

# CARGO TALK



SOUTH ASIA'S LEADING CARGO MONTHLY  
No.1 in Circulation & Readership

Warehousing  
Special

## Warehousing: An abode for logistics

Consolidation is coming up  
as a prevalent trend in the industry

## Charting out a leeway for goods

Industry experts share tips  
on how to use warehouse efficiently

## Joining the dots of warehouse

Automated technology:  
Backbone of warehousing segment

# WAREHOUSING: ADHESIVE FOR LOGISTICS





INDOSPACE

[www.indospace.in](http://www.indospace.in)

## WE'VE GOT ALL THE SPACE YOUR BUSINESS NEEDS

INDIA'S LEADER IN INDUSTRIAL AND LOGISTICS PARKS



**IndoSpace - Foundation Partner to the India Warehousing Show**

Meet us at Hall 10, Stand C7, 21<sup>st</sup> - 23<sup>rd</sup> June, Pragati Maidan, New Delhi

**30 MN SQ.FT. (2.78 MN SQ.M) | 28 PARKS | PAN INDIA PRESENCE**

FOR LAND AND LEASING ENQUIRIES:

☎ +91 74001 00222 | ✉ [leasing@indospace.in](mailto:leasing@indospace.in)

# editorial

**EDITOR**  
 SanJeet

**MANAGING EDITOR**  
 Peden Doma Bhutia

**ASSISTANT EDITOR**  
 Jessy Iype

**SR. REPORTER**  
 Kalpana Lohumi

**DIRECTOR**  
 Priti Khanna

**GENERAL MANAGER**  
 Harshal Ashar

**NATIONAL HEAD - SALES**  
 Rajiv Sharma

**MANAGER MARKETING**  
 Gaagan Dugal

**ASSISTANT MANAGER**  
 Yogita Bhurani

**SALES COORDINATOR**  
 Jaspreet Kaur

**DESIGN**  
 Nityanand Misra

**ADVERTISEMENT DESIGNERS**  
 Vikas Mandotia  
 Nitin Kumar

**PRODUCTION MANAGER**  
 Anil Kharbanda

**CIRCULATION MANAGER**  
 Ashok Rana



Dear Reader,

A warehouse is a fundamental part of business infrastructure and is one of the key enablers in the global supply chain. Goods and Service Tax (GST) has come as a blessing to the warehousing industry. The sector is expected to attract investments of about ₹ 43,000 crore and create two lakh job opportunities in the next three years, driven by GST implementation and growth of the e-commerce sector, according to JLL India report. The segment will not only gain crores in investment and favourable vocation for the aspirants, but also procure consolidation of warehouses. According to the Knight Frank report 2018, warehouse consolidation cases have seen up to 30 per cent reduction in inventory levels, leading to over 40 per cent increase in inventory turnover, thereby leading to increased profitability. The tax has also brought consolidation of warehouses, states the report. **CARGOTALK** unravels facts about how strategically placed warehouses facilitates appropriate supply chain management.

Since a large part of the logistics network that India needs is yet to be built, the country has a chance to add infrastructure optimally to meet growing demand. From the industry perspective, to bring efficiency and innovation, companies are making efforts to reduce hassles and function smoothly. DHL has introduced DHL SmarTrucking, to provide a comprehensive trucking panacea across an extensive linehaul express road network in India.

India Warehousing Show (IWS) 2018 is scheduled to be held from June 21-23. The event will be the most suited market place for warehousing, material handling and supply chain. The platform will give a chance to the gathering of industry professionals to be informed on modernisation in the industry.

Keep reading and giving your feedback to us at:  
[cargotalk@ddpl.com](mailto:cargotalk@ddpl.com)



DDP Publications Private Limited  
**Mumbai:**  
 504, Marine Chambers, 43,  
 New Marine Lines, Opp. SNDT College,  
 Mumbai - 400 020, India,  
 Ph.: +91-22-22070129; 22070130

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

**CARGOTALK** is a publication of DDP Publications Private Limited. All information in **CARGOTALK**

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

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

Publications reproducing material either in part or in whole, without permission could face legal action. The publisher assumes no responsibility for returning any material solicited or unsolicited nor is he responsible for material lost or damaged.

This publication is not meant to be an endorsement of any specific product or services offered. The publisher reserves the right to refuse, withdraw, amend or otherwise deal with all advertisements without explanation. All advertisements must comply with the Indian and International Advertisements Code. The publisher will not

be liable for any damage or loss caused by delayed publication, error or failure of an advertisement to appear.

**CARGOTALK** is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86, 94, Sector-4, Noida, Dist.: Gautam Budh Nagar, U.P.- 201301 and published at 72, Todarmal Road, New Delhi - 110 001; Tel.: +91 11 233 44179, Fax: +91-22-22070131; E-mail: [cargotalk@ddpl.com](mailto:cargotalk@ddpl.com), Website: [www.cargotalk.in](http://www.cargotalk.in)



# contents

JUNE 2018



Picture Courtesy: TGW Logistics Group



**6** NEWS  
News from the domestic sector

**12** COVER STORY  
Warehousing: An abode for logistics

**20** GLOBAL LAUNCH  
Combi 'lifts' up logistics in Monaghan with new facility

**24** INDUSTRY OPINION  
Charting out a leeway for goods and materials

**26** WAREHOUSING AUTOMATION  
Joining the dots of mechanised repository

**34** SUPPLY CHAIN  
Pepperfry: An omni-channel for retail

## LOGISTICS HASSLES?

Call The Experts.

**Scale Up Your Business**

GST gives you the opportunity to scale up your business faster than ever. Ensure fastest doorstep delivery directly to your retailers or customers across India. Now is the time to call Safexpress, the Logistics Experts. Safexpress has India's largest Logistics Network, which seamlessly covers all 22122 Pin-codes of India.

# REDUCE YOUR INVENTORY COSTS

**Call the Logistics Experts**



## Lead The GST Revolution

GST gives you the opportunity to reduce your inventory costs significantly. Rather than keeping huge inventories in multiple regional warehouses, keep consolidated inventories at one central warehouse. Now is the time to call Safexpress, the Logistics Experts. Safexpress has India's largest Logistics network, covering all 22122 Pincodes of India.



## DHL launches innovative road transportation across India



Deutsche Post DHL Group (DPDHL) has unveiled an innovative road transportation solution, DHL SmarTrucking, to provide a comprehensive trucking panacea across an extensive linehaul express road network in India. DHL SmarTrucking is the company's first official move to accelerate the development of technology-enabled logistics solutions around the world, under its newly formed board department, Corporate Incubations. The company has also appointed **Neeraj Bansal**, as CEO of DHL SmarTrucking, who will be responsible for leading the company's growth in India.

**Juergen Gerdes**, Board Member for Corporate Incubations, Deutsche Post DHL Group, says, "We expect to transport 100,000

tonnes of cargo and cover a distance of approximately four million kilometers across India daily."



## Warehousing space to rise in 2018: CBRE

According to CBRE, the demand for warehousing space is expected to further rise this year by 17 per cent and touch 20 million sqft. This trend will be mainly driven by third party logistics and e-commerce players. "Benefits of government initiatives such as GST and grant of infrastructure status provides further impetus and spur inflow of institutional capital," states the report. The segment gained significant momentum over the past few years, with touching 17 million sq ft in 2017. CBRE has projected that its total office stock is expected to cross 600 million sq ft by 2018.

**FIATA WORLD CONGRESS**

*The Future Starts Here*  
26-29 September 2018

Network with 1500 participants from 120 countries

Global connect & business expansion

Market your company

AVAIL WORLDWIDE BUSINESS OPPORTUNITY!

Discuss on how to comply with your destination country's import restrictions

Know Current & future logistics trends

Book B2B slots through our Mobile App

To register as a delegate  
[www.fiata2018.org/delegate/](http://www.fiata2018.org/delegate/)

Meet partners from various sectors

For additional information please contact  
[fiata2018@thekconnect.in](mailto:fiata2018@thekconnect.in)

<p>In Association with</p>	<p>Hosted by</p>	<p>Official Freight Forwarder</p>	<p>Delegate Kit Sponsor</p>	<p><b>CONTACT</b> Federation of Freight Forwarders' Associations in India 311 - 313, 3rd Floor, Mahinder Chambers, Opp. Dukes Factory, W.T. Patil Marg, Chembur, Mumbai 400 071 Tel: +91-22-6710 7495 / 67107496 Fax: +91-22-67107500 Email: <a href="mailto:info@ffai.org">info@ffai.org</a></p>
----------------------------	------------------	-----------------------------------	-----------------------------	---

[www.fiata2018.org](http://www.fiata2018.org)

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

Built in  
conformity with  
**EN 1398**

## Dock Levelers

**World's  
Safest  
Dock  
Leveler**

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

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

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



ISO 9001 : 2015, ISO 14001 : 2015  
BS OHSAS 18001 : 2007



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



## IndoSpace expands nationwide to elevate modern logistics



Aditya Sikri

Seeing the growth potential of logistics and light manufacturing in India's fast-growing economy, IndoSpace and the Canada Pension Plan Investment Board (CPPIB) created a joint venture, IndoSpace Core in 2017, to focus on acquiring and developing modern logistics facilities. This significant development highlights the company's focus to strongly support the growth of the logistics and light manufacturing sector in India, which has been expanding at a robust pace. This has also been aided by the government's move of granting infrastructure status to the logistics sector, as well as the implementation of GST, improved road connectivity and the expanding e-commerce industry.

The company ended the year 2017 on a positive note by announcing the launch of five new mega-parks across India's key industrial and logistics hubs. **Aditya Sikri**, President, IndoSpace, "Following this, as part of the national expansion strategy to meet rising demand for modern warehousing, we kicked off 2018 with the acquisition of 1.3 million sqft (30 acres) of land in the industrial hub of Sri City in Andhra Pradesh. With this latest land purchase, we will add to our portfolio of approximately 30 million sqft of developed, underdevelopment and planned modern logistics and light manufacturing space in India."



## Agility & Cold Box partner for temp-sensitive cargo

Cold Box offers an active temperature-control pallet shipper, designed for mixed-load ground transportation. The shipper is a pallet-sized interior compartment with precise temperature control and range, extended hold times, and 24/7 near-real-time tracking and monitoring. **Satish Lakkaraju**, Chief Commercial Officer, Agility India, said, "Cold Box's solution is easy to handle, and perfectly suited to our customers' needs. Under the terms of the partnership, Agility will test one Cold Box as part of a pilot to move cargo for pharmaceutical customers in India.

The device will be used for LCL reefer shipments, as well as to move pharmaceutical products to difficult-to-reach locations, areas prone to power cuts, and for last-mile delivery. While the partnership is limited to India at this time, Agility and Cold Box hope to expand the partnership to Southeast Asian, European and Middle Eastern markets.



## L'Oréal India partners with Mahindra Logistics

L'Oréal India has partnered with Mahindra Logistics to implement its post GST supply chain consolidation strategy which is focused on achieving efficiencies in total cost. L'Oréal has developed activities in the field concentrating on hair colour, skin care, sun protection, make-up, perfume and hair care. As part of this, a distribution center in Haryana was inaugurated recently by **Pankaj Gupta**, VP – Operations South Asia, L'Oréal.

**Pirojshaw Sarkari**, CEO, Mahindra Logistics, said, "We are certain that our unrivaled technology, intensive logistics solutions will add value to L'Oréal and will enable them to achieve desired cost efficiency."

**Alok Oke**, Director Operations, L'Oréal India, said, "This distribution center at Tauru Road, Haryana, is part of our network consolidation. It is designed specially to fulfill the requirements of L'Oréal's customers including distributors and modern trade in the National Capital Region (NCR), Western Uttar Pradesh and some parts of Rajasthan for specific product portfolio."



# WE BUILD THE ONES THAT HELP INDIA RISE



## Pre-Engineered Structural Steel System for Malls, Hospitals & Commercial Offices

Interarch Steel Construction Solutions are engineered for tall buildings, large projects and heavy steel applications. It enables projects to achieve quality construction with speed and optimal cost. Interarch Steel Construction Solutions simplify complex engineering and deliver customized solutions to its customers from planning to completion stage. Armed with the world-class construction technology and international quality, Interarch has the capabilities to help building structures for those who help build new India.

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



TRACDEK® TRAC®



**INTERARCH BUILDING PRODUCTS PVT LTD**

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

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

## Kale enables Trade Facilitation through community platforms

Kale Logistics Solutions' state-of-the-art community platforms are designed to offer several fulfilment mechanisms as per the guidelines around Trade Facilitation Agreement (TFA), outlined by the World Trade Organisation (WTO). With their in-depth domain knowledge and technical expertise, the company had been able to create a suite of comprehensive IT systems and community platforms, which offer a single electronic lodgement capable for supporting operational flow, percolating data to various stakeholders and facilitating paperless exchange of trade related information between various stakeholders.

The simplification, modernisation and harmonisation of export and import processes have emerged as an important issue for the world trading system. The TFA encompasses several provisions for ensuring expedited movement, release and clearance of goods and sets out measures for effective cooperation between customs, related authorities on trade facilitation and customs compliances. The United Nations Economic Commission for Europe (UNECE) are also leveraging their strengths and services to provide a coordinated and integrated programme to support developing countries in implementation of the WTO TFA and have even proposed a pentagonal framework in this regard which dictates the steps to achieve trade facilitation.

**Amar More**, CEO, Kale Logistics Solutions, and India Cargo Award Winner 2017, said, "By virtue of our prolonged experience and exposure to this industry, we have developed our solutions based on ground realities. We understand Trade Facilitation and realise the benefits, competency and growth that it will garner for a country. With this understanding, we have designed our community platforms to encompass all the fulfilment mechanisms necessary to support this global initiative."



