note that the government, having realised the importance of the logistics sector to promote trade, has decided to create a separate special secretary-level post in the Commerce Ministry to coordinate with all the

concerned ministries and departments.

As per recent media reports, the logistics sector conferred infrastructure status on November 21, 2017. However, the official notification from the government is awaited.

The receipt of such approval will have a major beneficial impact on the logistics sector. Firstly, its transaction costs will reduce substantially. Currently, the transaction costs of this sector in India is around 14 per cent of the total value of the goods, whereas the similar costs in the major global economies is between 6 to 8 per cent. Inclusion of logistics in the infrastructure category will enable this sector to raise funds at competitive rates from lending institutions, which will go a long way in reducing its transaction costs in India.

Secondly, it can be expected that huge investments will flow into this sector, which will boost the country's trade volumes in a major way. Such a development will impact the global competitiveness of Indian exporters positively. The increase in trade will, in turn, lead to further growth of the logistics sector, and it may ultimately reach the levels which have been attained by the leading economies of the world.

It can therefore be expected that obtaining the infrastructure status by the logistics sector will be the precursor of a major thrust in its development.



## Vineet Agarwal

Managing Director, TCIL

Government's commendable step of granting infrastructure status to logistics sector is a major and the necessary platform for the development of the logistics sector. Not only will FDI increase in this sector but the infrastructure finance will be easily accessible to build state-of-the-art infrastructure for managing complex supply chains. This will boost the domestic and export market encouraging manufacturing and job creation.

The move to grant infrastructure status to logistics industry is praiseworthy. However, areas such as multi-modal transportation act, opening up commodities movement to private players and infrastructure status to standalone warehouses also should be considered.



## HIGHLIGHTS

- It can be expected that huge investments will flow into this sector, which will boost the country's trade volumes in a major way.
- The increase in trade will, in turn, lead to further growth of the logistics sector, and it may ultimately reach the levels which have been attained by the leading economies of the world.
- Areas such as multi-modal transportation act, opening up commodities movement to private players and infrastructure status to standalone warehouses also should be considered.
- Infrastructure status will help builders in getting bigger loans and more FDI to build logistics infrastructures. But it's not just the mere infrastructure of facility, it is about the other services like public transport, eateries, hospitals, etc, to operate to be given importance.
- Private sector companies whose operations depend hugely on warehousing and logistics, are now likely to register tremendous growth in Tier 2 and 3 cities.
- The tagging allows companies to get foreign cheaper funding and also allowing foreign funds to actively invest in the growth story of Indian logistics.



# to enhance logistics development



**Nihar Parida**  
*Director, Minerva Integrated Logistics*

Indian logistics gaining infrastructure status is a great beginning. This will help builders in getting bigger loans and more FDI to build logistics infrastructures. Primarily, it talks about immovable infrastructure like logistics parks, ports, rail and road. But the question remains how this is going to lower the cost, as the builders do not get the land at cheaper rates in areas where it makes more logistics sense. If a facility is situated at a location where there are no basic amenities like public transport, eateries, hospitals, etc available, the cost of operation goes up.

That is why many cold chain infrastructures being built with government subsidy, are rotting. The earmarked logistic parks or the already built ones are more than half empty. The next step would be to take all the capex requirements of supply chain into this status and give more subsidy or ease the FDI into it. The logistics parks should include accommodation for labour force to stay. Government has to look at this holistically not in a piecemeal.

It's not just the mere infrastructure of warehouses or ICDs or any other facility, it is about the giving importance to other services as well. Then only these infrastructures will be in a position to operate and make profit.



**Praveen Somani**  
*Director, Inland World Logistics*

The new infrastructure status allows easy investment in the sector which will help in upgrading the structures, enabling for a better service offering and seamless movement. The cost of funding to the sector will reduce, allowing small and medium size company to embark on the process of better infra and automation. The tagging allows companies to get foreign cheaper funding and also allowing foreign funds to actively invest in the growth story of Indian logistics.

It is positive for the sector as not only the infrastructure gets upgraded but also will result in the upgrade of all process along with bringing customer delight and making it easier for Indian companies to compete on the global scale.



**Harpreet Singh Malhotra**  
*Chairman & Managing Director, Tiger Logistics India*

Indian government has been working on improving the road network in the industry, storage and warehousing facilities, but all these were not being created at the same pace. With the announcement of giving logistics an infrastructure status, a major part of the issue is being addressed. The infrastructure status includes multi-modal logistics parks and cold chains.

To get the infrastructure tag, the minimum investment and area requirements for each category of logistic facilities are - a multi-modal logistics park comprising Inland Container Depot (ICD) need to have a minimum investment of `50 crore along with a minimum area of 10 acres. A cold chain facility must have a minimum investment of `15 crore and cover a minimum area of 20,000 sq.ft. Warehousing facilities must have a minimum `25 crore investment and a minimum area of 100,000 sq.ft. This also means that development firms with larger land parcels can utilise their excess land holdings to develop more such facilities, thereby boosting the supply of warehousing facilities.

India is already home to leading industries such as automotive components, pharmaceuticals, cement, textiles, FMCG, and e-commerce. Private sector companies across these sectors, whose operations depend hugely on warehousing and logistics, are now likely to register tremendous growth in Tier 2 and 3 cities. These companies will need a stronger network of warehouses and logistics facilities in smaller cities for growth. The changed status, in turn, will boost the viability of opening up business in different regions, translating into more demand and growth.

Taking a long-term perspective, the most encouraging impact of the development will be on the investments coming into the logistics sector. In addition to attracting foreign investments, the inclusion also makes it easier for logistics companies to access larger amount of funds as External Commercial Borrowings (ECB), access longer tenure funds from insurance companies and pension funds. Warehousing is already seeing big-ticket investments in the country.



# Bonding the IoT chain to Supply Chain

Our esteemed India Cargo Awards winners share their views on how digitisation ensures more efficacy in the supply chain sector while being agile and customer-focused as well.



CT BUREAU

## Attaining transparency not easy

**Parvinder Singh**, Managing Director, Hans Infomatic, believes. "The aim is to build a new kind of supply network that is both elastic and responsive. To achieve a high degree of transparency into the system is no easy task, gathering technologies and building capabilities is not enough but finding people with the right skills, and manage the shift to a culture that is willing to carry out the effort should be company's objective. Once it is achieved, the benefits are significant, and not limited to inventory savings and planning improvements. The key to success is efficient exchange of information. With digitisation, the supply chain has become fully transparent to all the players involved right from the suppliers of raw materials, components, and parts to the transporters of those supplies and finished goods, and then finally to the customers for the demand fulfillment."

## ► Best Technology Solution Provider (North & East 2017): Hans Infomatic



## ► Fastest Hub Developer outside India (North & East 2016): Cargo Consol India

## Digitisation lead to productivity

**Nagaraj. C**, Managing Director, Cargo Consol India, shares, "Digitisation indulge phenomenal changes across the industry by offering the facility to match the up-to-date requirement of end user. In fact, it breaks through lot of walls and is also easily available now, unlike the ancient days. With digitisation, transparency has been adopted and customer can track and trace their products and plan their productions accordingly. No doubt, it leads to well planned, reduced cost of storing the products and enable consumers to utilise smart warehousing."

## An integrated eco-system

**Capt. Sunil A Nar**, Executive Director – Commercial, Nathleela Logistics, shares, "If the vision of industry is to be realised, most enterprise processes must become more digitised. A critical element will be the evolution of traditional supply chains toward a connected, smart, and highly efficient supply chain ecosystem. The supply chain today is a series of largely discrete, siloed steps taken through marketing, product development, manufacturing, and distribution, and finally into the hands of the customer. Digitisation brings down those walls, and the chain becomes a completely integrated ecosystem that is fully transparent to all the players involved from the suppliers, components, and parts, to the transporters, and finally to the customers. This network will depend on a number of key technologies, integrated planning and execution systems, logistics visibility, autonomous logistics, smart procurement and warehousing, spare parts management, and advanced analytics."

## ► Emerging Sea Freight Forwarding Company (West & South 2017): Nathleela Logistics



## Emerging Road Freight Forwarding Company (West & South 2017): Trukkers.com

## IoT scope enormous

**Zubin Poonawalla**, Consultant, Tata Group of Companies, says, "For many companies, their supply chain is their business; so critical that even small increase in efficiency can produce major earnings gains. Digitisation brought 4.1 per cent annual increase in supply chain. For every industrial company, the promise of the industrial Internet of Things (IoT) is enormous. And perhaps nowhere it is more important than in its potential to transform the supply chain. By combining a variety of digital tools—integrated planning and execution systems, logistics visibility, autonomous logistics, smart procurement and warehousing, spare parts management and advanced analytics; fast-moving companies have the real potential to win the battle for efficiency and speed to market on how you can achieve similar results."







**Rahat**  
*Delivering since 1986*



# CONQUERING LAND, SEA & AIR SINCE 1986

Air Freight . Sea Freight . Warehousing . Local Distribution . Customs Clearance  
Project Management . Packing & Crating . Exhibitions & Trade Shows  
Ship & Air Charters . Tailor Made Reporting

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



# The 'logic' of GST in the logistics sector:

Even though the Goods and Service Tax (GST) regime has had a bright side for the logistics industry, there are some worrying trends observed as well. CARGOTALK explores the impact of GST on logistics and freight forwarding business that has had a significant share in the economy.



KALPANA LOHUMI

Following the roll-out of Goods and Services Tax (GST), it has been observed a number of times on how the logistics sector has become the most beneficial one with reduction in logistics cost, warehouse consolidation, simplified tax structure, to name a few. The list of benefits of this Bill for the freight and logistics network is endless.

Despite the number of benefits, what is worrisome is that the industry shall lose some ₹20,000 crore international freight forwarding business to international competitors because of a tax parity issue, according to estimates. Freight forwarders, who act as an intermediary between the client and various transportation services, discuss their pain points and share pertinent recommendations to the government.

**Bharat J Thakkar**, Past President and Permanent Member - Board of Adviser, ACAAI and Co-Founder & Joint Managing Director, Zeus Air Services, says, "The current system of Cenva Credit is not the finest system since there are artificial restrictions and the credit is not available on services used for construction of offices or warehouses. It is unfortunate that the same artificial restrictions find place through Section 16(5) of the CGST Act. If services are used and consumed in different states, there is a possibility of accumulation of SGST credits in different states. The whole objective of GST would be lost if a service provider is not in a position to avail and utilise the credits. Credits should be capable of easy distribution and should be available for set-off or refund claim based on the single PAN based registration of one central location."

**Rajiv Sachdeva**, Managing Director, Rahat Continental, shares, "This is a very big loss to the entire community. Implementation of GST, especially in freight,



has gone against the 'Make in India' campaign where in the consumer saves revenue by not importing products and rather manufactures them locally and eventually pays GST equivalent or more than the importation saving. It's already been six months since GST has been implemented and the government should reevaluate their decision."

