

CARGO TALK



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Coastal Shipping: Anchoring prospect @ ports

Is coastal shipping a sustainable and efficient alternative to road transport?

Sagarmala sees fruition after 4 years

Analysing Sagarmala's procured achievements for Indian marine industry

Multi-modal vital for port-led development

World Bank states that India needs more investments in multi-modal connectivity

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Dear Reader,

The government is preparing a new National Air Cargo Policy with a focus not only on major aspects like dwell time. Pertinent factors like timing, availability of more airspace for the movement of cargo, are also being considered. The ministry is giving its final touches on the policy for the logistics sector, as part of a comprehensive plan to boost business and exports.

On the other hand, the Haryana government is formulating a dedicated and comprehensive logistics, warehousing and retail policy to promote and project the state of Haryana as the logistics hub of North India. This shows the level of commitment from the government to procure efficacy in the industry. Illustrating the achievements of the Sagarmala programme in four years, the Ministry of Shipping has unveiled a report that shows how the initiative has stimulated economic growth by bringing port-driven prosperity to the nation. The logistics market in India is expected to be worth US \$307 billion by 2020, also, the country's logistics cost is not cost competitive. Despite being the most cost-competitive mode of transport, coastal shipping contributes the least share in movement of goods. **CARGOTALK** also explores the current state of coastal shipping in India and what more is needed to enhance traffic towards this mode of transport.

Industry experts raise their concern on daily rise of fuel and how the trucking industry is getting affected with this, flip over to read more. Waterways and airfreight are expected to be the big creators of new jobs, according to TeamLease Services report. The report states that logistics sector will create employment for at least three million people by 2022, with the road freight industry alone contributing nearly 63 per cent, or 1.9 million new jobs. We bring you a report on the same.

Keep reading and giving your feedback to us at:
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'India needs precision planning to fuel economy'

The Indian subcontinent's economic graph is poised to grow substantially, but it requires thorough planning to surge into an efficient economy, feels **Suresh Prabhu**, Minister of Commerce & Industry and Civil Aviation, Government of India. While addressing the Supply Chain Summit in Delhi, recently, he stated, "We need a good supply chain in place to ensure the accessibility of our products and commodities in an efficient and uninterrupted manner. India, which is poised to be a \$5 trillion economy, would require resources twice of what we need today."

He added, "The Japanese concept of 'Just in Time' will go a great way in upholding the sector and integrating the vendors and all parties aligned to reduce cost of logistics. However, this will need precision planning and fine implementation in India. We now have a dedicated logistics division for the first time in India, combining the year-round effort collectively put together by the railways, airways and roadways. Additionally, the government is working on a concrete plan to build logistic hubs in India to build a network of better access and digitalise the entire logistics chain." "The country will soon have a policy on cargo that is being finalised by the new logistics department. For the first time, a logistics division has been created in the country. All the modes in the segment were reaping good results, but, there were no single one-point of contact. The policy is more of a concrete plan, to create new logistics hubs in India. The document is in the final stages of preparation," he concluded. The minister has asked the industry stakeholders to give their inputs, which could be incorporated in the policy. Another agenda under implementation includes creating a cargo policy for the airline sector. This would especially consider the late evening time, where

typically there are not many domestic flights, stated the minister at another meet by the MoCA, in Delhi.

"Particularly at night, domestic travel is not as much as is during the day, and the airspace is available for the movement of cargo. Hence, in the run up to becoming a strong economy, the quantity of cargo that is going to be moved from source to processing points, and from processing points to the market, is going to increase dramatically," he expressed.



Cargo dwell time reduced by 30-40%: Jayant Sinha

Jayant Sinha, Minister of State, Civil Aviation, on the implementation of the new cargo policy, stated, "There will be a huge change in the Cargo Policy, which we are working on currently. We have done a lot of streamlining in the policy. Cargo dwell times have been reduced by 30-40 per cent under the new policy. Earlier there was no growth in cargo, but in the last few years, we have seen a growth rate of 10 per cent in this sector. Hence, the last four years, Indian aviation has seen unprecedented growth, be it passenger trips, passenger quality or cargo. I believe that it has been a huge success for aviation sector and all of us in the Ministry."



SOUTH INDIA

Kannur airport to be operational by September

Kannur airport is expected to become operational by September 2019, stated **Suresh Prabhu**, Minister of Commerce & Industry and Civil Aviation, Government of India, after a recent meeting with Kerala Chief Minister Pinarayi Vijayan. The civil aviation minister has

directed Airport Authority of India (AAI) to expedite the process for its September opening and be in a position to allow operations of foreign airlines. Kannur would be the fourth international airport in Kerala, highest for any state in India. Prabhu also maintained that the airport would tend to

promote commodities trading from the region especially those related to marine products. "I spoke to Japanese, Chinese, Koreans and others about setting up processing factories for marine products in Kerala and other parts of India as this would add to creation of employment. This

will also make the foreign markets available to Indian fishermen. Our idea is to develop commodities, create infrastructure, develop tourism and provide air connectivity in Kerala. We are also working on making Kerala a hub for logistics," Prabhu added.

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Blue Dart introduces aviation hub in Chennai

Blue Dart has launched its state-of-the-art aviation hub in Chennai. The aviation hub will measure 4,912 sqm upon completion and is strategically located at the Blue Dart Aviation Terminal, Gate 6 Old International Airport, Meenambakkam, Chennai, with both air and land side access, enabling fast and efficient transfer of shipments, improving faster transit times and further extending Blue Dart's already market leading service quality. The new facility will also house the headquarters of Blue Dart Aviation. The hub boasts BCAS approved security screening with its own X-Ray machines, equipment and dedicated manpower.

Charles Brewer, CEO, DHL eCommerce, said, "Industries such as e-commerce, banking and financial services, automotive, pharmaceuticals and more, demand high quality, fast, seamless logistics to support their growth and we are continually investing in service and infrastructure to ensure support the growth of our customers."

Tulsi Mirchandaney, Managing Director, Blue Dart Aviation, added, "The airport expansion programme has facilitated the need to have a modernised, more efficient and productive infrastructure to support demand and growth."



Consolidation & recovery drive growth: India Ratings

India Ratings and Research (Ind-Ra) expects the inflation-adjusted revenue of logistics service providers to grow eight to nine per cent y-o-y in FY19 as against the estimated real Gross Domestic Product growth of 7.4 per cent. Ind-Ra expects a recovery in global trade volumes in FY19, coupled with a higher demand for automobile, retail and FMCG, construction material, coal and metals, to support volume growth across the logistics space.

According to Ind-Ra, the logistics space would undergo substantial consolidation over the medium to long term. Integration of goods and services markets through GST may help create a hub-and-spoke model for logistics players. This is likely to be accompanied with a realignment of supply chains from the one based on tax incentives to those based on proximity to pockets of demand and supply. The operational efficiency arising out of such realignment in supply chain designs is likely to translate into 15-20 per cent lower logistics expenses for major FMCG and white goods players over the next two to three years. The synergies from such consolidation are only to be realised FY20 onwards. Also, the introduction of e-Way Bill is likely to enhance the speed of freight transportation and would thus, support asset turnover for transport operators, albeit some near-term challenges will exist for smaller players.

GATI-KWE announce partnership with IKEA

The partnership will enable IKEA to efficiently manage home deliveries of IKEA products (Do-It-Yourself) sold from its first-ever India store to customer homes across Telangana. GATI-KWE through its unmatched know-how and technology sailed through an intense competitive process to qualify as the logistics service provider that meets IKEA's global standards. The overall scope of partnership is a combination of contract logistics, last-mile distribution and reverse logistics. A vital facet of the solution is the use of environment-friendly fleet, which will deliver the products to IKEA customers. This not only helps IKEA and GATI-KWE on their sustainability goals, but the initiative also stands to prove the viability of smart green solutions in the Indian logistics sector.

Patrik Antoni, Deputy Country Manager, IKEA India, said, "To meet the Indian customers' expectations from a home delivery service will be an important component of our offer. We will be installing charging pods at our IKEA store in Hyderabad to encourage both our employees and customers to switch to electric vehicles. The initiative concerns our own vehicles at our stores and offices, and includes our partners who take care of our home deliveries."



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ACCI's auto-ancillary warehouse unveiled in Guwahati

Avvashya CCI Logistics (ACCI), a subsidiary company of Allcargo Logistics, is likely to invest almost ₹60 crore in the next two years to build an auto engineering part warehouse in Guwahati. The warehouse will be partially HD (heavy duty) racked warehouse, auto specific with shelving and block storage for odd dimensional cargo. The warehouse, located at DPS road, Gorchuk on NH 27 Amingaon, Guwahati, on the highway from Kolkata towards Assam, has an advantage of being a gateway to the whole of Northeast. Spread across three lakh sqft, the warehouse will provide end-to-end management for aftermarket spare parts to service the Northeast sector, which includes last mile delivery. Explaining the rationale behind the move, **Adarsh Hegde**, Joint Managing Director, Allcargo Logistics, said, "Our foray into the Northeast completes our pan India presence and enhances our journey to provide the best of facilities in logistics across the country."

In the first phase, the facility will be spread across one lakh sqft and provide employment to around 100 employees. In the second phase, the company plans to expand to three lakh sqft and employ more than 250 employees. A large part of the investment will be used towards automation in the state-of-the-art facility designed to meet global standards. **V Balaji**, CEO, Contract Logistics, Avvashya CCI Logistics, said, "The uniqueness of the warehouse lies in the degree of automation. Through smart integration of technology and service quality of highest standards, we plan to increase our efficiency and make our logistics processes more effective."



Jetex customs clears first-ever 25 tonnes of explosive cargo

Jetex Oceanair customs has cleared 25 tonnes of explosive cargo, consisting of 1461 boxes, in a chartered light, TU-204C aircraft. "The cargo for Almaty has been handled from CCU Airport for the first time and perhaps is the single largest uplift of class I DG cargo in India," informs **Jaideep Raha**, Managing Director, Jetex Oceanair. The explosives were packed into the special thermally insulated, water-proof and crush-proof boxes, shipped from Mumbai. Raha said, "The boxes were very carefully looked in an operation that begun on May 26 night and carried on till late next morning. The area around the aircraft was cordoned off and utmost security measures were taken to avoid any untoward incident."



Online freight forwarding service makes entry in India

Damco has launched Twill (www.twill.net), a new digital freight forwarding service into India. The new easy-to-use online platform provides greater control of shipments by offering instant price quotes and booking, transparency and tracking services, simplified paperwork, and proactive customer care.