Amar More

### Bigger. Better. Wider!

## Fly on the Only Non-stop Flights to Denpasar Bali



Garuda Indonesia CARGO

Supported by

Garuda Indonesia Citilink Aero Express

Garuda Indonesia Cargo flies from Mumbai to Denpasar (Bali) with AB330-200 from 23rd April 2018 (3 flights weekly w.e.f. 2nd June 2018).

Route	Departure	Arrival
Mumbai – Bali	21 : 50	07 : 55 +1
Bali – Mumbai	15 : 40	20 : 25

\*Local time

Same day connectivity from DPS to Sydney, Melbourne, Perth. Multiple flights from DPS & CGK to Singapore, Seoul, Bangkok, Kuala Lumpur and many more destinations

For queries please contact:  
 Cargo GSSA India – Air Logistics Group Sales Office  
 119 Business Point,  
 Near Sahar Cargo Complex, Mumbai -99  
 +91 22 26817480 / 7407  
 Email: garudacargobom@airlogisticsgroup.co.in



Air Logistics Group



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



#### **DOCK LEVELLER**

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.



#### **SECTIONAL DOORS**

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

### Features:

- 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.

### ADDITIONAL ACCESSORIES



**DOCK LIGHT**



**TRAFFIC LIGHT**



**VEHICLE RESTRAINT**



**WHEEL GUIDE**



**RUBBER BUMPER**



**WHEEL CHOCKS**

### **Avians Innovations Technology Pvt. Ltd.**

Corp Off and Plant: Gat 60-61 Dehu Alandi Road, Chikhali, Pune 411062, MH, India

Regd. Off: 615/25, Pradhikaran, Nigdi, Pune 411044, MH, India.

Board Line: +91-20 71 400 555 (100 Lines) | Fax No.: +91-20 71 400 654

Email: sales@avians.co.in | Website: www.avians.co.in



ISO 9001: 2015 CERTIFIED COMPANY

CIN: U27104PN2007PTC129844

# Warehousing:

## An abode for logistics

With consolidation coming up as a prevalent trend in the industry, **CARGOTALK** unravels the present scenario of the Indian warehousing sector, while providing a definitive view on the country's top warehousing markets attracting quality investments.



Kalpana Lohumi

Logistics industry is evolving rapidly, and so is the warehousing segment. Good storage and warehousing facilities are important for the growth of the logistics industry. On a positive front, the Goods and Service Tax (GST) has affected the warehousing sector proficiently. Post GST, there has been a spike in demand as companies who were in a wait and watch mode have now undertaken the execution path.

**K Swaminathan**, Director (Service Business), Balmer Lawrie & Co., says, "Warehousing as an integral part of the logistics chain is into a very interesting stage now. Traditionally, warehouses used to be dilapidated buildings primarily serving as godowns. This business has come a long way from those days to become the backbone of the manufacturing and the ever-growing e-commerce industry. This sector is evolving fast, with both the nature of the business and technology driving it and undergoing dynamic changes. Warehouses in India are now providing value-added services like consolidation and breaking up of cargo, packaging, labelling, bar coding, reverse logistics, etc."

The recent India Warehousing Report 2018 by Knight Frank India has also witnessed consolidation

and expansion of warehousing space. The report further shares that with increase in demand from sectors such as e-commerce, 3PLs, consumer durables, FMCG and manufacturing, etc, coupled with a requirement for larger sized warehouses has opened the field for more and more organised players. **CARGOTALK** discusses how consolidation in warehousing space can bring about improvement in services.

Commenting on the same, Swaminathan continues, "The growth in warehousing in India is primarily being driven by the growing manufacturing activity and rise in the domestic consumption. Easing of government regulations has also led to this growth and



this will continue. Emergence of organised retail in the country and with e-commerce becoming the norm of the day, the real action in coming days is going to be in remote places of the country where the demand is picking up. The challenge is in delivering to the Tier 3 and Tier 4 cities. All this has opened opportunities for the organised sector which can always come up with advanced technology like QR codes, RFID in tracking the consignments, WMS and advanced automated handling equipment to efficiently manage the warehouses. The industry is growing at over 10 per cent annually according to E&Y and CII Institute of Logistics. Moreover, the average size of warehouses in the country has increased from around 20,000 sqft to 2-3 lakh sqft in the last few years. This is itself a huge sign of consolidation."

Approving the point, **Anshul Singhal**, Managing Director, Embassy Industrial Parks, shares, "The growing need for organised logistics to improve time, cost and quality efficiencies in India is propelling opportunities for the growth of the logistics sector.



**K Swaminathan**  
Director (Service Business)  
Balmer Lawrie & Co.

Warehouses in India are now providing value-added services like consolidation and packaging, labelling, bar coding, reverse logistics, etc.

### DID YOU Know?

- Embassy Industrial Parks aims to build about 30 million sqft of industrial and warehousing space over the next 2-3 years across India
- The company has invested a total cost of ₹ 140 crore in Gurugram project, ₹ 350 crore to build a 1.1- million sqft industrial park at Chakan, Pune and is in process to develop 200 acres of land in Chennai





**Anshul Singhal**  
Managing Director  
Embassy Industrial Parks

Recent policy initiatives such as the GST and 'Make in India', National Manufacturing Policy (NMP), granting of infrastructure status etc; all these are coupled with massive urbanisation and demographic dividends, which are expected to last at least a decade, thereby providing demand visibility to organised players. Recognising their long-term potential, more organised players are investing in creating large and quality warehousing facilities to attract investments."

### Staying ahead in time

According to **Ram Tiwari**, Director - Marketing, Shine Logistics, "There is growing demand for warehouses all over India to handle and facilitate e-commerce and 3PLs clients demands but these warehouses need to be well-equipped with modern technology to have smooth handling. We are still learning about how to manage according to international standards. It is easy to invest and set-up a warehouse, but it will not be successful until it is properly managed with advanced technology to avoid errors. The e-commerce business is growing

but at the same time, they are in competition with other service providers and there is no room for any excuse. We must be competitive to have better a market share."

"Warehousing and logistics players are increasingly adopting modern solutions to handle inventory management, usage of fleet management software & RFID (radio frequency identification) systems. A strategically placed warehouse not only improves the consumer services but also facilitates proper supply chain management. In

highly competitive global market, organisations must find innovative and organised way to deliver products to their customers. The increasing need for industries to compete with its products in a global market across cost, quality and service dimensions has given rise to the need to develop more efficient supply chain strategies. Another significant point is the infrastructure status to logistics sector, covering warehousing facilities; a move that is likely to attract more funding at competitive rates for these segments. The definition

“

The growing need for organised logistics to improve time, cost and quality efficiencies in India is propelling growth opportunities

”







of logistics includes industrial parks, warehouses, cold storages and transportation," adds Singhal.

**Ajit Jangle**, COO - Last Mile & Spare Parts, TVS Logistics Services, notes, "Businesses that had never outsourced their logistics are realising the impact of GST on their supply chain management and costs. They are now not only seeking basic transportation and warehousing services but are also demanding value added solutions including application of technology, integrated services, scalability, better space utilisation, optimum load planning, scheduling and visibility. The contractual value of the agreements has also substantially increased after GST. Customers are quickly realising the benefits of outsourcing non-core functions to organised players who bring with them many years of experience; and the efficiencies of scale emanating from larger sized facilities."

"This push from the market has introduced many organised players entering into the logistics and warehousing development sector as till now the sector had small time or individual warehouse developers who were constructing the B standard conventional warehouses. According to a report, investment in warehousing can

provide an opportunity of realising returns in the range of 10–24 per cent per annum to investors willing to explore this sector. Now, with the increase in demand of the modern warehouses and world class infrastructure, a lot of organised players have ventured into the market and developing millions of warehousing space across the country. Furthermore, with the boom in warehousing space, many big time PE investors have started pumping their funds in the logistics and warehousing infrastructure to name a few are Milestone, Blackstone, Warbug Pincus, etc," reveals, **John Thomas**, Associate Director, Realistic Realtors.

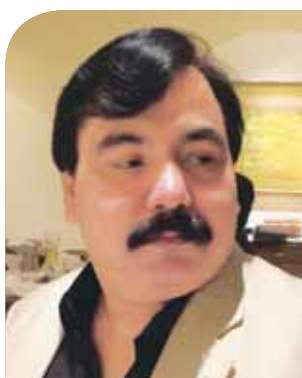
"3PL providers are also negotiating with their customers to offer them pan India transportation rates. In this sense, manufactur-

ing and e-commerce sectors are not just outsourcing a non-core function but they are outsourcing complexities and associated risks to organised supply chain solution providers, who have robust solutioning and analytical capabilities. Those LSPs who had started investing in space, infrastructure and technology few years back, have the competitive advantage today; that is; waiting for an LOI and then investing," Jangle informs.

### Next big markets

Informing the segments in which warehousing is going to grow, Swaminathan says, "It's industrial, retail, e-commerce, agri-warehousing and temperature-controlled warehousing, etc. There is a huge demand for warehousing space in seven cities, of which NCR and Mumbai have the highest space demand, followed by Pune, Bengaluru, Chennai, Hyderabad and Ahmedabad, which make these cities most favoured destinations for warehousing investments. Apart from these Tier 1 cities: Kanpur, Lucknow, Ranchi, Coimbatore, Ludhiana, Ambala, Tiruchirappalli, Nasik, and Jaipur have the potential for becoming warehousing hubs in the country."

"There has been a gradual transition in the mindset of occupiers to use the services offered by organ-



**Ram Tiwari**  
Director - Marketing  
Shine Logistics

“There is growing demand for warehouses all over India to handle and facilitate e-commerce and 3PLs clients”

### FACT FILE

■ According to a report, investment in warehousing can provide an opportunity of realising returns in the range of 10–24 per cent per annum to investors

■ Through the suitable government initiatives, India is set to close \$50,000 crore investment in warehousing



# Global Leader in Loading Dock Equipment and HVLS Fans

## KELLEY



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

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

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

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

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

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

North : Chandra Mohan Suhag +91-9899118241  
East : Kishanu Banerjee +91-9899118243  
West : Bhushan Rewatkar +91-9899118242  
South : Arun Hagaragi +91-9899118244

[support@kelleyindia.com](mailto:support@kelleyindia.com)

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



ised segments. The factors driving this wave of change includes, quality consistency assurance required by clients, economies of scale being achieved through larger warehouses, safety and security of goods, efficiency in operations, quicker turnarounds, need for efficient warehousing designs and the advent of e-commerce and other multinational businesses that prefer to occupy only complaint facilities. This opportunity has attracted global pioneers in warehousing expertise to Indian shores. As per our research the top industrial markets for warehousing and logistics spaces are – Delhi, Ahmedabad, Pune, Kolkata, Bengaluru, Haryana, Mumbai & Chennai,” explains Singhal.



**Ajit Jangle**  
COO - Last Mile & Spare Parts  
TVS Logistics Services



**John Thomas**  
Associate Director  
Realistic Realtors

“Those LSPs who had started investing in space, infrastructure and technology few years back, have the competitive advantage today

“With the boom in warehousing space, many big time PE investors have started pumping their funds in infrastructure



“Sectors like e-commerce, retail and FMCG are expanding their network and presence in these markets because they estimate quicker growth here – for these sectors the major warehousing hubs need to be supported by satellite facilities. For example, a hub in Bhiwandi cannot, on its own, supports a consumer centre 200 kilometre away. So, these consolidation points or warehousing markets are important, but the real differentiator will be the capability of the secondary and last mile distribution network and how efficiently it can connect the consolidation point to the final customers,” tells Jangle. He further adds, “The eight-primary consumption-led markets of Delhi-NCR, Mumbai, Bengaluru, Pune, Kolkata, Hyderabad and Ahmedabad, will continue to lead as top warehousing locations. Thereafter depending on a sector’s speed to market requirement (how fast do their end-consumers expect deliveries), feeder hubs would need to be created closer to point of consumption – there is no one size method that fits here. In the next five years, the growing consumer markets will be Tier 2 cities.”

“The top-warehousing markets are NH-8 warehousing cluster,

Ghaziabad warehousing cluster, Bhiwandi and Panvel in Mumbai, Nelamangala-Dabaspote in Bengaluru, Sriperumbudur-Oragadam warehousing cluster and Periyapalayam in Chennai, Chakan-Talegaon and Wagholi - Ranjan-gaon in Pune, Jeedimetla-Medchal warehousing cluster in Hyderabad, Aslali-Kheda and Changodar- Bagodara belt in Ahmedabad. The total warehousing space requirement in these markets is expected to grow at a compounded annual growth rate (CAGR) of eight per cent from 621 mn sq ft in 2016 to 839 mn sq ft by 2020. Hence, over the next four-year period, an incremental 218 mn sq ft or 54 mn sq ft per annum of warehousing space will be required in the top seven markets of India. Apart from the above, the Tier-2 cities like Ambala–Chandigarh, Indore, Nagpur, Guwahati, Lucknow are going to be the big warehouse space drivers,” Thomas explains.

“In coming days or years, e-commerce market is going to grow in many folds by offering many commodores which is not being offered now due to non-availability of right service provider, such as ready-to-eat food, fruits/vegetables, medicines, cosmetic and beauty products and many other cold chain supply products. Since, we do not have warehouse faculties readily available, many international clients are looking for similar facilities in India. They see India as big potential market for their other products but are not able to market it because of lack of facilities,” emphasises Tiwari.

### Lack of competitiveness

“The recipe for competitiveness is rich and balanced mixture of modern infrastructure, sector knowledge, capability, technology, and business intelligence. Any





OM LOGISTICS LTD.