**Pushendra Pratap Singh**, Chief Commercial Officer, Eusu Logistics, explains, "As per the recent implementation of the IGST and GST by the government, Section 13(9) of GST Act 2017 directs the freight forwarding companies to levy GST on all shipments to India, whereas, the disturbing part is that the overseas companies are free from taxation. This simply gives a cushion to the competitors; those who want to export or import goods from India would prefer overseas companies as there is no liability of GST/IGST rather than the Indian companies who are bound with the taxes. The reason overseas suppliers to India prefer Indian freight forwarders is the fact of their familiarity with the Indian customs procedures which is somewhat quite different from other countries, documentation and other related formalities. That



**Bharat J Thakkar**  
Past President and Permanent Member  
- Board of Adviser, ACAAI & Co-Founder  
& Joint MD, Zeus Air Services



**Rajiv Sachdeva**  
Managing Director, Rahat Continental &  
India Cargo Awards winner 2017



**Pushendra Pratap Singh**  
Chief Commercial Officer  
Eusu Logistics

“  
The whole objective of GST would be lost if a service provider is not in a position to avail and utilise the credits  
”

is why there has been a growth, a feel of increase if we look at the last eight to 10 years of trade. But with the GST coming into the picture, as the overseas companies are unable to claim the input credit, they are preferring our competitors from overseas companies and have stopped preferring Indian freight vendors. This certainly pushes the Indian logistics as well as Indian freight forwarders on the back seat. Simply put,

“  
It's already been six months since GST has been implemented and the government should reevaluate their decision  
”

we are getting elbowed by overseas companies."

"Here we also must look at an additional loss due to the IGST which attracts a tax on services covering the goods, other value-added service like packaging/handling/labeling etc thereby, making our service costlier. All these aspects certainly are going to affect the growth of the industry as well as will affect our bottom line," he continues. Sharing

“  
The reason overseas suppliers to India prefer Indian freight forwarders is the fact of their familiarity with the Indian customs procedures  
”

the recommendations, Thakkar adds, "The credit should be based on the invoice raised by the service provider without insisting on the matching of invoice data through the systems. Further, the central location which is allowed a single registration should be allowed to take all credits in that location. Wherever service providers provide services with reference to logistics such as transport, warehouse, transit warehouse, go-down,

CFS, customs broking, etc. the billing address of the service receiver should be considered as the place of supply."

Secondly, on the advance issue, Thakkar explains, "The GST law contemplates tax on advances for supply of goods or services. In our business, in most cases, we have to remit the service charges or fees in advance. If advances are subject to GST, unless an appropriate invoice is issued for the advance and the necessary filing is done, the credit would not be available. There is an issue in Section 16 (2) which provides that the registered person must receive the goods or services or both."

"It is recommended that suitable changes are required to provide for credit in the hands of the buyer/recipient when GST has been paid on advances," he adds.

## Ensuring betterment through the tax regime

Sharing the consequences of the GST law, Thakkar says, "India has imposed GST on international transportation of goods whereas international transportation is not subject to GST by many countries including countries such as Singapore, Malaysia, Australia and New Zealand. Freight forwarding business in India would come to a complete standstill since the GST favours freight forwarders located outside India. While it has been consistently promised that the tax position would be the same pre and post GST and service tax was not applicable on export freight on account of Rule 10 of the POP Rules; GST becomes applicable on export freight by virtue of Section 12(8) of the IGST Act."

Sachdeva says, "Post GST, international freight forwarding has become an expensive proposition. I do not see any betterment in our business, rather



# Amendments are the need of the hour

we have only altered and filtered our business it's 70 per cent capacity to sustain with GST norms."

"The government's efforts to implement the GST had been an admirable effort towards introduction of the much-awaited tax. Our industry now needs to analyse the law in detail and its impact on our business. This is essential to identify key implementation requirements as part of the preparations for transition from existing indirect tax regime to the GST regime. Though it's too early, we are facing the teething problems. However, a sound and deeper brain storming is required and to be presented to respective government officials for a better clarity. However, the tax regime does not specify any specific exclusion for air or ocean freight. Thereby it can be construed that in case of transactions where the place of supply is within the taxable territory, even the air and ocean freight would be leviable to GST. Overall, a deep clarity still is warranted as far as the GST/IGST is concerned," notes Singh.

"International transportation of goods by road, rail, inland waterways, sea, air or any other mode including freight forwarding should be zero rated. Alternatively, both international transportation and freight forwarding pertaining to international transportation should be exempted. To this effect a proper clarification, by circular/notification with amendment, must be issued," Thakkar recommended. "Ancillary services in relation to international transportation of goods like custom clearances, warehousing, storage, cargo handling, packing, unitisation, port, airport, terminal, etc. should be zero rated or exempted," he added.



### Suggestions

"GST on international freight should be waived off with immediate effect. Drawback and other related benefits to manufacturers and exporters should be re-considered to highly motivate them grow their business which eventually is growth of our economy," appeals Sachdeva.

"In the Indian freight forwarding industry, there are almost 50,000-70,000 of SMEs (Small and Medium Enterprise) who command a major chunk of the `20,000 crore of international business every year. Now this huge potential in vibrant/fragmented industry certainly needs the genuine support from the government to edge out the few hiccups which has crept in due to the recent GST Policy. It certainly needs a proper representation wherein the concerns are raised and discussed by the concerned officials from government side considering the business being affected by the place of ex-im

interpretation aspects. The service aspects being taken out of this IGST/GST should be certainly well-thought-out. Thereby making it a level playing field for Indian freight forwarding companies vis-a-vis the overseas companies. Apart from this, the basic infrastructures should also be considered where improvisation and modernisation is missing. We are far behind our overseas competitors. This is badly required, and this will help the industry grow in a healthy manner," elucidates Singh.

### Highlights:

◆ **Section 12(8) of the Integrated Goods and Service Act 2017 (IGST Act 2017)** - place of supply of services by way of transportation of goods including by mail or courier to –  
 i. A registered person, shall be the location of such person,  
 ii. A person other than a registered person, shall be the location

at which goods are handed over for such transportation.  
 ◆ **Section 13 (9) of IGST Act 2017** – the place of services of transportation of goods, other than by way of mail or courier, shall be the place of destination of such goods.  
 ◆ **Section 2 (6) of the IGST Act 2017** – referring to 'export of services' indicates that supply means  
 i. the supplier's service is in India,  
 ii. recipient of service is located outside India,  
 iii. place of supply of service is outside India,  
 iv. payment for such service is has been received by the supplier of service in convertible foreign exchange and  
 v. supplier of service and the recipient of service are not merely establishments of a distinct person in accordance with Explanation 1 in Section 8,

◆ **Section 8 Explanation 1 of the IGST Act 2017 reads as** – whereas person has  
 i. an establishment in India and any other establishment outside India,  
 ii. an establishment in a State or Union Territory and any other establishment outside the State or the Union Territory or  
 iii. an establishment in a State or Union Territory and any other establishment being a business vertical registered within that State or the Union Territory, then such establishment shall be treated as an establishment of district person.  
 ◆ The distinction of Section 12 and 13 of the IGST Act 2017 is while:  
 i. **Section 12** applies for services where the location of the supplier of services and the location of the recipient of services in India.

ii. **Section 13** is applicable for services where the location of the supplier of services or the location of the recipient of services is outside India.  
 ◆ If there is a confirmation form the Ministry that International transport Freight will fall under Section 13 (9), it will bring in clarity and eliminate room for ambiguity,  
 ◆ Presently the services rendered for export air freight can be termed as services rendered in India to a recipient in India and thus attract Section 12.  
 ◆ If this be the case air freight will be at 18 per cent of GST form the existing 0 per cent category which could be a genuine error.  
 ◆ In the event air freight becomes taxable under GST, the impact will be:  
 i. Per kg of air cargo freight will escalate from 0 to 18,  
 ii. For the Indian Aviation industry over all it will move from 0 to `1620 Crores,  
 iii. This is for an assumed volume of 9, 00,000 tons of export cargo.  
 iv. The impact will crucify the Indian exports.  
 ◆ Regarding export cargo, the impact of the above provisions is that GST becomes applicable on freight forwarding, airlines/liners even though currently there is no service tax. The GST will only be passed on to the exporter and would make the exporter even more uncompetitive, thereby defeating the objective of GST itself.  
 ◆ About import cargo, the GST rates for services released on May 19, 2017 indicates that import of cargo by vessel would attract GST. ↴

### Trivia:

Parliament of India Rajya Sabha, Department Related Parliamentary Standing Committee On Commerce, 139th Report on Impact of GST on Exports states some trends due to GST.  
 The Committee notes that charging high rates of GST

on air, sea and railway freight on exports not only causes additional cost burden on exporters but also erodes the competitiveness of export.  
 The Committee is of considered opinion that imposition of GST on export

fright which is later refunded is an unnecessary burden which stretches the working capital requirements of exporters. It, accordingly, recommends that export freights through air, sea and railway may be exempted or rationalised.





# 'Spear'ing logistics ahead in India

Stephane Descarpentries, Director — Strategic Projects and Director Operations — Asia, FM Logistics, shares his vision and plans for the Indian market, while elaborating on the company's expansion strategies.



CT BUREAU

**Its more than a year since FM Logistic acquired majority stakes in Spear Logistics India. How's the business fairing?**

The integration of Spear Logistics inside FM Group has been a great success. Business is developing according to our plans. We have now a strong base in India, with a national footprint, an amazing customer portfolio, and skilled and committed managers and workers. Most importantly, FM and Spear are now forming one unique team, as we are sharing the same values i.e. trust, performance, openness. In 2017, we started with many new customers and added approximately 600,000 sq. ft. of warehousing space across India. In October, we initiated a 190 000 sq. ft new facility for a European retailer in Pune.

**What are your expansion plans for the Indian market? How are you planning to invest 50 million Euros within three to five years?**

We are deploying the strategy that was defined 18 months ago:

◆ We are setting-up multi-customer facilities (MCF) close to the biggest cities in India. First MCF (250 000 sqft) was in Mumbai (Bhiwandi) in December 2017, a second one is planned in Delhi for 2018.

Part of these warehouses will be leased, but we are also planning to build our own facilities with the help of our real estate subsidiary, Batilogistic.

These MCFs will bring to our customers efficiency (by usage of the height of the buildings), flexibility (by sharing space and resources among different companies) and quality, security and compliance.

◆ We are reinforcing our management teams in order to anticipate our growth.

◆ We are deploying global solutions, warehousing + distribution, B to B and B to C, in our core sectors: FMCG, retail, cosmetics, automotive, engineering, telecom, pharma.

◆ Our new version of WMS is ready and is tested at some of our warehouses, it will give great visibility and flexibility in operations for our clients.

◆ We are deploying a lean approach at all our 80+ warehouses, involving our

workers who have very good ideas of improvement.

**The company is already in E-commerce, retailing, perfume/cosmetics, industrial and health markets. Are you planning to explore more segments/verticals for Indian market?**

We want to be focused on a clear strategy. Our goal is to become a reference in India for our core sectors (FMCG, retail, cosmetics, automotive, engineering, telecom, pharma, e-commerce) through the excellence of our operations and through the added-value we can bring to our customers.

**What are your views on Indian logistics market post GST? Are you facing any challenges, or has it made the industry better?**

GST and infrastructure status for logistics are a major game changer for logistics sector. A more efficient logistics will boost the development of the country. Our main challenge currently is the lack of good infrastructure. The will of the government to improve the road network is a good thing.