"The shipping and logistics industry today is filled with emails, phone calls and document-heavy processes which can lead to huge delays in getting quotes, a lack of flexibility to change routes mid-shipment, and lack of transparency for customers in pricing, location data, and issue resolution. Twill, like the name suggests, is like a tightly woven fabric that consolidates different strands of the supply chain together to make shipping simple. Resonating with the Indian government's 'Digital India' initiative, we truly believe this is the right time to go live in the country, and we're excited to be paving the way for digitisation in this industry," shares **Troels Stovring**, CEO, Twill.



Twill currently serves full container load, ocean services from port to door, importing from China (including Hong Kong and Taiwan territories), India, Vietnam or Indonesia to the UK, Spain, Benelux, Poland, Mexico, the US, India or the Czech Republic. Being a partner to Damco, Twill can use the company's existing footprint across the globe as it plans to expand its services across 15 more countries by this year.

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Coastal Shipping:

Anchoring prospect @ ports

Despite being widely recognised as a sustainable and efficient alternative to road transport, coastal shipping as a mode of transportation is highly discounted. **CARGOTALK** highlights its importance.



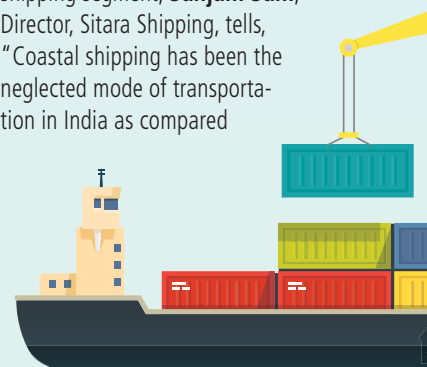
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India with 7,500 kilometers of coastline and almost 14,000 km of navigable rivers provide the perfect platform for the development of integrated water-based transport system for domestic as well as ex-im freight. However, the most commonly used transport modes in the country are 'road and rail logistics', which are already overburdened. And if this continues, it is unlikely to keep up with the pace of the industry's future growth demands.

Certainly, the association between use of coastal shipping and operations cost contribution to GDP is strong. For countries using coastal shipping operations cost to GDP is approximately nine per cent, whereas, for India it is 13 per cent. Government is leaving no stone unturned to get the benefit from the segment through initiation of the Sagaramala project. **CARGOTALK** explores the current state of coastal shipping in India.

Understanding the silk route

Elaborating on the scope of the shipping segment, **Sanjam Sahi**, Director, Sitara Shipping, tells, "Coastal shipping has been the neglected mode of transportation in India as compared



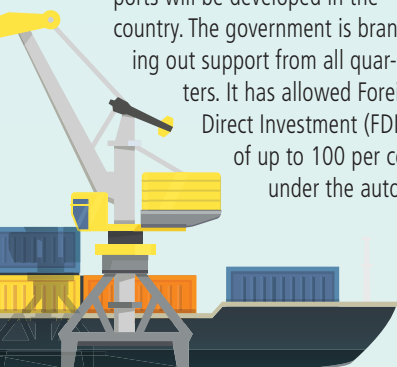
DID YOU Know?

- Coastal shipping in India has grown at a CAGR of approx. 10 per cent between 2015 and 2018 as compared to 2.2 per cent between 2012-15.



to the countries like China, where waterways have a larger share than that of road. Coastal shipping is regarded as more economical and less polluting, but we need consistency of service. The way the government is promoting coastal shipping is a welcome move."

Pushendra Pratap Singh, Chief Commercial Officer, Eusu Logistics India, says, "The Indian ports and shipping industry plays a vital role in sustaining growth in the country's trade and commerce. Under the national perspective plan for Sagarmala, six new mega ports will be developed in the country. The government is branching out support from all quarters. It has allowed Foreign Direct Investment (FDI) of up to 100 per cent under the auto-



matic route for port and harbour construction and maintenance projects. It has also facilitated a 10-year tax holiday to enterprises that develop, maintain and operate ports, inland waterways and inland ports."

Ranjit Singh, Executive Director & CEO, Essar Shipping, explains, "The country's rail and road transport are already running at full capacity. This underutilised 'maritime silk route' can also free-up rail and road transport routes if fluvial (inland waterways) transport is linked to the coastline. It is estimated that the cost per tonne per kilometer of moving cargo through the coastal or inland navigation route can be 60-80 per cent cheaper than moving the cargo by rail or road. Despite this, coastal shipping accounts for only six per cent of the country's total domestic freight (on a tonne-km basis). This is expected to change as the coastal and inland waterways traffic is

expected to increase 15 times over the next 20 years. Apart from cost efficiency, fluvial transport is also eco-friendly."

Piyush Kumar Singh, Logistics/SCM Professional, enumerates, "The share of waterways transportation mode in the modal cargo mix is about seven per cent now. The government envisions increasing the share of coastal shipping in modal cargo mix to 10 per cent by 2020 from the current share so as to reduce the over-dependence on road and rail sectors for domestic cargo transportation."

"The proactive step of the government is likely to spur the sea transport activities in years to come. An impressive rise in India's foreign trade reflects the growing shipping activities, which is likely to remain positive in years to come," he adds.

Ajay Khosla, General Manager (Delhi Region), Scorpion Group, opines, "Logistics costs have a crucial role to play in international trade. India is spending 14.4 per cent of its GDP on logistic activities which is approximately nine per cent in other developing countries, this is highest among developing countries. This multiply by poor infrastructure, lack of skill and less utilisation of technology. Water transport is always a cheapest mode of transportation, especially in case of import and export of heavy and large shipments. In this context, role of ports become more important when we are struggling with high logistics cost. Ports are passages points for land and sea trading, at the moment more 80 per cent share by Chennai, Cochin, Kolkata, Mumbai and Visakhapatnam sea boundaries. Although demand of this vertical is continuously growing but existing



Sanjam Sahi
Director
Sitara Shipping

“Coastal shipping has been the neglected mode of transportation in India as compared to other countries”

FACT FILE

■ Cargo traffic handled by India's major ports increased 4.97 per cent year-on-year to 616.62 million tonnes (MT) during April 2017-February 2018.

■ The highest growth was witnessed by Cochin Port at 17.63 per cent, followed by Paradip at 15.56 per cent, Kolkata (including Haldia) at 14.29 per cent and Jawaharlal Nehru Port Trust at 6.37 per cent.

■ Container traffic saw the highest growth during this period at 8.37 per cent year-on-year and reached 8,302 TEUs.

port structure is still insufficient to cater growing demand. To respond this incompetency, government permitted joint venture and alliances between Indian ports and foreign ports and companies."

Sagarmala brews port-led development

Singh says, "Government's ₹8 lakh crore Sagarmala project, aimed at modernising India's ports to augment port-led development is anticipated to open new growth opportunities coupled with lowering the capital requirements in shipping sector."

"The government plans to develop 10 coastal economic regions as part of plans to revive the country's Sagarmala (string of ports) project. The zones would be converted into manufacturing hubs, supported by port modernisation projects, and could span 300-500 km of the coastline. Not only this, but the government is also looking to develop the inland waterway sector as an alternative to road and rail routes to transport goods to the nation's ports and hopes to attract private investment in the sector. The massive investment in



Pushpendra Pratap Singh
Chief Commercial Officer
Eusu Logistics India

“The Indian ports and shipping industry plays a vital role in sustaining growth in the country's trade and commerce

India's ports and roads sector by government is likely to help boost the country's economy," adds Pratap.



Ranjit Singh
Executive Director & CEO
Essar Shipping

“Traffic is expected to increase 15 times over the next 20 years. Fluvial transport is also eco-friendly

"Increasing investments and cargo traffic point towards a healthy outlook for the Indian ports sector. Providers of services such as operation and maintenance (O&M), pilotage and harbouring and marine assets such as barges and dredgers are benefiting from these investments," he adds.

"The Sagarmala project recently announced by the Centre intends to double the share of coastal and inland waterways in transport, thus, boosting domestic trade and exports. It is estimated that the cost per tonne per kilometre of moving cargo through the coastal or inland navigation route can be 60 per cent to 80 per cent cheaper than moving the cargo through rail or road," tells Kumar.





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Piyush Kumar Singh
Logistics/SCM Professional

“An impressive rise in India’s foreign trade reflects the growing shipping activities, which is likely to remain positive”



According to Khosla, “The Sagarmala project is reviving the efficiency of the Indian ports, and its results are quite visible. As per a recent study under Sagarmala Programme, by end of 2025 cargo traffic on Indian port will be reach up to level of 2500 MMTPA compared to present 1500 MMTPA, so the roadmap is accordingly created to enhance handling capacity of 3000 plus by 2025. At least six new major ports have been cleared to be built under the project. This project aims to bring down the logistics cost by 40 million crore annually and new ports are likely to add on to India’s cargo handling capacity by 466 million tonnes annually.”

Boosting the shipping transportation

“There are two types of issues: regulatory and commercial. While a lot is discussed on the regulatory issues, we have already witnessed necessary support from the government. I feel we must give due importance to the commercial side to promote coastal shipping as the much-needed part of multi-modal logistics. We need to support

coastal shipping with the right infrastructure to

promote growth. We need to address the concerns of the user community, that is, regular and reliable services at consistent frequency, less paper work and development of a complete door-to-door multimodal solution with coastal linkages,” explains Sahi.

“At present, not even 10 per cent of domestic cargo is carried on local shipping lines. So, more than 90 per cent of the market has yet to be tapped into by Indian vessels. In their effort to match the rate quoted by foreign vessels (which, like I said, is a dumping rate offered for positioning purposes), Indian fleet owners are losing out on the competitive edge. This trend is likely to lead to more Indian companies opting to register their ships outside India. That way they can save approximately 50 per cent on manning tax by employing foreign seafarers as half of their total workforce. This way the Indian ship-owners will also save on number of crews to be employed on board as per safe manning requirement,” points Singh.

“There is a lack of a proper policy framework, incentives and connectivity infrastructure. Of late, the government has shown its keenness on developing road and rail network—connecting the inland waterways with major and non-major ports. However, much remains to be done on ship building and ship recycling,” he continues.

“We may have a long way to get to a perfect solution, but the efforts under the Sagarmala project and the efforts of the authorities to streamline the regulatory regime have already created a positive sentiment towards this mode of transport,” believes Kumar.

Considering the importance of maritime infrastructure to India’s economy and to leverage India’s natural maritime advantages, Khosla feels, “There is an immediate need to develop our ports and related infrastructures to match up speed of Indian economic growth.”

