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- 56 new airports in the pipeline.....03
- ACAAI looks ahead to airfreight growth.....10
- Business of cross-border e-commerce.....18



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India-UAE air cargo soars

India is set to become the third largest aviation market by 2020, while the United Arab of Emirates (UAE) is on its way to become the third largest international market in the world by 2018. **CARGOTALK** explores the India-UAE air cargo opportunities.



Kalpana Lohumi

According to the International Air Transport Association (IATA) Airline Industry Forecast 2014-2018, UAE will have the third largest international air cargo market in the world by 2018. The forecast states that the UAE will see freight totalling nearly five million tonnes in 2018, behind only the United States (10,054,000 tonnes) and China (5,639,000). Its market will be bigger than Germany (4,763,000), Hong Kong (4,648,000), Republic of Korea (3,487,000), Japan (3,480,000), the United Kingdom (2,808,000), Chinese Taipei (2,350,000) and India (2,223,000), the figures showed. **CARGOTALK**



explores on the possibility how Indian air cargo industry will be benefitted with this growth.

"The Export Genius report on India-UAE bilateral trade shows that India's total

imports from UAE amounted to US \$17,593 million and India's exports to UAE amounted to US \$23,347 million from January to September 2017. And so, bilateral trade value between both the countries stood at

US \$40,940 million in the said period. The United Arab Emirates is the 10th largest investor in India in terms of FDI (Foreign Direct Investment)," adds **Bharat J Thakkar**, Past President and Permanent Member - Board

of Adviser, ACAAI and Co-Founder & Joint Managing Director, Zeus Air Services.

"India is UAE's primary trade partner, accounting for about 9.8 per cent of its total non-oil trade. It is

also the largest importer of products from the UAE, buying about 14.9 per cent of the country's total exports and about 8.7 per cent of its re-exports. The country ranks second among countries that import products from the UAE, which accounted US \$11255 million value. Economists are even expecting that the trade between India and the UAE is likely to hit US \$100 billion by 2020," he explains.

On the other hand, **Jaideep Raha**, Managing Director, Jetex Oceanair, states, "I don't really term UAE as the third largest market in real term. It is a trading nation and provides flexible transshipment facilities with

Contd. on page 6 ▶



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56 new airports in the pipeline

The 56 new airports will become functional in the next couple of years with an aim to connect trade, informed **Suresh Prabhu**, Union Minister for Commerce & Industry and Civil Aviation, at the Global Logistics Summit in Delhi recently.



“Efficient logistics is critical for countries like India to harness trade and facilitate greater and faster integration with both the domestic as well as world economy. Keeping this in mind 56 new airports will become functional in the next few years,” said **Suresh Prabhu**, Union Minister for Commerce & Industry and Civil Aviation, at the Global Logistics Summit.

The minister further said that by bringing all the stakeholders together it will create the right platform to improve logistics and con-

nectivity which are vital for increasing intra-state and international trade flows.

Indian logistics industry is estimated at around US \$215 billion in 2019-20, growing at over 10 per cent annually. In the last decade or so, significant improvements in Railways, Roads, Highways, Inland

“**Indian logistics industry is estimated at around US \$215 billion in 2019-20**”



Suresh Prabhu, Union Minister for Commerce & Industry and Civil Aviation, at the Global Logistics Summit

Waterways, Aviation, Ports and Coastal Shipping have taken place. India has improved its ranking in the Logistics Performance In-

dex (prepared by the World Bank) from 54 in 2014 to 35 in 2016. To keep up with the growth in demand for logistics services, it is im-

portant to develop a consistent approach to logistics across infrastructure, services and different modes of transportation. ✈

ACAAI ER elected office bearers

Air Cargo Agents Association of India (ACAAI) Eastern Region (ER) held its regional meeting to elect new office bearer and a separate team to represent ACAAI ER in the monthly Cargo Facilitation Committees of the Airports Authority of India (CAFAC) meeting. The new office bearers are, **Jaideep Raha**, Regional Chairman, **Amit Koley**, Secretary, **Subir Das** as Jt. Secretary and **Seemah Daga** as Treasurer.

The CAFAC team was represented by Neha Tandon, Samir Bose, Partha Dutta and Soumydeep Dutta. ACAAI ER will also have few more sub-committee to represent in other various significant forums. The meeting was attended by AAICLAS officials, airlines and CCHA President. Many important matters, such as, customs related issues, airport infrastructure CCI and ACAAI updates and thought on arbitration and IIAC court details, were also deliberated in the meeting.

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Charting efficacy in the cargo industry

Understanding the importance of connecting efficient logistics to the trade, the government has announced 56 new airports to become functional in the next few years.

The government has also decided to come up with a new air cargo policy for growth in air cargo market. An ICRA report has also focussed on improving air connectivity across small airports in the country, as growth in GDP is expected to result in a surge in the air cargo traffic.

In a positive move, there was another government initiative implemented from April 1, the introduction of e-way bill under GST, this is aimed to reduce logistics costs. The industry seems to be optimistic about this and expects the process to be smooth and successful.

Air Cargo Agents Association of India, one of the prominent associations of the country, has scheduled its annual convention in Abu Dhabi from May 3-5, this year with a focus on delivering excellence to airborne cargo.

CARGOTALK, in the cover story, has also explored the air cargo opportunities between India and UAE. Not only the pharma sector, but the International Air Transport Association (IATA) has extended CEIV certification to live animals. This is another feather on the cap for the cargo industry.

However, it's not only the government but also the industry which is making a mark for enabling efficient processing. Realising the importance of digitisation and automation in the cargo, the industry is holding sessions to explain stakeholders why they should invest into this.

Knowing the difficulties and roadblocks, the sector is not sitting quiet but drafting measures to deal with and when the government support is required, the associations are quick to communicate it to the necessary authorities.

15 years ago

Through this segment we showcase the trends that were mentioned in our edition 15 years ago, and what is the current scenario.

THEN:

May-June 2003 edition

- ◆ A comprehensive study of Indian express industry and a deep market study, conducted by ORG-Marg Research reveals that the size of the express industry is expected to grow to about 35 per cent by 2002-03.
- ◆ According to report, there are over 2500 express companies in India. Out of these, only 20 companies which form the organised sector, control 64 per cent of the market in terms of revenues.
- ◆ The total volume carried by the express industry during 1997-98 was over 155,000 metric tonnes, translating to 260 million consignments.
- ◆ In terms of revenues, the Indian express industry is expected to achieve a growth rate of 20 per cent per annum over the next five years.

NOW:

Current scenario

- ◆ According to Express Industry Report 2018, India has one of the fastest growing express industry with less than two per cent of the global market size. Between 2012 and 2017, the industry showed significant growth of close to 15 per cent CAGR to reach US \$3.4 billion (₹ 22,000 crore).
- ◆ The Indian express industry is currently fragmented with more than 1,000 active players. The key players include - the large scale domestic players, Indian entities of the leading global players as well as the express arm of the government postal service, express arms of e-retailing companies and recently emerging start-ups specialising in e-commerce deliveries. The industry is expected to grow at a CAGR of 17 per cent for the next five years.



Amit Budhiraja
Director, Utopia Freight
Logistics

Need is to groom logistics players

- ◆ Amit Budhiraja, Director, Utopia Freight Logistics, in the Opinion segment of the May-June 2003 issue of CARGOTALK, spoke about wishes and requirements of a global customer, who is using India as a sourcing hub.
- ◆ The requirements of a global customer can only be successfully met if Indian logistics companies understand their present facilities in various locations internationally.
- ◆ We need to ensure that logistics professionals acquire new skills on a regular basis in order to have better insight into the trade requirements, he had stated.
- ◆ Technology is the key to success as it will be able to cater to both internal and external customers.

PAN INDIA

Policy to boost air cargo

A policy to provide thrust to the air cargo sector would be drafted soon as it will fuel the growth of the aviation sector and boost the country's economy, said Suresh Prabhu, Union Civil Aviation Minister, in adding, "We are trying to make a policy for air cargo so that the aviation market can grow, which in turn will boost the trade and economy of the country."

"The success of the aviation sector in the country was completely propelled by the participation of private players, adding that infrastructure for the movement of air cargo could be created in the same way. During night hours, when air passenger traffic was negligible,



could be used to airlift cargo. The logistics cost, speed of movement of cargo and the cost of moving them was critical for the country to succeed in the global market as well as for domestic competitiveness," he said.

"Air cargo can play a key role to transport perishable items. We are in talks with some countries for the export of fruits and vegetables," he said. The minister said that India grows almost 380 million tonnes of agricultural items

and around 400 million tonnes of horticulture produce, but 30 per cent of this perishes before it reaches the markets. "So this part that is lost can be saved and exported which will give farmers a significant rise in income," Prabhu said.