Within the next five years, I foresee the following trends for the logistics sector:

◆ Professionalism (usage of WMS, more efficient processes, usage of racking systems, etc.)

◆ A consolidation of the providers

◆ A consolidation of the distributions centers (less DCs, but bigger)

◆ A development of an omni-channel distribution (B2C combined with B2B in the same DCs)

◆ A development of new added-value services in addition to warehousing and transport

**Would you like to comment on synergy with Spear Logistics team in India?**

As FM was not present in India earlier, synergies are strategic and commercial. We are letting an important level of autonomy to our local managers, who know better than me how to run operations efficiently in India.

FM is bringing step by step some good practices in processes, technologies, and also the confidence of more than 100 International customers who may have also needs in India.

Our teams in India have a very good experience in managing very complex activities (thousands of SKUs, picking per unit combined with picking per box) and can also give good suggestions to our European teams in term of combining flexibility and excellence for such operations.

**In last one year what services have you added in the list? And, what is in your to-do list?**

We are currently reinforcing our distribution capabilities. A new transport Director will soon join the team. And we will start in the coming months our first multi-customer large warehouse.

GST has also opened up new avenue of services like value added services (co-packing, kiting, sub-assembly, etc), vendor management (VMI) and procurement services for logistics players like Spear-FM. We are already offering these services to some of our existing clients. That allow them to focus on their core-business: marketing, R&D, manufacturing and sales.



Stephane Descarpentries  
Director - Strategic Projects and  
Director Operations - Asia  
FM Logistics



**GST and infrastructure status for logistics are a major game changer for logistics sector. A more efficient logistics will boost the development of the country**



And our to-do list is simple: execution in a very professional way is our strategy: setting-up multi-customer sites, working on HR to prepare our growth, deploying a global offer sector per sector, deploying our new WMS and our lean approach in all our facilities.

# IndoSpace unveils five industrial parks

To add 10 million square feet of leasable area across Delhi-NCR, Mumbai, Pune and Bengaluru, IndoSpace has introduced five new mega parks to enhance and cater to the rising demand in India.



CT BUREAU

IndoSpace has announced the launch of five new mega parks across the Delhi-NCR region, Mumbai and Bengaluru. Along with the recent expansion and development of its existing Ranjangaon park in Pune, these new parks will add around 10 million sq. ft. of leasable logistics and light manufacturing space to company's portfolio. This growth in industrial real estate will take IndoSpace's operational and underdevelopment

pipeline to around 30 million sq ft, catering to the rising demand in India for world-class, Grade A warehousing and light manufacturing facilities from companies across multiple sectors. The five planned parks will be spread across India's key industrial and logistics hubs at Narasapura (Bengaluru); Badli (National Capital Region); Bhaproda (National Capital Region); and two parks at Khopoli (Mumbai). "This significant expansion highlights IndoSpace's focus on strongly supporting growth



in India's logistics and light manufacturing sector, the landmark GST reform, and a fast-growing e-commerce sector," said **Rajesh**

**Jaggi**, Managing Partner, Real Estate, Everstone Group. "The government's welcome move of granting infrastructure status to

the logistics sector further strengthens our positive outlook for IndoSpace, as well as for the sector as a whole, because this would

help the sector access infrastructure lending at competitive rates. Logistics players will also have multiple instruments to raise money, including funds from insurance companies and pension funds with longer tenor," added Jaggi. According to a recent report by CBRE, GST has already had a positive impact on the warehousing sector, with around 7.4 million sq. ft. of industrial and warehousing space being leased in H1 2017 across key cities, a 50 per cent jump from H2 2016.



# Masters Logistics Solutions

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

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



DGP/Cargo Talk/Jan-18



**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



# Take flight with Air Freight Stations

Vipin Vohra, Chairman, Continental Carriers, in a one-on-one shares his perspective on the Indian scenario for the air freight industry and the optimal role of AFS in the sector. He also shares the prominence of road connectivity.

**Nikhil Anand**

**Kindly elucidate on the scenario of the air cargo industry in India.**

In India, with the implementation of the 'Make in India' policy, the sector

might witness a boom after two or three years for air export. Today the traditional items which we used to export like textile etc, are in a very limited quantity. To meet up the ongoing demand the government has to look in promoting air

freight stations differently. The policy on Air Freight Stations was announced by Ministry of Civil Aviation in November 2014 and the first CFS was approved recently. I reckon, it will change the entire cargo scenario in India because an airfreight

station, located outside the airport, will enable clearance of cargo efficiently. This is going to create competition within terminal operators and is going to provide optimal boost for the cargo industry. There are few hiccups though, there is no

clear policy. Additionally, the AFSs will be closer to the manufacturing sites.

**When do we expect the AFS to be operational?**

The AFS will be operational as soon as



Vipin Vohra  
Gallery of Legends - India Cargo Award winner (North & East 2015) & Chairman Continental Carriers



To meet up the ongoing demand the government has to look in promoting air freight stations differently



possible, we are trying our level best. Associations like, FFFAI, ACAAI are all standing up together for this cause. I think soon few of them will start operations.

**When do you expect Indian air cargo industry to be on a par with global standards?**

In India, the government has to look at the different airports for transshipment policies, etc. If a person is importing good from London to say in a city like Kanpur, the cargo comes to Mumbai or Delhi first and then it is transferred on a local flight. After which it can be shipped on the local transportation. Whereas in Europe, if you see Lufthansa, Air France, British Airways or other carriers, they have dedicated routes for cargo. For this, they have a dedicated transport system, a trucking system, where the cargo is transported on a flight with a flight number to those places of delivery such as France or anywhere in Europe. It is done overnight. A concept like this will take some time to be implemented in India, because of certain policies, customs, etc, but, yes things are moving in that direction and we hope such facilities are here sooner rather than later.

**sindhu**  
Logistics across the Globe

**Our Services**

- FREIGHT FORWARDING
- RELOCATIONS
- CONSULTANCY
- SCM
- CUSTOMS BROKERAGE

**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

**Our Network**

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

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

**CELEBRATING 30 YEARS OF BAGGAGE**

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







# HANS INFOMATIC PVT. LTD.

A CMMI Level-3 & ISO 27001 : 2013, 9001 : 2015 Company



Hans Infomatic Pvt Ltd is proud to be awarded as the 'Best Technology Solution Provider – North & East' at India Cargo Awards

We thank our partners and patrons in reposing their trust in us and strive to serve them in the years to come.

A Very Happy New Year to you all!

D - 96, Sector - 63, Delhi NCR, Noida, U.P. - 201309, Ph : +91 120-4514308-322

E-mail: [sales@hansinfomatic.com](mailto:sales@hansinfomatic.com), Website: [www.hansinfomatic.com](http://www.hansinfomatic.com),



# Insuring cargo is of primary importance

Anurag Rastogi, Member of Executive Management, HDFC ERGO, shares the intricacies of marine cargo insurance, be it, factors that influences premium, impact of technology and more. Some excerpts...



CT BUREAU

## What is covered under HDFC ERGO's Marine Cargo Insurance?

Marine Cargo insurance is global in nature. HDFC ERGO approaches the

covers by first understanding the client's requirements and tailor making them to meet customer needs. The policy issued includes covers and exclusions which are embodied in the Institute Cargo Clauses and Inland Transit Clauses. The policies

are largely issued on 'all-risks' basis which means loss or damage due to any cause is payable. However, there are a few exclusions like bad packing, willful misconduct and unseaworthiness of vessel. Additionally, normal losses and losses arising due

to delay are excluded and the contract does not apply.

## What should be the components of insurance of cargo moving by sea?

Following are the few key points to be

considered while opting for cargo insurance –

- ◆ Selecting the right carrier is of utmost importance
- ◆ Ensure good packing to take care of the various legs of the transit
- ◆ Be well acquainted with the buyer/seller and know



Anurag Rastogi  
Member of Executive Management  
HDFC ERGO



The policy issued includes covers and exclusions which are embodied in the Institute Cargo Clauses and Inland Transit Clauses



the terms of sale, based on which the insurance cover is designed

- ◆ Ensure there is no intentional storage of goods

## What is the growing impact of technology on the marine insurance sector?

Technology continues to play an important role in the marine insurance sector. Insurers no longer issue typed certificates and policies and instead prefer online issuance of policy & certificates.

At HDFC ERGO, the launch of Marine policy issuance engine has helped insurers issue marine specific policies on their hand-held device in no time.

## Where do you see this sector five years down the line?

Marine Insurance premium contributes a mere two per cent of the total insurance premium written globally and in India. We believe that in the next five years, marine insurance would continue to contribute a small share to the overall business of Insurance. However, it will be considered as an important segment of insurance.

With 6 offices across India, it's the Velogical choice.

a Rogers enterprise

India

Delhi

Mumbai

Bangalore

Tirupur

Chennai

Tuticorin

VELOGIC

Trade it easy

Head Office:  
1st floor, Plot No.7, Khasra No. 28/3/2, Samalkha Extension, Kapashera Bijwasan Road, New Delhi - 110037

Branch Offices:  
Mumbai, Chennai, Tirupur, Tuticorin, Bangalore

Overseas Offices:  
Bangladesh, France, Kenya, Mauritius, Madagascar, Mozambique, Reunion

www.velogic.net





# 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**

**Our floors are occupied by**



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



For all your flooring needs contact:-  
Mr. Pradeep Lamba: +91 9717854400, LTFSP@lamba.com  
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