Industry’s helping hand

“Although stakeholders enjoy the benefits of lower cost, but, this must translate into better services for consumers. Stakeholders, including port and logistics





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Mumbai/ Pune (within 100 hrs.)

Bengaluru/Chennai (within 120 hrs.)



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companies, need to work together to provide a seamless smooth service to consumers. A bottleneck at any stage will lead to delays and at present scenario, time is money. Hence, wasting time may render the coastal service uncompetitive. If we succeed, it will lead to long-term benefits for the country, like it will ease the burden of load on roads, will reduce traffic and pollution and accidents,” notes Sahi.

According to Singh, “A national fleet policy mandates that ships engaged in trade must be flagged, or registered, in India irrespective of whether they are owned by Indian or foreign shipping lines. Though India has allowed 100 per

cent FDI in shipping since 2001, foreign lines are yet to flag in India. Foreign shipping lines currently control over 90 per cent of country’s cargo. They should therefore be asked to flag some of their vessels in India and pay taxes just like Indian ship owners do. That would help create a level playing field for Indian shippers. Moreover, the government continues to handhold the road and rail sectors with special rates/policies promoting and directing cargo. Shipping needs similar policies and support along with a consistent policy environment. In India, foreign flag vessels carry one-way cargo and sail out. Therefore, it is impossible to compete against dumping freight and one-way sailing.”

“A number of central and state agencies play a role in the regulation, operation and sustenance of inland water transport in India. Their functioning is required for inland waterways to be viable. This is a complex issue and needs to be addressed in the remaining part of this research. The regulatory-cum-infrastructure provider role that IWAI is supposed to take needs to be sharpened keeping in mind the operational aspects of this sec-



Ajay Khosla
General Manager (Delhi Region)
Scorpion Group

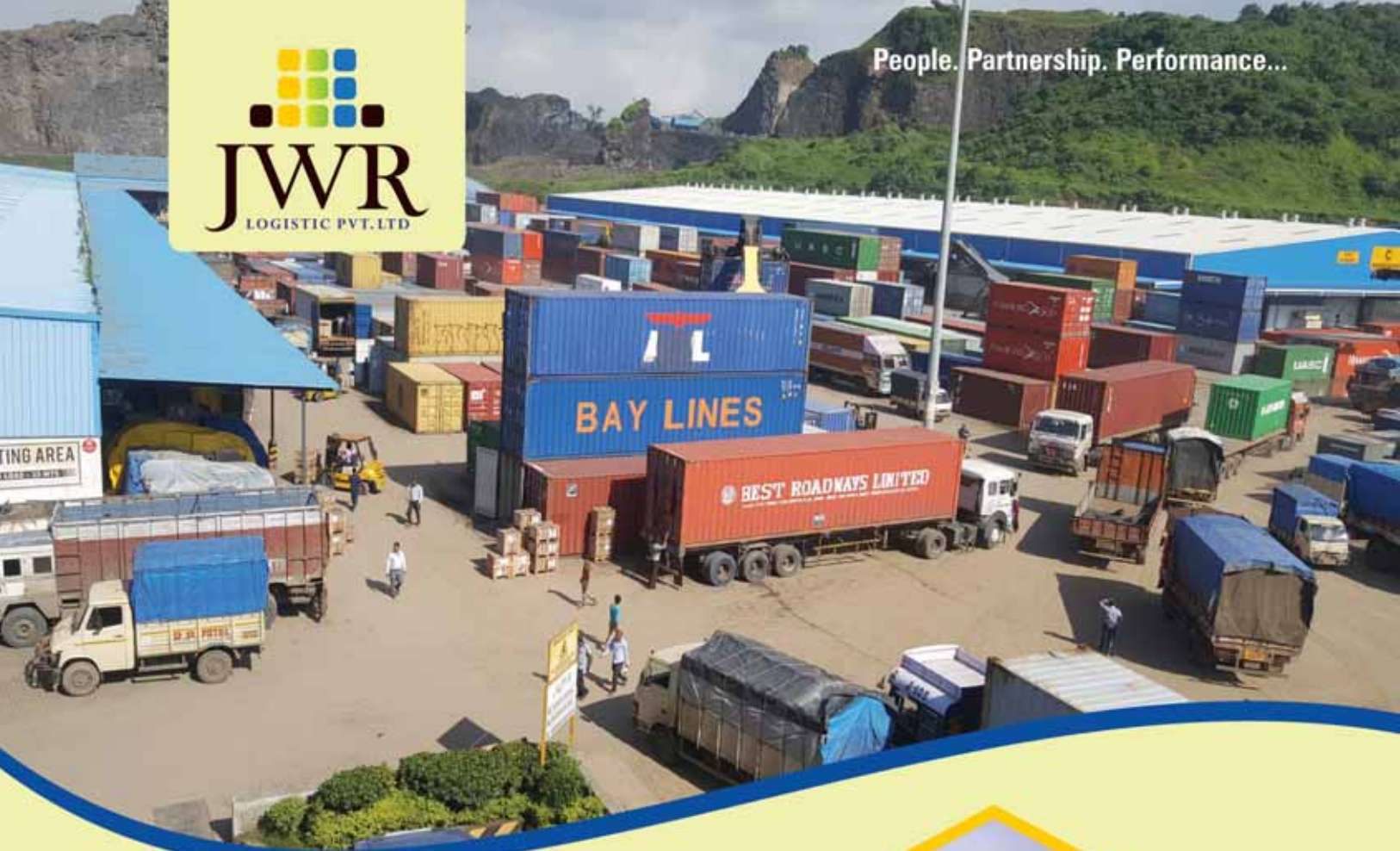
“
There is an immediate need to develop our ports and related infrastructure for economic growth
”

tor. IWAI has taken on a limited role in provision of some infrastructure at terminals (for example at Patna, Guwahati and Kerala) and has also commissioned some medium-size barges for operation. But the main responsibility of IWAI remains the provision an effective waterway at least on the National Waterway system. While ocean movements are guided by a mix of international and national laws, coastal shipping is within the ambit of the central government control and an attempt can be made to synergise this activity with inland water transport where possible. The major issues are those of operating standards, including vessel certification, safety and personnel related concerns,” adds Kumar. 🇮🇳

Infrastructure development for promoting coastal shipping under Sagarmala:

- 116 initiatives identified across 12 major ports to unlock 100MTPA capacity, out of which 86 initiatives have been implemented unlocking 80MTPA.
- 50 projects costs `2482 crore were identified for financial assistance under the Coastal Berth Scheme to develop port infrastructure.
- 31 projects, costs `1413 crore, sanctioned with financial assistance of `586 & `334 crore released.
- 19 projects are under various stage of development and process of approval.





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Sagarmala

sees fruition after 4 years

The Sagarmala Programme is a coordinated activity to synergise the strength of India's maritime industry, bring an infrastructural change, and transform shipping into a force of progress for the economy. We analyse the achievements procured by the initiative undertaken by the government till date.



CT Bureau

Sagarmala Programme was developed to reduce logistics cost for ex-im and domestic trade with minimal infrastructure investment. This includes reducing cost of transporting domestic cargo through optimising modal mix, lowering logistics cost of bulk commodities by locating future industrial capacities near the coast, improving export competitiveness by developing port proximate discrete manufacturing clusters and optimising time/cost of ex-im container movement.

The vision was to stimulate economic growth by bringing port-driven prosperity to the people. In the last four years, focused

initiatives undertaken by the Ministry of Shipping include improving efficiency of ports, building capabilities and capacities of ports, creating seamless transport connectivity, and upskilling the coastal community.

As a part of Sagarmala Programme, more than 400 activities have been identified towards port modernisation, new ports development, port network improvement, port-connected industrialisation and coastal community improvement. Out of these, 199 concentration ventures will be completed by 2019.

Key achievements

Port modernisation

Port modernisation is the thrust region in the plan of things under the programme. The goal is to

bring capacity augmentation, modernisation of port infrastructure and operational productivity to influence them to measure up with worldwide parameters. Existing ports are constrained by their present infrastructure to deal with increased traffic expected that would come to Indian shores – both coastal and ex-im in the following 10 years. Port limits have continually been amplified at the current ports by developing new terminals and berths. Building new ports is another territory of centre under Sagarmala. The fourth Container Terminal at JNPT was inaugurated by the Prime Minister on February 18, 2018, is also one of the major achievements of Ministry of Shipping.

Port connectivity

India's present port limit is 1,500 MTPA, and the objective is to build

As part of Sagarmala, 199 concentration ventures will be completed by 2019



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it up to 3,000 MTPA by 2025. To accomplish the full potential, Indian ports should be consistently incorporated with the hinterlands through railroads, road networks and inland waterways. The two key parts of Sagarmala vision are: port-rail and port-road connectivity. More than 114 road and 80 rail availability projects have been recognised to enhance the road and rail network to Indian ports. Additionally, 111 National Waterways have been taken up all through the nation to associate the hinterland with the ports. Executions has just begun on six waterway projects with provision like multi-modal and inter-modal terminals, Ro-Ro offices, and ferry services being vital piece of the outline. Two pipeline projects for transporting raw petroleum are as of now under execution and a third pipeline for transporting oil based commodities is under planning. Keeping in mind the end goal is to decrease freight transportation costs and enhance effectiveness of port evacuation, 15 multi-modal logistics parks have been arranged.

Port-led industrialisation

The port-led industrialisation goes for creating port-proximate industrial clusters and Coastal Economic Zones to decrease logistics cost and time of EXIM and domestic cargo. With this point of view, 14 Coastal Employment Zones (CEZs) have been arranged, out of which, two projects are been taken up in the Stage 1 improvement. Nearby, 29 potential port-connected industrial clusters have been identified

across energy materials, discrete manufacturing and maritime sectors. To decrease logistics cost and time for the development of EXIM and domestic cargo, industrial clusters have additionally been arranged in the port vicinity. For power generation, mass materials and discrete manufacturing, various industrial clusters have been arranged. At Jawaharlal Nehru Port, Mumbai, a Port-connected Special Economic Zone (SEZ) is under execution. In the meantime, two Smart Industrial Port Cities are a work in progress at Kandla and Paradip to make important eco-system for port-led industrialisation. Ro-Ro terminals are being developed, at a cost of ₹ 300 Crore at Rajmahal –Manickchak (Jharkhand–West Bengal), Bakhtiyarpur-Hasanpur (Maharashtra) (Bihar), Kahalgaon-Tintanga (Bihar) and Buxar-Sarai Kota (Bihar–Uttar Pradesh).

River Information System (RIS) from Haldia to Farakka is functional and from Farakka to Patna is ready to commence shortly.