U22210DL2012PTC230432

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CARGOTALK is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, B6, 94, Sector-4, Noida, Distt.: Gautam Budh Nagar, U.P. 201301 and published at 72, Todarmal Road, New Delhi - 110 001 Tel.: +91 11 233 44179 Fax: +91 22-22070129 E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

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'Air cargo capacity needs expansion'

According to an ICRA report, Indian airports are estimated to have a combined capacity to handle 4.63 million tonnes of cargo per annum as of now – translating into utilisation of around 75 per cent.



CT Bureau

Given the expected growth in air cargo volumes in the country, the cargo handling capacity at airports would need to be upgraded by around 2.0 million tonnes over the next five years. The air cargo infrastructure in India is increasingly getting constrained by the strong

airports cargo hubs catering to the neighbouring regions. Internationally too, India has significant potential to be a transshipment hub for international cargo movement

from other countries. India needs a multi-fold approach to development of cargo infrastructure which looks as upgrading existing cargo terminals with advanced

technologies, development of new cargo terminals at airports, dedicated cargo airports, and air freight stations. High dwell time (time from cargo ar-

rival to custom clearance) leads to significant transaction costs and operating expense for the air cargo operators. One way to achieve lower dwell time

to match with international standards is air freight stations (AFS), which can help to decongest airports and offer value additions," he states.



Harsh Jagnani
Vice President and Sector Head –
Corporate Ratings, ICRA

India needs multi-fold approach to development of cargo infrastructure which looks as upgrading existing cargo terminals with advanced technologies

growth in traffic for last few years. Cargo traffic in India crossed 2.98 million tonnes in FY2017, registering 10 per cent Y-o-Y increase and reached 2.5 million tonnes over 9M FY2018 (15 per cent Y-o-Y). ICRA expects the air cargo traffic in India to grow by around 60 per cent to 4.7 million tonnes in next five years – translating into CAGR of 9.7 per cent.

As per Harsh Jagnani, Vice President and Sector Head – Corporate Ratings, ICRA, "Domestically, plans are afoot to make metro

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Trade made beneficial for India & UAE

► Contd. from page 1

multimodal transport systems to other GCC countries and Persian Gulf countries. Now, India and UAE are situated in a very strategically favourable geographically location and this is one of the biggest advantage that India has over China, Europe or US. The transit time between the two countries is very short as compared to other countries. Secondly, UAE has largest Indian expatriates; both from buyer and seller including logistics and transport intermediaries who know each other's strengths and weaknesses. The third advantage is that most of the middle Eastern carriers have maximum number of trans frequencies between UAE & India. Thus, cargo capacity is at the maximum level. Hence, with UAE developing its market more will automatically improve In-



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

India is the UAE's primary trade partner, accounting for about 9.8 per cent of its total non-oil trade. It is also the largest importer of products from the UAE



Jaideep Raha
Managing Director
Jetex Oceanair

India and UAE are situated in a very strategically favourable geographically location. The transit time between the two countries is very short



Ashish Asaf
MD-CEO
SA Consultants & Forwarders

The landmark agreement between the UAE and India will enable business to transact directly in their own currencies by eliminating the role of Dollar

dia's performance." "India ranks third among countries that export to UAE. Economic sources expect the value of trade exchanges between the UAE and India to hit \$100 billion in 2020. So, the growth in country's cargo demand can directly give a hike to India's trade, on the other hand, the government is also putting equal efforts to reap the benefits to its maximum. Comprehensive Strategic Partnership Agreement is one of the suitable examples. In fact, UAE is also India's largest trading partner and investor in the MENA region, and India is the second largest FDI investor into the UAE," explains **Ashish Asaf**, MD-CEO, SA Consultants & Forwarders.

A hope in scope

"There is a lot of scope for joint exports; both the countries have some strong sectors. There are great opportunities in joint service sectors also. From trading to steel, pharmaceuticals and service sectors, the UAE economy is a showcase of economic diversity. As the Indian economy picks up pace, it will reach \$5 trillion (Dh 18.3 trillion) in a matter of seven to eight years at today's growth rate and to make these numbers into a reality India will have to headline manufacturing and services sectors. Whereas government is also ready for a free-trade agreement with the UAE to unlock vast areas of mutual benefit and speed up foreign direct investment (FDI)," he continues.

Samir J Shah, Partner, JBS Group of Companies, feels, "The geographical location of UAE and their readiness to handle international cargo in a compliant but trusting manner will continue to make it grow as a hub for Indian exports and imports. India still has a long way to go in building volumes as well as processes for smooth transit and transshipment. Till then the UAE remains our best gateway for the North America, Europe, Africa and South America."

"The traditionally close and friendly India-UAE bilateral relationship has evolved into a significant partnership in the economic and commercial sphere. UAE air cargo market is growing due to their government's policy of extremely low taxes on re-exports, which constitutes over 47 per cent of their total exports. India is ready to take maximum benefits from this growing market and has already established diverse basket of goods that is being exported to the UAE which includes petroleum products, precious metals, stones, gems & jewellery, minerals, food items, textiles, engineering & machinery products and chemicals, etc. Most of these goods are exported to the country via air only as UAE is predominantly an air market for India. Out of total air cargo volume handled by India, approx. 20 per cent is

Contd. on page 8 ►



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Taking a leaf from UAE success book

► Contd. from page 6

for UAE lane only," enlightens **Sam Katgara**, Partner, Jeena & Co.

Opportunities aplenty

Shah believes, "With the increasing interest shown by the west in UAE, India can be a bigger provider of daily needs; marine, processed foods, perishables etc. The journey is short, and the cost of treatment is much less when the transit and stair age has to be much longer," in addition, "I see the freight forwarding industry setting up



Samir J Shah
DDP Game Changer 2017 &
Partner, JBS Group of Companies

The geographical location of UAE and their readiness to handle international cargo in a compliant but trusting manner will continue to make it grow as a hub for Indian ex-im

back offices and India could be a great back office for the freight related companies operating in the UAE."

"India's growing economy and willingness to adopt new reforms has invited major investments to India, which has led to the entry of new airline launch of new destinations by existing airlines and cargo services



Sam Katgara
DDP Trailblazer 2015 &
Partner, Jeena & Co

UAE air cargo market is growing due to their government's policy of extremely low taxes on re-exports, which constitutes over 47 per cent of their total exports

where joint multi-lateral agreement will open up the doors to many trade opportunities between the countries as both the countries are highly engaged in export and import process. Also, the landmark agreement between the UAE and India will enable business to transact directly in their own currencies by eliminating the role of middle currency 'Dollar'

and will ease air freight business," further explains Asaf.

"With India playing a vital role in the export of a variety of commodities worldwide, choosing the right mode of transportation is very essential as most of the goods exported are not only time sensitive but are also significantly higher in value terms. Having said that, just in time manufacturing coupled with global outsourcing business model has seen a push in the demand for the air cargo business in India. From the top export items of FY 2015 listed by India's Ministry of Commerce and Industry, commodities like pearls, precious and semi-precious stones, gold, drug formulations, motor vehicles and cars, cotton fabrics and readymade garments predominantly use air cargo as a medium of transportation. India's top export destinations for 2015 include the US (\$42.4 billion) followed by UAE (\$33 billion), Hong Kong (\$13.5 billion) and China (\$12 billion)," tells Thakkar.

Sharing the opportunities lying ahead, Katgara says, "India-UAE airfreight volume is growing at more than six per cent annually. The overall airfreight vol-

ume stands at 3.68 lakhs MT in 2017. Demand from industries like perishables, engineering goods and spares, electronics, leather goods, pharmaceuticals and textiles, etc. have increased substantially for export to UAE. Similarly, UAE's edible fats and oil, salt, dates and electrical machinery have huge demand in India."

Learning from UAE

"There are many things to be learnt, especially the ease of doing business, the trust environment, the easy movement between air and sea cargo, the facility creation before the volumes, the training imparted to the workforce and the usage of technology, to name a few," notifies Shah.

Explaining further, Raha adds, "The UAE airlines knows how to capture big and formidable market and they do in-depth study of their markets before investing and marketing their product virtually with sheer precise marketable pricing policies. I don't think we can learn from the UAE freight forwarding industry because it is by default a better equipped industry due to UAE's governments

business friendly and ease of doing business policies. We have much better skill to deal with various natural and statutory impediments and challenges."

"UAE air cargo communities have come this far due to many of the reasons which are yet to be adopted by others like, their usage of smart technologies. They not only select appropriate modes of carriage, but also design and implement turnkey warehousing and distribution processes based on time/cost relationships. The applications of reliable just-in-time delivery techniques, which effectively reduce the lead-times, minimise storage costs which improve cash-flow. Also, comparatively their air cargo frequencies are higher to the most economically important destinations that improve the quality of ser-

vice, such as reliability, punctuality and quality of the travel experience," advises Asaf.

Emirates followed by Etihad, Air Arabia have transformed their airports as hub's in view of Indian passenger movement and cargo. What we need in India for air logistics to transform our sector to surpass facilities at other airports is India's first air cargo hub and real cargo village away from airports and that is what we expect now at Navi Mumbai International Airport," informs Thakkar.