# Department of Commerce

## Export Import Data Bank; Export: Commodity-wise

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

Dated: 27/12/2017; Values in Rs. Lacs; Sorted on HSCode

| HS Code | Commodity   | 2016-2017     | %Share  | 2017-2018 (Apr-Sept) | % Share | HS Code | Commodity   | 2016-2017    | %Share | 2017-2018 (Apr-Sept) | % Share |
|---------|---|---------------|---------|----------------------|---------|---------|---|--------------|--------|----------------------|---------|
| 01.     | Live animals  | 52,739.89     | 0.0285  | 17,134.25            | 0.0183  | 28.     | Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes                       | 913,788.70   | 0.4941 | 484,347.76           | 0.5165  |
| 02.     | Meat and edible meat offal  | 2,706,086.08  | 1.4632  | 1,253,238.93         | 1.3365  | 29.     | Organic chemicals   | 7,838,557.88 | 4.2384 | 4,195,090.06         | 4.4738  |
| 03.     | Fish and crustaceans, molluscs and other aquatic invertebrates  | 3,689,789.41  | 1.9951  | 2,246,392.92         | 2.3956  | 30.     | Pharmaceutical products   | 8,670,548.95 | 4.6882 | 4,113,334.17         | 4.3866  |
| 04.     | Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included   | 196,352.68    | 0.1062  | 104,673.07           | 0.1116  | 31.     | Fertilisers   | 46,554.06    | 0.0252 | 21,717.19            | 0.0232  |
| 05.     | Products of animal origin, not elsewhere specified or included  | 53,576.96     | 0.0290  | 29,722.27            | 0.0317  | 32.     | Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks      | 1,718,942.15 | 0.9294 | 907,081.80           | 0.9673  |
| 06.     | Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage                  | 54,670.73     | 0.0296  | 26,276.56            | 0.0280  | 33.     | Essential oils and resinoids; perfumery, cosmetic or toilet preparations  | 1,058,656.04 | 0.5724 | 608,288.14           | 0.6487  |
| 07.     | Edible vegetables and certain roots and tubers  | 867,982.85    | 0.4693  | 383,997.01           | 0.4095  | 34.     | Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep | 347,587.63   | 0.1879 | 189,026.22           | 0.2016  |
| 08.     | Edible fruit and nuts; peel or citrus fruit or melons   | 1,160,055.69  | 0.6273  | 554,967.51           | 0.5918  | 35.     | Albuminoidal substances; modified starches; glues; enzymes  | 168,575.65   | 0.0912 | 73,185.92            | 0.0780  |
| 09.     | Coffee, tea, mate and spices  | 2,134,444.75  | 1.1541  | 1,064,377.50         | 1.1351  | 36.     | Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations  | 68,204.96    | 0.0369 | 35,858.17            | 0.0382  |
| 10.     | Cereals   | 4,031,650.65  | 2.1799  | 2,538,668.51         | 2.7073  | 37.     | Photographic or cinematographic goods   | 10,241.34    | 0.0055 | 4,523.93             | 0.0048  |
| 11.     | Products of the milling industry; malt; starches; inulin; wheat gluten                                      | 146,116.19    | 0.0790  | 76,254.53            | 0.0813  | 38.     | Miscellaneous chemical products   | 2,179,176.14 | 1.1783 | 1,099,596.49         | 1.1727  |
| 12.     | Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder | 1,214,586.66  | 0.6567  | 468,086.67           | 0.4992  | 39.     | Plastic and articles thereof  | 3,550,205.17 | 1.9196 | 1,855,682.44         | 1.9790  |
| 13.     | Lac; gums, resins and other vegetable saps and extracts   | 566,018.58    | 0.3061  | 318,132.89           | 0.3393  | 40.     | Rubber and articles thereof   | 1,671,817.86 | 0.9040 | 902,258.91           | 0.9622  |
| 14.     | Vegetable plaiting materials; vegetable products not elsewhere specified or included                        | 45,471.12     | 0.0246  | 18,044.93            | 0.0192  | 41.     | Raw hides and skins (other than furskins) and leather   | 594,745.16   | 0.3216 | 292,659.84           | 0.3121  |
| 15.     | Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax    | 598,356.55    | 0.3235  | 411,194.37           | 0.4385  | 42.     | Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (othr thn silk-wrm)gut                 | 1,572,552.21 | 0.8503 | 802,244.00           | 0.8555  |
| 16.     | Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates                    | 212,714.55    | 0.1150  | 133,938.17           | 0.1428  | 43.     | Furskins and artificial fur, manufactures thereof   | 7,911.75     | 0.0043 | 4,005.59             | 0.0043  |
| 17.     | Sugars and sugar confectionery  | 1,011,918.30  | 0.5472  | 370,819.47           | 0.3955  | 44.     | Wood and articles of wood; wood charcoal  | 269,775.11   | 0.1459 | 128,227.06           | 0.1367  |
| 18.     | Cocoa and cocoa preparations  | 108,677.27    | 0.0588  | 51,664.16            | 0.0551  | 45.     | Cork and articles of cork   | 1,611.07     | 0.0009 | 730.29               | 0.0008  |
| 19.     | Preparations of cereals, flour, starch or milk; pastry cooks products                                       | 348,116.85    | 0.1882  | 170,199.12           | 0.1815  | 46.     | Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork   | 6,613.46     | 0.0036 | 4,665.19             | 0.0050  |
| 20.     | Preparations of vegetables, fruit, nuts or other parts of plants  | 331,026.23    | 0.1790  | 175,742.15           | 0.1874  | 47.     | Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard  | 4,803.25     | 0.0026 | 376.96               | 0.0004  |
| 21.     | Miscellaneous edible preparations   | 421,230.70    | 0.2278  | 225,585.19           | 0.2406  | 48.     | Paper and paperboard; articles of paper pulp, of paper or of paperboard   | 785,582.06   | 0.4248 | 411,848.85           | 0.4392  |
| 22.     | Beverages, spirits and vinegar  | 209,217.74    | 0.1131  | 112,009.39           | 0.1195  | 49.     | Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans                               | 191,017.22   | 0.1033 | 86,331.72            | 0.0921  |
| 23.     | Residues and waste from the food industries; prepared animal fodder   | 745,727.08    | 0.4032  | 398,631.42           | 0.4251  | 50.     | Silk  | 58,129.68    | 0.0314 | 25,389.69            | 0.0271  |
| 24.     | Tobacco and manufactured tobacco substitutes  | 642,396.97    | 0.3473  | 286,692.22           | 0.3057  |         |   |              |        |                      |         |
| 25.     | Salt; sulphur; earths and stone; plastering materials, lime and cement                                      | 1,292,055.48  | 0.6986  | 666,765.26           | 0.7111  |         |   |              |        |                      |         |
| 26.     | Ores, slag and ash  | 1,271,765.84  | 0.6877  | 528,798.62           | 0.5639  |         |   |              |        |                      |         |
| 27.     | Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes        | 21,747,673.68 | 11.7591 | 11,037,411.57        | 11.7707 |         |   |              |        |                      |         |



# Department of Commerce

## Export Import Data Bank; Export: Commodity-wise

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

Dated: 27/12/2017; Values in Rs. Lacs; Sorted on HSCode

| HS Code | Commodity   | 2016-2017     | %Share  | 2017-2018 (Apr-Sept) | % Share | HS Code | Commodity  | 2016-2017             | %Share | 2017-2018 (Apr-Sept) | % Share |
|---------|---|---------------|---------|----------------------|---------|---------|--|-----------------------|--------|----------------------|---------|
| 51.     | Wool, fine or coarse animal hair, horsehair yarn and woven fabric   | 107,589.74    | 0.0582  | 47,703.70            | 0.0509  | 78.     | Lead and articles thereof  | 158,681.39            | 0.0858 | 103,601.26           | 0.1105  |
| 52.     | Cotton  | 4,439,176.17  | 2.4003  | 1,822,518.68         | 1.9436  | 79.     | Zinc and articles thereof  | 409,675.10            | 0.2215 | 231,373.61           | 0.2467  |
| 53.     | Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn  | 268,431.57    | 0.1451  | 140,100.05           | 0.1494  | 80.     | Tin and articles thereof   | 7,236.29              | 0.0039 | 4,255.49             | 0.0045  |
| 54.     | Man-made filaments  | 1,333,410.38  | 0.7210  | 700,100.32           | 0.7466  | 81.     | Other base metals; cements; articles thereof   | 27,477.25             | 0.0149 | 15,618.46            | 0.0167  |
| 55.     | Man-made staple fibres  | 1,437,264.57  | 0.7771  | 689,084.09           | 0.7349  | 82.     | Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal  | 501,797.37            | 0.2713 | 260,332.83           | 0.2776  |
| 56.     | Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof                                   | 235,078.57    | 0.1271  | 116,033.47           | 0.1237  | 83.     | Miscellaneous articles of base metal   | 352,243.48            | 0.1905 | 183,438.81           | 0.1956  |
| 57.     | Carpets and other textile floor coverings   | 1,189,516.91  | 0.6432  | 567,633.11           | 0.6053  | 84.     | Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof  | 9,451,655.93          | 5.1106 | 5,241,257.92         | 5.5895  |
| 58.     | Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery  | 250,439.80    | 0.1354  | 125,391.54           | 0.1337  | 85.     | Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts | 5,519,025.20          | 2.9842 | 2,810,034.15         | 2.9967  |
| 59.     | Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use                   | 141,577.24    | 0.0766  | 75,740.82            | 0.0808  | 86.     | Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical          | 155,930.30            | 0.0843 | 99,103.18            | 0.1057  |
| 60.     | Knitted or crocheted fabrics  | 190,828.09    | 0.1032  | 99,832.39            | 0.1065  | 87.     | Vehicles other than railway or tramway rolling stock, and parts and accessories thereof  | 10,023,811.77         | 5.4200 | 5,142,393.07         | 5.4840  |
| 61.     | Articles of apparel and clothing accessories, knitted or crocheted  | 5,515,001.32  | 2.9820  | 2,920,820.71         | 3.1149  | 88.     | Aircraft, spacecraft, and parts thereof  | 2,264,051.56          | 1.2242 | 696,255.33           | 0.7425  |
| 62.     | Articles of apparel and clothing accessories, not knitted or crocheted  | 6,144,456.25  | 3.3224  | 2,993,001.76         | 3.1919  | 89.     | Ships, boats and floating structures   | 3,028,903.75          | 1.6378 | 1,558,112.43         | 1.6616  |
| 63.     | Other made up textile articles; sets; worn clothing and worn textile articles; rags   | 3,155,505.29  | 1.7062  | 1,643,592.85         | 1.7528  | 90.     | Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof             | 1,804,110.73          | 0.9755 | 920,363.30           | 0.9815  |
| 64.     | Footwear, gaiters and the like; parts of such articles  | 1,855,056.07  | 1.0030  | 941,893.29           | 1.0045  | 91.     | Clocks and watches and parts thereof   | 59,669.40             | 0.0323 | 25,583.12            | 0.0273  |
| 65.     | Headgear and parts thereof  | 26,567.76     | 0.0144  | 12,638.77            | 0.0135  | 92.     | Musical instruments; parts and accessories of such articles  | 9,569.89              | 0.0052 | 6,620.66             | 0.0071  |
| 66.     | Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof  | 1,248.54      | 0.0007  | 665.51               | 0.0007  | 93.     | Arms and ammunition; parts and accessories thereof   | 69,414.62             | 0.0375 | 27,626.41            | 0.0295  |
| 67.     | Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair                     | 168,808.58    | 0.0913  | 72,324.49            | 0.0771  | 94.     | Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc | 879,703.03            | 0.4757 | 461,572.15           | 0.4922  |
| 68.     | Articles of stone, plaster, cement, asbestos, mica or similar materials   | 904,848.80    | 0.4893  | 450,415.04           | 0.4803  | 95.     | Toys, games and sports requisites; parts and accessories thereof.  | 197,762.86            | 0.1069 | 110,129.57           | 0.1174  |
| 69.     | Ceramic products  | 738,247.92    | 0.3992  | 422,269.15           | 0.4503  | 96.     | Miscellaneous manufactured articles  | 371,902.34            | 0.2011 | 174,601.36           | 0.1862  |
| 70.     | Glass and glassware   | 439,144.97    | 0.2374  | 231,246.42           | 0.2466  | 97.     | Works of art collectors' pieces and antiques   | 208,947.27            | 0.1130 | 24,325.81            | 0.0259  |
| 71.     | Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin | 29,231,352.85 | 15.8056 | 13,815,152.98        | 14.7330 | 98.     | Project goods; some special uses   | 43,537.52             | 0.0235 | 9,137.64             | 0.0097  |
| 72.     | Iron and steel  | 5,820,904.43  | 3.1474  | 3,344,476.02         | 3.5667  | 99.     | Miscellaneous goods  | 260,192.05            | 0.1407 | 47,193.44            | 0.0503  |
| 73.     | Articles of iron or steel   | 3,966,669.97  | 2.1448  | 2,127,536.99         | 2.2689  |         | <b>India's Total Export</b>  | <b>184,942,875.55</b> |        | <b>93,770,125.46</b> |         |
| 74.     | Copper and articles thereof   | 1,757,765.71  | 0.9504  | 1,054,311.25         | 1.1244  |         |  |                       |        |                      |         |
| 75.     | Nickel and articles thereof   | 61,162.16     | 0.0331  | 12,756.07            | 0.0136  |         |  |                       |        |                      |         |
| 76.     | Aluminium and articles thereof  | 2,161,505.41  | 1.1687  | 1,274,066.52         | 1.3587  |         |  |                       |        |                      |         |



# Unravelling the positive side of infra status

Sanjiv Kumar, Aviation Consultant, shares his expert opinion on the components of infrastructure and how the recent attainment of an infrastructure 'status' can ease logistics operations. He also opines on the evolving sector.