Coastal community development

While port modernisation and development are vital to the Sagarmala Programme, social commitment is as much basic to its targets. The programme endeavours to guarantee sustainable development of the population living in the Coastal Economic Zone (CEZ). This takes skill development, employment generation, advancement of fisheries infrastructure, and advancement of coastal tourism. Under skill development,

skill gap study was embraced in 21 coastal districts and training programmes have been chalked out. In the second period of the programme, the arrangement is to prepare and train 10,000 individuals every year. In the field of fire and safety in ship recycling yard, 3825 workers have been given extensive training. The Center of Excellence in Maritime and Shipbuilding (CEMS), the first-of-its-kind, is under development in Vizag and Mumbai that can prepare 10,512 students in technical skills in the area of ship hull design, ship detailed design, ship-building and maintenance. Around 26 fishery ventures have been distinguished in the coastal states including the advancement of new fishing harbours and fish processing centres and modernisation of existing ones. To advance coastal tourism, improvement passenger jetties have been arranged which are being supported under the Coastal Berth Scheme.

A truly wide-angle approach to India's maritime, Sagarmala looks at shipping in a larger perspective. From building entirely new concepts and technologies into the operations of ports, to augmenting the culture of coastal tourism, it explores every prospect and possibility to give India's maritime a multi-dimensional growth and take it beyond its traditional realm.

India re-elected to International Maritime Organisation Council

An MoU with Republic of Korea was signed on mutual recognition of Certificates of competency of seafarers. Contract for interim agreement of Chabahar Port was signed on February 17, 2018 and documents were exchanged in the presence of the Prime Minister of India and the President of Iran.

Report source: Ministry of Shipping

Future Prospects

- Six new mega ports are being proposed which will enhance the cargo handling facility of India.
- Possibility of tax incentives are being explored to attract global investors.
- Linking the Dedicated Freight Corridor (DFC) with the ports will ensure seamless connectivity.
- The Coastal Economic Zones proposed will promote the development of the port dependent industries which will be a major boost.



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Multi-modal connectivity

essential for existing ports

Flagging concerns on the country's ambitious plan to build new ports as part of the Sagarmala programme, World Bank has stated that the country needs more investments in multi-modal connectivity to existing ports than new deep-sea ports. **CARGOTALK** seeks valuable opinion from industry experts...



Kalpana Lohumi



Samir J Shah

Partner, JBS Group of Companies & DDP Game Changer 2017

The Sagarmala project does not end at creating new ports, it actually begins from there. There is stress on developing other infrastructure including the human capital. The issue whether ports enable connectivity is debatable and would depend on the view of the person proposing the same. No new port is suffering due to lack of cargo being offered through it. The

area of concern is the speed of processing and multiplicity of processes. There are a number of studies to show that India can absorb a few new ports especially on the east coast. The issue of connectivity to the existing and new infrastructure does remain a major issue. Great infrastructure is of little value unless it can be reached and evacuated easily. This is universal. The need would be to make the port segment inclusive and mandate

Harpreet Singh Malhotra

Chairman & Managing Director Tiger Logistics

The Sagarmala initiative was conceived by the Government of India to address the challenges and capture the opportunity of port-led development comprehensively and holistically. India has a coast line of approx. 7,517 kilometers, which is serviced by 13 major ports (12 government and 1 corporate) and 187 notified minor and intermediate ports. The latest addition to major ports is Port Blair in June 2010, the 13th major port in the country. As part of the Sagarmala Programme, several opportunities have been identified to reduce logistics costs of bulk commodities and containers. Main enablers for unlocking this opportunity include greater use of coastal shipping and inland waterways, addressing existing gaps and bottlenecks in road and rail connectivity, creation of multi-modal logistics hubs and streamlining procedures. The programme is aimed at accelerating economic development in the country by harnessing the potential of India's coastline and river network.



all ports to be responsible for the last 5 kms approach to their facility. Pipavav has a wonderful access from the highway at 10 kms away. We have seen similar infrastructure at both Mumbai and New Delhi airports. The concept needs to be developed and mandated. We have little rail connectivity for the passengers, but all ports do have rail connectivity. Here too, Mundra and Pipavav stand out with the last-mile rail partnership. It is difficult for a stand-alone multi-modal passage to earn or pay for themselves. Hence, a solution which compels the promoter of the main infrastructure to invest seems an easier option. It would be beneficial to the infrastructure as well as the users.

Highlights

- There is stress on developing other infrastructure including the human capital.
- The area of concern is the speed of processing and multiplicity of processes. A solution which compels the promoter of the main infrastructure to invest seems an easier option.
- According to the NPP, the greenfield ports are likely to come up at Sagar in West Bengal, Paradip outer harbour in Odisha, Enayam in Tamil Nadu and Vadhavan in Maharashtra.
- The new government is taking initiatives for betterment of roads near to the ports but by the time the planning and execution will be done, the increasing volume leads to congestion at the ports. The government must not develop any new port until unless the present ports are not fully developed and exhaustive.
- With a view to consolidating the efficiencies of the country's port assets and building a sustainable port-led development model, India needs to augment investments towards developing a transnational multi-modal connectivity model.
- Stakeholders across the supply chain need to place onus on rolling out an efficient intermodal freight transport system which will ensure reduced dwell-time at ports and improve last-mile connectivity with speedier movement of cargoes.





Kruti Jobanputra

Director, JWC Logistics Park &
India Cargo Awards winner 2017



Yes, I agree with World Bank statement that investing in multi-modal connectivity to existing ports is necessary than new deep-sea ports. We already have many ports in India which are under developed; even the larger ports like JNPT, Chennai, Kolkata, have poor quality and outdated

infrastructure. Also, the roads leading to these ports are very narrow and in poor condition. The new government is taking initiatives for betterment of roads near to the ports but by the time the planning and execution will be done, the increasing volume leads to congestion at the ports. The government must not develop any new port until unless the present ports are not fully developed and exhaustive. Like for example, the JNPT port or Mumbai Port have a massive area which is not utilised at all, but if developed in a proper way, can definitely attract more business.



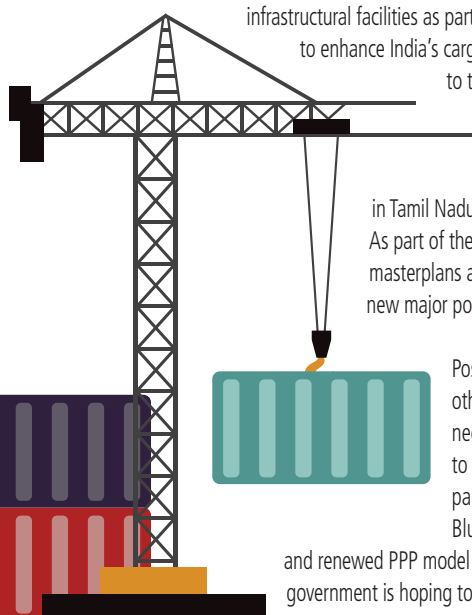
Ashish Mahajan
CEO, Landmark Logistics

The coastal economic zones will promote the development of the port dependent industries, which will be a major boost. Sagarmala project has the capacity to transform the future prospects of Indian trade which would bring prosperity and help in nation-building.

The project addresses the concerns of the existing ports and maritime trade by leading a port-based development, enhancing the capacity of the existing ports and at the same time developing new ports, to make them drivers of economic development. The Ministry of Shipping expects nearly 194 projects worth ₹ 72,000 crore to be awarded under the Sagarmala Programme in FY19. At least six new mega ports have been cleared to be built under the ambitious project, taken up by the Ministry of Shipping. The National

Perspective Plan (NPP) for the much talked about project envisions these new infrastructural facilities as part of its multi-pronged strategy to enhance India's cargo handling capacity. According to the NPP, the greenfield ports are likely to come up at Sagar in West Bengal, Paradip outer harbour in Odisha, Enayam in Tamil Nadu and Vadhavan in Maharashtra. As part of the Sagarmala project, detailed masterplans are being developed for all the new major ports.

Possibility of tax incentives and other trade facilities policies need to be drafted and explored to attract global investors to participate in this India's ambitious Blue Revolution. Through SPVs and renewed PPP model base recommendations, the government is hoping to attract more private players.



Prakash Tulsiani

Executive Director & CEO (CFS - ICD)
Allcargo Logistics



Over the years, India's port sector has played the role of an important catalyst in propelling the country's ex-im trade on a higher growth trajectory. Having said this, it needs to be noted that conventional port planning in the country has largely been dominated by an onus on maritime initiatives like

building robust deep draught facilities and ensuring enhanced land availability on the dockside. With a view to consolidating the efficiencies of the country's port assets and building a sustainable port-led development model, India needs to augment investments towards developing a transnational multi-modal connectivity model. Though the flagship Sagarmala Programme, the government has rightly placed emphasis on modernising port infrastructure, higher priority needs to be placed on expediting connectivity enhancement initiatives to connect major ports of India with the country's hinterlands. Stakeholders across the supply chain need to place onus on rolling out an efficient intermodal freight transport system which will ensure reduced dwell-time at ports and improve last-mile connectivity with speedier movement of cargoes. The construction of greenfield deep-sea ports is a highly capital-intensive exercise whose efficacies are hampered by long-term gestation periods resulting in delayed revenue generation and Return on Investment (RoI). An integrated multi-modal connectivity model has the potential to lead the Indian logistics sector on a higher growth curve and lend it a global competitive edge.

Pantos Logistics:

An optimal point for business

Total logistics solution provider, Pantos Logistics, has carved a niche of its own for the past 16 years and is expanding in a big way. The company has plans to invest \$100 million this year and next year. **Lee Joon**, Regional CEO/Sr. Vice President, Pantos Logistics, shares their business model and expansion plans.



CT Bureau

Please elaborate your business model.

Pantos came into India in 2002. We started our business with freight forwarding. We are a LG affiliated company. Later, we shifted our whole distribution business to Pantos and focused on logistics business. The functioning included picking goods from LG factory and delivering it to the end customer, that is, the dealer. The primary transportation is being managed from our factory to different warehouses in India, and then to the customers. Gaining an edge on transportation, Pantos initiated end-to-end solutions. We recently received a custom clearance license.

What are your expansion plans?

We are planning to construct warehouses in Gurgaon, Bengaluru, Chennai, Pune, Mumbai and Hyderabad. Our plan is to construct at least 200,000 sqft warehouse at one location. This is the first phase. The second phase will focus on major cities like Ahmedabad and Kolkata, where the business scope is huge. These areas will be a hub for distribution after GST implementation.