"Various initiatives like e-freight service by Emirates, Cargo Connect Loyalty Programme for freight forwarders by Etihad Cargo and It Forward by Aramex, taken by UAE-based airlines and freight forwarders has benefitted the entire industry," apprises Katgara.

Challenges

- ➔ Certain stringent quality controls in edible items import rules by UAE Government and Customs
- ➔ Qatar dispute
- ➔ Getting credit and resolving insolvency cases while trading with UAE

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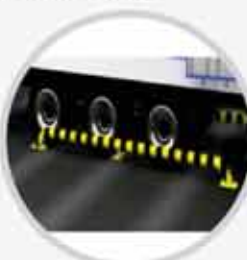
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ACAAI looks ahead to airfreight growth

Viewing a favourable scenario of the government putting considerable importance on bi-lateral trade between India & Middle East countries, **T. A. Varghese**, President, Air Cargo Agents Association of India, points out how the 2018 convention will help the airfreight industry to grow further.



CT Bureau

Q Please tell us about the journey of ACAAI so far?

ACAAI has grown and evolved in a major way during the last 48 years. Our association began with a total membership of 16 Mumbai-based air freight forwarders in June 1970 and currently it has almost 600 members in its fold, spread across all the major cities, i.e. Mumbai, New Delhi, Chennai, Kolkata, Bengaluru, Hyderabad, Ahmedabad, Trivandrum and Cochin. Our current membership includes the entire spectrum of the freight forwarding community, viz. air freight forwarders, airlines, GSAs, airport operators, custodians, etc. The evolutionary journey of ACAAI has been eventful and exciting. Our endeavours for the growth of the industry and its ease of doing business have by and large been quite successful.

Q What advantages do you foresee in selecting Abu Dhabi as the venue for ACAAI annual convention?

The government of India has placed considerable importance on enhancing the bilateral and multilateral relationships with many countries in the Middle East region. In this context, holding ACAAI convention here currently is quite appropriate. Abu Dhabi is the capital and the second most populous city of the United Arab Emirates. Its focus on exports, trade, commerce and business is reflected in the general prosperity of the country, its skyline's modern towers and mega shopping centers, infrastructure,



T. A. Varghese
President
Air Cargo Agents Association of India

The government plays the facilitator; the business rules, regulations and procedures should be made compliant and user-friendly

world-class hotels, port, airport etc.

Moreover, the choice of Abu Dhabi as the venue of the 2018 convention was done after much thought and consideration. During the last 15 years or so, we have held a number of conventions in Asia at overseas venues such as Kuala Lumpur, Bangkok, Chiang Mai, Istanbul, Hong Kong, Shanghai, Ho Chi Minh City etc. During this period, we held only one convention in the Middle East region at Dubai in 2003.

Q According to you, what kind of support is required from industry and government to bring country's air cargo industry at global level?

The key driver of the airfreight industry is imports



and exports, and the industry plays a vital role in both the activities. The import of goods for the purpose of manufacture and re-export as well as the manufacturing of goods domestically in our country for export purposes provide opportunities for the growth of the airfreight industry. The government has a very important role to play as the facilitator and the controlling authority of all economic activities in our country. The business rules, regulations and procedures should be made simple, compliance and user-friendly. It should enable and promote the growth of the industry without bureaucratic hurdles and bottlenecks.

Such measures are very important for the success of government initiatives such as 'Make in India' programme. The government should also provide world-class infrastructure (airports, seaports, road, rail etc.) as per global stand-

ards which are vital for the transformation of India into a hub for the ex-im trade.

Q What are the new initiatives taken by the association for air cargo industry?

Our focus is to facilitate the growth of the airfreight industry and resolve the issues which make it difficult for the cargo agencies to carry out their business in a smooth and harmonious manner. For this purpose, ACAAI works closely with important ministries such as the Ministries of Civil Aviation, Finance, Commerce & Industry, Government departments such as CBEC, CBDT, BCAS, AERA, airlines, international aviation organisations and associations related to airfreight, custodians, etc.

Of late, we have taken up issues related to TDS, GST, service tax, various customs issues such as Customs EDI system (ICEGATE), transshipment procedures, single-

window clearance, paperless transactions, reduction of dwell time of goods at Indian airports and security issues. Some of these issues have been successfully resolved and we shall continue to pursue the unresolved issues with the concerned authorities.

Q How do you think initiatives like giving infrastructure status and similar projects can contribute?

The granting of infrastructure status for the logistics sector by the government is a positive development, which is likely to benefit this sector. The greatest impact of this development is a likely reduction in the transaction costs of logistics in India. Currently, the logistics transaction costs in India are around 13-14 per cent of GDP as compared to the average of six to eight per cent in the developed economies. It is pos-

sible that lending institutions may provide credit at lower rates hereafter for logistics-related activities, which can be a major factor for cost reduction. Having said that, the government should also grant industry status to the entire logistics and supply chain sector, including airfreight, to make them key drivers and catalysts of economic growth and generators of a large number of jobs in our country.

Highlights

- ✦ The key driver of the airfreight industry is imports and exports, and industry plays a vital role in both the activities
- ✦ The government has a very important role to play as the facilitator and the controlling authority of all economic activities in our country
- ✦ The government should also provide world-class infrastructure (airports, seaports, road, rail etc.)



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'Priority' to delivering cargo on time

Priority Cargo, as the name suggests, requires a desired attention and has to be treated differently. There is no room for delay when it comes to delivery of 'priority cargo, to its destination. To know more on the subject, CARGOTALK took a viewpoint of airlines and ground handlers on the matter.



Kalpana Lohumi

Venugopal Bangera

CEO, Delhi Cargo Service Center & India Cargo Award winner 2017

'Priority' itself means the condition of being treated as more important than others wherein there is no scope of any delay or a loop hole which disturbs the task. Nowadays, companies in service industries differentiate themselves on the basis of the time, their price levels and quality of the services which it offers to their customers. In this dynamic aviation industry, the movement of a shipment from origin till destination decides the sustainability of the organization. Priority Cargo is the strength of major airlines and a service which is highly in demand by the customers operating internationally. Delay in delivery of such cargo can result in financial loss to the stakeholders and cause ethereal damage to brand value, customers trust and business. An effective and efficient line haul guarantees a smooth movement whether it is through road, rail, water or air. Priority means you have to deal with it above all others; it would get accepted first, screened and connected without failure for its destination. Along with the physical, the virtual movement is equally essential. Data must be interchanged with utmost accuracy (EDI) for an exception-free and hassle-free clearance on the destination. Doing a right thing at the right time and with the right procedure ensures a win-win situation for everybody – the shipper, the consignee, the airline and all associated service partners.



Highlights

- Delay in delivery of such cargo can result in financial loss to the stakeholders and cause ethereal damage to brand value, customers trust and business.
- An effective and efficient line haul guarantees a smooth movement whether it is through road, rail, water or air
- Along with the physical, the virtual movement is equally essential
- Seamless co-ordination and communication between sales and operations teams is also vital to ensure there are no stumbling blocks along the way
- Having a great schedule and network is key to deliver shipment on time
- Currently, most of the companies are depending upon the their logistics partner or freight forwarding company to provide all the services
- These shipments demand clear identification, support from a sound infrastructure that can separate them from other products. An excellent IT community system managed by skilled, experienced staff is the next necessary requirement



Ramesh Mamidala

CEO, Celebi Delhi Cargo Terminal Management India & DDP Trailblazer 2016

Delivering Priority Cargo to its pre-requisite destination on-time is not only important but it should be done with adequate care and safety. Appropriate infrastructure, correct level of automation, synchronised regulatory policies and seamless airport handling processes are the key success factors for any airport to be successful in processing of 'Priority Cargo' across the globe.



for temperature-sensitive goods



Karthik Radhakanthan
Regional Cargo Operations Manager – South Asia,
Middle East & Africa, Cathay Pacific

To ensure faster and efficient delivery, factors such as the ability to accept last-minute shipments and early release of cargo ready for delivery are extremely important. Secondly, seamless co-ordination and communication between sales and operations teams is also vital to ensure there are no stumbling blocks along the way. Moreover, speed and efficiency during transit is equally important.

Thirdly, having a great schedule and network is key to deliver shipment on time. Cathay Pacific Cargo's product -Priority LIFT offers premium express freight service that provides top priority shipment and express handling with a money-back guarantee. Our network of over 200 destinations worldwide, enables us to deliver shipment on time.

We offer priority space access and instant booking confirmations for shipments up to 1000 kg or 6 m3 on our freighters and 500 kg or 3 m3 on passenger flights.

As I mentioned about speed and efficiency, much of the cargo we uplift are transshipments. Also, the geographical benefits as a hub, Hong Kong offers flexible and straightforward customs clearance, and the adoption of paperless logistics and systems. Cathay Pacific Cargo operates a 100 per cent eAWB process in Hong Kong – which helps accelerate the process, as does a dedicated transshipment handling area in the Cathay Pacific Cargo Terminal, operated by Cathay Pacific Services.