Logistics can be defined as providing the right type of products and/or services at the right price, place, time and right condition. The birth of logistics can be traced back to ancient war times of Greek and Roman empires when military officers titled as "Logistikas" were assigned the duties of providing service related to supply and distribution of resources. This was done to enable the soldiers to move from their base position to a new forward position efficiently, which could be a crucial factor in determining the outcome of wars. This also involved inflicting damage to the supply locations of the enemy and safeguarding one's own supply locations. Thus, this led to the development of a system, which can be related to the current day system of logistics management.

Logistics has now evolved itself as an art and science. However, it cannot be termed as an exact science. It does not follow a defined set of tables nor is it based on skills inherited from birth. A logistics manager performs his duties and responsibilities based on his educational experience, skills, past experience and intuition. These skills are nourished by a constant application of the same by him for betterment of the systems



leading to betterment of the organisation.

This industry has huge impact on the domestic and global economy of any country. As such, the role and importance of logistics has been elevated in many business environments. Various surveys have been conducted to estimate the logistics activities as a percentage of the whole production value. It was found that between 12-20 per cent of the final retail price of consumer goods is associated with logistics cost, the three major components being inventory carrying, transportation and administration, as per India Logistics Industry research report 2004. Global logistics market estimates were at US \$8183.46 billion in 2015 and expected to reach

15522.02 billion by 2023 according to Transparency Market Research 2016. The Indian logistics industry, which plays a crucial role in the nation's development, is growing. In 2012-13, it was valued at US \$130 billion and growing at CAGR of over 10 per cent. In India, the sector has made immense strides in recent times with introduction of GST, relaxed FDI regulations, major investments in infrastructure development across all modes of transportation and increase in technology adoption. Recently, the industry has also been granted the 'infrastructure status'. Some of the benefits that will be enjoyed by the logistics industries with infrastructure status would be:

◆ Easier access to institutional credit and lower

“  
In India, the sector has made immense strides in recent times with introduction of GST, relaxed FDI regulations, etc  
”

borrowing costs. The loans would be of longer maturity and easier lending terms.

◆ Simplification of approval process for projects, will create clear guidelines and increases transparency in the segment.

◆ Such a market, which would be made accountable through a regulatory authority, could attract debt

and pension funds to invest in recognised projects.

◆ With introduction of GST and easier access to capital and long-term loans, large warehouses are likely to be set up across the country and in turn would lead to job creation. Setting up of warehouses would also give easier and quicker access to goods and in turn bring down the cost of logistics.

◆ As per the Government notification, the logistics infrastructure will include multi-modal logistics parks including Inland Container Depots (ICD) with minimum investments of `50 Crore and minimum area of 10 acre, cold chain facilities having an investment of at least `15 Crore and 20,000 sq ft., and warehousing facilities with investment of minimum `25 Crore and over 100,000 sq ft.,

All this in turn would make the industry attractive for investors. The above projections would lead to savings for the industry and make it more competitive in the international market. Improved speed of delivery products and other logistical benefits will help companies to grow faster.

By giving logistics an infrastructure status, the government has provided the necessary platform for development and a fillip to the logistics industry. It is hoped that the industry players will take an advantage of the opportunity to further the interests of the logistics industry and in turn bolster the economy and increase employment.

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



Sanjiv Kumar  
Aviation Consultant

## 'Freeze' your choice on Gandhi's doors

Gandhi Automations is the leading automated entrance automation and loading bay equipment company that offers high speed doors. It is certified under the ISO 9001:2008.



CT BUREAU

The Prime Freezer Doors designed and manufactured by Gandhi Automations are sturdy, dependable and are the ideal solution where temperature control is critical and safety concerns are at a premium. The doors are manufactured with European collaboration and technology

with innovative and creative engineering.

The high operating speed combined with an excellent seal optimises the internal traffic flow and provide energy savings. Heavy duty motor : 400V three phase, opening speed upto 2.5 m/s with inverter system. Can be equipped with transparent PVC vision windows. Suitable for

both positive and negative temperature, operating temperature range +5 to -350 C. Prime Freezer Door has special double curtain construction with space in-between.

High Speed Freezer Doors are the ideal solution for internal heating system provided within the guide prevents ice formatting even during

intensive cooling and effectively operate in any situation, innovative insulated curtain with high thermal efficiency is available optionally, for additional saving on energy costs.

The doors have revolutionary soft bottom edge and sensor combine to ensure operator safety at all times.





# Concor goes real time for cargo

Container Corporation of India (Concor) is planning a complete rollout of a technology, for tracking goods in real time by the end of March 2018. The company is offering radio data terminals which provides an edge for operations.



CT BUREAU

“The Concor is using hand-held devices called radio data terminals, which are claimed to be better than the conventional RFID (radio frequency identification devices) tags that have limited usage,” said **Kalyana Rama**, Chairman & Managing Director, Concor.

“As of now we are offering such facilities in 18 locations and by March we would be able to offer radio data terminals at all locations using which we would be in a position to hand over any specific container that my customers want. These facilities are not easily available with RFID technology,” he said.

Nagpur’s inland container depot was one of the first locations to have the hand-held radio

data terminal as part of Concor’s ‘Know Your Container Location’ initiative. These hand-held devices help customers locate containers at terminals as each container is assigned a unique stack location number which is read by

the devices and uploaded to a central server from where customers can know the exactly where their goods are lying and can plan accordingly.

In contrast, RFID tags have limited use, as they can

only show when a container is entering or exiting a terminal or a warehouse as it passes an RFID reader.

Post Goods and Services Tax (GST) rollout, the company is planning significant investments in

logistics hubs as the sector is the biggest beneficiary in the new tax regime. Also, in a bid to realise government’s ‘Make in India’ initiative, it plans to put up manufacturing and distribution zones across the country starting with a project in Andhra Pradesh.

“All the new logistics infrastructure including the manufacturing zones, distribution hubs and increase in the number of container terminals would give a real boost to Make-in-India push,” he said.



## 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 Handles, 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.

Cargotalk/Jan-2018



**Kalyana Rama**  
Chairman & Managing Director  
Concor



We are offering such facilities in 18 locations and by March we would be able to offer radio data terminals at all locations



## Did You Know?

Presently, the company has around 74 container terminals across the length and breadth of the country.



Warehouse



Covered Warehousing Facility



3PL Admin Building

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

📍 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](mailto:jwccfs@jwclogic.com)

✉ [krutijobanputra@jwclogic.com](mailto:krutijobanputra@jwclogic.com)

✉ [jignesh@jwclogic.com](mailto:jignesh@jwclogic.com)



# GST: One window clearance in logistics

**Brijesh Lohia**, Managing Director, Global Ocean Group, elucidates on the relevance of the Good and Service Tax (GST) regime in the logistics sector and the inclusion of single window clearance.

With technology push in a right way by the NDA government, leveraging technology to set up logistics industry on the lines of Aadhar and linking it to GST network database has become a need of the hour to reduce complexities and prevent fraudulent cases. It becomes an added benefit to reduce logistics costs and improve the competitive edge. The present documentation is complex due to different formats used across various states and departments, separate physical checks for varied taxes, insufficient use of technology and inadequate use of IT infrastructure.

## Tag along RFID

Radio Frequency Identification (RFID) tags on vehicles for electronic toll collection and global positioning system (GPS) devices may provide the building block for this initiative, which will help in accessing information related to the consignment, vehicle, driver and location, thereby enabling verification, as per report submitted by consulting firm A.T. Kearney for the Ministry of Road Transport and Highways.

India has been struggling with high logistics costs of 16-18 per cent (as a percentage of cost of the



product), which make its exports uncompetitive vis-à-vis those of China, where logistics costs make up 8-10 per cent. India's logistics cost as a percentage of its gross domestic product was 13-14 per cent in 2014. The World Bank's Logistics Performance Index (LPI) ranked India at the 54th position (2014), with the country losing \$6.6 billion every year in transportation delays for freight, according to a study. The report, which studied logistics systems across Hungary, Turkey, the US, Germany and Japan recommended that technology be used to set up modules such as Vahan Aadhaar, Logistics

Park Information System (LPIS) and Road and Traffic Information System (RTIS). Introduction of a common system to link GSTN database with Vahan and Sarathi will allow for more streamlined movement of goods in the country.

## Vahan Aadhaar

The Sarathi database can envision a centralised repository of driver-related information. LPIS and RTIS will provide a central interface to handle consignment traceability, reservations of resources and services; and storage and dissemination of information about road and traffic conditions,

respectively. These will help in the simplification of documentation and procedures during the inter-state freight movement and also help in curbing the illegal movement of goods.

Vahan Aadhaar concept will comprehensively capture all aspects of end-to-end movement of freight in a single system.

The government has over the last few months moved swiftly to link many government schemes with Aadhaar. It has linked Aadhaar to the Permanent Account Number (PAN) used in filing of tax returns, and even for procuring a

driving licence and vehicle registration number.

With the introduction of GST, India will become a seamless market without any difference between inter-state or intra-state sales. Service providers would be incentivised to leverage hub-and-spoke supply chain networks by operating large central warehouses and remodeling transportation routes.

On the taxation front, at national level, it will result in more competent and efficient cross-state transportation, lesser paperwork for transporters, thereby reducing the logistics costs. Not just costs, it will also save a lot of transportation time. As transporters are resorting to digital space to book trucks, the scope of online truck booking in India is broad.

Industry analysts anticipate that the largest warehouses will come up in the seven largest consumption centres of the country catering to more than 50 per cent of the country's needs. The rest of the country will be served from these large warehouses via secondary dispatch. Finally, the requirements for long distance trucks will increase due to

consolidation of warehouses and long distance secondary dispatches.

The logistics sector in India, including the 3PLs is a highly fragmented with highly inefficient supply chains of the firms. Post GST companies will receive added incentive to either develop its own logistics arm or tie up with the domain experts who are 3PL companies. This will benefit the companies as a system of seamless tax-credits throughout the value chain and across state boundaries will bring down the cascading effect of taxes and thus reduce the hidden costs of doing business.

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



**Brijesh Lohia**  
Managing Director  
Global Ocean Group

## PAN INDIA

# LSC to skill three lakh young guns by 2020

The Logistics Skill Council (LSC) has launched its first apprentice programme under the National Apprenticeship Promotion Scheme (NAPS) that will give a big boost to train three lakh youth in the next three years. "Apprenticeship training is considered to be one of the most efficient ways to develop skilled manpower. It provides for an industry-led, practice-oriented, effective and efficient mode of formal training," said, **R. Dinesh**, LSC Chairman.