Presently, we are in FMCG, consumer durables, chemical



and automobile industry. Due to an increase in exports, we have started operations in garments and are also planning to come up in the pharma segment, due to a growing demand. India is one of the biggest hubs for generic export. We are taking it as a vertical rather than a customer-centric market.

We are eyeing neighbouring countries like, Sri Lanka, Bangladesh for import and export. We will focus on transportation and

custom clearance in India and are registering ourselves at all sea ports and dry ports of India to offer best service.

Do you have your own fleet of vehicles?

At present, we have around 10 vehicles of our own, but we have leased some for transportation. Around 150 transporters are working with us, dedicatedly.

Our plan is to own more than 1000 vehicles in next one year.



Lee Joon
Regional CEO/Sr. Vice President
Pantos Logistics

“

Our plan is to construct at least 200,000 sqft warehouse at one location

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What is your USP?

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With the aim to focus on high-technology information system, we have also developed satellite connected IT system to monitor the vessel and shipping lines, offering customised solutions to our customers.

How have you taken the GST implementation?

We have started direct deliveries after GST. Here at LG Group, almost 25 per cent of the material is delivered directly from the factory to dealer's warehouse.

GST will boost the business, but it will take some time because the country's infrastructure is still at lax. The customer, let's say a dealer or distributor, is also not ready with the space and infrastructure to get that material. Eighty per cent of the industry is unorganised and

the warehouse infrastructure is also not readily available for consolidation. It may take around two years to establish a suited warehousing and transport network.

The boom is in the sense of consolidation, but size will remain the same. With GST, long distance transportation will increase, enabling hubs to come up in major highways. The cost and inventory management will be better and due to consolidation inventory, will come down rather.

What is your take on ever-growing e-commerce logistics? How is Pantos taking benefit out of it?

There is a definite growth in this sector. Before GST, e-commerce companies used to have warehouses everywhere. Now, majority of the products are being sent via

courier service and there is less requirement of a small warehouse at every location.

We have started supplying to e-commerce companies and now we are in discussion with them for warehouse management. At present, we have 2.5 million sqft area in India through 38 warehouses. We are in discussion with few companies on usage of pallets in our warehouse. There are two stages to execute this; firstly, on managing warehouse space and secondly, to chart out a way to use our warehouse as theirs for direct supply to customers. This reduces transportation and handling cost.

What is your transportation model?

In India, we offer transportation service by road, rail, air as well as sea. We use coastal shipping mode of transportation, majorly for the South, that is, from Noida to Kerala; we are managing by road and sea route in Gujarat. From Pune to East, we use road and rail route to Kolkata and Guwahati. The rest of the country is managed by road.

We are also handling goods by air in a few parts, depending upon the requirement of the customer and inventory management. 📦

DID YOU Know?

- The company has three offices for freight forwarding in Chennai, Mumbai and Delhi, but for logistics business, it has 38 offices at every state capital.

FACT FILE

■ Pantos has started direct deliveries after GST. At the LG Group, almost 25 per cent of the material is delivered directly.

■ At present, the company has 2.5 million sq ft area in India through 38 warehouses.



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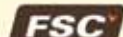
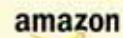
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SmarTrucks:

Skilling, a priority for DHL

SmarTrucks require smart drivers and DHL SmarTrucking is investing in skilling, which is also addressing the obstacle of lack of trained human resource in the industry. **Neeraj Bansal**, CEO, DHL SmarTrucking, shares the necessity of being backed by smart technology and smart people.



Neeraj Bansal
CEO
DHL SmarTrucking



Hazel Jain

What prompted you to enter the start-up vertical of the logistics industry?

The Indian logistics industry is fragmented and there is no single player in the market that has a strong global presence. This in itself presents a great opportunity. With the launch of DHL SmarTrucking, we aim to transform the logistics industry by taking advantage of existing and emerging smart technologies, and a highly committed team, to provide clients with the most reliable and easy road transportation services in an innovative and agile way.

Why did you take up skilling as a priority?

We want to re-imagine the whole transportation industry in India. With this launch we are bringing technol-

ogy to the forefront. Anyone can have trucks. But they need to be backed by smart technology and very smart people. What we are doing is focus on people (skilling), and technology for operations that enables us to integrate with our customer solutions. People will be our cornerstone. We are more like a start-up and will also function like that.

How are you training them?

The truck is key but the driver is the second-most important element here. We impart the same values as the company to the SmarTruckers as we are calling them. We are training them, doing background verification, hiring

the right kind of people, giving them simulation tests, learning tests, observation their driving behaviour and their driving pattern over a period of time. For all of this we have a driver engagement programme as well as a driver excellence programme that we have set up.

How smart are these SmarTrucks?

We have been running trials since December 2017 and we have consistently seen the travel time on an average reduced by 50 per cent for transit – from days to hours. Our aim is to deliver more than 95 per cent products safely and securely. We can even customise solutions for the customer. These smart trucks will bring in complete transparency, giving them 24x7 visibility in real time trucking. The customer will be able to see where his shipment is in real time. Even when a door opens, the customer will get an alert. The technology that has been put into these trucks shows if it is making an unscheduled stop.

How will this help the customer?

With this data, the customer will know when their shipment is arriving and can start working on the back-end part of it without wasting time. Also, more time on the



road means more things can go wrong. Our aim is to have shorter time frames. The driver also has an app to communicate with the control tower. With the IoT-enabled trucks, we are building solutions using big data and analytics. For us, it is not a truck, it's a data hub. We already have 150 trucks up and running pan India.

Can you share SmarTrucking's India growth strategy?

DHL SmarTrucking offers the fastest transit times with 95 per cent reliability and up to 50 per cent reduction in transit times compared to traditional trucking, along with ease of use, end-to-end consignment visibility, temperature-controlled capabilities and real-time tracking that beats industry standards. At the moment we are running pan-India operations using a network of smart hubs spread across the country.

Our aim is to disrupt the logistics industry in India through judicious and progressive use of technology, customised to the industries we serve. This is a long-term commitment and we will continue to

Highlights

- Unveiling the latest disruptor in the India market – SmarTrucking, was a milestone not just for Deutsche Post DHL Group (DPDHL) but also for **Malcolm Monteiro**, CEO, DHL eCommerce India.
- Government has stepped up in terms of regulations, investments, and the logistics department under the Ministry of Commerce has more focus and given it an infrastructure status, states Monteiro.
- DPDHL will start with 10,000 smart trucks over the next decade.
- Technology can actually bring the inventory cost down. Quality trucks on the road mean reliable service. Skilling is required for truck drivers.
- The service will enable fastest transit time for the customer. Tier II and Tier III cities in India are growing faster than the metros.

invest as much as needed, as India is a key market for DHL. We plan to own and put 10,000 SmarTrucks on the road and hire 20,000 drivers in the next 10 years. These trucks will be IoT-enabled and temperature-controlled which will enhance customers' inventory management and enable them to reach customers and markets faster. 📈

“
The travel time on an average has been reduced by 50 per cent for transit
”

Shreyas presents Q4 report card

Shreyas Shipping and Logistics recently held a press conference in Mumbai to announce the Q4 results of the company. **Ramesh S. Ramakrishnan**, Executive Chairman, Transworld Group, graced the occasion.



Shreyas to focus on technology & manpower

The two main focus areas for Shreyas Shipping in the next couple of years will be to develop the talent pool and embrace technology to bring in more efficiency – the process for which is already underway.



Hazel Jain

Ramesh S. Ramakrishnan, Executive Chairman, Transworld Group of Companies, was in Mumbai recently to announce the financial results for Shreyas Shipping where he also elaborated on the company's vision and future plans. Two major focus areas, he said, is technology and human resource. The technology aspect is already underway and the company has signed up Oracle India and KPIT in Pune to execute key projects.

Speaking about the reason behind this move, Ramakrishnan says, "Sharing information with your customers in a timely fashion is so important. The marine industry has been relatively slow in using technology. Our job is to create platforms wherein we are able to use blockchains, we are able to use all kinds of technology to remain close to our customers. We have recently signed up with Oracle India and also with KPIT in Pune who will be executing the project.

We hope to have all of this in stream by not later than 12-14 months from now." With regards to developing human capital, he believes that creation of young talent, attracting them and retaining them, providing them the ability to grow, to think are important factors.

India needs disruptions

Underlining some of the critical hurdles that India has been facing, Ramakrishnan says, "One must remember that the cost of logistics in India is something in the region of 13-14 per cent. There has to be significant improvements to see this cost is brought down to not more than eight to nine per cent if our EXIM or domestic trade has to grow."

Referring to the Centre's move recently to relax cabotage law, he says that the development is not going to have a significant impact on the company.

"It is of course the decision of the government to have increased transshipment business through the various Indian ports. This is also going to be an opportunity for a company like us because the larger vessels that the lines are able to bring in, obviously it will result in incremental business for us.

Cabotage in my opinion out of the list of 10 priorities may probably come seventh or eighth on the list. The biggest problem that we will be faced with is keeping this business within India. We have been working hard and trying to promote this in India," he adds.

According to Ramakrishnan, assuming that foreign transshipment will shift to Indian terminals if cabotage law is relaxed for ex-im containers is far-fetched, since the reason is not cabotage restriction but many other challenges like infrastructure and capacity constraints, high port costs, documentation procedures and largely depends on the network planning of the shipping lines.

Top priorities

Going forward, some of the areas that have drawn the attention of Shreyas Shipping is the dry bulk space. "We are looking at the dry bulk space in a big way. We will also expand our own liner activities into the neighbouring regions. It will be expansion with caution. But not restricted to India. For Transworld, we will definitely look at the cold chain for growth. We will look at warehousing, and global freight forwarding, and of course not to forget our own shipping business. These will see rapid growth on logistics, supply chain and warehousing and cold chain," he reveals. 🌹

Fact File

■ **Shreyas Shipping & Logistics, is a part of the 40-year-old global conglomerate Transworld group with a prime focus on coastal container shipping and logistic services for both domestic and coastal ex-im trans-shipment.**

“We have recently signed up with Oracle India and also with KPIT in Pune for key projects”

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Logistics to create vocations for 3 million by 2022?

TeamLease Services estimates that the logistics sector will create employment for at least three million people by 2022. **Mayur Saraswat**, Head of North Business, TeamLease Services, shares that technology disruptions will create more skilled jobs such as IOT, Big Data, AI and Robotics.



CT Bureau

As the report says, the logistics sector will create 3 million jobs in next four years. Please elaborate on that.