Rajendra Dubey
Co-Founder & CEO, fr8ers

The fast delivery which is 'on time delivery' depends upon proper planning right at the time of product getting manufactured, the factors include:

- 1) Exploring viable inland transportation facility available and time taken to reach the desired airport or seaport .
- 2) Proper and correct documentation to ensure that there is no delay at customs or with other regulatory authorities .
- 3) Choosing the right airline /shipping line to export as different carriers have expertise in separate territories for faster deliveries.
- 4) Preparing for clearance at destinations before arrival of shipment.
- 5) Choosing the best possible last mile delivery options.

Currently, most of the companies are depending upon their logistics partner or freight forwarding company to provide all the services. However, at times it is important to choose the most suitable partner for different jobs as each field stated above needs expertise in the area .

In today's world there is technology available to track your shipments on real-time. In the coming era, shipments will be fitted with global tracker to take corrective measures during the transit, if needed.



Shankar Iyer
Director Cargo – India, Middle East & Africa,
Swiss WorldCargo

Priority Cargo needs to be shipped with quickest possible delivery time. These shipments demand clear identification, support from a sound infrastructure that can separate them from other products. An excellent IT community system managed by skilled, experienced staff is the next necessary requirement. The aim is to ensure speed and while occasional hiccups occur, delay is a negative word in Xpresso. Swiss WorldCargo's Xpresso product strives to provide a

foolproof solution by offering extremely short acceptance, transfer and delivery times.



Decoding the facets of E-way Bill

E-way Bill, the electronic document required for movement of goods under the goods and services tax (GST) regime, started rolling from April 1. We present some viewpoints of the industry on the implementation of the bill and how it is going to ease business for the stakeholders of the industry.



CT Bureau

**Raaja Kanwar***Managing Director, Apollo Logisolutions*

E-way bill, a positive development

The E-way Bill will play an essential role in setting a unified benchmark for businesses across the country. In the logistics industry, it is imperative to have proper systems, processes and procedures for the movement of goods. Logistics businesses face a lot of issues with respect to offsite cargos and return of goods. With

the implementation of the E-way bill, the process will become more transparent and smooth. We sensed the importance and significance of the growing technology, including the E-way bill, and are ready to leverage the opportunity for our clients. Though the implementation will take some time, this is a much-needed initiative which aims to safeguard self-sustaining tax administration with increased dependence on self-reporting.

**Brijesh Lohia***Managing Director, Global Ocean Group*

Real test lies in proper implementation

With the relaunch of inter-state E-way Bill from April 1, we hope that this time the process is smooth and quick.

The February 1 launch turned out to be a fiasco as the system which was expected to handle a daily load of six lakh inter-state e-way bills per day crashed within the first hour. This time, the government has assured that now the GSTN portal can handle 75 lakh inter-state bills a day. While we welcome this move, we want to see how disruptive this proves to be for the logistics companies. Logistics industry has always been considered as unorganised sector, and the E-way Bill is expected to transition this to organised sector. The transition might take time as the final form of the E-way Bill is yet to take shape. The bill is also expected to improve logistics efficiency, but many fear that in fact it will make the whole process cumbersome and costly. Taking cognizance of some of logistics industry's concerns the government has made certain amendments in E-way Bills and relaxed certain conditions.



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Cogoport collaborates with FIEO

The MOU aims to educate the exporter fraternity across the country and empower them through technology to save time and money and foster a collaborative framework in logistics space.



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Federation of Indian Export Organisation (FIEO) and Cogoport, have entered into Memorandum of Understanding to collaborate, cooperate and interact for the deployment of high performance technology to offer fundamental cargo management service to enable members for their mutual benefit to foster a collaborative framework operating in logistics space. The MoU was signed by **Ajay Sahai**, DG & CEO, FIEO, along with **Khalid Khan**, Chairman FIEO Western Region and **Purnendu Shekhar**, Founder, CEO Cogoport in Mumbai.



L-R- Kunal Rathod, Co-Founder Head of Business Growth Cogoport; Ajay Sahai, DG and CEO, FIEO; Khalid Khan, Chairman, FIEO

Cogoport will offer free KYC and credit profiling along with credit extension as per the report and will be shared with the associated members if requested. Cogoport will also enable USD payments for all FIEO

members for their Ocean Freight. The advantage for the exporters as recommended by Cogoport would be that exporters using the application will be able to reduce 4-5 per cent slippage in ocean freight due to foreign exchange conversions.

ties desire to work together in the future for their mutual benefit to foster a collaborative framework between FIEO and COGOPORT in the field with a view to benefiting from each other's initiatives and working procedures and to

Salient Feature of MoU:

❖ The purpose of this MOU is to define the areas for fundamental, cargo management in which the parties

support collaboration among the members associated with both parties. The purpose of the MOU is to establish the terms and conditions under which the export promotion activities would be supported by bringing freight digitisation in the country.

❖ Both parties will keep constant and close contact with each other; provide each other with information related to trade, technology transfer and economic cooperation.

❖ The parties will cooperate in organising exhibitions, seminars, workshops across India displays of samples of new products and related literature. 📌



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Business of cross-border e-commerce

E-commerce is growing at an exponential rate and so is its contribution to business. CARGOTALK takes a look at how big the cross-border market is, while highlighting its scope in the market.



CT Bureau

Cross-border e-commerce is all about turning a conventional business model on its head by connecting the top-notch sellers across the globe to the top international marketplaces and taking advantage of the inefficiencies existing in the present export centric models. With the growing number of cross-border shoppers, cross-border has become a great success story for many e-tailers, R.S. Subramanian, Country Manager, DHL Express India, points, "Consumers in many countries are increasingly shopping abroad for a wide range of products that are either unavailable locally or if so, higher priced, of less quality, or coming from a less trusted source – and they will do it even more in the future. According to 'The 21st century spice trade - a report by DHL, the rapid growth of cross-border e-commerce has just begun and is expected to continue. The cross-border market is expected to grow by about 25 per cent annually until 2020, which is nearly twice the rate of domestic e-commerce. In 2020, it is expected to account for about USD 900 billion GMV, translating into a roughly 22 per cent share of the global e-commerce market. Even beyond 2020, all evidence shows that demand for products from abroad is not going to recede. This is testimony

that cross-border is not a passing phase or trend."

"In India, cross border e-commerce is still at a nascent stage. However, the introduction of Courier Imports and Exports (Clearance) Amendment in 2016, which allows e-commerce goods to be shipped via courier mode, is expected to fuel its growth," he adds.

Vijay Kumar, COO, Express Industry Council of India (EICI), shares, "There has been substantial growth in cross border e-commerce and this growth has been both ways. Lot of our micro and small exporters have been exporting to consignees around the world using e-commerce platforms. Typically, these exports are handicrafts, ethnic fashion ware, leather products and aftermarket auto components. Similarly, consignees in India too are sourcing quality products from many countries. The potential to grow our exports on cross border e-commerce is immense."

"There are 350 million Indians who are shopping online and by 2020, this number will be 600 million. According to the report by WorldPay, by the year 2034, India's e-commerce market will be overtaking that of the US to become the second largest in the world. In less than two decades, it will also go head-to-head with the Chinese e-



R.S. Subramanian
Country Manager
DHL Express India

“
Many Indian airports are still limited in terms of their infrastructure to efficiently manage the rising volumes of cross-border shipments
”

commerce market," shares Rachid Fergati, MD – Indian Sub-Continent, UPS. According to IBEF, cross-border shopping by Indians touched `58,370 crore (US\$ 9.1 billion) in 2016, and the top three countries preferred by Indians for cross-border shopping in 2016 were USA (14 per cent), UK (6 per cent) and China (5 per cent).

"In India, UPS primarily focuses on cross-border e-commerce. B2B e-commerce segment, where the transac-



Vijay Kumar
COO, Express Industry Council of India (EICI)

“
There has been substantial growth in cross border e-commerce and this growth has been both ways. Lot of our micro and small exporters have been exporting to consignees
”

tion between businesses is emerging as a strong segment according to prominent SME lending platforms in India. For this segment, speed to market, value added services, customs clearance for inbound shipments, efficient final mile delivery and seamless information flow to the shipper is of utmost importance," informs Fergati. "With the rapid growth of e-commerce platforms like Amazon or Alibaba, the logistics industry has been challenged to not just adapt to the model, but to cope with the sheer scale of the volumes they generate. Carriers and freight forwarders alike have expressed their trepidation of what Alibaba's moves into Southeast Asia might mean for their business," feels Shruti Singh, COO, Indus B2B Solutions.