**Making Business Simple**

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

# NORTH-EAST IS NOT FAR ANYMORE

Connecting your business with the fastest Surface Services



**Delhi** (within 72 hrs.)

**Kolkata** (within 48 hrs.)

**Ahemadabad** (within 100 hrs.)

**Mumbai/ Pune** (within 100 hrs.)

**Bengaluru/Chennai** (within 120 hrs.)



## GUWAHATI

**9811681184**

[nagi.prashant@omlogistics.co.in](mailto:nagi.prashant@omlogistics.co.in)

**9811121630**

[rajat@omlogistics.co.in](mailto:rajat@omlogistics.co.in)



Download Our Mobile App



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

Follow us





bottlenecks that delay speed to market and limit the reach to Tier 2 and 3 cities, where growing consumer base is located, will cause a manufacturer and by association their LSP to lose competitive edge in the market. A strong pan India presence supported by visibility especially in last mile through some form of mobility application is also a very crucial differentiator today. At the warehouse level also, an LSP can help their customer be more competitive by investing in inventory management technologies, harnessing the data and analysing trends to enable credible forecasts," elucidates Jangle. As per Singhal, building up a complex logistics ecosystem is a very costly affair. "The lack of sufficient physical infrastructure is one of the challenges, the time-lag between devising and implementing strategies due to the lack of international warehousing standards, is another. Indian warehousing players face challenges and bottlenecks at various stages of their operation lifecycle. Some of these challenges are strategic, while others are operational and need to be managed," tells Thomas.

### He enlists several other challenges too:

- Lack of good and decongested

road infrastructure

- Lack of land availability with all kind of approvals and sanctions from government
- Lack of standardisation in terms of demand of warehouses from different segments
- High cost of credit for construction of the warehouses
- Power outages in almost all the cluster of warehousing, is a major problem
- Lack of expertise in warehousing technologies

"The number of service providers greatly influences the level and degree of competition. Higher the number of warehouses, greater is the extent of competition. The organised warehousing industry in India is in a nascent stage and consists of a limited number of large players leading to lack of competitiveness in the short run. Lack of information on tariffs/price discovery pertaining to warehousing on public domain are some factors," opines Swaminathan.

### Attracting investments

If there are challenges, then there are opportunities too. According to Swaminathan, "Investment in the warehousing sector is primarily dependent on the cost and location of land. Land at subsidised

rates generally attract larger investments as they ensure higher returns due to lower interest costs. The strategic location of the land ensures efficient logistics. The location is considered strategic generally based on the availability of infrastructure facilities like road/rail connectivity, electricity, water etc. Apart from that, the regulatory environment also plays an important role in attracting investments."

Explains Thomas, "With the high demand and less supply for modern warehouses in India, warehouse and logistics sector promises to be the best investment opportunity in the current scenario. It has been observed that ₹ 125,000 crore has been invested through private equity in warehousing space since 2014. Other major factors for this sector to be attractive for investments are understanding of the various nuances of this sector, acquisition of a feasible land parcel, development control regulations, infrastructure development and the best alternate usage of land."

"The warehousing industry in India is forecasted to grow at CAGR 13 per cent to ₹ 9.2 trillion by 2019-20, from ₹ 6.4 trillion in 2016-17. Therefore, it is estimated that Grade A and B warehousing stock will grow at a CAGR of 21 per cent year-on-year taking the total tally of warehouse space in India to 297 million sqft by the end of 2021. Also, the government's initiatives to streamline India's logistics ecosystem, particularly custom clearances and overall infrastructure has resulted in India ranking at 35 out of 160 countries on the 2016 World Bank's Logistics Performance Index (up from 54 in 2014). All these factors have attracted global investors," notifies Singhal. 📍

## FACT FILE

■ According to JLL report, the warehousing sector will create two lakh job opportunities in the next 3 years though GST implementation & growth of e-commerce sector

■ Grade A and B warehousing stock will grow at a CAGR of 21% YOY



# Metamorphosing defence logistics in India

The Indian Aerospace and Defence (A&D) sector has been a focus market for many Indian



and global companies for investment opportunities. The recently-held Defence Expo in Chennai was inaugurated by Prime Minister **Narendra Modi**, who spoke of pursuing the goal of achieving a turnover of ₹ 1,70,000 crore in military goods and services by 2025. TVS Logistics Services, part of the \$7 Bn TVS Group, too participated at this event. TVS Logistics (through its UK Subsidiary TVS SCS) has a 13-year contract worth \$6 billion with the UK Ministry of Defence. TVS offers best practices to the

Indian Armed Forces through their proprietary IT platform, Msys, ability in handling defence supply chains to reduce the cost of inventory ownership by simplifying sourcing, procurement, delivery and management of defence commodities and spare parts.

*(Taruna Mahajan, Head Marketing & Communication, TVS Logistics Services, is the author. The views expressed are solely of the author. The publication may or may not subscribe to the same.)*



## DRIVING YOUR FUTURE IS WHAT WE DO BEST!

For over eight decades, we at SEW-EURODRIVE have been heralding the future with the best of technologies, practices and principles in 'Drive Solutions and Motion Control Automation'. Whether it's installation, maintenance or future expansion, it's our consultative approach that makes it possible for us to give you the best solutions, for now and for the future.

Need to know more about drive & motion technology do call us.



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

**SEW  
EURODRIVE**

Driving the world

# Combi 'lifts' up logistics in Monaghan with new facility

Forklift manufacturer and material handling solutions provider Combilift has officially opened its new global headquarters and manufacturing facility in Monaghan, Ireland. **Martin McVicar**, Managing Director, Combilift, talks about the new 46,500 sqm (500,000 sqft) facility's products range and expansion plans.



Kalpana Lohumi From Monaghan

## Enumerate the USP of the facility.

Combilift has set the benchmark for the mass production of customised innovative products. We listen to and take feedback on board from our customers and dealers to identify solutions that best match their individual specific needs.

Combilift offers a free logistic and warehouse design service which enables customers to see the benefit that its products will bring to their business.

## Describe the growth of Combilift.

The company developed the world's first multidirectional all-wheel drive IC engine powered forklift in 1998. In the first year of operation it produced 18 units, out of which 17 were exported. Combilift has more than doubled in the last five years and now has 40,000 units in operation in over 85 countries.

Combilift's product portfolio has expanded way beyond its first multidirectional model. In the first

10 years, we focussed on the long load material handling sector with the multidirectional range which revolutionised the handling of long materials, allowing customers to handle long products in less space more safely.

Between 2008 and 2018 we have diversified its product ranged by developing a number of innovative space saving warehouse and heavy load handling products; the Aisle Master articulated truck and the Straddle Carrier (Combi-SC) respectively.

“Combilift has more than doubled in the last five years and now has 40,000 units in operation in over 85 countries





# SUPERFLAT & JOINTLESS SFRC FLOOR

## FM 2 Flooring with Laser Screed



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



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

*Including Lythic Nano Silica Densification & Concrete Polishing*



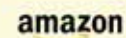
**SUPERFLAT FLOOR**



**SUPERFLAT FLOOR SURVEY**

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

**Our floors are  
occupied by**



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



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





segment which is reaping lot of success with Aisle Master. We are ready for the Aisle market which is developed for the cold stores.

### Tell us about the new factory.

The new 46,500 sqm purpose-built factory is set on a 100-acre site with room for future expansion when required. With 11 acres of roof space, it is one of the largest manufacturing operations under one single roof in the Republic of Ireland.

Four 90 metre moving assembly lines produce a finished truck every 15 minute. There are 60 welding bays, two plasma cutting machines, three paint lines which use sustainable water-based paints and three automatic shot blasters to cater for different sized products. 12,000 pallet locations ensure ample storage space for parts and components. The facility also includes a 50-seat cinema training room, 5,000 m<sup>2</sup> of office space and a dedicated R&D Development and Testing Centre.

Twenty three per cent of roof space is covered in skylights, enabling staff to work in natural daylight without the assistance of artificial lighting. Other lighting is provided through 1100 LED light with individual PIR sensors. Solar panels supply 185 kW of energy with a 1 MW Biomass plant fuelled by recycled wood (pallets etc.) to heat the spraying booths and assembly area. Some 110,000 litres of rain water are harvested for jet washing and bathroom facilities.

More than 50 truckloads of finished products are dispatched from the factory each week, and spare parts are shipped across the world to the dealer network. 🇮🇪

## India has been one of our fastest growing markets and would see opportunities further

Pedestrian products were introduced into the range in the last five years, enabling CombiLift to gain a foothold in this growing market. The Combi-WR, Combi-WR4 and the Combi-CS all incorporate CombiLift's unique patented multi-positional tiller arm technology. It is our intention to significantly expand this range, as can be seen with the launch of the new high lift capacity CombiLift Powered Pallet Truck (Combi-HC-PPT). In five-year time, I am

convinced that we can develop a revenue of 50 million just from pedestrian equipment. This is a major step in our business.

### Where do you see India in your growth story?

India has been one of our fastest growing markets and we would see some tremendous opportunities further. Lot of investment is going on in Indian warehousing and manufacturing sectors. Moreover, manufacturing plants needs handling of long goods. We see massive growth in building cold stores as well. That's a market

### DID YOU Know?

- CombiLift currently exports 98 per cent of its products to 85 countries through its 250-strong international dealer network
- The company invests seven per cent of its annual turnover in Research and Development to enhance its customisation capability and to maximise ROI for its customers





# INDIA'S LEADING SURFACE LOGISTICS SERVICE PROVIDER



- The leading logistics player in the country serving customers since 4 Decades
- Largest fleet of commercial vehicles in India's private sector with 4500 plus Company owned vehicles suitable for transportation of parcels of different sizes and volume
- Specialists in part loads and full loads from anywhere to anywhere across the country
- One stop logistics services solution provider with an unmatched 1000 plus branch presence across the length and breadth of the country
- Services fully GST compliant along with E-way bill solutions



► 1000 PLUS BRANCHES

► 4500 PLUS OWNED VEHICLES



**VRL LOGISTICS LTD**

**CORPORATE OFFICE:**

Giriraj Annexe, Circuit House Road, HUBBALLI - 580 029

KARNATAKA, Ph: 0836 2237511/12

Contact: Vishwanath 93425 57973

**BENGALURU OFFICE:**

No 24, Sri Sairam Towers, 4th Floor, Chamarajpet

BENGALURU - 560 018. Ph : 080 26992525/2626

## CONTACT US FOR YOUR PART LOAD AND FULL LOAD DISPATCHES

**AHMEDABAD**  
Praveen  
93285 40808

**BENGALURU**  
Mohan  
93439 78019

**CHENNAI**  
Madhava  
93800 12419

**DELHI**  
Krishnamoorthy  
96433 15144

**HYDERABAD**  
Jahagirdar  
93465 38089

**KOLKATA**  
Sanjay  
90733 36369

**MUMBAI**  
Suresh  
93202 54914

**PUNE**  
Pandurangi  
93258 84091



# Charting out a leeway for goods and materials

A warehouse storage space is generally quite expensive. To reduce the carrying cost and material handling efficiency, it is necessary to make the most of warehouse storage capacity. Industry experts share tips on how to make warehouses better through enabling material handling equipment in them.



Kalpana Lohumi



**Sunu Mathew**

*Managing Director, Leap India*

The logistics and warehousing sector in India still remains unorganised. To develop this sector in an integrated way, it is important to focus on new technology, improve investments, skilling, removing bottlenecks, improving inter modal transportation, automation, single window system for giving clearances, and simplifying processes. To maximise warehouse utilisation and reduce TAT's, automated

stacking and retrieval systems with high levels of sophistication are being adopted.

Material handling related businesses are expected to grow at a very robust pace in India. The method of transferring auto components is still traditional; a truck full of goods requires 14 workers and three hours to load and off-load it. Meanwhile, worldwide auto

**Premal Karelia**

*Managing Director, Jay Storage Solutions*

Warehouses are more than just safe places for stocks and managing its space contributes towards better warehouse management. It ensures that there is enough room to meet ever-increasing storage space demands. First of all, stocking too much of products that are high on demand only to make sure they are readily available is never a smart move. One should opt effective use of vertical spaces by using the right type of racking systems. The right layout combined with the right storage racks and equipment defines the efficiency of the warehouse. It is always better to engage with a consultant or experts to reap good results. There is an increasing trend that automated warehouse racking system is the best way to boost warehouse efficiency, picking accuracy and safety while bringing down the labour costs. But, automation may not always be the best solution. A thorough consultation with an expert, can only determine the cost-benefit and return of investment in this case.



components are stored and moved in FLC (Foldable Large Containers). With the help of pallets, the goods from various productions and assembly points are delivered safely and efficiently to its customers. Movements of goods are measured in terms of pallet in and pallet out. Warehouses adopting palletisation can increase efficiencies and result in cost savings. Pooling solutions have proved to be cost effective and environmentally desirable. LEAP India provides unique pooling solutions for management of logistics.

## Highlights

- Material handling related businesses are expected to grow at a very robust pace in India. The method of transferring auto components is still traditional; a truck full of goods requires 14 workers and three hours to load and off-load it.
- Pooling solutions have proved to be cost effective and environmentally desirable.
- Warehouses are more than just safe places for stocks and managing its space contributes towards better warehouse management. It ensures that there is enough room to meet ever-increasing storage space demands.
- The dock levelers enable the safe and efficient transfer of material/ goods by bridging gap between the loading dock and the truck/ trailers in inbound and outbound areas of a warehouse or a manufacturing facility.
- The need of the hour is to re-engineer warehousing operations to align more with the market conditions and demands.
- Intelligent operational layout, bespoke racking systems and necessary level of automation have immense potential to contribute to the warehouse excellence.
- A well-organised warehouse is must for an efficient organisation.