With the new-found infrastructure status and GST giving tailwinds to the sector, the logistics sector in India is set for a major transformation. These factors, coupled with

million incremental jobs. The bulk of the job creation will happen within the seven sub-sectors of logistics. Road freight will generate 1.89 million incremental jobs, followed by waterways (450,000 incremental jobs), airfreight (400,000 incremental jobs), warehousing (120,000 incremental jobs), rail freight

evolution, both in terms of scale and scope of services, thanks to the growth rate that sector is experiencing. Today, the manpower available in the Indian logistics sector critically lacks domain skills. The gaps in skills required are at all levels, from senior and middle management to the junior and operational level. At an overall level, there is a lack of specialised knowledge of practices and most workers only have basic in-house experience driven skills with no formal education, training or certification. Given the way the industry is organised there is very little impetus on skill building and it gives rise to gaps in the core technical skills. In fact our study shows that by 2022, the industry will experience a skill gap of 950,000 people across the seven sub-sectors and eight key cities, which are currently hubs for logistics related jobs. In addition to the functional and domain skills, the employees lack knowledge of regulatory affairs, technology, communication and effective planning, which are major skill deficit that the sector is facing across junior to mid to senior level. Future jobs will be more technology driven and analytical. Technology disruptions will create more skilled jobs such as IOT, Big Data, AI and Robotics, Cloud Computing,

“Manpower development in logistic sector is needed. The sector is undergoing rapid evolution, in scale & scope of services

domestic consumption led GDP growth and evolution of the logistics sector, in response to India's industry and economic requirement — is resulting in an inflection point in terms of job creation. The sector is poised to grow at a CAGR of 10.5 per cent and generate ₹ 21,00,000 crore in revenues and three million new jobs by 2022. Of these, Mumbai, Delhi –NCR, Chennai and Bengaluru will generate 1.74

(40,000 incremental jobs), courier services (60,000 incremental jobs) and packaging (40,000 incremental jobs).

If the sector has the potential of creating 3 million jobs, then the sector also need to have sufficient skill set. What do you feel about the current skill gap and required skill sets in the logistics sector?

There is a critical need of manpower development in logistic sector, which is undergoing rapid



Mayur Saraswat
Head of North Business
TeamLease Services



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Drones and driverless vehicles.

Where do you see the role of start-ups in logistics industry?

While the logistics sector is growing, its future is dependent on ability to embrace technologies, improve its processes and drive continuous improvement management in the operations. Therefore, there is a need to develop a disruptive solution that can tackle problems related to IT, warehouse management, networking, communication and complete logistics control. The start-ups in logistics space have a significant role to play in driving technology adoption and helping streamline the organised business such as trucking. So we see emergence of start-ups which are bringing solutions in

area of real-time fleet tracking, providing mobility solution, IoT solutions, route optimisation that will help the transportation, trucking, warehousing, freight & cargo companies. We also see emergence of start-ups which offers last mile delivery and hyper local delivery services.

How will infrastructure status help grow the logistics industry?

Infrastructure status for the logistics sector will help attract more funding and credit at competitive rates and on a long-term basis. This will specifically enable logistics companies to:

- 1) Access larger amounts of funds as External Commercial Borrowings (ECB).
- 2) Access longer-tenure funds

from insurance companies and pension funds, and

- 3) Be eligible to borrow from India Infrastructure Financing Company Limited (IIFCL).

Rising logistics costs impacts global competitiveness of exporters, so this move will help the export segment and make Indian goods more competitive in the global markets. It will also help bring down cost of goods in the local markets. It is estimated that logistics costs account for 14.4 per cent of GDP, and this infrastructure status will help reduce this by about two per cent in next three to four years. In line with the infrastructure status, the union government has earmarked ₹6 Lakh Crore, for investment in the infrastructure sector in this current fiscal budget of which 50 per cent would be spend on creation and upgradation of roads, railways and ports. Companies across industries, whose operations depend significantly on warehousing and logistics can now expand their presence in Tier II and Tier III cities and create a stronger network of warehoused and logistics facilities in these cities – which will translate into more growth for companies and more jobs for people. Overall, this move will improve the competitiveness of the logistics industry and help stimulate job creation. 📈

FACT FILE

■ Of the 3 million new jobs, Mumbai, Delhi –NCR, Chennai and Bengaluru will generate 1.74 million incremental jobs.

■ By 2022, the industry will experience a skill gap of 950,000 people.

NORTH INDIA

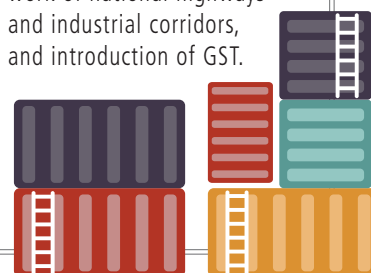
Haryana brings out policy for a logistics hub

Strong on formulating a dedicated and comprehensive logistics, warehousing and retail policy to promote and project Haryana as the logistics hub of North India, the state government has held a consultation-cum-interactive session with

various stakeholders in Gurugram. The state government also plans to launch the policy by August 2018, after in-depth consultations with concerned government departments and industry stakeholders. The speakers at the interaction,

held recently, also felt that the state of Haryana is set to become the logistics hub of North India in the coming years, with a consumer base having a high propensity to consume, strong connectivity owing to an exhaustive net-

work of national highways and industrial corridors, and introduction of GST.



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Fuel surge to steer impact on trucking?

Our esteemed India Cargo Awards winners share their views on how daily rise in fuel price has affected the trucking industry.



Kalpana Lohumi



► DDP Game Changer (North & East - 2017): **Om Logistics**

Fuel variation should be done in timelines

Akash Bansal, Executive Director, Om Logistics, says, "Fuel is the key element of cost in the logistics industry. Any variation in fuel cost has a long-lasting impact on the bottom line of any sector of logistics industry and with such dynamic fluctuation on fuel we as logistics companies are facing serious issue in calculating and recovering our cost from our customers. It is not practically viable and possible to revise contracts on every variance in fuel and hence the market vehicle rates are now decided on speculation of fuel trend. The cost for any trip within the country gets increased due to phenomenal upsurge in fuel prices and as logistics companies everyone is struggling for price adjustment with the customers to

sustain their bottom line which practically is losing hold."

"Industry can only deal with this uncontrollable fuel increase by requesting customer for rate increase which definitely is a part of the contract. Frequency of such revisions is what has created issues for us," he opines.

"Fuel variation is inevitable, but then there should be some timelines, for example, a quarterly correction that enable everyone, be the industry or individual, bring into line. Though there are minor increase or decrease everyday, but, once we calculate on a quarterly variance, we get to know the substantial increase which is basically putting intense pressure on the bottom line for the industry," Bansal concludes.

► Best Logistic Service Provider (North & East - 2017): **Sampark India**

Uniform fuel prices across all states

Sanjay P Rathi, Managing Director, Sampark India, notifies, "Rise in fuel prices will put pressure on the cost of operating a vehicle in the short-term and because of the fuel price increment, truck operators reported reduced profits and, in some cases, losses too. Due to a slowing economy and low demand for trucking in general, truck operators also struggled to reduce the number of days trucks remained idle or reduce return trips with empty loads. There is a need to include a revision clause in the contracts. However, most of the small, medium or large operators of trucks involved in bulk haulage do not have similar clauses in their contracts that allow for revision of freight rates due to increases in fuel costs. Corporate companies normally have clauses in their contracts with large truck operators that provide for rate adjustments linked to fuel price increases. To spread this practice among smaller operators, the government could make it mandatory to incorporate fuel-cost considerations in contracts that extend to more than six months.

"The possibility of keeping the price of fuel uniform across all states can solve the problem to some extent. Truck drivers operating on long routes are directed to fill tanks in the state, along their route, wherever fuel is cheapest. This requires a higher requirement of working capital at the beginning of the trip. If the fuel price is uniform across states, truck drivers can fill with fuel anywhere along their route. However, this is a difficult option within the federal structure of India's government and may lead to new market distortions. While oil-marketing companies have a uniform base price for fuel in all states, state taxes on fuel differ and are an important revenue stream for state governments. States such as Gujarat and Maharashtra levy higher taxes on fuel and will be reluctant to forego the higher revenue they earn from fuel sales, whereas states like Haryana face pressure from farmers' lobbies to keep fuel prices low and will be reluctant to increase taxes on fuel. Central government can only advise—not compel—states to raise or lower their taxes," he adds.





► Emerging Logistics Company – Alcohol (North & East - 2017): **Ocean Pride Logistics India**

Regular fluctuations, roadblock for drivers

Virender Verma, Managing Director, Ocean Pride Logistics India, tells, "Truck Operator are facing lot of challenges due to daily change in fuel price, as all truckers either have long-term contract with exporters/importers or have fixed tariff for each location. Moreover, it is a market trend that customer refuses to pay a revised price whenever there is any increase in fuel price. This is an issue for truckers operating on long routes; these drivers simply cannot afford to travel without paid cargo. They therefore wait until they get a load for the return trip. This increases the time required for a round trip and causes loss of income, but it prevents fuel wastage also." "Also, state and center taxes on fuel are higher in India as compared to other countries and government should focus on reducing such taxes by bringing diesel/petrol/CNG in GST. This will reduce overall burden on truck operators," Verma adds.

► Fastest Growing Freight Forwarder - Air (North & East - 2017): **Cargo Partner Logistics India**

Consistency is vital

According to **Ravinder Katyal**, Director - Air Cargo & Head of Co-load Indian Subcontinent, Cargo Partner Logistics India, "Stock exchange approach of fuel prices specially for the country like India as growing economy is not favourable. Any difficulties in fuel prices directly impact our manufacturing industry and economy as whole. Consistency for some longer period is important. This daily increase of fuel price too is impacting supply chain to the large spread as most of the orders received by exporters/importers well in advance take cost components into consideration. Even carriers fuel surcharge directly impact the total freight cost."



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HGR Logistics:

A connecting bridge

While highlighting the importance of technological tools, **Moral Agarwal**, Director, HGR Logistics, shares that the USP of the company is to offer optimal operational efficiency while reducing costs.



CT Bureau

Kindly highlight the USP of HGR Logistics.

Poor logistics planning and decision making can result in high costs, delayed delivery, and damaged goods. Given today's fluctuating global business climate, companies are in search of smart logistics providers that can offer optimal operational efficiency and reduce costs. Addressing this issue, HGR Logistics, also known as Haryana Gujarat Roadlines and Haryana Gujarat Roadways, embarked on a novel mission in 2011. We established our own entity called HGR Logistics to facilitate clients in switching from conventional shipping method to PLT (Part Truck Load) – the Twilight Zone of freight, for all those seeking faster transit times, less handling and cost-effective services. This service enables HGR to ship customer's order from Delhi to pan Gujarat in just three days in part load and small consignments.