Fly high

The recently released Express Industry Report 2018,



Rachid Fergati
MD – Indian Sub-Continent
UPS

“
According to the report by WorldPay, by the year 2034, India's e-commerce market will be overtaking that of the US to become the second largest in the world. In less than two decades
”

states that the `17,000 crore domestic express industry, comprising shipments transported and delivered within the country by road and air, is currently growing at 15 per cent, with the e-retailers being a key driver of growth. Air cargo express which contributes `5,000 crore to the domestic industry, will continue to reap dividends from the healthy growth of e-commerce players even as the e-retailer players are increasingly looking at surface transport for delivery of goods and products. "Many Indian airports are still limited in terms of their infrastructure to efficiently manage the rising volumes of cross-border shipments. Progressive reforms such as the introduction of the Express Cargo Clearance System (ECCS) at key airports and the expansion of airside cargo handling facilities in India will aid the faster processing of shipments thereby enabling faster



Shruti Singh
COO
Indus B2B Solutions

“
With the rapid growth of e-commerce platforms like Amazon or Alibaba, the logistics industry has been challenged to cope with the sheer scale of the volumes
”

deliveries," tells Subramanian. Kumar adds, "The report indicates that the entire cross-border movement of shipment is through air. With growth of e-commerce shipments slated to grow exponentially, the air cargo industry stands to benefit with this growth. This will benefit both the domestic as well as the international air sector."

According to Fergati, "The air cargo industry must keep pace with customer requirements and expectations. In e-commerce the thrust is more on speed to market than price."

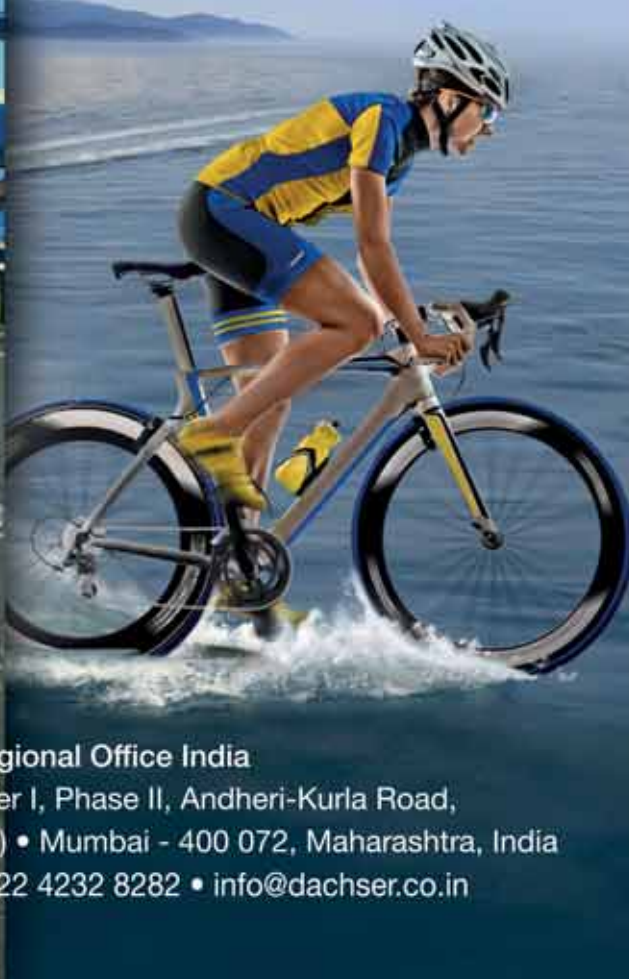
Explaining the retailer's perspective, Singh adds, "Due to the continuous downward pressure on prices in the online world, relationships between delivery partners and e-retailers must strengthen to meet customer needs." ✈



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Generating a cohesive infrastructure

Seeing the requirement of air cargo capacity expansion at airports, industry veterans share their views on what approach is required to develop cargo infrastructure. Some of them talked about upgrading existing cargo terminals and Air Freight Stations, while some others opined reducing dwell time.



Kalpana Lohumi

The civil aviation industry has ushered in a new era

of expansion, driven by factors like relaxation of Foreign Direct Investment (FDI), new airports along with the revival

of unserved and underserved airports and air strips. As per ICRA research, cargo traffic in India crossed 2.98 million

tonnes in FY2017, registering 10 per cent Y-o-Y increase. And, Indian airports are estimated to have a combined

capacity to handle 4.63 million tonnes of cargo per annum as of now – translating into utilisation of around

75 per cent. CARGOTALK takes expert opinion on expansion of cargo capacity at Indian airports.



Keku Gazder

Chief Executive Officer, AAI Cargo Logistics and Allied Services Company (AAICLAS)

As an industry, development of cargo infrastructure must always remain above the growth curve. Being one of the fastest growing economies in the world, investment in aviation related infrastructure must be anticipated well in advance today. Most im-

portantly, the growth of air cargo capacity has always been on high priority for the Ministry of Civil Aviation because the economic growth is closely tied to cargo growth.

Policies made in isolation ignoring interconnected

“AAICLAS is gearing up to meet this demand and already enhanced its handling capacity at various airports”

infrastructure requirements may not give desired results

and leading to investment failures. AAICLAS is committed to have a continual well-planned investment in infrastructure development at our cargo facilities across the country. Projections indicate that Indian carriers will double their fleet size by 2020 i.e. around 1000 aircraft. More importantly, the country is projected to handle 10 million metric tonnes by 2027. This

will result in significant growth of both passenger and cargo traffic to and from Indian airports. AAICLAS is gearing up to meet this demand and already enhanced its handling capacity at various airports. Today apart from redesigning terminals to handle increased demand, we are also investing in new terminals that can handle projected volumes for the next 10-15 years.



Manoj Singh

Senior Vice President & Head – Cargo, Mumbai International Airport (MIAL) & DDP Game Changer 2016

The Indian civil aviation sector is projected to be the third largest in a decade. We have witnessed that air freight has registered a strong growth in the FY18. GVK MIAL handled 906319 MT of cargo in FY18, highest in the airport's history, with 16 per cent growth over previous year. In the long-term, MIAL. In order to meet

the cargo demand, should be prepared for a cargo handling capacity of around six million metric tonnes by FY25. This can be achieved along with the government's plans to establish new airports while simultaneously expanding cargo and airside capacity in partnership with private operators at the metro airports.

MIAL has already commissioned significant portion of the total planned capacity under the master plan by creating state-of-the-art facilities like Export Perishable Terminal (2011), Import Cold Zone (2012), Exclusive Dangerous Goods Storage (2012), Export Utilization Terminal (2014), Santacruz Domestic Common User Terminal (2016) and Export Heavy and Bonded Cargo Terminal (2017). GVK MIAL is creating additional cargo

“GVK MIAL handled 906319 MT of cargo in FY18, highest in the airport's history, with 16 per cent growth”

capacity of 0.6 million metric tonnes through projects such as expansion of the Export Pharma Terminal, new Export

Perishable Terminal for agro commodities and a new Cargo Mega Terminal.

With two airports and a seaport, complemented by state-of-the-art information technology, international service benchmarks and adoption of various air freight supply chain quality programmes, GVK group is putting in hard efforts to transform Mumbai as one of the country's leading hub.



Mike Chew

CEO, AISATS & India Cargo Award winner 2016

Majority of India's international cargo (both export and import) is catered to by international airlines. With the growth of domestic and international trade, there are new markets opening up for Indian products such as pharmaceuticals, fashion products, perishables etc. As cargo capacity is not restricted by bilateral rights, a number of carriers keep on reviewing and revising their air cargo capacity expansion plans through their respective freighter op-

erations in India. Growth of air cargo can be attributed to the increase in passenger fleets, which provide enough capacity for cargo movement in the domestic and international segments. New routes, new airlines, emerging sectors and markets, government policies, and advanced technology also contribute significantly to air cargo growth in India.

Developing new airports with dedicated air cargo terminals and allocating vacant

space available at airports to air cargo operators are a few options for air cargo capacity expansion. Though capacity expansion is important, improving the existing infrastructure at airports is equally important to help reduce the bottlenecks that impede faster cargo turnarounds. We need greater efforts to build cargo terminals with special facilities for express cargo and dangerous goods, and sufficient landside truck docks for cargo unloading with sufficient entry gates and upgraded equipment.

We also need dedicated facilities for perishable cargo handling for un-broken cold supply chain. Warehouses should have necessary security arrangements for the safety of the cargo during its storage and transportation, and the presence of customs and other air cargo regulatory bodies at/ near the airport to reduce the air cargo dwell time.

Along with developing air cargo facilities at airports, conducive policies and reforms can also open up

“Dedicated air cargo terminals and allocating vacant space available to air cargo operators are a few options”

windows of opportunities in the air cargo industry in the years to come. A central clearance body spearheading new initiatives and coining policies will help bolster development of air cargo in the future.

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Good things come in Pronk packages

Pronk Multiservice packages everything, from needle to aircraft, train coaches, automotive, heavy engineering, etc. **Shailender Anand**, MD-India & Director-Dubai, talks about upcoming projects.



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Q Why it is good to replace wood packaging with industrial corrugation?