**Piush Goyal**  
*Managing Director, Kelley India*

The warehousing space is expensive as the ownership cost of land is increasing and similar is the case for the cost of construction and technology etc. The primary objective of any business house is to create wealth, but, in a way that is safe, sustainable, innovative, ethical and efficient. The green building, which is net-zero-energy is the order of the day.

So, the industry needs a solution provider that has products which are energy saving, built on latest technology, have efficient customer support and Kelley has been the trend setter in maximising its offering to not just the warehouses, but also to the manufacturing sector and cold storages.

The warehousing industry's key objective is to ensure smooth and trouble-free movement of products by using the latest technology which is highly productive and cost effective eventually. The dock levelers enable the safe and efficient transfer of material/goods by bridging gap between the loading dock and the truck/trailers in inbound and outbound areas of a warehouse or a manufacturing facility. In fact, the first counter balanced dock leveler was invented by Kelley in 1953 in USA.

The working environment also plays an important role, as the productivity of the employees is directly proportional to the comfort at the work place. Kelley HVLS Fans (High Volume and Low Speed Fans) provide an energy efficient ventilation to the large areas. A single 24 feet diameter Kelley HVLS Fan can cover an area of up to 20,000 sq. ft. almost noiselessly (less than 60Db) and is fitted with a 2HP motor which results in energy saving up to 75 per cent. Our products are throwing a great amount of opportunity to the warehouses at large to bridge the gap between inadequate practices to the best practices in the world for bringing in efficiency.



**Prathyu Krishna**  
*CMO, Silver Lining Storage Solutions*

The need of the hour is to re-engineer warehousing operations to align more with the market conditions and demands. In recent times, the logistics industry has initiated huge investments in emerging technologies in S&OP planning, automated solutions for material storage and retrieval, robotics, systems and processes that facilitate value-added and comprehensive logistics management. But it's time

to think inside out. Inventive businesses are looking at ways to augment current storage space and to make the most of existing facility through reconfiguring their storage systems. Intelligent operational layout, bespoke racking systems and necessary level of automation have immense potential to contribute to the warehouse excellence.

The storage system is just the beginning when considering warehouse space maximisation. We have recently taken the case of a multinational FMCG company that wanted to consolidate its warehouses into a mega logistics hub without any disruptions to its existing supply chain operations. Keeping in mind their current operations and targeted parameters, our engineering experts conceptualised, designed and delivered a storage solution that improved the product visibility, accuracy and accessibility.



**Chetan Gole**  
*Vice President  
Action Construction Equipment*

A well-organised warehouse is a must. Goods must be stored safely, neatly at a pre-identified location to retrieve it when needed and delivered in time in shortest turn-around time. In the current scenario, with an advent of logistics parks, hubs and centres and changing business methods through 3PL/4PL, the demand in warehousing space is ever increasing.

The recent implementation of GST has further fueled the growth in logistics/warehousing industry. Industrial space particularly warehouse space is limited and demand is increasing. Limited industrial space leads to increase in land value and storage space eventually. The most common and basic method adopted while designing the warehouse is FIFO (First In First Out) and FILO (First In Last Out) based on the storage and retrieval needs. One of the popular method used in warehousing is 'Drive-in' rack system where the equipment is driven within storage space and space is utilised to maximum. Various rack system like double deep rack is used for maximum utilisation of vertical storage space. Various modern material handling equipment used while utilising vertical space are Reach truck having lift height up to 13m.

# Joining the dots of mechanised repository

For any logistics company it is imperative to necessitate processes that involve seamless functioning of the material movement and shipping operations. For initiating an exceptional service, a hand of automated technology is crucial for the warehousing segment to procure accurate shipments, suggest experts.



Kalpana Lohumi

An efficient warehouse is crucial for customer requirements for quick and accurate shipments. Many factors contribute to the efficiency in the warehouse, be it lean inventory, technology, organised workforce, optimising available space, etc. Automated material handling system have been around from sometime and companies are switching to materials handling automation to improve processes, streamline shipping operations, and lower supply chain operating costs. **CARGOTALK** explores the future of

automation and how it improves warehousing and material handling.

**Samir Gandhi**, Managing Director & CEO, Gandhi Automations, shares, "The demand for material handling automation and equipment has increased exponentially over the past few years. It is because of the increasing production capacity, reducing man hours and meeting deadlines. Now with more companies streamlining their processes, the use of material han-

dling equipment's for any industry is a must. The demand for such automation is the need for the hour; to deliver faster, hassle-free loading/ unloading and reducing supply chain operating costs."

"I feel technology advancement, combined with material handling equipment's will change how logistics and supply chain management companies function in future. Looking at the current situation at hand, the future of material handling sector looks promising as it is not just helping companies perform better, but also save money whilst increasing their production capacity. Thus, we at Gandhi Automations are always innovating and learning new technological advancements to help improve processes for all kinds of industries," he adds.

"Gone are the days when the machines used to talk to each other only in sci-fi movies. With industrial IoT, material handling automation and smart robotics, machines in the warehouse nowadays can walk and talk with each other seamlessly. Starting from the factory manufacturing to the distribution system, the entire processes are being automatised with help of warehouse automation equipment. E-commerce



Picture courtesy: Gandhi Automations





ISHRAE

NÜRNBERG MESSE

# The coolest business opportunity for LOGISTICS AND SUPPLY CHAIN PROFESSIONALS. Meet quality buyers from India and abroad

at

INTERNATIONAL  
EXHIBITION  
AND CONFERENCE ON  
COLD CHAIN, INDUSTRIAL  
REFRIGERATION & REEFER  
TRANSPORTATION



## REFCOLD INDIA

22 - 24 NOVEMBER, 2018

Mahatma Mandir Convention Cum  
Exhibition Centre, Gandhinagar, Gujarat

Kuehne-Nagel participating at REFCOLD India

**BOOK  
YOUR SPACE  
TODAY!!**



### WHY REFCOLD?

- Meet the cold storage owners and decision makers from end users such as Amul, Vadilal, Cadilla etc.
- Latest trends and technologies in Refrigeration Industry with focus on Pharma and Industrial Refrigeration.
- REFCOLD brings Government, Industry and end users under one platform to share knowledge and gain insights.
- Meet industry experts from across the Globe.

Supported by:



Award Night  
Partner



Refrigeration  
Partner



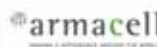
Cold Storage  
Solution Partner



Cold Storage and  
Equipment Partner



Innovation Partner



Gold Partners



Silver Partners



Bronze Partner



Social Media  
Connectivity Partner



Lunch Partner



Co-reach:



To exhibit, please contact:

NürnbergMesse India Pvt. Ltd. • T: +91-11-47168888 • E: rohan.chopra@nm-india.com; M.: +91 9873201377

ISHRAE Ahmedabad • M.: +91 9909980460 • E: secretariat@refcoldindia.com

Address: 204, Sarita Complex, Behind Samudra Complex, Off. C.G. Road, Navrangpura, Ahmedabad - 380009

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





**Samir Gandhi**  
Managing Director & CEO  
Gandhi Automations and India Cargo Award  
Winner 2017

“

With streamlining processes, material handling equipment is a must

”



**Nirav Doshi**  
Managing Director  
Nido Machineries

“

Warehousing environment is transforming from machine-driven to automation-driven

”

companies are setting more and more warehouses next to the cities to meet the increasing demand from the customers. To meet the increasing demands, the throughput needs to be far higher which can't be achieved through manual processes. Hence, the only solution is to go for automation,” says, **Nirav Doshi**, Managing Director, Nido Machineries.

“More companies are willing to adopt warehouse and material handling automation in order to streamline their shipping/ manifesting operations, automate the material flow and minimise the supply chain operating cost in their warehouses. The warehousing environment is slowly transforming from machine-driven to automation-driven. Be it picking, sorting, conveying, bar-coding, tracking, weighing, dimensioning or printing, our warehouse automation solutions are designed to



**Naman Jain**  
Head – Business Development  
Falcon Autotech

“

It is no longer an on-paper concept in Indian supply chain context and is rapidly evolving

”

optimise the entire process in your warehouses seamlessly with great safety and efficiency,” adds Doshi.

### **Evolving efficiently**

According to **Naman Jain**, Head – Business Development, Falcon Autotech, “Warehouse automation is no longer an on-paper concept in Indian supply chain context and is rapidly evolving into a massive reality that spans across all the industries. With common factors such as limited availability of good warehousing land, scarcity of skilled work force, ever growing demand for quick and small order fulfilment, reducing operating margins, high SKU proliferation etc. affecting each and every organisation today, warehouse automation is seemingly becoming the default answer to solve such complex challenges. Material handling automation, if designed right, can help organisations increase the per



**Deep Agarwal**  
Regional Sales Director – India  
Zebra Technologies

“

Companies prefer automation to improve quality and gain optimal visibility

”

person productivity several folds, bring about real time visibility into material movement, eliminate a large number of inevitable human errors, facilitate better preparation for sudden business peaks, enhance the working condition for staff, reduce packaging material costs and much more.” He further adds, “More so, after the pan nation rollout of Goods and Services Tax (GST) that standardises the taxes irrespective of the state, companies have started designing their supply chains from an efficiency-first standpoint rather than a tax-first standpoint. This will lead to consolidation of smaller warehouses and will drive us all towards an age of mega warehouses in the country. Such mega warehouses will bring with them tremendous scale of complexities that would be impossible to solve without technology intervention and material handling automation industry is once such

## **FACT FILE**

■ Material handling automation can help organisations increase the per person productivity several folds, bring about real time visibility into material movement, eliminate a large number of inevitable human errors, facilitate better preparation for sudden business peaks, and more





## Infrastructure & Advantages

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



Total Protection from Rains;  
Carting & Stuffing area  
Completely Covered

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

☎ +91 22 66280700-98 ☎ +91 22 66280781

✉ jwrcfs@jwllogic.com ✉ raaj@jwllogic.com

✉ hema@jwllogic.com ✉ mgrops@jwllogic.com

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





**Vivekanand**  
Country Manager, India and SAARC  
GreyOrange

“Warehouses need to be more flexible and scalable in its operations handling inventory”

industry that is all set to take off in this new chapter of Indian supply chain.” **Deep Agarwal**, Regional Sales Director – India, Zebra Technologies, tells, “With the rapid digital transformation worldwide, the global manufacturing industry is in the midst of a dramatic transformation that will profoundly alter business operations. With a desire to connect every stage of the manufacturing process, including end-to-end supply chain fulfilment, companies are turning to automation to improve quality and gain unprecedented visibility. Driven in large measure by globalisation, intensifying competition and, most importantly, increasingly complex bills of materials due to rising customer demands for product variety — a connected plant floor has become a necessity to ensure high-quality products. Therefore, automation is key to building Industry 4.0.”

“In future, we will see increased adoption of technologies that help build a fully connected, smart factory. According to Zebra Technologies’ latest Asia Pacific Manufacturing Vision Study, companies anticipate utilising a combination of radio frequency identification (RFID), wearable technologies, automated systems

and other emerging technologies to monitor the physical processes of the plant and enable companies to make decentralised decisions. In fact, industry respondents say that the number of fully connected factory would nearly triple by 2022. In India, in addition to creating automated factories, we will see increased implementation of technologies as enterprises restructure their logistics and warehousing in terms of locations, size, operations and services,” he informs.

### Diverse markets

The market for industrial automation in India is on the rise, with verticals such as e-commerce, FMCG, Retail and Pharmaceuticals are gradually adopting robotics systems to transform their supply chain. With GST coming in, these companies will look at consolidation to create state-of-the-art warehouses, increasing their size up by five to ten times of their current facilities. From the e-commerce evolution perspective, **Vivekanand**, Country Manager, India and SAARC, GreyOrange, says, “The global e-commerce boom is placing enormous pressures on supply chains. E-commerce businesses are compelled to accelerate their order fulfilment processes, to ensure higher productivity

and faster delivery, at the same time keeping costs down. These players need to handle increasing volumes, while facing the pressure to run leaner inventory operations, plus manage larger numbers of SKUs, and new ones being added regularly. All of these make inventory management much more complex than before. New technologies such as AI and robotics automation are being deployed to maintain competitive advantage and efficiently operate in a volatile multi-SKU environment, handling millions of parcels to be shipped every day. This is where products and solutions from GreyOrange can play an important role - to automate warehouses in order to make its processes more efficient, accurate, productive and profitable.”

“Warehouses need to be more flexible and scalable in its operations and in handling inventory. They should work with real-time analytics and be intelligent to reach higher levels of efficiency by understanding the ecosystem around them, both internal and external. To stay competitive, these warehouses of the future will be guided by algorithms which would be deeply influenced by AI and Machine Learning,” he concludes. 🍀



# cargo-partner attains record growth



Achieving a record growth in terms of cargo volumes in both air and sea freight, cargo-partner has garnered an exponential turnover in the Indian subcontinent in 2017.

**A**chieving a record growth in terms of cargo volumes in both air and sea freight, cargo-partner has garnered an exponential turnover in the Indian subcontinent in 2017.

The international transport and info-logistics provider, cargo-partner witnessed a double turnover from air and sea transports, from over 10.3 million euro in 2016 to 24.7 million euro in 2017. The airfreight volumes reached over 15,272 tonnes, while the sea freight volumes peaked at over 100,600 tonnes.

The company aims to further expand its service portfolio in the region, with special focus areas including EMERGENCY airfreight solutions for the automotive sector.