"Our mission is to develop a skilled talent pool of 28 million workforce in the logistics industry under various sub-sectors through eminent training partners," he added.

**Vijay Kumar Dev**, Director General of Training, Ministry of Skill Development and Entrepreneurship, said private sector participation is crucial so that various industries can train and absorb job aspirants. The aspirations of youth are rising, and they need jobs.

India enjoys demographic dividend, which can turn into a demographic disaster unless their aspirations are met."

**Vineet Agarwal**, Managing Director, TCI, said logistics provide a critical support to the national economy. "The logistics industry is expected to grow at an annual rate of 10 per cent for several years to come," he said. Under NAPS, the central government shares 25 per cent of the total stipend (maximum



of ₹1,500 per month per apprentice) with

employers. In addition, it supports basic training, not

exceeding ₹7,500 for 500 hours training course.



# EMIZA INC.

## TECH ENABLED 3PL SOLVING THE LAST MILE FOR B2B

### WAREHOUSING:

- Tech enabled warehousing solutions.
- Storage and Inventory management
- Order processing for both online and offline
- Quality Check services for wide array of product categories
- Kitting, bar-coding and other value added services

### DISTRIBUTION:

- Tech enabled distribution solutions
- Owned network of 25 branches in North India covering 160+ locations and 2200 pin codes.
- Door to door, godown to door, door to godown services
- Last mile solutions for Large Shipments
- Secondary and regional distribution for businesses delivering to dealers and retailers
- Reverse logistics
- Line Haul solutions for ecommerce



Winner of

**india  
CARGO  
awards**  
North & East

for being

**EMERGING 3PL COMPANY**



**Emiza Supply Chain Services Pvt Ltd.**

Delhi: 551, Nayak Mohalla, Holi Chowk, Bijwasan, New Delhi – 110061

Contact Person: Mr. Ajay Rao • Phone: +91 7045475546 • Mob: +91 9167181605 • Email: [ajay@emizainc.com](mailto:ajay@emizainc.com)



# Informative AEO seminar held at DCSC

Authorised Economic Operator (AEO) session was held at Delhi Cargo Service Centre under the chairmanship of **Sunil K Sawhney**, Chief Commissioner - Customs. The event provided an impetus to streamline cargo security.



CT BUREAU

AEO seminar was held under the aegis of the World Customs Organisation (WCO) SAFE Framework of standards to secure and facilitate global trade.

The event enabled Indian Customs to enhance and streamline cargo security through close cooperation with the principle stakeholders of the International supply chain viz. importers, exporters, logistics providers,

custodians or terminal operators, custom brokers and warehouse operators. There are multiple tiers of certification:

◆ **AEO T1** – verified on the basis of document submission only.

◆ **AEO T2** - In addition to the document verification, on site verification is done.

◆ **AEO T3** - For AEO T2 holders who have enjoyed the status for 2 years only based on document verification

◆ **AEO LO** – In addition to document verification, onsite verification is done

◆ The programme uses a 'trust but Verify' approach with trade community.

◆ To apply this programme, a prospective AEO certificate holder

submits basic company information and security profile as per annexure of the circular.

◆ The AEO team checks on the company in its general compliance, legal compliance, management of commercial and transport records, financial solvency, safety and security training and threat awareness, etc.

◆ The AEO specialist conducts an onsite visit.

◆ The efficient and compliant business are certified into the programme.



Sunil K Sawhney  
Chief Commissioner - Customs

The initiative will help Indian customs ensure integrity of their security practices and communicate and verify the security guidelines of their business partners within the supply chain. In exchange, Indian Customs affords its AEO members with certain benefits, including:

◆ Inclusion of Direct Port Delivery of Imports to ensure just in time inventory management by manufactures for AEO T1, T2 and T3.

◆ Inclusion of direct port entry for factory stuffed containers meant for export for AEO T1, T2 and T3.

◆ Provisions for deferred payment of duties – delinking duty payment and customs clearance for AEO T2 and T3. Benefits for mutual recognition agreements with other customs administrations for AEO T2 and T3.

◆ Faster disbursement of drawback amount.

◆ Fast tracking of refunds and adjudications.

◆ Extension of facilitation to exports in addition to imports depending on the tier of certification. ↴

Thank You  
for the overwhelming response in 2017

**NOMINATE NOW**

FOR

**india  
CARGO  
awards**

2018

For further details, please contact:

Gunjan: +91 96503 99905 gunjan@ddppl.com

Amit: +91 96509 13334 amit.bhasin@ddppl.com

Saqib: +91 96509 11366 saqib.rizvi@indiacargoawards.com

Yogita: +91 96503 99916, 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





# India's cold chain in midst of crescendo

While it has not really come of age yet, cold chain in India is surely edging towards evolution with discussions about collaboration, analytical data and Internet of Things gathering intensity.

**HAZEL JAIN**

The industry's response to the recently-concluded India Cold Chain Show 2017 in Mumbai from December 12-14, 2017, was anything but cold. The buzzwords during the show were definitely collaboration, data and the Internet of Things (IoT). The conversation on challenges that the industry has faced in the last few years, the high initial cost of cold chain projects, rising costs of land and construction, lack of adequate refrigerated transport facilities and lack of availability of trained personnel ruled the conversation.

## World of opportunities

The session by **Rahul Ganapathy**, CEO of Atsuya Technologies, kept the audience interested. He spoke about how the IoT is opening up a new world of opportunities for cold chains, commercial refrigerator manufacturers and reefer truck operators to better manage their assets and make them more profitable.

This was followed by an interactive session by **Raj Saxena**, CEO, Enterpriseforce, who couldn't have laid more stress on the benefits of collaboration from where the next wave of profits for the food industry will originate. He was also part of the panel the following day that discussed cold chain management across fruits and vegetables supply chain

## Investment in cold chain

The discussion was on the benefits to both, bottom line and business operations when cold chain was implemented in a structured manner throughout the entire value chain process.


Moderator **Harshal Surange**, Director, ACR Project Consultants, set the tone of the session for his two panelists: **Sunit Mukherjee**, Director, Customer Service & Logistics, Mondelez India, and **Rupesh Kiste** from Sahyadri Farms. The final

session of the conference was aptly dedicated to investment, which is one of the sore points in cold chain.

Panelists discussed how the potential can be unlocked through a structured cold chain

implementation from harvest to retail. All in all, what saved the day was the inquisitiveness and the eagerness of the audience to learn from experts and discuss ways in which they could collaborate with each other.



THERE IS A THIN LINE BETWEEN HEALTHCARE AND EDIBLE NEEDS!




### Infrastructure & Advantages


|   |  |
|---|--|
| <ul style="list-style-type: none"> <li>✓ Storage of 7000 pallet, 15 identical chambers of 432 pallets each.</li> <li>✓ Temperature range of +25.c to -25.c.</li> <li>✓ 24x7 Operational Hours.</li> <li>✓ VAS facility of Processing, Repacking, Labeling &amp; Sorting.</li> <li>✓ Customs Bonded Area.</li> <li>✓ Operated reach trucks, forklifts &amp; hand pallet movers.</li> </ul> | <ul style="list-style-type: none"> <li>✓ IT Infra with WMS, FIFO control H Barcoding systems.</li> <li>✓ Inflatable Dock Shelters with Dock Levelers.</li> <li>✓ 100% Power back-up with multi generators.</li> <li>✓ Fire-fighting &amp; fire prevention systems.</li> <li>✓ LED eco-friendly lighting.</li> <li>✓ ISO 22000:2005 and HACCP Certified.</li> <li>✓ Refer Vans to Support Distribution.</li> <li>✓ GDP Certified</li> </ul> |
|---|--|



Temperature Control Handling Area



Freezer/Chiller Chamber



Services

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

www.jwllogic.com

CargoTalk/Jan-2018



# Kerala avails ML's top notch solutions

To enable and facilitate trade, Maersk Line has announced key offerings for Kerala. The company is ensuring all means to provide holistic and integrated logistics solutions for the Indian market.



CT BUREAU

The offerings of Maersk Line are: introducing easy access to Maersk team round the clock, consistent supply of equipment for dry and reefer cargo, remote container management and easy trade finance. The company is leading the way in creating integrated logistical solutions for the Indian marketplace to help facilitate and add momentum to trade in the region. **Steve Felder**, Managing Director (India, Sri Lanka, Bangladesh, Nepal, Bhutan and Maldives), Maersk Line, said, "We constantly work towards simplifying trade through our efficient service offerings and add value to our customers. We will continue to make a difference in shipping, a difference based on a distinctive personable approach to business relationships. We look



forward to offer our services to the strong ex-im trade community in the region and facilitate seamless trade"

## KEY DIFFERENTIATORS: 24X7 accessibility

A dedicated team of experts in both dry and reefer segment are there to assist in choosing the right transportation solutions for

the cargo from departure to arrival. There is round the clock accessibility to address queries at the point of origin as well as the destination.

## Separate stack of containers at yard

The facility has a separate stack of containers at yard, primarily for the food grade commodities like tea,

spices, coffee, cashew etc. that will benefit many traders.

## Equipment availability

Maersk's dedicated yards and containers are accessible all year round. This enables them to accommodate the cargo at any point and time, irrespective of the seasonal hindrance.

## E-PTI ED (online pre-trip inspection) reefers is stock

For any new request E-PTI takes only minimal time of 45 minutes but physical PTI takes two to four hours. It's becomes easy to gate-in perishables at the last-minute which allows you to plan the pick-ups few hours before the cut-off.

## Trivia:

- ◆ 24x7 customer assistance for hassle free trade
- ◆ Dedicated containers for food grade commodities
- ◆ Remote container management makes cargo available from farm to home in the exact shape

## RCM (Remote Container Management)

RCM ensures that goods arrive in the exact condition as in the farm to customers' home. It turns the reefer container into a digitally connected device. RCM enables monitoring of the temperature and humidity in the container, handle alarms remotely, complete faster pre-trip inspections, and much more.

# JNPT to shift imported cargo to Mumbai Port from January

The JNPT will be shifting its imported cargo to Mumbai port's warehouses from January to save `14000 transaction cost per container and one-day transit time.



CT BUREAU

The imported goods of about 0.4-0.5 million TEUs meant for Mumbai alone will be shifted to nearby Mumbai port warehouses via barges. After that it will be moved to MOD warehouse. According to JNPT, this will not only decongest roads but also reduce transit time by half leading to transaction cost savings of about `14,000-15,000 per container. This will also help to Mumbai port for revenue generations. Bhiwandi is the central place for trucking company and warehouses. But Mumbai port is not centre place for trucking company. Cargo movement from JNPT to Mumbai will be treated as coastal shipping. The consigner has to complete all the documentation



procedure related to port and customs. The sea freight may be low than road transport. But consignee has to bear berth hire charges of barges, unloading charges of port crane, port labour charges and wharfage charges and warehousing charges. Keeping into all these charges in mind, this deviation of JNPT's cargo

through Mumbai port becomes uneconomical. JNPT and Mumbai ports both are located in same area. Container traffic has been shifted from old Mumbai port to new JNPT ports before 20 years ago. Therefore, Mumbai port was forwarding export container to JNPT by sea route. After some years it was also stopped due to lack of export containers.