Corrugation is a vast subject; FMCG products, cosmetic, food, Garments, Automotive, Aeronautical etc that we see in markets today are packed in small cartons. This is called primary packaging. We make master cartons, where all the small cartons are being placed. These master cartons are called secondary packaging. Material used in master carton is very strong to avoid damages.

We are seeing that a lot of customers are having issues in terms of wood packaging



Shailender Anand
Managing Director-India & Director –
Dubai, Pronk Multiservice &
India Cargo Award winner 2017

because of dismissal. First of all, wood is definitely expensive and heavy and secondly, it is not eco-friendly. When we replace wood with industrial corrugation, it has less weight and better strength. The best part is that you don't require heat treatment or fumigation in corrugation. We can design numerous things with industrial corrugation.

The corrugated board is itself customised. Our engineer gives the composition of the paper to the board manufacturer and accordingly he manufactures the board for us. We can also get boards with the name and the logo of forwarder or their customer printed on

it as per the requirement. We are the fabricators, we fabricate boards into boxes.

Q How is industrial corrugation good for air cargo?

Industrial corrugation can help air cargo in a big way because we can make pallets out of it. These pallets will weigh 4-5 kilos as compare to the wooden pallets that weighs 14-15 kilos. And, these industrial corrugated pallets can take the same weight as wooden pallets, let's say 1000-1500 kgs.

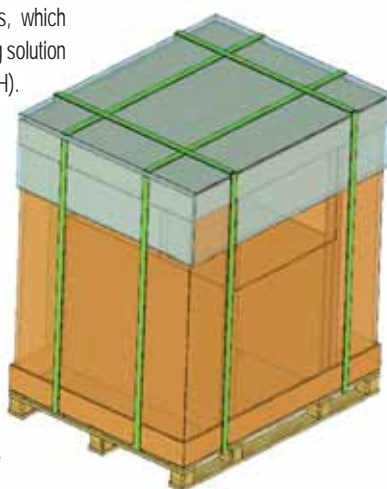
Q What's new in the bucket?

We have developed garments-on-hanger boxes, which is a complete packaging solution for garment export (GOH).

Q Elaborate the concept of GOH in corrugated box.

The concept is to keep corrugated bottom on plywood pallet, screw or staple the corrugated bottom with pallet.

The corrugated bottom should be attached with pallet properly. Next, is to put corrugated heavy-duty board sleeve on it; ensuring that corrugated sleeve should be placed inside the corrugated bottom properly. Then, we can easily load by opening the drop-down gate; one person can go inside the box and do stuffing of the cargo. The drop-down gate is for easy stuffing and de-stuffing. To avoid the bulging on front side, corrugated partition sheets should be placed inside the sliders. Most importantly, the partition sheets should be covered with bubble sheet or foam sheet for garment safety purpose. Later, the hanger bars can be placed



between the stoppers to hang the clothes. Multiple hanger bars can also be used in box. The last thing is to put corrugated lid on the top and then strap and stretch wrap the box. These boxes are customised as well, according to the customers' requirements, be it 1000, 100, 50 or any other number.

Q What is your USP?

Our strength lies in quality for any quantity. We are professional leaders in providing technologically advanced packaging solutions to our customers. Our

dedicated team of professional engineers work round the clock to add value to our customers' business.

Trivia

← The company has made corrugated slip sheets solution for a rice & pharmaceutical manufacturer & saved \$ 250 per container.

← It has expertise to optimise space in containers to ship same quantity of material in less number of containers by redesigning the packaging.

← Pronk has 9 locations across India to cater customers

Did You Know?

Pronk Multiservice has shifted to 50,000 square feet facility in Faridabad from the 8000 sq feet facility in Okhla, Delhi with new and more tech-savvy machines.

PRODUCTS

Gandhi shutters that roll efficiently

Gandhi Automations India is estimated to be the number one entrance automation and loading bay equipment company. A manufacturer of Rolling Shutters, the company is certified to ISO 9001 : 2015, ISO 14001 : 2015, BS OHSAS 18001 : 2007.

The quality standards has helped it attain implementation of continuous improvement in personnel training, production, inspection, equipment calibration, machinery maintenance, logistics and customer relations. The product engineering team uses the latest software

combined with technologically advanced machinery to offer to the customer a well-engineered product. Over years of meticulously working on the design, fabrication and installation, Gandhi Automations has developed technical expertise in manufacturing various kinds of Automated Rolling Shutters. The research and development team with its extensive know-how and experience are able to produce specific types of Rolling Shutters unique to certain sites and client requirements. A consistent quality product has thus become the hallmark of Gandhi Automations' manufacturing



process right through installation to after sales service.

Gandhi Rolling Shutters are ideal for situations where

side room is at a premium and security is required. The Rolling Shutters require very little headroom above the structural opening. They

combine strength with elegance along with durability and are designed for both external and internal applications. Gandhi Rolling Shutters are fabricated of

interlocking Galvanized Insulated and Non Insulated, Stainless Steel, patented Aluminum profiles and patented MS Rolling Grills.

Each of our Rolling Shutters is designed to the clients specifications conforming to IS 6248 and solidly constructed to promote trouble-free operation and long life.

Gandhi Rolling Shutters fit openings to a maximum width of 30,000 mm and height of 40,000 mm with an endless array of options to satisfy both aesthetic considerations as well as working requirement.

Hans Infomatic unveils digital portal

The platform brings together all key stakeholders in the supply chain, to communicate and avail the best service offering from one another. It will act as single-window business platform for cargo carriers.



CT Bureau

In a leap step towards building a digital logistics marketplace, Hans Infomatic launched Cargo E-Go portal at the recently held Wings 2018. In an industry, which has multiple stakeholders, each specialising in specific services, getting an optimum quality and economical service becomes



Parvinder Singh
MD
Hans Infomatic &
India Cargo Awards winner 2017

Cargo E-Go also ensures transparency in decision making. It offers added advantage to the business

challenging. It requires multiple communication and manual co-ordination efforts before getting the best possible service. The portal will recognise these challenges and offer pioneering solution to digitally integrate multi-stakeholder processes. Now, a customer can look forward to exchanging their service requirements to various service providers at the click of a button and get best pricing option. Being a two-way communication platform, it further simplifies the hassles of multiple to-and-fro manual processing.

Cargo E-Go platform has been built on latest cloud technology. It comes equipped with a dashboard-based interface which makes it simple for us-

ers. There are many value added features, e.g. history management, automated calculators, GST compliance and readiness, automatic master data updating

etc. that make transaction management easy. Parvinder Singh, MD, Hans Infomatic, said, "While one is assured of selecting the most valuable and cost-

effective services, the digital platform Cargo E-Go also ensures transparency in decision making. It offers added advantage to the business

by expanding their reach to deep and wide geographical locations and get an opportunity in increasing business potential and revenue."

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Express grows at CAGR of 17%

While supply chains are getting faster, shorter and tighter, Express Industry Council of India released a Deloitte-led independent report. The report states that the regulatory policies and the infrastructure readiness are key factors impacting the logistics performance of the Indian express industry.



CT Bureau

The report titled as 'Indian Express Industry-2018: A multi-modal play in building the ecosystem' forecasts the growth of the express logistics industry at 17 per cent CAGR; estimated to reach ₹48,000 crore by 2023. Mentioning express industry as a key facilitator of the Indian economy, **RS Subramanian**, Country Manager, DHL Express India, says, "Every new age business, say e-commerce, whether it is B2C, B2B, within the country or cross-border trade is built on the back of express delivery. Supply chains are getting faster, shorter and tighter."

The report highlighted that with the rise of new age business models and SMEs, and economy on the path of revival, there has been a considerable focus on improving India's logistics performance. It also indicat-

ed that the industry grew at 15 per cent CAGR over the past five years and is estimated to be worth ₹22,000 crore in FY17.

Vijay Kumar, Chief Operating Officer, EICI, said, "The express logistics landscape is undergoing a huge transformation due to the need for time bound delivery services to complement the growth of trade. As a key enabler of trade, the industry will also support and benefit from the e-retail boom in India. We also anticipate the express industry to provide a significant boost to India's employment base to increase to ₹26 lakhs. Regulatory and policy changes, and infrastructure enhancements will also give a much-needed fillip to the industry, which will positively impact the growth of other sectors."

Seema Jere Bisht, Additional Director General – Risk Management, CBIC,



(L-R) Anand Mohan Jha, Head SSC Governance, NSDC, R. S. Subramanian, Country Manager, DHL Express India/ Vice Chairman, EICI, Seema Jere Bisht, Additional Director General, Risk Management, CBIC, Angshumali Rastogi, Director, Ministry of Civil Aviation and Vijay Kumar, Chief Operating Officer, EICI, unveiling the report titled 'Indian Express Industry 2018'

says, "The express industry is a specialised kind of industry and speed is the most essential criteria here. When you move out from the manual to electronic environment, you are bringing in greater transparency and faster clearances. In the Express Cargo Clearance System (ECCS), we have a cus-

tomised risk management system specially designed and built for the express industry. We recognise the difference by which the express industry is driven, and we understand that from department perspective, revenue is not a major concern as far as express industry is concerned."