"India's strong trade performance and our improvement within this change augur well at a time that the company ponders over its long-term investment options at a group level. We believe that the large tax reform and its procedural impact has largely stabilised and we are now looking at growth in the 'Make in India' and the production sector going up over the next few years," says Vikram Paul, Managing



Director for India, Sri Lanka and Bangladesh, cargo-partner.

During its 11 years stint, cargo-partner has been stationed at eleven offices in Delhi, Mumbai, Ahmedabad, Bengaluru, Kolkata, Chennai, Hyderabad, Ludhiana, Mundra, Pune and Tuticorin. The logistics provider's network also includes two offices in Bangladesh and one in Sri Lanka.

The company's sole focus for India is measured through the provision of specialised transport services for the automotive and spare parts industry, which is one of the core markets for it globally. The exponential growth witnessed last year was also contributed with movement of Indian vehicle goods exports to the United States and Russia. The growth was primarily driven in Chennai, which is an automotive manufacturing belt.

The recent additions to cargo-partner's

services include a 24/7 hotline to support the logistics provider's airfreight EMERGENCY solutions. A service desk, which offers round-the-clock support, fast response times, and generating expert solutions to varied industries like



Automotive & Spare Parts, High Tech & Electronics, Pharmaceuticals & Healthcare, and Fashion & Lifestyle.

Paul adds that the current year shall offer equal growth opportunities to the company to expand into a full service capability service provider. "We expect India to remain focussed; improvements around ease of doing business, major policy reform, and the long-term positive impact of the recent tax changes will be heavily emphasised and embedded into the ecosystem in 2019," he adds.

cargo-partner, founded in 1983, is a privately owned full-range info-logistics provider offering a comprehensive portfolio of air, sea, land transport and warehousing solutions and supply chain optimisation. The company designs tailor-made services for a wide range of industries to create competitive benefits for its customers globally. In 2017, the company garnered a huge turnover of 700 million euro.





# DELHI – MUMBAI INDUSTRIAL CORRIDOR:

## AIMING THE ECONOMIC MODULATION

Delhi - Mumbai Industrial Corridor (DMIC) is India's most ambitious infrastructure programme aiming to develop new industrial cities as "Smart Cities" and converging next generation technologies across infrastructure sectors.

The objective is to expand India's Manufacturing & Warehousing Services base and develop DMIC as a "Global Manufacturing, Warehousing and Trading Hub". The programme will provide a major impetus to planned urbanization in India with manufacturing as the key driver. In addition to new Industrial Cities, the programme envisages development of infrastructure linkages like power plants, assured water supply, high capacity transportation and logistics facilities as well as softer interventions like skill development programme for employment of the local populace. In the first phase eight new industrial cities are being developed.

### EIGHT MANUFACTURING CITIES WILL BE DEVELOPED IN PHASE I

#### UTTAR PRADESH

- DADRI - NOIDA - GHAZIABAD IR

#### HARYANA

- MANESAR - BAWAL IR
- KHUSHKHERA - BHIWADI - NEEMRANA IR

#### RAJASTHAN

- JODHPUR-PALI - MARWAR IA

#### GUJARAT

- AHMEDABAD - DHOLERA IR

#### MADHYA PRADESH

- PITHAMPUR - DHAR - MHOW IR

#### MAHARASHTRA

- SHENDRA-BIDKIN IA
- DIGHI PORT IA

The vision for DMIC is to create strong economic base with globally competitive environment and state-of-the-art infrastructure to activate local commerce, enhance foreign investments and attain sustainable development.

Government of India has announced the establishment of Western Dedicated Freight Corridor (DFC) between Delhi and Mumbai, covering an overall length of 1,504 km and passing through the States of U.P, Delhi NCR, Haryana, Rajasthan, Gujarat and Maharashtra, with end terminals at Dadri in the Delhi NCR and Jawaharlal Nehru Port (JNPT) near Mumbai.

The Dedicated Freight Corridor offers high-speed connectivity for High Axle Load Wagons supported by high power locomotives.

### Delhi – Mumbai Industrial Corridor (DMIC)

- DMIC: a high impact industrial area within 150 km distance on both side of the DFC
- Area under Influence- 14% & Population- 17% of the Country
- Total 82 Districts of Six States within the Influence Area (excluding MP)
- 25 industrial nodes have been proposed along the DMIC
- 18 out of 26 District within the influence Area
- Major cities on DMIC: Ahmedabad, Vadodara, Surat
- Estimated employment: 8 lacs
- World class connectivity between the Ports, nodes & DFC
- Six logistics parks being developed along the DFC

The Government of India is setting up a multi-modal Dedicated Freight Corridor (DFC) between Delhi and Mumbai. Out of the total 1483 kms of the length of DFC, 38% is falling in Gujarat. The area of 150 kms on the both sides of the DFC will be developed as DMIC. It will be a high impact industrial corridor.

DMIC is to be developed as a Global Manufacturing and Trading Hub of India supported by world class infrastructure and enabling policy framework; It will become "the engine for economic resurgence of the country"

### ONGOING RENTALS ACROSS MAJOR CITIES IN INDIA

SUBMARKETS	INDUSTRIAL RENTS INR/SFT/MONTH	WAREHOUSING RENTS INR/SFT/MONTH
<b>DELHI NCR</b>		
<b>DELHI</b>		
Mundla	20 - 30	15 - 30
Alipur	18 - 25	13 - 20
Near Airport/ Dwarka		20 - 30
Okhla / Mayapuri/ Connaught Place	30 - 100	30 - 50
Central Delhi	40 - 120	
<b>NCR UP</b>		
Noida Phase-1	22-27	20-25
Noida Phase-2	25-28	22-27
Noida Phase-3	25-30	22-27
Greater Noida	15 - 22	16 - 25
Ghaziabad	18-25	12-20
<b>NCR HARYANA</b>		
Faridkot	18 - 25	18 - 20
Hasimganj	14-18	10-13
Kundi	16-23	11 - 20
Palwal	15 - 20	12-15
Balabagh	16 - 18	20 - 22
Bawal	15 - 18	15 - 17
<b>GURGAON</b>		
Udyog Vihar	20-55	30-40
IMT Manesar	14-25	12-22
Gurgaon		15-18
Faridkot		14-17
Jarwalpur		15-18
Luhari/ Pataudi		13-20
Balys Kalan	18-22	15-17
Tarun Road		13-20
Bilaspur		15-18
Dhunjhera/ Rewari		13-20
Old Gurgaon		18-22
<b>NCR Rajasthan</b>		
Bhikaji		15-18
Kushkhara		15-18
Neemrana		15-17
<b>MUMBAI</b>		
Bhivandi	15 - 25	14 - 25
Thane Belapur Road	35 - 45	40 - 80
Tanja Industrial Estate	30 - 40	25 - 40
Parvel	40 - 60	30 - 45
JuFT & Umrta Road	18 - 20	30 - 50
Ramdevi Patilgarh	20 - 25	50 - 60
Pen-chopoli Road	20 - 34	20 - 30
<b>KOLKATA</b>		
Bombay Road NH-6		15-20
Old Delhi Road - NH -2		16-21
<b>AHMEDABAD</b>		
Sarand	20-24	15-18
Changodar	25-27	18-25
Asoli		13-16
Khadia		13-15
<b>BENGALURU</b>		
Bommasandra	25 - 30	23 - 28
Bidadi IDA	18 - 25	17 - 25
Peenya IDA	25 - 35	25 - 35
Hosur Rd.	23 - 35	20 - 35
Whitefield	25 - 35	25 - 35
Belurangala	15 - 22	18 - 25
<b>CHENNAI</b>		
NH4-Sripurambudur	22 - 29	20-22
Oragadam SPCOT		20-22
Sripurambudur-Tiruvallur	22 - 29	20-22
NH5-Gummidipoondi	15 - 18	18-20
NH5-Badli Hills	16 - 20	15-17
Ambattur	24 - 26	23-25
Pozzonnallee	25 - 30	
Maraimalai	23 - 25	20 - 23
<b>HYDERABAD</b>		
Medchal	18-22	18-25
Jeedimetla	15-18	15-18
Kandlakota	13-15	13-15
Kampanly	15-20	15-20
Boweripat	13-15	13-15
Gajulapet	10-12	10-12
Trunkully	11-14	11-14
Dandigully	12-14	12-14
<b>PUNE</b>		
Telegraph	16-24	16-24
Chakan	16-24	16-24
Pingri Chinchwad	25-35	25-35
Pingur	16-22	16-22
Hinjewadi	25-35	25-35
Loniand	14-20	14-20
Saswad	14-20	14-20
Ranjangaon	18-22	18-22
Waghholi	18-25	18-25
<b>LUCKNOW</b>		
Transport Nagar	21-25	12-17
Bijnor Road	15-18	13-15
Nalagarh	14-17	14-16
Shapur Road	14-15	12-14

Compiled by:  
**realistic**  
realtors

Supported By:  
**CIRIL**

INDIA'S LARGEST WAREHOUSE LEASING COMPANY SERVING PAN INDIA

No warranty or representation, expressed or implied, is made as to the accuracy of the information contained herein, and the same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawals without notice, and to any special listings or conditions, imposed by our company.





# WAREHOUSE LEASING SIMPLIFIED

With Professional Consultants for Logistics & Warehousing Space Across India.

INDIA'S LARGEST WAREHOUSE LEASING COMPANY SERVING PAN INDIA

## COMPANY AT A GLANCE

18 OFFICES	07 SERVICE VERTICALS	25+ MILLION SQ. FT. OF SPACE TRANSACTION
25+ YEARS OF EXCELLENCE	350+ CITIES WITHIN OUR REACH	08 CIRIL OFFICES

## COMMERCIAL REAL ESTATE SERVICES



WAREHOUSE  
LEASING



RETAIL  
LEASING



OFFICE  
LEASING



INVESTMENT  
ADVISORY

**Contact Us: +91-9971999745 • [lws@rrpl.net](mailto:lws@rrpl.net)**

**REALISTIC REALTORS PVT. LTD.**

CORPORATE OFFICE:

315-316, 3<sup>RD</sup> FLOOR, TIME TOWER, M.G. ROAD, GURGAON - 122002, TEL: 0124 4707000



OFFICES: DELHI • GURGAON • NOIDA • AHMEDABAD • JAIPUR • INDORE • PATNA • BENGALURU  
BHUBANESWAR • HYDERABAD • KOLKATA • MUMBAI • PUNE • SURAT • CHENNAI



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

HRERA REGD. NO. OF REALISTIC REALTORS PVT. LTD. 126/2017/237 DATED 04.08.2017



# Pepperfry:

## An omni-channel for retail

Vikas Sharma, Assistant Vice President and Supply Chain Operations Head for key regions, Pepperfry, gives us his view on the nature of e-tailers and how the company has garnered an unprecedented online presence through suited mechanism of delivery and packaging.



CT Bureau



### Being an e-tailer of furniture, what are the logistics hassles you face?

In India, the logistics infrastructure for large items is underdeveloped. Shipping bulky items such as furniture has proved to be either too expensive or takes too long to deliver. In order to enhance the quality and efficiency of delivery, we built India's largest big-box

we make sure that the product, irrespective of the size, is delivered at customer's doorstep without any glitches or damages.

### Is selling furniture online more suited than selling physically?

Online shopping has therefore become a convenient medium, which caters to evolving customer needs. Online platforms like Pepperfry

the concept of omni-channel by launching Studios, which serve as an experience center for customers seeking design inspirations. At the Studio, customers can experience the cutting edge design, and get an idea of the overall look and quality of the furniture from Pepperfry. Here, interior design consultants assist in browsing through the entire Pepperfry furniture range and offer free in-store design consultancy on furniture products ensemble to furnish homes that are aspirational, while reflecting the latest and best in contemporary home design. We currently have 30 Studios across the country with an aim of opening 70 by April, 2019.

We use a specially designed last-mile delivery infrastructure through which, we ensure there is no damage before, during and after transit

supply chain network which follows a proprietary Hub and Spoke Model with 18 distribution centres and three warehouses across the country. We own our last mile delivery with over 400 trucks and a team of 250 carpenters. With the capability of delivering more than 1,00,000 large items per month, we cater to 500+ towns and cities in India and aim to double our footprint to reach Tier III and Tier IV cities. Through this model,

have the benefit of showcasing a wide array of furniture products providing customers with more choices and flexible options.

Pepperfry has a product portfolio of more than 1.2 lakh home furniture and décor products, including top furniture brands and house brands, to make it easy for the customers to choose a product, which meets their specification. In addition, taking cognizance of the need to touch and feel a high ticket-size item like furniture before purchasing, we pioneered

### Enumerate major pain points for the furniture category with respect to logistics and supply chain?

Large item shipping, especially furniture, is not just an arduous but also a specialised task, as these items are not standardised in terms of shapes and sizes. It requires customised and innovative packaging to avoid damages.

At Pepperfry, we use a specially designed last-mile delivery infrastructure through which, we ensure there is no damage before, during and after transit.







PINKCITY LOGISTICS LIMITED

# We move your cargo ***FASTER...***



## SERVICES OFFERED:

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

## PINKCITY LOGISTICS LIMITED

### Registered Office:

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

### Corporate Office:

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

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

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



We have delivery trucks which are customised, and padded from inside to prevent scratching. There are compartments, belts within the vehicle to avoid stacking of products over each other and prevent damage while on the move. We use specifically designed equipment to carry the product to the doorsteps of the customers.

**Being one of the bulky and odd sized products, what hiccups do you encounter during the movement of any kind of furniture?**

The furniture items are bulky and heavy, requiring specialised delivery mechanism.

Pepperfry has established and deployed various innovative techniques like introducing blanket deliveries that ensure zero damages. These are environment-friendly as the blankets

can be re-used, saving carbon footprints. Specialised product handling techniques are used like staircase trolleys, shoulder dolly's to lift products easily and tool boxes to enable open packaging.