But after clearance, some imported containers were coming from JNPT to Mumbai port warehouse (Gamadia warehouses-D shed) by road Bhiwandi is centre of warehouses and hub of cargo traffic of the country. It is a 60 km away from JNPT. Normally some of the JNPT's cargo is transported via road to the Bhiwandi. From Bhiwandi warehouses, traders have to lift their cargo to designated areas of the Mumbai city, in turn overlapping the route and increasing road congestion. The transit time of cargo to and fro Bhiwandi currently takes over 48 hours. Therefore, now JNPT has decided to shift imported cargo to Mumbai Port's warehouse from January 2018 to save `14000 transaction cost per container and one day transit time.

# Safmarine sails to intra-Gulf

In a landmark milestone move, Safmarine ships 53 commercial buses on flat bed container in a single vessel.



CT BUREAU

Safmarine has achieved a milestone by successfully loading 53x40 flatbed containers as Out of Gauge (OOG cargo) in a single shipment from India to intra-Gulf region in December. This was the consignment of buses loaded by Safmarine which marks the yet another successful RORO cargo into containerised business.

**Bimal Kanal**, Managing Director, Safmarine India, said, "This milestone is a testament to this belief that we look forward to providing more such services to EXIM traders and provide them with a global footprint. We will continue to conduct

business focused around our customers in an efficient and effective way."

**Satish Kadam**, General Manager, Nikhil Logistics said, "The Safmarine team have guided us to achieve this milestone. I truly appreciate the professionalism by which the project is been handled with prompt action in every viable way."

## Trivia:

- ◆ 53x40 flatbed Out of Gauge units of commercial buses were loaded on a single vessel on Middle East three service from India to Intra-Gulf region
- ◆ This is the RORO conversion for Safmarine





PINKCITY LOGISTICS LIMITED

An integrated  
Logistics Solution Provider  
with innovative solutions to save

**time & Cost**



**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
- Bhopal
- Delhi
- Gandhidham
- Hazira
- Indore
- Kanpur
- Kolkata
- Ludhiana
- Mumbai
- Mundra
- Nagpur
- Renukoot
- Vizag

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



# Developing meat-specific cold chain

Two-year old Licious is breaking a path no one has treaded on in India before, and in doing so it is creating ingenious solutions for the meat industry. **Abhay Hanjura**, Co-Founder, Licious, discusses the challenges in this segment.



HAZEL JAIN

## Where does India stand in terms of cold chain for meat currently?

India is the world's largest exporter of sheep and goat meat. Interestingly, India is also the world's third-largest exporter of beef. But 92 per cent of the market in India is still unorganised. We have allowed this industry to stay fragmented, which is ironical because most of the organised players operate in the frozen space. The reality is that Indians consider frozen produce as stale produce. In India, the meat industry has suffered because of our cultural hypocrisy. Here, meat belongs in a black polythene bag. This cultural hypocrisy has translated into bureaucratic and regulatory hypocrisy.

## What was the primary challenge you faced when you started Licious?

Fresh meat is highly perishable but there is inadequate cold chain infrastructure in India. There is a complete lack of hygiene in the meat eco-system. About 90 per cent of the trade in this space happens in the unorganised wet markets. There is absolutely no concept of cold chain here. With a lot of effort and reform, backward integration was established down south to some extent. But as you go up north, you struggle to find one meaningful player who is committed to creating a clean, ethical produce at the back-end.

## Why does India face such a fundamental problem of hygiene?

Everyone knows that there is rampant backyard slaughter. Establishments exist without any legal licenses, without any training, without any food and safety standards. Unscientific ways of assessing quality of meat exists among consumers. But largely we see a lot of spoilage everywhere because of lack of cold chain infrastructure. What we see is rampant use of



chemicals and short cuts to reach demand.

## What part of the process has the biggest issues?

The supply chain in our industry starts from sourcing, handling, pre-processing, storage, and point of purchase. We need to understand that it all starts from the source and so everything about the source has to be right. From the right breed, to the right feed, to the way the animals are transported, to the way they are slaughtered, etc. everything goes into making meat great. Unfortunately, in India we have found a short cut for every level.

Temperature plays a very important role for keeping the meat fresh. Ideal is 0-4 degrees and unless you are able to maintain cold chain right from farm to fork, there is a high chance of contamination and deterioration. The butcher shop is where there is no regard for safety. The hypermarket offers a slightly more appetizing shopping experience. I was in South Korea where I tasted raw meat and it was absolutely delicious. The cold chain standards in the country are immaculate.



Abhay Hanjura  
Co-Founder  
Licious

## Share a few learnings that have come from facing unique challenges.

When we were starting out, we figured that unless we became a full-stack consumer brand where we control quality right from the source up until the last mile, we will not be able to create a differentiated product. If we are not able to create a differentiated product we will not be able to build a consumer brand. So we maintain a complete cold chain control till the time it is delivered to the consumer. That helps us maintain a phenomenal product quality. We started off with Bengaluru and then Hyderabad and have recently expanded into Delhi and Gurugram. We have 150-plus chilled SKUs on an on-demand model which are

“  
Fresh meat is highly perishable but there is inadequate cold chain infrastructure in India. There is a complete lack of hygiene  
”

delivered to the consumer's doorstep in two hours. And that's an extremely complex supply chain distribution problem at the back-end. About 90 per cent of our business comes from repeat customers. People do ask, what happens to demand if you start to control a lot of parameters like quality, cold chain standards, etc. We also found ourselves in a situation where nobody was willing to solve some of the intrinsic problem in this industry. So we went and solved some of the problems ourselves.

## Why did you decide to build a consumer brand online?

This space has many constraints – at the source in terms of getting the right produce, in terms of cold chain, regulations for this segment, packaging, etc.

But while meat was our core competency, there are a lot of things that happen around this. We wanted to solve these issues ourselves and we resolved all our problems ourselves including some of our unique cold chain problems.

The problem is that hypermarkets or traditional retail formats always try and optimise on refrigeration costs so they will switch off during the nights. We couldn't trust this eco-system with our product. The maximum abuse of our product happens in the last mile and we were cognizant of this. Instead of getting controlled by distribution, we will control distribution as well.

## How do you do this?

We decided that while we will have our classic manufacturing and distribution set up, it will all be in the back-end. We will not have any shops. How we operate is; we have a central processing unit. Every city has 12-15 delivery centres. These are dark stores. Function as cold chain outposts where everyday inventory is replenished and orders land in here and from where the product is delivered to the

customer in a temperature-controlled manner. We figured that distribution and cold chain is a challenge for meat.

## What are some of the unique issues you have faced?

We also have to deal with the classic problem of availability and wastage. This is a very interesting business challenge we face. Inventory planning is a big challenge. We don't have a referenceable global benchmark that we can refer to for such a product. We had to build from ground up. The way we see it, the cold chain innovations will keep us ahead. At the last-mile we will continue to work with some of the disruptive new-age start-ups to build solutions that are temperature-controlled and monitoring ability at the last-mile connectivity. We will continue to improvise on our delivery bags for better cooling. We are thinking of moving away from diesel generated cooling to PCM-led solutions. We are also looking at how we can create scalable cold chain model without setting up large operations in other cities.

## What Licious does

Licious operates across the entire spectrum of raw and fresh meats to ready-to-eat meat. It has also created meat-based spreads, jams, relishes.

## Cold chain stack

Once the animal is slaughtered, it is moved to cold chain reefer trucks, then it reaches processing centre. After quality checks for every carcass, then it is moved to a cold room for a few hours, before it is issued to processing area. Movement from the processing area to its distribution centres happens in temperature-controlled reefer trucks. At the last-mile, Licious uses temperature-controlled, vacuum boxes.



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**



# Glitterati descend at ACCD's annual ball

The club hosted the Annual Ball 2017-18 at The Atrio, Kapashera, New Delhi. The event ended on a rocking note with some spectacular and energetic performances.





# AEEROWORLD AVIATION India

GSA for



Safety. Stability. Comfort



**Departures EX DEL Day 1,2,3,5,7**  
**Departures EX ATQ Day 2,3,5**  
Operating 767 and Dreamliner Aircraft

## **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



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



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

**Direct Flight to Tashkent with onward connection to  
Moscow St. Petersburg (Russia), ALA/ FRU Baku DYU(CIS countries),  
Istanbul (Turkey), Tel Aviv (Israel) FRA/ CDG/ LHR/ MXP/ FCO/ RIX**



# Awards that lauds the extraordinaire

The 3rd India Cargo Awards, recently held in the capital, felicitated the runners and leaders of the industry. The chief guest of the evening was **Salman Khurshid**, former Cabinet Minister for External Affairs and former Cabinet Minister for Law and Justice and Minority Affairs, Government of India.









# India Cold Chain Show '17 raises the bar

India Cold Chain Show 2017 successfully concluded its sixth edition on a high note. The show had attracted over 4,759 high profile trade visitors and over 187 premium exhibitors from the cold chain industry.





# India, Afghanistan link via air corridor

The second route is followed by the success of the Kabul-New Delhi air corridor that was inaugurated by **Mohammad Ashraf Ghani Ahmedzai**, President, Afghanistan, in mid-June.



CT BUREAU

The second India-Afghanistan air cargo route linking Kabul to Mumbai was launched to boost the export of fresh fruits and medicinal plants from Afghanistan. 10,640 tonnes of

fresh produce, fresh and dried fruits, medicinal plants and handicrafts worth more than \$20 million had been exported to India since the launch of the first corridor. **Khan Jan Alokzay**, Deputy Chairman – Afghanistan Chamber of Commerce and Industries

(ACCI), said, "The government has taken 80 per cent responsibility for exporting fruits outside the country. India is not charging taxes (from) Afghan traders. We are also trying to send fruit to India's Amritsar city." **Mohammad Sarwar Danish**, Second Vice

President, ACCI, said, "India also promised to hold (an) exhibition for Afghan traders in Mumbai city and they also want to create business chambers," Danish said. "We hope that our ministry of foreign affairs develops this relationship even further." 



EUROPE

## Denmark capital airport to start cargo centre



The new air cargo center will be situated in the eastern part of the airport, marked with red on the map. Following recent freighter traffic increases and pharmaceutical facility expansions at Copenhagen Airport (CPH), German developer AXXUS Capital agreed to develop a new 20,000-square-meter cargo centre in the eastern part of the Danish airport. The new cargo centre is expected to be completed within two years and is being developed in vacant space in Copenhagen Airport's (CPH) current cargo area, for an estimated US\$48 million. The investment in cargo development is part of CPH's strategy to attract more long-haul routes to the airport, according to **Peter Krogsgaard**, Chief Commercial Officer, Copenhagen Airport who sees potential in growing revenue from belly cargo on intercontinental routes. Up to 10 per cent of revenue on those routes is from belly cargo, which currently accounts for 40 per cent of total tonnage at CPH, and is up seven per cent so far this year, compared with the same time in 2016.