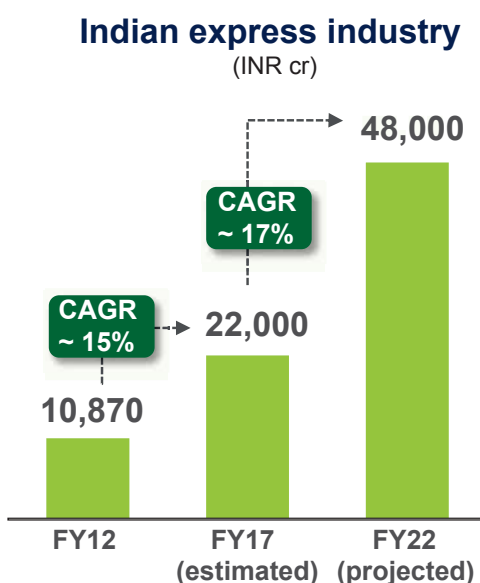
"What we are looking forward is working with the industry; tightening the KYC norms and also enhancing data sharing, i.e mutual integrated data pipeline concept which is now coming up even in the sea cargo side," she adds.

Despite realising the potential of Indian air cargo industry, **Angshumali Rastogi**, Director, Ministry of Civil Aviation, shares, "There are certain challenges in the industry that need to be tackled together

and by together, I mean the industry and government both. The challenges are infrastructure, regulatory processes and the technology adoption in cargo industry. In addition, we feel that transshipment cargo which is as high as 60-70 per cent at international airports is negligible in India."

"We are also in the process of formulating a new cargo policy for the country and express industry stakeholders are invited with their suggestions," he adds.

Indian Express Industry - 2018 A multi-modal play in building the ecosystem



Contribution to economy (FY17)



1.6 mn jobs

directly and indirectly

INR 3,000 cr

service tax

INR 2,000 cr

customs duties

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Note: The figures above are estimates based on industry discussions conducted by Deloitte

Highlights

- ➔ The surface express constitutes ₹12,000 crore of the total domestic express while air express constitutes the remaining INR 5,000 crore
- ➔ The share of surface express in domestic express has improved by 16 percentage points in the last five years, mainly due to active substitution of air express by surface express
- ➔ International express has grown at 12 per cent CAGR over the past five years and is estimated to contribute close to INR 5,000 crore (23 per cent by value) to the Indian express industry
- ➔ Outbound express is estimated to have grown at 15 per cent CAGR over the past five years and contributes close to 60 per cent (in terms of volume) to the total international express while inbound express contributes the remaining 40 per cent



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Start-ups encourage swift boom

Supply chain services like start-ups have helped the country witness an encouraging boom. Industry veterans share insights on digitisation and how it is helping start-ups to become more proficient.

CT Bureau



Anjani Mandal
CEO & Co-Founder, Fortigo Networks

The strategic alignment of supply chain service providers translates to a combination of ability to drive efficiency, deployment of technology for seamless supply chain visibility. However, the expectations of such service providers seem to be getting addressed ably by a handful of well-funded logistics start-up. The approach of these start-ups is to improve themselves rapidly and then match and surpass service of existing providers. Secondly, understanding of technology and its deployment to

provide a seamless flow of supply chain data across organisations for providing visibility. And, the ability to align their operations and services to simple changes like increased customer demand serving multiple geographies or regulatory changes like the E-way Bill for supporting omnichannel sales and distribution.



Nishith Rastogi
CEO & Co-founder, Locus.sh

Start-ups in India are strengthening India's position quite sincerely as one of the most significant start up ecosystems across the world. Some of the most critical issues faced by start-ups in supply chain management are lack of dynamic volume measurements, supply-demand gap, increasing storage cost, complexities of real-time tracking, multi-hub deliveries in the remote areas, timely delivery of products, collections and digital proofs of deliveries. To solve these problems, start-ups in India are increasingly

looking at the use of AI and automated decision making across touchpoints. Few tech start-ups are even recruiting the highly specialised in-house team to help minimise the manual interventions in logistics and drive optimisation. By 2025, I think we will automate all human decisions.



Sunu Mathews
Managing Director, LEAP India

Supply Chain in India is at a very nascent stage and all the established companies were not too successful in the past. Those were the situations when customers never wanted to pay for add on services. Now the situation has changed with the entrance of various new start-ups excelling in a critical aspect of supply chain. This helps customer to pick and choose various solutions and thus cut their overall cost. For example, LEAP has made storage and movement of cartons a definite possibility

in Indian Supply Chain. Now customers could use pallets, foldable large containers, belts and wedges, tarpaulins, inter layer sheets, air bags etc, for their packaging purpose. Truck Turnaround Time gets improved which is the crux of any supply chain machinery.



Ajay Khosla
Business Head, Emiza Supply Chain Service & India Cargo Award winner 2017

Recent boom by e-commerce websites has further fuelled this growth. The introduction of the GST is expected to provide a major boost to the Indian logistics industry. This industry is estimated to be worth \$397 billion by 2020. Start-ups in LSP segment is surely bound to get more speedily due to increasing investments. Besides, there is big scope of growth for start-ups as India needs more hands to work on solving the

SCM problems as still most of transporters or LSP working with antiquated operational process are the major bottlenecks for LSPs in India. Start-up LSP can underestimate logistics sector; there is still a need to address multiple pain points of this industry.

A joint report on insurance benefits

The joint exploratory study recommends mandatory insurance of cargo by shipper and a comprehensive risk management policy for logistics service providers.

CT Bureau

TCI released an exploratory study, conducted jointly with the Insurance Institute of India (III), that explored the need for insurance in India's logistics sector. The report, titled 'Insurance Requirements of the Indian Logistics and Warehousing Industry and their Customers', was launched by **Nitin Gadkari**, Minister for Road Transport & Highways, Shipping and Water Resources.

The joint exploratory study found that Logistics



Service Providers (LSPs) continue to be highly vulnerable due to the often; unfair allocation of risk be-

tween them and shippers. Shippers are sometimes absolved of liability even where they are at fault, and

these costs are borne by the LSPs. With this in mind, the study recommended that LSPs appeal to the govern-

ment to mandate the insurance of goods in freight by the cargo owner. It also suggested that the sector build internal capacity to understand insurance needs, evaluate its own risk capacity, and make informed decisions with respect to insurance purchases in the future.

Commenting on the launch, **Vineet Agarwal**, MD, TCI Group, said, "The logistics and transport industry in India is faced with some unique challenges. Unlike more developed

economies, all goods being transported are not insured. In fact, LSPs and Warehouse Service Providers (WSPs), and transporters end up taking insurance on behalf of their customers for 'direct cash debits' for significantly high amounts. This is a huge cost and the risk impact is not only on large organised players but on the small transporters it is an unbearable risk. Hence, this study highlights the various issues and factors which we would want our clients, as well as insurers and surveyors to be aware of." 📌

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Agility launches new online service

Shipa Freight, a fully integrated online service, allows users to get quotes and book, pay and track ocean and air shipments globally.



CT Bureau

Agility has launched Shipa Freight that enables businesses to quote, book, pay and track freight online.

It provides instant, no-obligation rate quotes from the countries that account for 95 per cent of global trade and allows users to manage their international shipments with

a simple, easy-to-use tool accessible by desktop, laptop, tablet and mobile app.

"Shipa Freight is a simple, technology-driven

answer for small and medium-size businesses trying to take the complexity out of their international shipping," said Tarek Sultan, CEO, Agility. "It gives



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them the transparency, flexibility, competitive pricing and customer service that the industry offers only to multi-nationals and high-volume customers." Shipa Freight is backed by Agility's global network of more than 22,000 experienced employees in 500 branches and over 100 countries. It gives customers the support of a trusted global network and allows small and medium-size companies to access the world's growing markets. Agility customer support is available 24/7 to help them book and manage their shipments, or to get rates for routes not quoted online.

Toby Edwards, CEO, Shipa Freight, said, "This includes shipment booking, a range of payment options, and online tracking, which have not been widely available for small and medium-size businesses until now."

In a recent Agility survey of 800 SMEs, small and medium-size companies said they needed the complexity taken out of compliance, customs requirements and cross-border bureaucracy if they were to do more international trade. This service helps customers overcome these issues by providing a compliance database with information on documents required on all trade lanes, helping them navigate the legal and regulatory requirements that are obstacles for many small businesses. Sultan said, "It offers both air and ocean, Full Container Load (FCL) and Less than Container Load (LCL) options."

Air cargo flies high on digital runway

Huned Gandhi, MD - Air & Sea Logistics India & Bangladesh, Dachser, shares views on the scenario of the air cargo industry while enumerating the game changing elements for the segment.



CT Bureau

Q How has the journey of the Indian air cargo industry been in the last decade?