We have replaced wooden crates with honeycomb boxes and corrugated boxes with higher specifications, which has helped to reduce delivery timelines, save cost and improve customer experience. In addition, Pepperfry has introduced angle board framing, styrene fitments for fragile glassware, and

**FACT FILE**

■ They own last mile delivery with over 400 trucks and a team of 250 carpenters

■ Pepperfry has a product portfolio of more than 1.2 lakh home furniture and décor products

Pizza box packs for furnishings.

**Your comments on the logistics costs while on a long distance or local delivery.**

When we used third party providers, our average price of delivery was really high, but after having established our own supply chain logistics we have reduced it to average ₹500. Furthermore, we decided to centralise our supply chain by erecting our largest warehouse in Mumbai, and this enabled us to accrue benefits of scale. This plan made it easier to deliver all import shipments and making our TAT (Turn Around Time) the lowest in India.

**Future expansion plans.**

By the end of the fiscal year, we have plans to increase our fulfillment and distribution centers across the country. 📍

**THE INDIA WAREHOUSING SHOW (IWS)**

# Redefining logistics through India



The India Warehousing Show (IWS) aims to carve a platform that can highlight suitable mix of buyers from June 21-23, 2018 at Pragati Maidan, New Delhi.

The IWS promises to bring the best of the industry. "The

USP of the show has always been the perfect mix of buyers coming to the show. The show hosts buyers from 3PL/4PL/5PL companies, automobile, OEM, FMCG, electronics, manufacturing units, retail companies, government departments, architects and consultants. IWS

is an unmatched congregation of industry leaders from these sectors in any show on logistics and thus makes IWS, the ultimate market place for warehousing, material handling and supply chain," shares **Anuj Mathur**, Managing Director, Reed Manch Exhibitions.

"The size of the Indian warehousing industry (across commodities and modes) is secured at about ₹560 billion (excluding inventory carrying costs) and is now growing at over 10 per cent annu-

ally. Upping the ante of growth of this industry, it is now time to forge business critical partnerships and capitalise on the growth of Indian warehousing and logistics industry and we at India Warehousing Show, promise you to offer the same," he adds.





**21-22-23 JUNE 2018**

HALL 8-9-10-11-12  
Pragati Maidan, New Delhi

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

**REGISTER  
TODAY**

**INDIA'S MOST POPULAR EVENT ON LOGISTICS COMING SOON IN NEW DELHI**

Meet **250+**  
Exhibiting  
companies from  
India & abroad

**FREE  
VISITOR  
ENTRY!**

**80+** First time  
exhibitors to  
showcase their  
latest solutions



**70+** Product  
launches during  
the exhibition

Free **Workshop** at  
India Warehousing  
Show on 22 June 2018  
at 1630 hrs



India  
**Warehousing  
Summit** from  
21-22 June 2018

**Featured Zones**

Supply Chain Zone,  
Automation4Logistics  
Zone, Packaging4-  
logistics Zone

**GOCONNECT**  
Business match-  
making platform  
to pre-fix meetings



**FOR MORE DETAILS CONTACT :**

**For Visitors**

+91 9999686007

+91 8447488038

**For Conference**

Bharani Prasad

+91 +91 9871628542

Co-located Event

**IMHLS**  
INDIAN MANUFACTURING & LOGISTICS SUMMIT

Organised By

**Reed Manch  
Exhibitions**

Premier Media Partner

**CARGOTALK**

Foundation Partner

**INDOSPACE**  
INDUSTRIAL & LOGISTICS PARKS

Silver Partners

**KELLEY** **ZIRKEL** **Infra**

**NIDO**  
www.nidoindia.com

VIP Partner

**EMILASIT**  
INDUSTRIAL PARKS

3PL Partner

**AA**  
Building for the future

Conference Partner

**all cargo** | LOGISTICS & INDUSTRIAL PARKS

Connectivity Partner

**Honeywell**  
THE POWER OF CONNECTED

Networking & Awards Partner

**ESR**

Automation Partner

**GREYORANGE**

Warehouse Partner

**ascendas**  
FIRSTSPACE  
INDUSTRIAL & LOGISTICS PARKS

Bronze Partner

**CARRYFAST**  
GROUP

Gold Partner

**GANDHI**  
Automations Pvt Ltd

Delegate Kit Partner

**DeeEss**  
Engineers India Projects

# Business cue:

## Cloud innovation in logistics

Cloud innovation has been a deliberated topic for the industry for some time. The segment helps in accelerating growth in business. **Kapil Mahajan**, CIO, Safexpress, enumerates the concept on cloud technology for logistics.



CT Bureau

### How important is cloud technology for the logistics industry? What's your cloud-led innovation roadmap?

In my view, cloud is a key catalyst for Industry 4.0. It's no longer a question of whether logistics companies will transform themselves into digital-first businesses; rather, it's more a question of how, and how soon.

At Safexpress, technology-led innovation is at the core of our business growth strategy. We've recently set up a technology innovation lab to experiment with new/ emerging paradigms and unearth real use cases that can add immense value to our business. Some of the Artificial Intelligence (AI)/ Machine Learning (ML) use cases that we are working on are probably amongst the first across the world in the logistics space.



Through Oracle, we have moved to a cloud ERP model for increased flexibility and agility



### What cloud solutions are you using from Oracle? Can you outline the business benefits?

We're currently using Oracle Fusion Financials Cloud and Oracle Management Cloud. We wanted to move to a cloud ERP model for increased flexibility, stability and agility and with Oracle, we've done just that. In fact, we were the first across the industry to implement Oracle's GST compliant



fusion financials in India. By taking away the time and effort required to manage software upgrades and associated infrastructure, it has enabled us to concentrate more on our core platform and create more value for the business. We wanted to improve visibility into our operations and undertake more proactive issue management. Oracle Management Cloud has enabled us with effective monitoring across the board – spanning all types of systems, applications, and services – siloed or not.

### How strategic is your partnership with Oracle?

Oracle has been one of our preferred, strategic technology

partners for a number of years. The technology element aside, Oracle's commitment to customers is demonstrated through regular, hands-on interactions we have with their various teams. These teams ensure we're taking full advantage of Oracle technology to power our business growth, making the entire journey smoother.

### Can you tell us more about Safexpress' digital roadmap?

Our digital strategy revolves around the five pillars of CAMSS (cloud, analytics, mobile, social, security). We've created a roadmap for each of these five pillars and are aligning our existing technology stack to fit into this roadmap. 🚀





**Logistics across the Globe**

**CENTRALIZED BACKEND SUPPORT  
FOR DOCUMENTATION, PROCESSING  
AND CUSTOMER SUPPORT,  
STATE OF ART INFRASTRUCTURE**



## OUR SERVICES



### Sindhu Cargo Services Private Limited

No 34, Block 3, Sindhu Logistics park,  
Behind MVIT college, Bettahalasuru,  
Bangalore North Taluk, Bangalore - 562157

Phone: 080-7188-8008 | Email: [info@sindhucargo.com](mailto:info@sindhucargo.com)

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

#### Our Network

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





# Logistic Integrators wins accolade of 'India's Small Giant'



*From left to right: Upen Ashar - Director, Logistic Integrators, Sunil Krishnan - Director, Logistic Integrators, Dr. Arun Kumar Panda - Secretary, MSME, Govt. of India, Giriraj Singh - Minister of State, MSME, Govt. of India & Satish Madhavan - Director, Logistic Integrators*



## Ministry of MSME, Government of India, along with SME forum of India has recognised Logistic Integrators as 'India's Small Giant'

**L**ogistic Integrators, has won recognition of India's Small Giants at the recently-held three day International Convention of Global SME at New Delhi. The directors received the accolade from Minister of MSME Giriraj Singh in the presence of other ministers, government officials and various foreign delegates from more than 40 countries. The convention was also supported by the SME forum of India and also WUSME, World Union of Small and Medium Enterprises and witnessed nearly 200 entrepreneurs from 40 countries, including the mayors of few European countries.

**Sunil Krishnan**, MD, Logistic Integrators, shared his experience and inspired the upcoming start-ups during the event.

Headquartered in Mumbai and founded in 2009, by a set of seasoned logisticians with a collective experience of more than

100 years, the company was started with providing 'knowledge' as the key differentiator.

Logistic Integrators offers highly competitive and value added services in logistics and supply chain industry and services its customer through its various specialised and focussed divisions. It offers Global Freight solutions & Management by various modes namely air, ocean and surface. The company's Healthcare division provides solutions for the movement of temperature controlled drugs, with cutting edge and patented solutions to various global markets including Europe, USA, Latin America, CIS etc. The Project and Heavy lift division focusses on offering solutions for movement of plant and machinery by chartering ships and aircrafts. In recent years they bagged various projects to Middle East, Far East and African Markets. The division has the skill to

undertake movement of defence equipment which is in line with the 'Make in India' initiative.

Founder Director, **Satish Madhavan**, expressed his pleasure and thanked the LI Team for this award. He said, such recognition raises the benchmark and service expectations of the customer for which preparedness of team and system is important. He emphasised that **'Talent & Technology' shall be the future driver for Logistic Integrators.**

In short span, Logistic Integrators has spread its reach into more than 90 countries with its exclusive global partnerships. Apart from various trade recognitions, the company has also been accredited by CRISIL.

Customers can reach their **Healthcare Division @ 9619666731**, **Project Division @ 9551291571** and **General Freight Division @ 9619841001.**

Advertorial

  
Confederation of Indian Industry



**Exhibition & Conference on  
Shipping, Logistics, Warehousing &  
Material Handling Equipments**

**13 - 15  
July 2018**

**Hall 1  
Chennai Trade Centre,  
Chennai, India**

**Highlights**

 3 - Days Exhibition with 4000+ Sqm Area

 2 - Days Conference on Shipping Logistics and Warehouse

 80+ Exhibitors | 250+ Delegates

 5000+ Business & Trade Visitors

 Networking with CEO's and B2B Meetings

 International Pavilions

Publication Partner



For details, contact : T : +91 44 42444555 | M : +91 99402 34408 | E : kazha.vendhan@ciil.in | W : www.ciislexpo.in



# Mitigating solutions for business



To ease business, an integrated model initiated by Gati enables consolidated operations to be intertwined with a single vendor, shares **Mandar Babre**, Chief Business Development Officer, Gati.



CT Bureau

## Kindly tell us the USP of Gati.

Globally, businesses are returning to a more customer-centric business model. Industry supply chain is now focused on the end-customer, while organisations need a comprehensive end-to-end strategy with complete visibility.

Gati, being a leading brand, has gained expertise in supporting its client from sourcing of product, managing forecasting and procurement, import/export, primary transportation, quality warehousing to last mile delivery.

The pro-logistics solutions offered by Gati spans more than 99 per cent of districts in India and encompasses largest multi-modal connectivity comprising

surface, air, and rail. Further boosting the logistics management, the company has over 500 plus pick-up points in India and Asia Pacific.

## Enumerate the key functions.

The company processes the costs by using six sigma lean and other process optimisation tools to enable customers drive the year-over-year costs down. The ERP system provides real-time visibility to ensure on-time delivery. It supports to streamline order management by performing collaborative planning and forecast meet with supplier, sharing demand information, while assuring optimisation of inventory management as well as availability of inventory for

dispatch orders. Robust demand planning and lead time management helps minimise logistics costs. It can also reduce the amount of air shipments from low-cost suppliers.

## What are the integrated services offered to the customers?

Gati performs end-to-end service right from order management, warehousing, vendor identification for procurement, and coordinating with customers for order consolidation, placing orders with vendor, inventory planning and managing the health and safety standards of warehouse and inventory ownership.

## Through the design model, Gati offers:

- A single point of contact to procure stabilisation of delivery patterns, process resulting in reduced manpower requirement and ease of operations
- Bulk orders will be based on MOQ, resulting in discounts
- Streamlined inventory holding at warehouse locations, assuring fixed delivery lead times
- Larger order lots resulting in lower number of orders as single vendor
- Single Cost: There is a fixed Supply Chain Service Fee (Warehousing, Trading & Distribution) ↴



The pro-logistics solutions offered by Gati spans more than 99 per cent of districts in India and encompasses largest multi-modal connectivity







## Infrastructure & Advantages

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



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

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

✉ jwccfs@jwcllogic.com

✉ krutijobanputra@jwcllogic.com

✉ jignesh@jwcllogic.com

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



# Merriment & revelry with WISTA

Women's International Shipping and Trading Association (WISTA) Singapore recently celebrated its 20<sup>th</sup> anniversary at its 'Unlocking Asia' conference. Many industry veterans marked their presence.



## Shalimar Warehousing Corporation

Total Warehousing Solution Provider

### Delivering Warehousing Solutions Since 1986

Shalimar Warehousing Corporation is an eminent & Trusted Warehousing, C&F agents, Consignment agents services providers. We have delivered customer satisfaction to a wide range of Corporates & Govt. NavRatna Companies as our valued clients. Our Warehouses have high standard of aesthetics, security, maintenance and space utilisation.

#### Services

- Warehousing
- Consignment Agents & C & F agents
- 3PL / Storage Cum Management Services
- Construction and Consultancy Services

#### Our Capabilities

We, with our business knowledge and expertise are capable of getting started the Consignment / C & F agency across India within 30-45 days on receipt of Expression of Interest from Client.

- Shalimar Warehousing Corporation is handling around 3,00,000 M.T. of Materials Per Annum.
- We provide warehouses ranging from 5,000 sq. ft. to 1,00,000 sq. ft. depending on client's requirements.