With a strong fleet strength (cargo loads & torus vehicles) and a very sound infrastructure base, the company provides world-class services with all required facilities to industries of all types, that include, industrial conglomerates and big infrastructure companies. It also offers them a range of value-added services like transit insurance, every available means

of technology, tailored arrangement for project transportation, and much more.

Many companies like R R Electricals, Minda Distribution & Services, Meghmani LLP, and Cadila Pharmaceuticals have enormously benefited from HGR Logistics' large containerised vehicles that have the capacity to transport goods up to 14 tons. As an extra measure effort in transporting bulk orders, the company provides trailer arrangement for ODC consignments. We specialise in offering adapted solutions for the safe transportation of over-dimensional, heavy and bulky cargo. HGR Logistics has earned valued appreciation and nominated for India Cargo Awards 2018-2019 as 'Best Logistic Surface Service Provider'.

How do you ensure safety in delivery?

Ensuring safety of goods, the

company uses dock and pallets for loading and unloading the material. The whole process starting from loading to coordinating with the transport authority is carried out with its manpower under proper monitoring, thus alleviating the pain of material handling from clients' shoulders. As an extra safety measure, HGR Logistics carries route surveys before any transit analysing problem areas, traffic management, and various other things to select a feasible route. This ensures a cost-efficient and safe journey. Moreover, to streamline the interstate communication, all its trucks have the national permit and only the best vehicles are used with experienced drivers behind them.

Enumerate the process to meet market demands.

Progressing in parallel with the market dynamics, HGR has more than 40 centers spread across Ahmedabad, Jaipur, Jodhpur, Vapi, Baroda, Ambala, Delhi, Pune, Baddi, Chandigarh, Roorkee, and Dehradun, and serves to Delhi, Rajasthan, Haryana and Punjab. With annual revenue of ₹ 30 crore, the company is expected to reach around ₹ 70 crore by 2020. Maximising the advantages of GST, HGR Logistics is now planning to launch 3PL services. 📦



“We offer safe transportation of over-dimensional, heavy and bulky cargo”

FACT FILE

■ HGR has 40 centres at Ahmedabad, Jaipur, Jodhpur, Vapi, Baroda, Ambala, Delhi, Pune, Baddi, Chandigarh, Roorkee, and Dehradun, and serves to Delhi, Rajasthan, Haryana, etc.

Data Analytics: Game-changer in supply chain



Predictive analytics tools identify insights and answer the 'Why', 'Where', and 'How' of the logistics operations, opines **Vikas Khatri**, Founder, Aviral Consulting.

Big Data has the potential to revolutionise the industry through predictive analytics. Many organisations in logistics domain have already started data driven decision making and reaped the benefits. Predictive analytics tools identify patterns, spot variances, correlate with variable factors (controllable and non-controllable) in the data to offer actionable insights for logistics operations. Data analytics in a company can be useful in multiple ways. The process start with the base data, which are record of each activity and transaction of past. Next step is analysis of the base data through various statistical tools.

Data analytics in transportation

In domestic transportation segments like express distribution, e-commerce logistics are largely commanded by organised sector. Optimisation is not easy when a logistics company operates on national level or global level due to multiplicity of routes, thousands of vehicles, hundreds of service location, multiple product offering and resource scarcity. Some of the area where data analytics helps:

- ❖ **Reliability:** Analytics tools can help in anticipating internal risks, maintenance requirements, routes and impact of external risks like weather conditions, road conditions, and peak periods to avoid the disruption and improve reliability.

- **Network / Route optimisation:** Network optimisation support in identifying optimal nodes in the network while route optimisation plays a critical role in the case of determining which vehicles to choose optional route in order to optimise the flow throughout the chain in terms of cost and time.
- **Last mile delivery optimisation:** Apart from last mile optimisation tools for address verification ensure that data entered into a database is accurate at time of entry.
- **Vehicle utilisation:** Proper route planning, real time tracking, optimised deployment of vehicle can be achieved with data analytics leading to improved asset utilisation.
- **Fuel cost:** Real time telematics with the best optimised routing, weather conditions, driving behaviour, road conditions can save substantial amount on fuel cost.

UPS has reduced the number of trucks it uses by 1,110 and reduced the company fleet's total distance travelled by 28.5 million miles through use of analytics and optimisation.

Data Analytics in Warehousing

Big data along with Internet of Thing and automation technology is revolutionising the

warehouse operations and efficiency. Some of them are as follow:

- **Operational efficiency:** The amount data smart warehouses generate are helping in improvement of facilities, labour and equipment productivity, safety, throughput and asset life cycle.
- **Inventory optimisation:** Inventory optimisation can lead to significant improvements in cost model, no matter where the inventory lies in the overall supply chain.
- **Demand Planning:** Such forecasting tools analyses complex data sets compiled through various sources like historical sales, real time sales, seasonality, orders, customers feedbacks, macro-economic data and competition data to determine patterns, correlations, and relationships among various data elements.

Big Data Analytics helped companies in improved demand fulfillment by 10 per cent or more in better reaction time to supply chain issues and increased supply chain efficiency.

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



“Big data along with IoT and automation technology is revolutionising warehousing”



ACCD members unwind at annual meet

Air Cargo Club of Delhi (ACCD) held its 41st annual general meeting at Hotel Four Points by Sheraton, New Delhi, recently. The gathering was addressed by **Ravinder Katyal**, President, ACCD, who welcomed the newly re-elected managing committee. The house made active discussions on work, while making sure to unwind as well.





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IWS 2018:

New launches & fruitful footfall

The 8th edition of India Warehousing Show, was held at Pragati Maidan, New Delhi, from June 21-23. The summit, with the theme 'The evolutionary leap forward — India warehousing optimising procurement, manufacturing and distribution services in India,' covered pertinent subjects of the industry.



Gandhi docks to keep the bay safe

Gandhi Automations offers complete logistics solutions by providing Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses. The company is certified to ISO 9001:2008. Dock Levelers offered by Gandhi Automations are designed as per EN 1398 standard for the most demanding loading and unloading operations.

Efficient loading & unloading the goods

The loading bay remains with the Dock Leveler in rest position and the Sectional Overhead Door closed, until the vehicle is positioned. The driver drives back centring to the Dock Shelter and stops the vehicle the moment it gets in contact with the bumpers. The Sectional Overhead Door is then opened only when the vehicle is positioned, brakes applied and engines shut off. This eliminates the exit of hot air, intake of cold air (or the opposite in hot and inside conditioned places) and intake of exhausting gases in the warehouse. After the Sectional Overhead Door opens, the lip of the Dock Leveler connects to the truck bed for loading/unloading to take place. At the end of the loading/unloading, the Dock Leveler is put in rest position and the Sectional Overhead Door is closed, without moving the vehicle. The vehicle then departs at the end of the process. Following are the two types of Dock Levelers:



a) Radius Lip Dock

Levelers: Radius Lip Dock Levelers

allow the dock to connect with the truck bed, thus making it possible to drive directly on and off with forklift trucks etc. The self-cleaning lip hinging system does not retain rubbish with automatic end-of-run, so as to keep the 25 mm security distance between the folded lip and structure as per EN 1398 & EN 349.

b) Telescopic Lip Dock Levelers: Telescopic Lip Dock Levelers are ideal for connecting vehicles unable to drive near dock. These types can be supplied with a lip extending up to 1m.

Zebra's technological solution powers CEAT

CEAT, one of India's leading tyre manufacturers, has reported significant increases in productivity and reduction of supply chain errors after deploying visibility solutions provided by Zebra Technologies Corporation. CEAT has used Zebra's solutions to simplify its processes and build automated workflows that deliver greater efficiencies and business value at its Halol plant in the state of Gujarat. CEAT saw a 60 per cent reduction in contract manpower used for manual data entries, and a two-fold increase in efficiency of frontline managers. The report preparation time is now reduced from two hours per day to just five minutes. In CEAT's warehouse, Zebra's solution helped eliminate manual data entries from 28 consecutive hours to just 28 minutes a day.

CEAT has successfully deployed Zebra's MC3200 Mobile Computer, DS457 Fixed Scanner, and ZT230 Industry Printer in its manufacturing facility including seamless integration with its existing Management Information Systems.



Avians' efficient dock leveler

Avians is one of the pioneer manufacturers and an end-to-end solutions' provider for high-end automatic doors and loading bay solutions. Headquartered at the core of Pune's industrial and automotive area (PCMC), Avians has a 2,80,000 sqft plant and warehouse facility. The vision of the company is to deliver the best and innovative solutions in accordance to the client's requirement. The design and execution team of Avians helps in curating a complete environmental protection against wind, heat, cold, dust, pests and intruders.

Avians provide multiple choices of lips to accommodate various sizes of vehicles even customized sizes. Avians Dock Levelers can handle loads from 6 metric tons to 25 metric tons considering the standard industrial usages in loading bay. It offers safe conveyance designed CE Certified Dock leveler conforming to EN1398. Dock shelter and Dock Seals are placed at the exterior of the doors openings and forms a shelter between the dock bay and the lorry while the loading or unloading of goods and materials.





Dachser adds 17 new direct LCL services

Dachser has been constantly adding regular direct LCL routes to its worldwide network. Seventeen new direct services from, to and within Asia have been implemented since the beginning of 2018. By constantly adding weekly LCL container services, important economic centers in China, India, Korea and South East Asia, get closer connected to Europe via sea freight. Ports of arrival and destination are also strategically defined to implement the shortest possible transit times. The Dachser European Logistics teams arranges warehousing and delivery upon arrival at the port in Europe, while the teams in Asia organises hinterland transport via rail and road.

"The LCL service offerings are minimising our transit times and close cooperation with preferred partners helps us to maintain high service levels," said **Edoardo Podestà**, Managing Director Air & Sea Logistics Asia Pacific, Dachser. "Handling pre-carriage and distribution directly via our European logistics network adds further value to the transport chain, increasing speed, security and reliability even more," he adds. Throughout the second half of the year, Dachser plans to add further regular direct connections for example between France and India, China and Hong Kong.



Emirates SkyCargo's direct from Dubai to Stansted and Edinburgh

Emirates SkyCargo is set to boost trade between the UK and the rest of the world by adding London Stansted and Edinburgh to its global network of over 155 destinations. London Stansted and Edinburgh will be Emirates SkyCargo's seventh and eighth destinations in the UK. The airline will operate a daily service to both destinations on its Boeing 777-300ER aircraft and will be offering a cargo capacity of up to 20 tonnes per flight. This will translate into an additional cargo capacity of over 500 tonnes per week for exports and imports for the UK market.