### 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.

CargoTalk/Jan-2018



Covered Warehousing Facility



Covered Carting & Stuffing Area



Custom Area

Total Protection from Rains:  
Carting & Stuffing area  
Completely Covered

www.jwlllogic.com

15-23, National Highway 4B, Parvel-JNPT Highway, Village Padeghar, Parvel 410206. Maharashtra.  
+91 22 66280700-98 +91 22 66280781  
jwrcfs@jwlllogic.com raaj@jwlllogic.com  
hema@jwlllogic.com mgrops@jwlllogic.com



# CII discusses gain and pain in logistics

Confederation of Indian Industry (CII) organised a 'Logistics & Supply Chain Forum' recently in the capital. The event saw discussion on the hiccups and opportunities with GST and what more the government has in store.





# 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.**



# 2018

## JANUARY

### ▶ Domestic

- 10 **Tamil Nadu** One Day Workshop on Export - Import Documentation
- 12 **PHD House, New Delhi** PHD National Conference on Cold Chain Infrastructure

### ▶ International

- 22-24 **Atlanta** Igniting Supply Chain Intelligence
- 31-01 **Frankfurt** Supply Chain Finance Summit
- 29-31 **San Jose** Modern Supply Chain Experience

## FEBRUARY

### ▶ Domestic

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

### ▶ International

- 4-6 **Miami** SCM World Live Americas 2018
- 6-7 **Abu Dhabi** Breakbulk Middle East
- 6-8 **Canada** Cargo Logistics Canada Expo & Conference
- 6-8 **Las Vegas** RLA Conference & Expo
- 25-28 **Phoenix** Retail Supply Chain Conference 2018
- 25-Mar 1 **Dubai** Logistics & Supply Chain Management
- 26-Mar 1 **Toronto** Global Forum Canada

## MARCH

### ▶ Domestic

- 1-3 **Chennai** Shipping & Logistics India 2018 Southern Region
- 1-3 **Mumbai** Shipping, Marine & Ports World Expo

### ▶ International

- 2-5 **Singapore** 20<sup>th</sup> WCA First Annual Conference
- 11-13 **Florida** IWLA Convention
- 13-15 **Dallas** 12th World Cargo Symposium
- 18-20 **Chicago** SCOPE Supply Chain Conference
- 20-22 **China** Intermodal Asia 2018
- 21-22 **Mexico** Logistics Summit & Expo
- 26-29 **China** Breakbulk China

## APRIL

### ▶ Domestic

- 25-26 **Mumbai** ChemLogistics India

### ▶ International

- 9-12 **Atlanta** MODEX

## MAY

### ▶ International

- 1-3 **Birmingham** Multimodal 2018
- 6-9 **North Carolina** WERC 2018

- 13-17 **China** The Air Cargo Event
- 14-17 **Phoenix** Gartner Supply Chain Executive Conference
- 16 **Shanghai** Transport Logistics China 2018

## JUNE

### ▶ Domestic

- 21-23 **New Delhi** India Warehousing Show
- 21-23 **New Delhi** India Material Handling & Logistics Show

### ▶ International

- 3-5 **Florida** The Logistics & Supply Chain Forum
- 4-6 **Amsterdam** 20th Annual EMEA Supply Chain & Logistics Expo
- 5-7 **Atlanta** 3PL & Supply Chain Summit

## JULY

### ▶ International

- 24-26 **CeMAT Australia** Melbourne Convention & Exhibition Centre

## AUGUST

### ▶ International

- 29-31 **Thailand** TILOG Logistix
- 29-Sept 1 **Taipei** 23rd Taipei International Logistics & IOT Exhibition

## SEPTEMBER

### ▶ Domestic

- 25-29 **New Delhi** FIATA 2018

### ▶ International

- 26-27 **Olympia** ECommerce Expo 2018
- 24-26 **Chicago** Parcel Forum 2018
- 12 - 14 **Jakarta** Indonesia Transport Supply Chain & Logistics
- 30-Oct 3 **Nashville** CSCMP 2018

## OCTOBER

### ▶ International

- 16-18 **Toronto** 29th International Air Cargo Forum & Exhibition 2018
- 16-18 **Toronto** Multimodal Americas
- 10-11 **Duisburg, Germany** Transport & Logistics NRW 2018
- 02-04 **Belarus** 12th Belarusian Transport and Logistics Congress
- 9 - 11 **Hamburg** POST-EXPO 2018
- 11-13 **Shenzhen** China (Shenzhen) International Logistics and Transportation Fair

## NOVEMBER

### ▶ International

- 06 - 08 **Rotterdam** Vakbeurs Transport & Logistics 2018
- 5-6 **Koeln** Autonomous Industrial Vehicle Technology Symposium

## DECEMBER

### ▶ International

- 04 **Dhahran** 8th International Saudi TRANSTEC 2018



For more details, contact: [cargotalk@ddppl.com](mailto:cargotalk@ddppl.com)

The dates shown on the annual event calendar are subject to change. Please refer to EventTalk in CargoTalk to track the changes in dates





# CARGOLINK LOGISTICS INDIA PVT LTD

(GROUP COMPANY OF TKWS MANGEMENT SOLUTIONS PVT LTD)

## The Best Logistics **UNDER ONE ROOF**

- CONSOLIDATION • FREIGHT FORWARDING • NVOCC • TOTAL LOGISTICS SOLUTION • PROJECT CARGO

OFFERING DIRECT CONSOLE SERVICE FOR ICD TKD, NEW DELHI

### SAILING SCHEDULE FROM SHANGHAI TO ICD TKD

| VESSEL          | VOY    | DOCS CUT OFF | ETD      | ETA PIPAVAV | T/T     |
|-----------------|--------|--------------|----------|-------------|---------|
| APL BOSTON      | 077GCW | 04-01-18     | 08-01-18 | 30-01-18    | 22 DAYS |
| OOCL ATLANTA    | 079GCW | 11-01-18     | 15-01-18 | 06-02-18    | 22 DAYS |
| ZIM LOS ANGELES | 081GCW | 18-01-18     | 22-01-18 | 13-02-18    | 22 DAYS |
| OOCL HAMBURG    | 083GCW | 25-01-18     | 29-01-18 | 20-02-18    | 22 DAYS |



For further query and enquiries please contact:

J-13, 13th Floor, 25, Gopala Tower, Rajendra Place, New Delhi -110008, India  
Tel: 91-11-4007 3177 Email: [hodlcl@cargolink.co](mailto:hodlcl@cargolink.co) WEBSITE: [www.cargolink.hk](http://www.cargolink.hk)

Head Office: R-551, New Rajender Nagar, Shankar Road, New Delhi-110060, India  
Tel: 91-114515 5555 Email: [hodlcl@cargolink.co](mailto:hodlcl@cargolink.co) Website: [www.cargolink.hk](http://www.cargolink.hk)



**BALA D JOSHI**

*Director & CEO  
BNG Infotech &  
India Cargo Award (North &  
East) winner 2017*



**During my respite, I slip away to Manila, a calm offbeat place in Uttarakhand”**

**Bala D Joshi**, Director & CEO, BNG & India Cargo Award (North & East) winner 2017, loves watching debates in news channel in his pastime. He is also associated with few social organisations and often takes part in their activities. Joshi likes watching tennis and important cricket matches. He is not much fond of having varieties of food, but likes full grain boiled foods and not fried. Showing his love for hills and being a native of Uttarakhand, Joshi slips away to Manila, which is a very peaceful, calm and amazingly beautiful offbeat place in Uttarakhand.



**RAJIV LAL**

*Director  
Divine Thermal Wrap*



**I always prefer spending time with my loved ones”**

**Rajiv Lal**, Director, Divine Thermal Wrap, spends time with his family during his respite. “In the middle of bundles of work, it is very difficult to take out time for family, hence, I always prefer spending time with my loved ones,” he says. His favourite sport is Cricket. Talking about his most preferred holiday destination, Lal says, “Europe’s surroundings, its vibrant cities, known for museums, nightlife and architecture are the reasons that made me stick to Europe when it is about deciding for vacation spot.” His favourite food is fish.



**AMIT KUMAR**

*Director  
Pristine Logistics*



**My passion is driving in the hills. Mountain holiday is good”**

**Amit Kumar**, Director, Pristine Logistics, finds reading as his most preferred thing to do in his free time. He loves watching T20 matches but when it is about playing, his favourite sports are Badminton and Squash. Kumar’s another passion is driving in the hills. When asked about his desired vacation spot, he says, “Any mountain holiday is good for me. It is possibly about the brittle air that one could feel in mountains.” Talking about his favourite food, he mentions that he prefers Indian and Italian cuisines.



**VAIBHAV RATHI**

*Executive Director  
Satvik Logistics*



**“Trekking not only reduces stress but makes you interact with nature”**

**Vaibhav Rathi**, Executive Director, Satvik Logistics, goes for trekking and rafting whenever he gets time off from work. “Trekking not only reduces stress but makes you interact with nature and be one with surroundings that get etched on your memory for life,” he adds. Rathi’s favourite sport is rafting. He loves having Indian food. Talking about his desired vacation spot, Rathi says, “Goa is the ideal place to relax and take a break from your daily routine. It’s beaches and relaxed environment rejuvenates me which helps me working more enthusiastically.”







NAVIGATORS VISA GLOBAL LOGISTICS LTD.

# MARKET LEADERS FROM **ITALY to INDIA**

**WEEKLY AIR CONSOLS MILAN TO ALL MAJOR INDIAN AIRPORTS**  
No. 1 Player\*\* For Full Container Loads (FCL) Italy - India Trade Lane

**Services offered:**

- Ocean Freight
- Air Freight
- Project Cargo
- Commercial Air Chartering
- Exhibitions Cargo
- Customs Clearance
- Land Transportation
- Warehousing



ITALY

INDIA



Winner of  
**india  
CARGO  
awards**  
North & East

for being  
**LEADING  
FREIGHT FORWARDING COMPANY -  
INTERNATIONAL**



\*\* By Volumes

**India Branch Offices:** Ahmedabad, Bengaluru, Chennai, Delhi, Gandhidham, Kolkata, Mumbai, Mundra, Nhava Sheva, Pune & Rajkot

**International Offices:** Australia, China, Germany, Hong Kong, Indonesia, Italy, Malaysia, New Zealand, Singapore, Spain, Thailand & Vietnam

CORPORATE OFFICE (INDIA)

**Navigators Visa Global Logistics Ltd.**

951-953, JMD Megapolis, Sec-48, Gurugram-122018, Haryana (INDIA)

[www.navi-visaglobal.com](http://www.navi-visaglobal.com)





# Central Railside Warehouse Company Ltd.

(A Govt. of India Enterprise - A Mini Ratna)

Ground Floor, Pragati Maidan Metro Station Building, New Delhi -110001

Phone : 011-23480120, Fax: 011-23379434, Email: contact@crwc.in

*In close partnership with Indian Railways, the country's lifeline, CRWC contributes to nation's growth by providing integrated logistics solutions.*

## Integrating Logistics.... Transforming India...



### PAN India Presence

Delhi | Ghaziabad | Shahjahanpur | Agra | Dehri-On-sona |  
 Lucknow | Ranchi | Guwahati | Kolkata | Bhopal |  
 Kandla | Nasik Road | Badnera | Pune |  
 Hyderabad | Mysore | Bangalore | Chennai |  
 Madurai | Mumbai