#### Our Presence

Mumbai, Tarapur, Panvel, Nagpur, Nashik, Raipur, Silvassa, Vadodara, Nadiad & we are steadily expanding to other parts of the country.



Mumbai Off.: A-204 Second Floor, Knox Plaza, Near Grand Hometel Hotel, Mindspace, Malad (W), Mumbai-400064, Maharashtra.  
Tel: 022-42951599, 022-28724981, Email: info@shalimarwarehousing.in, Website: www.shalimarwarehousing.in





THERE IS A  
THIN LINE  
BETWEEN HEALTHCARE  
AND EDIBLE NEEDS!



## Infrastructure & Advantages

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

CargoTalk/June-2018



Temperature Control Handling Area



Freezer\Chiller Chamber



Services

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

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

☎ +91 22 66280700-98 ☎ +91 22 66280781

✉ [raaj@jwllogic.com](mailto:raaj@jwllogic.com) ✉ [vaman@jwllogic.com](mailto:vaman@jwllogic.com)

✉ [cs@jwllogic.com](mailto:cs@jwllogic.com)

# FIEO focuses on analytics, digitisation

The Federation of Indian Export Organisations (FIEO) has partnered with multiple companies to support digitisation and is working with multiple states to guide them in terms of exports through data analytics.



Hazel Jain

The Federation of Indian Export Organisations (FIEO) is putting its money where its mouth is. In a move that indicates its commitment to technology, the association has partnered with companies that are fundamentally driven by technology.



**Khalid Khan**  
Chairman  
FIEO - Western Region



**Dr Ajay Sahai**  
DG and CEO  
FIEO

“

Cogoport can help small and big exporters. Export will survive only when it is competitive and has a friendly eco-system

”

“

The bottom line is to provide an option to the exporter who can opt for competitive costing for logistics costs

”

After tying up with PayPal recently, FIEO has now signed an MoU with Cogoport for its new portal.

**Khalid Khan**, Chairman, FIEO - Western Region, says, “Cogoport can help small and big exporters, specially from small towns who can’t reach the shipping lines to find the right solution for logistics with the best prices.”

FIEO has also signed MoUs with multiple states of India. Khan says, “Our recent focus has been on analytics and digitalisation. As part of analytics, we have tied up with various state governments. We are doing data analysis and developing an export strategy for them.” FIEO did this for five states last year. In 2018-19, it has undertaken studies for six states where they want the association to do an analysis on how they can be promoted.” **Dr Ajay Sahai**, DG and CEO, FIEO, adds, “With a focus on digitisation, we have signed a couple of MoUs in the last 30 days.”

He added that FIEO’s vision is to provide new and quality value-added services to members. “The bottom line is to provide an option to the exporter who can opt for competitive costing for logistics costs. The focus of this government has been on logistics. In fact, we now have a department for logistics for the first time in the country which

looks after all aspect of logistics – whether its road, railway or warehousing, aviation and this is across segments. This will also be accompanied by the initiative taken on GST – which will make India truly a single market,” Dr Sahai said, adding that once all inter-state borders are put on the electronic mode, it will revolutionise road transport in the country.

## Why Cogoport?

One of the features FIEO liked about Cogoport portal is them charging for freight in foreign currency. “We have seen that and this is one of the grievances of the export sector, that most of the shipping companies are charging freight in Indian rupees and when they are converting it, the conversion cost is roughly ~ 100-150 more than the exchange rate. So I think that this in itself will provide around two to three per cent cost advantage,” Sahai added.

## Fund to subsidise exporters

FIEO has requested the ministry to sanction a fund for the exporters. Khan says, “Export will survive only when it is competitive and has a friendly eco-system.” Khan added that while the GST refund issue is getting sorted, there are typical cases which need to be addressed. 🇮🇳



# Masters Logistics Solutions

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

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



Winner of  
**india cargo awards**  
North & East  
for being  
Emerging  
Sea Freight Forwarding Company



Winner of  
**india cargo awards**  
North & East  
for being  
Best Customs House Agent  
Sea



#### FREIGHT FORWARDING

- Air Freight
- Ocean Freight
- Road / Rail Freight

#### SPECIALIZED SERVICES

- Baggage
- Chemicals
- Project Logistics

#### LOGISTICS

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

At your assistance for happy associations:

Plot No 354, Sector 2C, Vasundhara, Ghaziabad (U.P.) - 201012

Tel: +91 - 120 - 4282930 | Mob: +91 - 9811194554, 9810294554, 9810994554

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

#### OUR OFFICE BRANCHES:

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

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

# India takes flight with airfreight

Our esteemed award winners of the sector share their views on how the Indian airfreight market is currently on a par with international standards and how it can be made a business destination.



CT Bureau



## ► Fastest Growing Freight Forwarder - Air (North & East 2017): **Cargo Partner Logistics India** Still, a long way to go

**Ravinder Katyal**, Director - Air Cargo & Head of Co-load Indian Subcontinent, Cargo Partner Logistics India, believes, "We need to build airfreight corridors and transshipment hubs and road infrastructure. Young talent need to be attracted for air cargo, usage of more IT solutions handling, specially for 3PL and 4PL businesses. We also need to start looking into more bonded facilities/cargo village concepts for building pallets specially at freight forwarders facilities."

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

### Lowered trade barriers

Presenting airfreight forwarding perspective, **Vineet Chadha**, Managing Director, Combined Logistics Solutions, shares, "The increasing imports and exports between nations have lowered the trade barriers because of the relaxation of government trade policies. This has resulted in an increased demand for freight forwarding services for the existing vendors globally."



## ► Best Air Freight Forwarding Company (North & East 2017): **Rahat Continental**

### Need of logistics support

**Rahat Sachdeva**, Vice President, Rahat Continental, opines, "The logistics sector in India remains mired in several complexities which could hold it back. Looking at all these factors and in the era of globalisation, Indian products will lose the competitive edge if not backed by efficient logistics support. Average logistics cost in India is high at 13-14 per cent of GDP compared with 7-8 per cent in developed countries."

## EUROPE

# TLX Cargo launches first PCM cargo cover

A British team of scientists at TLX Cargo have unveiled world's first Cargo Cover/Thermal blanket that encompasses Phase Change Material (PCM) into its structure. The invention aims to solve the issue of hot lane

temperature excursions on the tarmac. TLX PCM cargo covers combine an outer surface that reflects 97 per cent of thermal radiation over the measured spectral range with TLX PCM Fibre-Flex technology within

the structure of the cover, that remains flexible even when frozen and can be moulded around corners, whilst being thin, light and easy to handle. In its liquid state the PCM fibre will hold the PCM in any orientation, which

means TLX Fibre Flex can be used for walls as well as the top of the cargo cover.

**Thomas Hunt**, Sales Director, says: "It's a game-changer in the temperature controlled logistics sector."





# **CENTRAL RAILSIDE WAREHOUSE COMPANY LIMITED**

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

(An ISO 9001 : 2008 Certified Co.)

The Growth of a nation  
needs someone whose presence  
is everywhere.

## **CRWC keeps the trust.**

Incorporated in 2007, CRWC now stretches across the length and breadth of the country offering the logistics services to its diverse group of clients, through rail link terminals.

And it's the meticulous manner of our growth that has kept pace with nation's growth, by providing logistics support by integrating rail/road movement. Growth in value added services in a seamless supply chain system under a unified single stop solution to attain its avowed Corporate Objective of planning, developing & providing cost effective services and upgrade logistics skills to keep pace with the demand of the trade and its valued customers. Alongwith nation's lifeline Indian Railways, CRWC provides Integrated Logistics Solutions for nation's growth.

- **Railside Warehouses**
- **Cold-Chain Warehouses**
- **Logistics Hubs**
- **Integrated Logistics Solutions**



### **Provides Integrated Logistics Solutions**

Ground Floor, Pragati Maidan Metro Station Building, New Delhi-110002

Ph: 011-23480120, Fax: 011-23379434 • Website : [www.crw.com](http://www.crw.com) • E-Mail: [execc@crwc.in](mailto:execc@crwc.in), [contact@crwc.in](mailto:contact@crwc.in)



# FWC 2018

## roadshow in Delhi

Delhi Customs Clearing Agents Association (DCCAA) hosted a roadshow in Delhi to promote 'FIATA World Congress 2018 (FWC-2018)'. FWC-2018 is scheduled to take place from September 26-29 at Pullman & Novotel New Delhi Aerocity.







"He lives most life whoever breathes most air".

Elizabeth Barrett Browning

## Delivering service excellence...worldwide.

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

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



ISOQAR  
REGISTERED  
Cert No. 10724  
ISO 9001:2008

**Jeena**  
Estd 1900  
Delivering Service Excellence

### Jeena & Co.

Elphinstone Building, 10, Veer Nariman Road, Fort, Mumbai - 400 001, INDIA.

Tel.: +91 (22) 2204 2032 / 4230 4100, Email : [info@jeena.co.in](mailto:info@jeena.co.in)

#### Branches :

Delhi | Chennai | Kolkatta | Bangaluru | Agra | Ahmedabad | Baroda  
Chandigarh | Cochin | Hyderabad | Jaipur | Kanpur | Ludhiana | Pune

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



# 44<sup>th</sup> ACAAI Convention flies high

The 44<sup>th</sup> annual Convention of The Air Cargo Agents Association of India (ACAAI), which was recently held at Abu Dhabi, had active participation from many industry experts under one roof.



Shehara Rizly from Abu Dhabi

The inaugural session was graced by **Smita Pant**, Deputy Chief of Mission, Embassy of India in Abu Dhabi, **Yusuff Ali MA**, Chairman & MD, Lulu Group International & Director Board Member, Abu Dhabi Chamber of Commerce & Industry and **M. Kannan**, Head-Regulatory Economics, Nathan Economic Consulting India. The theme of the Convention was 'AirBorne Cargo Delivering Excellence'. Along with the dignitaries, **T.A. Varghese**, President, ACAAI; **Anil Vazirani**, Chairman, Convention 2018 and the other office bearers as well as a large number of convention delegates were also present.



India is amongst the leading five fastest-growing economies globally and the third largest economy for purchasing power parity



In her address, Pant said, "UAE is the third largest trade partner for India, after US and China, and is all set to achieve the target of 100 billion." In his address, Vazirani stated, "We have every potential to be the world leaders with a rapidly growing and vibrant economy. It is apt to identify the supremacy of the cargo industry through air mode as one of the factors of progress, hence the theme – 'Air Borne Cargo Delivering Excellence' is to remind that India is one of the top three international investment destinations."

of purchasing power parity. This, in turn, will lead to global economic growth."

Discussing how movement of cargo has changed over the years and how it has developed in the region, Ali M.A said, "Today, connectivity has become extremely easy. At Lulu Hypermarket, we are able to sell fresh products from all over the world and this has become possible only through the efficient air cargo movements around the world. India is on its way to becoming one of the world's largest economic powers."

With some crucial statistics, Kannan, added, "The UN report of 2018 states that there has been a significant acceleration of 13 per cent in global economic growth in 2017; the highest recorded since 2011. It is expected to remain steady for 2018. Economies of developing nations continue to remain the key drivers of global growth." 🌱

## ACAAI convention necessary for trade

**Shailender Anand**, MD, India and Director Dubai, Pronk Multiservice, on the sidelines of the 44<sup>th</sup> ACAAI convention opined on the importance of the event for the cargo trade. "It is a known fact that the industry is undergoing a lot of challenges. It is not because there is no business, but due to infrastructure gaps that are prevalent. In most countries, the trend foreseen is that the private sector has a role to play to cement crucial hiccups. Even the government is taking a look and things are opening up holistically. There are private cargo terminals, private sector organisations which are bridging the gap and easing out the operation of the terminals. Therefore, it is imperative that such forums should happen where industry veterans and organisations culminate and give solutions needed by the trade desperately. I felt the sessions were fruitful and look forward to more such platforms in future," he said.







## Profits melt quickly when your supply chain overheats.

Agility helps you manage transportation, warehousing and distribution so your supply chain operates more efficiently. We can speed up inventory turnover, improve visibility and lower your costs. Discover how connecting your business to the right systems, tools and people can transform your supply chain from headache to competitive advantage without overheating.

**Logistics to connect your world**



[www.agility.com/warehousing](http://www.agility.com/warehousing)



# ACAAI 2018: Successful gathering

44th annual Convention of The Air Cargo Agents Association of India (ACAAI), recently-held at Abu Dhabi, saw a conglomeration of industry veterans gathered for fruitful sessions.







# SealAIR

**SealAir is an International Freight Forwarding Company offering multimodal services to meet your business needs**

## Our Service

- Air Freight
- Customs House Agent
- Sea Freight
- Road Transport
- Express Door to Door
- Warehousing (Export - Import)



**SEALAIR FREIGHTERS INTERNATIONAL PVT. LTD.**

Khasra No: 819, Block K-2, Vasant Kunj Road, Mahipalpur, New Delhi - 110037  
Tel: 011-26784102 | E-mail: info@sealair.in | Web: www.sealair.in

## DP World & Virgin Hyperloop One provide seamless delivery of palletised cargo

DP World Cargospeed, a new global company created through a partnership between global trade enabler DP World and Virgin Hyperloop One, aims to provide hyperloop-enabled cargo systems to support the fast, sustainable and efficient delivery of palletised cargo.