With a combined 63 flights a week from London Heathrow and London Gatwick, these London gateways account for biggest portion of the air cargo carrier's total UK cargo volumes. The daily service to London Stansted will provide additional choice and capacity for customers in the London region.

Air France-KLM invests in CSafe's new cool-chain containers

Air France KLM Martinair Cargo (AFKLMP) joined hands with CSafe Global to launch their brand new RAP e-container. This new electrical container will allow the airline to offer state-of-the-art service to its customers in the pharmaceutical industry.

Fabrice Panza, Head of Product and Development Pharma Logistics, AFKLMP, says, "With its unmatched capabilities at extreme ambient temperature and its improved battery, this new RAP container will enable us to offer even more reliable solutions on extra-long-range shipments with best-in-class maintained of the temperature setting".

Sebastien Berrous, CSafe Global Strategic Sales Director and Key Account Director for AFKLMP, explains, "The industry has identified lanes where efficiencies can be achieved by utilising RAPs versus multiple RKNs. The CSafe RAP offers the expanded cargo capacity (up to 5 Euro pallets or 4 US pallets) needed to accommodate larger cold-chain shipments."



5 reasons **INDIA CARGO AWARDS** are good for your business



1

Reputation

Appreciation and recognition from industry peers

These exciting awards are brought to you by the DDP Group and CargoTalk, South Asia's leading monthly magazine. CargoTalk is a well-established and highly respected publication that has been running for 18 years. It is read by 400,000 people, every month.

2

Exposure

Opportunity to tell your story and elevate your profile

Getting shortlisted for an award can improve brand awareness and promote your business to new customers. All winners will appear in the supplemental issue of CargoTalk. In addition, coverage will be provided in other media including Cargo Breaking News.

Being nominated for India Cargo Awards will help you gain PR exposure, throughout the year, through special print magazines, newsletters, email broadcasts and website promotions.



3

Competitive edge and bragging

Stand out from the crowd

An award is a seal of approval for your hard work and is a sign of quality for potential customers. It's a great way of differentiating your organisation from competitors.

4

Access to industry leaders

Connect with the best

India Cargo Awards offers a great opportunity to network with senior industry professionals and government officials, away from the strenuous business environment.



5

Motivate and reward

Boosting team morale

Attending an award ceremony in itself creates a buzz. The team looks forward to a good night out with colleagues and industry peers, and if they win an award it is even better. Getting back to office with a shiny trophy is recognition of the hard work put in by the team and is highly motivating.

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JULY 2018

► International

CeMAT Australia	Melbourne Convention & Exhibition Centre	24-26
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AUGUST 2018

► International

Digital Supply Chain-Edition V	Mumbai	5
TILOG Logistix	Thailand	29-31
23 rd Taipei International Logistics & IOT Exhibition	Taipei	29-Sept 1

SEPTEMBER 2018

► Domestic

FIATA 2018	New Delhi	26-29
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► International

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

OCTOBER 2018

► International

12th Belarusian Transport and Logistics Congress	Belarus	2- 4
POST-EXPO 2018	Hamburg	9 - 11
Transport & Logistics NRW 2018	Duisburg, Germany	10-11
China (Shenzhen) International Logistics and Transportation Fair	Shenzhen	11-13
29th International Air Cargo Forum & Exhibition 2018	Toronto	16-18
Multimodal Americas	Toronto	16-18

NOVEMBER 2018

► International

Autonomous Industrial Vehicle Technology Symposium	Koln	5- 6
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DHL reveals logistics trends

DHL charted out 28 key trends in the fourth edition of the Logistics Trend Radar that could impact the logistics industry in the next five to 10 years.

The Logistics Trend Radar is developed through the analysis of mega- and microtrends as well as direct input from a large partner eco-system including research institutes, tech players, start-ups and customers. Most of the insights are collected first-hand from over 10,000 logistics professionals and technology experts who visit the DHL Innovation Centers annually. The findings are then aggregated and reflected on the Logistics Trend Radar which acts as a dynamic and strategic foresight tool that tracks the evolution of trends spotted in earlier editions and identifies promising new trends with every update.

"Our Logistics Trend Radar acts as a roadmap for innovation, helping to structure and catalyze further industry-leading research and projects together with our customers and partners. In this edition, we focus strongly on the digital revolution happening in the industry and its impact across four key elements defining the future of logistics: customer-centricity, sustainability, technology and people," said

Matthias Heutger, Senior Vice President, Global Head of Innovation & Commercial Development, DHL. Customer centricity will be key to deliver on customer demands for a faster and more convenient logistics experience. An ever-increasing amount of goods that can be purchased online – especially in the B2B market, is driving the need for B2B Omni-channel Logistics solutions. Customer demand is also driving growth in direct-to-consumer shipments of time-and-temperature sensitive goods. This fresh chain will require new innovations in packaging, storage and delivery of goods. Sustainability will become a mandate to operate in the logistics industry, as governments, cities and solution providers commit to sweeping agreements to cut down on

CO2 emissions and waste. Technology will become widespread in logistics as the cost-performance-ratio tips for key trends such as Internet of Things and Artificial Intelligence in the next years. One trend that can accelerate this is the spread of next-generation wireless networks that can significantly increase the economics and value derived from connectivity in the supply chain. Another trend highlighted in this edition is blockchain.

"Innovation does not follow a linear path – the success of some trends will rely

on culture and capabilities as much it does on breakthrough technologies and business acumen," said

Markus Kückelhaus, Vice President Innovation & Trend Research, Customer Solutions & Innovation, DHL.



Matthias Heutger
Senior Vice President, Global Head of Innovation & Commercial Development, DHL



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movements



★**Damco** India, Bangladesh and Sri Lanka

Damco has announced the appointment of **Ashutosh Dixit** as CEO for India, Bangladesh and Sri Lanka (IBS) effective from June 15, 2018. Dixit will lead the next phase of growth for Damco across IBS with a key focus on offering innovative and seamless solutions to customers shipping from and to the IBS markets. Dixit comes to Damco from DHL Global Forwarding where he held different leadership positions across functions. Prior to that, he also spent close to a decade with the TATA Group in Strategic Planning team. He holds a Bachelor's in technology from IIT-Dhanbad and a Diploma in Information Technology from IIT-Kharagpur.



★**TVS Logistics Services** India

TVS Logistics Services has appointed **Suresh Ramani** as the Country Head & Chief Operating Officer - Outsourced Logistics Division for India. In this role, Ramani will shoulder responsibilities for Operations and Business Growth for this division in India and will be reporting to **R Shankar**, Chief Executive Officer - India. A career spanning 25 years and a rich mix of business, domain and technology experience have had Ramani covering areas like product management, enterprise wide solutioning, and supply chain, demand planning, logistics and in-store retail. He has worked with global firms such as Unilever, GE, Whirlpool and TCS in key roles.



★**ECU Worldwide** India, ISC, ME & Africa

Allcargo Logistics' fully owned international subsidiary ECU Worldwide announced the appointment of **Rene Wernli** as the Regional CEO for the India, Indian subcontinent (ISC), Middle East & Africa region. Wernli will be based out of Dubai and report to **Claudio Scandella**, CEO, ECU Worldwide. He brings to his new role more than three decades of insightful experience in the global freight forwarding and logistics business. Wernli has experience in identification and review of M&A targets, restructuring businesses and transforming them into profitable entities.



★**FreightBazaar** India

FreightBazaar announced **Anuvrata Arora** as Co-founder of the company. He will be heading the India Business Development of FreightBazaar. He has built large scale distribution systems. Arora has worked closely with Amazon at their Seattle headquarters, where he was responsible for enabling merchants to sell their items on the platform. Arora co-founded MoveInSync technology solutions where within five years, he scaled the business and technology from one corporate customer to 50+ large corporates spread all over India, handling more than million trips.

TALKing People



Girish Chandra Shukla, Managing Director, Kewla Shipping, prefers spending time with his family in his respite. His favourite sport is Cricket. "This sport rejuvenates me from my hectic schedule,"

adds Shukla. Sharing his love for mountains and rivers, he says, "I love spending my holidays at hill stations. The calmness of nature refreshes my soul and the closeness to environment makes me forget all my worries." Indian and Chinese are his most preferable cuisine.



Talking about his favourite thing to do in respite, **Piyush Tiwari**, Country Head, TKW Management Solutions, says he loves having coffee at Starbucks and enjoying the aura of the place. "Starbucks is my favourite place

to be, either in my free time or to discuss work," says Tiwari. His favourite sport is Cricket. "It is very important to be fit, and Cricket helps me being that," he says. He is fond of sea food and *Butter Chicken*. Talking about his favourite holiday destination, he says, "Goa invokes refreshing vibes. But, my most memorable trip was trip to Phuket and Karabi."



Farah Rehman, Director - Global Marketing Division, Fabulous Freight India, likes reading books and magazines when unwinding from work. Her favourite sport is Badminton. Rehman likes listening to music

as well. Talking about her favourite cuisines, she mentions that she is fond of Italian and Chinese. Mentioning about her love for beaches, Rehman reminisced her trip to Goa in 2017 as a memorable holiday.

With Talking People, we get you a peek into the lives of who's who of the Indian and International cargo industry. Contributed by: Kalpana Lohumi

The first choice in **WAREHOUSE LOADING** Solution Needs



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Bridges the gap between dispatch area and transport vehicle and also compensates for variations in the truck bed height.



DOCK SHELTER

Controlling the temperature, pressure inside the room, to avoid the inserts of dust and entry of foreign particles.



DOCK SEAL

Dock Seal is a cushion dock shelter which is used for sealing the area around the door and the vehicle, which is docked, making use of robust durable pads.



DOCK HOUSE

Dock House is an economically and physically attractive alternative to conventional built-in dock levellers and also saves energy.



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Insulated Panels helps to regulate the temperature and reduce sound transmission also can be integrated with dock levellers for smooth and safe operations.

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- Loading bay equipments is a key to the efficient and safe handling of goods.
- Loading bay equipment solutions reduce your efforts of loading & unloading.
- Enhance safety and productivity by avoiding multiple handling of the loads.
- Dock shelters and Dock Seals are placed at the exterior of the doors openings and forms a shelter between the dock bay & the lorry while the loading or unloading of the material is taking place.
- Vehicle reverses into the dock shelters which seal it off giving weather protection during the loading and unloading.

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VEHICLE RESTRAINT



WHEEL GUIDE



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