The first initiative-of-its-kind in the world, both the companies have introduced their vision for the future of on-demand freight transportation enabled by DP World Cargospeed at an event hosted by **Sultan Ahmed Bin Sulayem**, Chairman and CEO, DP World Group and **Sir Richard Branson**, Founder, Virgin Group and Virgin Hyperloop One Chairman, at the historic vessel Queen Elizabeth 2. Sulayem, said, "We have made a significant investment in Virgin Hyperloop One because we see the need for a hyperloop-enabled cargo network to support rapid, on-demand deliveries globally." Branson said, "DP World Cargospeed systems powered by Virgin Hyperloop One will enable ultra-fast, on-demand deliveries of high-priority goods and can revolutionise logistics, support economic zones, and create thriving economic mega regions."



## Kuehne + Nagel launches KN SwiftLOG for e-fulfilment centres

Kuehne + Nagel has launched its new global warehouse management system (WMS) KN SwiftLOG. The scalable platform has a global reach and is powered by market-leading JDA Warehouse Management. **Gianfranco Sgro**, Member – Managing Board, Kuehne + Nagel International AG, says, "Our customers will benefit from a state-of-the-art platform in the market, which is currently the most important single investment in contract logistics at Kuehne + Nagel." KN SwiftLOG will become the global standard of Kuehne + Nagel, upgrading more than 400 fulfilment centres across the world.



## Safmarine to ship 80 Cryogenic tanks to the US

Safmarine will be delivering 80 Cryogenic tanks for Cryolor Asia Pacific from India to Charleston, USA, by December 2018. The company will be working on a behemoth project for Cryolor Asia Pacific. Low availability of low bed trucks along with the height of rail over bridges has been a constant challenge in the smooth flow of OOG shipments via the Kattupalli port in Chennai. To overcome this, Safmarine undertook a feasibility study to determine the best possible route to facilitate smooth flow of the OOG shipment. Safmarine also sourced requisite low bed trucks for this movement. On an average shipment takes 36 days from Chennai to Charleston, however, with this project Safmarine has cut that period by four days' time saving on cost and time. **Bimal Kanal**, Managing Director, Safmarine India, said, "With an advantageous shorter transit time our customers can look forward to new levels of improvement in their entire supply chain."



**Bimal Kanal**  
MD, Safmarine India



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



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

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

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



41A, AJC Bose Road, Kolkata- 700017, Tel.: 91 33 22640046, Email: [mailus@innovativelogistics.in](mailto:mailus@innovativelogistics.in), [www.innovativelogistics.in](http://www.innovativelogistics.in)

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

# Technology:

## A 'crate' of opportunities

Samir Lambay, Co-Founder and Director, Freightcrate Technologies, gives us an insight on the revolution of technology that has helped elevate the logistics and supply chain sector.

Driven by exponential demands and digitally empowered consumers, online marketplaces today have given a new meaning and power to supply chain logistics, especially by transforming air and sea freight forwarding processes. It has become vital for businesses to incorporate efficient internal logistics planning, and obtain the right mix of service providers that specialise in different transport modes and regions, and effective technological support to reduce work load and improve communication flow.

**Listed here are some key factors for an efficient and robust supply chain:**

### Informed Choices

Customers need to determine the most economical and suitable carrier (airline/shipping line), agent and service level, to ensure the shipment reaches on time. When making these decisions, clients often get access to only few carrier options, and approximate transit times but not to departure schedules and market information such as peak season congestion issues, such as comparing price and service levels across multiple carriers, and considering aspects like transportation conditions (especially for fragile and perishable goods), delivery schedules and market conditions, is imperative to make an informed decision.

### Rate Procurement

Once the mode, service level and carrier are finalised, procuring a cost effective rate is the next step. Often businesses have to deal with multiple freight forwarders to get the best air or sea freight quotes and rates for local transportation, customs and other services. Online logistic marketplaces can help eliminate these errors, limit hidden charges and offer consolidated door-to-door rates on a single platform.

### Order Management

Timely and regular updates of the shipment is a major factor impacting businesses.

### Forecasting

Technology enabled digital marketplaces and online freight forwarders enable accurate recording and analysis of this data through a single dashboard, highlighting multiple variables. The dashboard also provides valuable insights into past errors or possible areas of improvement, based on the information collected over a period of time, thus ensuring consistent evolution towards an efficient logistic system.

### Consolidation

Frequent and un-planned shipments can prove expensive, especially for businesses operating in price sensitive markets. Consolidation can help reduce shipment costs through bulk volume

discounts, help cut down on other ancillary charges like customs fee and documentation charges and facilitate better order management and timely delivery.

### End-to End logistics service provider

Online marketplaces for logistics are organising the planning process by providing consolidated inputs that factor in these minor but significant nuances, when offering initial comparative information on transit time, air and sea freight quotes, recommended carriers and mode of transportation. Also, they are functioning as an end-to-end logistics service provider, whereby, all information and documentation is managed through a centralised order management dashboard and a single point of contact. This ensures that all shipping instructions are correctly implemented and customs delays are avoided.

### Way forward

Through a digital marketplace, all stakeholders – from importers, exporters, freight forwarders, shipping lines, airlines and logistics service providers can offer cost effective, transparent and consolidated solutions to modern business, thereby accelerating growth of all stakeholders involved.

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



“It has become vital for businesses to incorporate efficient internal logistics planning”





# Recognising the **Best** of the best

## INDIA CARGO AWARDS WEST & SOUTH

10<sup>th</sup> September 2018 at Hotel Express Inn, Nashik

For further details, please contact: [yogita.bhurani@ddppl.com](mailto:yogita.bhurani@ddppl.com)

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

#CargoKings #ICA2018

With **Recognition** comes **Respect**



Supported by

Ministry of Civil Aviation  
Government of India



Hospitality Partner



Endorsed by





## JUNE 2018

## ► Domestic

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

## ► International

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

## JULY 2018

## ► Domestic

CII Shipping & Logistics India	Chennai	13-15
--------------------------------	---------	-------

## ► International

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

## AUGUST 2018

## ► International

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

## SEPTEMBER 2018

## ► Domestic

FIATA 2018	New Delhi	26-29
------------	-----------	-------

## ► International

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

## OCTOBER 2018

## ► International

Transport & Logistics NRW 2018	Duisburg, Germany	10-11
29th International Air Cargo Forum & Exhibition 2018	Toronto	16-18

## Now, book trucks online with Celebi

Celebi recently rolled out CargoCEL Truck app for online booking of bonded and non-bonded trucking services. This user-friendly interface not only provides instant online booking and confirmation but also offers real-time visibility of the shipment. It is a comprehensive call free solution which manages bookings through dashboard. The app has features like track and trace, first mile and last mile services, SMS and email alerts and online transaction through payment gateway. The app can book truck for pan India destinations with economic transit cost.



**Ramesh Mamidala**, DDP Game Changer 2016 & CEO, Celebi Delhi Cargo Terminal Management India, said, "Our customers can now book online the bonded and non-bonded trucks for their cargo by logging on to [www.cargoceltruck.in](http://www.cargoceltruck.in). This app will facilitate customers to smartly organise their bookings, save cost, real-time visibility and in future pay online too." Mamidala adds, "Currently, Celebi is operating bonded trucks from Kanpur and Ludhiana. We plan to increase it to 10 stations by end of this year."

**Sanjiv Edward**, DDP Trailblazer 2015 & CCO, DIAL, said, "The initiative of Celebi to consolidate customers on a single platform for a reliable bonded / non-bonded booking for trucks is highly appreciated and DIAL will fully support to make it a success."



**Akash Bansal**, DDP Game Changer 2017 & Executive Director, Om Logistics, said, "We are long-term partners with Celebi for any trucking requirements and are willing to provide a customised solution to make it a value proposition for all stakeholders in business."

## DHL Express opens first service center in Uttarakhand

DHL Express has unveiled its first service center in Uttarakhand. The new 3,500 sqft facility will place the company at the forefront of customers across the emerging industrial regions of Roorkee and Haridwar. **RS Subramanian**, Country Manager, DHL Express India, & ICA winner 2017, said, "The new facility will give an impetus to international trade from the region and help importers and exporters to successfully grow their businesses further." Strategically located near Dehradun Road, the service center provides connectivity to the main state highway and offers direct link from Roorkee to Haridwar, in addition to serving multiple pin codes beyond the city limits of Roorkee.





# A WORLDWIDE LEADER IN DOOR & DOCK SOLUTIONS



## GLOBALLY RENOWNED TOTAL DOOR SOLUTION PROVIDER

Metaflex India with its state-of-the-art manufacturing unit in Greater Noida (U.P) is the largest producer of the highest quality of insulated doors and dock solutions. We are proud to be the pioneer in bringing the world class Dutch & German technology into the Indian market.

### Our Product Range

- Cold storage door • Medical , Pharmaceutical and clean room doors • Ripening and Controlled atmosphere doors • Overhead /sectional doors
- High Speed Doors • Dock Levellers • Dock Shelters • Fire Rated Doors



Metaflex Doors India Pvt. Ltd.  
8A, Part I & II, Udyog Vihar, Greater Noida (U.P) 201306  
Phone: +91-120-4751000. Fax: +91-120-4751026.  
Toll Free Number: 1800-1020-276. Web: [www.metaflexdoors.in](http://www.metaflexdoors.in)



OPEN TO THE WORLD CLOSE TO YOU

# movements



## ★Schenker India

New Delhi

Schenker India has appointed **Vishal Sharma** as the new Chief Executive Officer – India and the Indian sub-continent. Sharma would be reporting to Ditlev Blicher, Chief Executive Officer, DB Schenker in APAC. With over 17 years of experience with Maersk, Sharma held various strategic leadership roles in Europe & Asia and is also well versed in the 3PL and SCM industry, where he was Area CEO for India, Bangladesh & Sri Lanka of a 3PL. He also has entrepreneurial experience in start-ups and business incubation. Sharma holds an MBA from Chicago Booth, and has a strong interest in technology solutions in fields such as analytics and SaaS.



## ★Apollo LogiSolutions

India-International

Apollo LogiSolutions (ALS) has announced the appointment of **Samarnath Jha** as its new Chief Executive Officer (CEO) and Director on the Board. Jha, with close to two decades of rich experience in the logistics industry, will spearhead the company's operations in India and International markets. The appointment came into effect from April 2, 2018 and is in line with the view of the company's aggressive plans for future. Jha's focus will be to build the ALS brand as the preferred choice for our customers. He has held several distinguished leadership positions such as CEO India & Board Member, Asia Pacific at DHL Logistics; MD & Executive Board member, Asia Pacific at CEVA.



## ★UPS

Dubai

UPS has appointed **Jean-Francois Condamine** as the President of Growth and Emerging Markets. As part of his new role, Condamine will remain in Dubai to oversee expansion and enhancement of the company's market reach and global capabilities to better serve customers doing business in emerging and developing markets. Condamine has served as president of ISMEA district since its creation in 2013. During his tenure, he successfully capitalised on UPS's investments in its network, technology and partnerships to continuously increase UPS's footprint.



## ★UPS

ISMEA

**Rami Suleiman** has been named President of ISMEA for UPS to oversee market opportunities in the district that represents more than 70 high growth markets for the company. Suleiman joined UPS in 1992 as an Analyst in Treasury and Cash Management in Atlanta, USA, and since then continued expanding his expertise across the business in various roles that involved him relocating to Los Angeles, USA, followed by London, UK, until he accepted the position of Vice President of Finance and Strategy in 2013, a role based in Dubai, UAE.

## TALKing People



Defining her piece of respite, **Sakshi Gupta**, Country Manager - India, Air Logistics Group, says, "The whirlpool of work gets us so hooked on spiders in a web that I enjoy my moments called 'Nothingness'

where I cease to do anything and bask in my space of solace." Sharing her love towards food, Gupta says, "I am a total foodie, so global fusion is appetising to me." Her favourite sport is Swimming. Talking about her vacation spots, Gupta says, "Holiday means friends and family to me. It brings happiness to me."



**Sanjeev K. Elwadhi**, Managing Director, Ritco Logistics, when not in work mode, prefers to unwind by catching up on technology. When asked about his favourite sport, Elwadhi says that he prefers Cricket. On

his love for food, he informs that he loves bingeing on Thai cuisine. Being on a vacation is something that every working professional looks forward to, and so does Elwadhi. He says he considers Phuket as his favourite vacation spot. He further adds that among his most memorable holiday, he would give points to his recent trip to Greece.



**Sanjam Sahi**, Director, Sitara Shipping, loves spending time with her 10-year old son. "My son is a good musician and I spend most of my time in listening to his music," she says. She is also an avid reader, and

unwinds herself through reading as well. "I like to walk or run; that makes me fit," says Sahi. Being a big fan of Roger Federer, Sahi is fond of Tennis. She is adventurous with food and likes to experiment. Her favourite cuisine is Italian. "Since I have sweet tooth, I love chocolates and sweets," she tells. "My most memorable holiday was to the US with family," she adds.

*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*



# Global Leader in Loading Dock Equipment and HVLS Fans

## KELLEY



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

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

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

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

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

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

North : Chandra Mohan Suhag +91-9899118241  
East : Kishanu Banerjee +91-9899118243  
West : Bhushan Rewatkar +91-9899118242  
South : Arun Hagaragi +91-9899118244

[support@kelleyindia.com](mailto:support@kelleyindia.com)

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







TVS Logistics Services Limited

# Integrated Supply Chain Solutions



TVS Logistics Services is an Indian MNC and the partner of choice for customers from across sectors for integrated supply chain solutions. With innovative solutions and robust technology, we overcome supply chain bottlenecks, deliver value for our customers and build enduring relationships the world over.

Master Data Management

Inventory Management

Freight Forwarding

End to End Transportation

Material Handling & Management

Packaging Solutions

Global Strategic Purchasing

In-plant & Finished Goods Warehousing

Aftermarket Support

100 year TVS Legacy



Serving 50 Countries



Multi-Sector Expertise



No. 1 in Auto Logistics in India