The air cargo sector in India has grown steadily over the last decade and the industry saw an exceptional growth in 2017. Export rates



Huned Gandhi
MD - Air & Sea Logistics India & Bangladesh, Dachser

reached triple digits which took the shippers by surprise, while the airlines are still bullish about exports by air from India and are expecting high demand in 2018. There has also been a significant addition in capacity by major airlines like Lufthansa, Emirates, Qatar airways and Etihad. At Dachser, we have been working very closely with the airlines based upon our core carrier programme, We have successfully managed to serve our customers and maintain high quality even in situations where space was extremely tight.

Q What are the game changing elements for air cargo?

At Dachser, we anticipated the game changer digitalisation in the 1980s already and insourced IT completely; based upon our in-house developed, worldwide transport management system Othello for air and sea freight, Dachser India will be capable to drive innovations in the air freight sector.

Q Where do you see the industry five years down the line?


In the next five years, we see India in the top ranking for global air freight growth

with higher efficiency resulting from improved processes backed up by IT, greater reforms to promote exports and improved infrastructure providing the much-needed

tail wind for growth.

Q What challenges are necessary to be sorted in next five years?

The development of India's infrastructure is an ongoing project which is strongly supported by the government, covering the expansion key

airports as well as setting up infrastructure in the Tier 2 and 3 cities. With Goods and Service Tax in place, taxation is on its way to be simplified. 

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Infrastructure & Advantages

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- ✓ 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.
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Cargotalk/Jan-2018

Cash ship has sailed, e-payment is in

The Ministry of Shipping has taken initiatives to improve the flow of trade through seaports. The use of e-invoice, e-payment and e-Delivery Order, across the entire maritime trade through PCS, has been made mandatory across all major ports, private ports, private terminals and CFSS/ICDs from April 2.



CT Bureau

To improve the ease of doing business in 'trading across borders', the Ministry of Shipping (MoS) has taken a number of initiatives in improving the flow of trade through seaports in the last few years. One of the key initiatives is to exchange trade-related documents electronically through Port Community System (PCS), a centralised web-based message exchange platform for the entire maritime community operated by Indian Ports Association (IPA), New Delhi. The feature of PCS is its direct link to ICEGate of Customs.

In the last one year a



number of new functionalities, focused on ease of doing business, like e-Delivery Order, Port Gate module, e-invoicing and e-payment have been added in PCS. These features have been developed by IPA in consultation with the maritime stakeholders. e-Do through

PCS was implemented only for DPD containers in JNPT but now it has been extended to deliveries made by all custodians like terminals, CFSS/ICDs and other Major Ports using PCS.

To improve the flow of sea trade



among Port Community System and for the benefit of all stakeholders concerned, it is essential that all stakeholders across the maritime trade flow use these features. Wherever the link is broken, manual processes are resorted to resulting in increase in dwell time of cargo. In view of the above, it has now been decided that the use of e-invoice, e-payment and e-Delivery Order, across the entire maritime trade through PCS, shall be made mandatory for all stakeholders across all major ports, all terminals within the major ports, private ports, private terminals and CFSS/ICDs with effect from

April 2, 2018. This was also agreed by all the stakeholders during the meeting held under the Chairmanship of Secretary (Shipping) to review the reforms undertaken under the trading across borders on February 27, 2018.

It was also decided that the Chairman or CEO of each port shall form a local committee of stakeholders with representatives from all players in the maritime trade to facilitate the smooth implementation of these processes and use of these functionalities in PCS. Difficulties faced, if any, shall be reported to IpA/PCS Help Desk immediately for solution. 📌

EUROPE-INDIA

MSC enhances India-Europe services



Mediterranean Shipping Co. (MSC) has announced enhanced services from North and Western India to Europe, effective from April, 2018.

Under the new arrangements, MSC will offer three departures per week from Nhava Sheva/Mundra to Europe. The revised service will ensure better coverage of cargo bound to Europe from Nhava Sheva/Mundra and all inland container depots in the region.

The three services, viz. IPAK/HIMALAYA and IPAK2 will offer a total of eight direct ports in UK/North Europe and wide coverage to Scandinavia/Baltic/South America via the hub ports of Antwerp and Rotterdam. In addition, services will be offered to a wide range of destinations in the Mediterranean, South America, North Africa and the Red Sea.

IPAK
Port rotation: Nhava Sheva-Hazira-Mundra-King Abdullah-Gioia Tauro-Southampton-Rotterdam-Antwerp-

Dunkirk-Felixstowe-Le Havre-King Abdullah-Djibouti-Port Qasim-Nhava Sheva.

HIMALAYA

Port rotation: Colombo-Nhava Sheva-Mundra-King Abdullah-Piraeus-Barcelona-Felixstowe-Rotterdam-Hamburg-Antwerp-Sines-Colombo.

IPAK 2

Port rotation: Jebel Ali-Karachi-Nhava Sheva-Mundra-Jeddah-Tangier Med-Rotterdam-Hamburg-London Gateway-Antwerp-Le Havre-Tangier Med-Jeddah-Jebel Ali.

PAN INDIA

NHAI inks agreement for international project

The project has been funded by the Ministry of External Affairs, government of India and would be executed on EPC mode at a cost of ₹ 1,177 crore.

To provide seamless vehicular movement for enhancing trade, business, healthcare, education and tourism between India,

Myanmar and Thailand, the National Highways Authority of India (NHAI) has signed an agreement for upgradation of the Yagyi-Kalewa section of a highway (Milepost 40/0 to Milepost 115/5) in Myanmar to two-lane with earthen shoulder. The agreement was signed last week by NHAI with Punj Lloyd/Varaha Infra (JV). The project

will have three new major bridges and two new minor bridges. Four existing major bridges and nine existing minor bridges will be repaired and strengthened, and six existing minor bridges will be reconstructed. The stretch will have 6 truck lay byes, 20 bus bays and passenger shelters, and one rest area. The project would be completed in three years.



Cathay's partnership with Sonoco

Cathay Pacific Cargo and Sonoco ThermoSafe announced a partnership agreement for the leasing of the PharmaPort 360 temperature-controlled bulk shipping container.



CT Bureau


The PharmaPort 360 provides active temperature control, while utilising a hybrid technology that maintains strict +5°C control while providing real-time temperature and location visibility across the supply chain. The agreement enables pharmaceutical shippers to lease PharmaPort 360 containers directly from Cathay Pacific Cargo, boosting the carrier's Pharma LIFT capabilities and providing its customers worldwide with a leading hybrid option for moving time-sensitive, high-value medications by air.

Anand Yedery, Regional Cargo Manager – South Asia, Middle East and Africa, Cathay Pacific, says, "We have seen a great increase in the demand for transporting pharma products from India."


The PharmaPort 360 utilises proprietary hybrid technology to ensure extremely precise +5°C temperature control. Once charged, the PharmaPort functions like an active temperature-controlled container without the energy consumption, or heat discharge of other compressor-based technologies. The PharmaPort's hybrid technology allows it to operate on battery power substantially longer than competing active units used for bulk air shipments, and

it also eliminates the need for refrigerated trucks for lengthy truck lanes. Additionally, it contains a fully


integrated, Federal Aviation Administration (FAA)-approved telemetry system, providing real-time, cloud-

based data on payload and ambient temperature, precisely synchronised with GPS location. 






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- ✓ 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 Handlers, 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.
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CargoTalk/Jan-2018

Fact File

Pharmaceutical shippers can now lease PharmaPort360 temperature-controlled bulk containers directly from Cathay Pacific Cargo

BACC Annual Ball: Glitterati galore

The Bangalore Air Cargo Club (BACC) conducted its Annual Ball 2017 recently. The chief guest of the evening was **Hari Singh**, Founder Member and Past President, BACC. The event was sponsored by Boston Matrix and Phili Orient Group of Companies. The co-sponsors were Shreeji Translogistics, Tripath Logistics, Aerosail Services and Force Logistics.





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UPS' integrated facility in Ahmedabad

The new facility is part of UPS' investment strategy into its global integrated network, which moves three per cent of the world gross domestic product (GDP) across 220 countries and territories daily.



CT Bureau

To support businesses and SMEs (small and medium enterprises) in Gujarat looking to expand trade with the global marketplace, UPS has opened a larger integrated logistics facility in Ahmedabad. The facility is easily accessible for walk-in retail customers. UPS will provide integrated services for small package, supply chain solutions and contract logistics for faster and more efficient access to international markets. UPS also offers SMEs in Ahmedabad same day clearance to the United States.

With over a century of experience, UPS continues

to invest in capacity and technologies to build the smart global logistics network with services increasing international trade demands. Ahmedabad is the latest part of this constantly evolving network.

"The company considers global trade a great opportunity for economic growth and we help Indian businesses of all sizes, especially SMEs, take advantage of the global marketplace," said **Jean-Francois Condamine**, President for Indian subcontinent, Middle East and Africa (ISMEA), UPS. "The economic growth of around 7.1 per cent puts India at the top of the fast-



est growing G20 economies. Gujarat contributes to a quarter of India's goods exports and has successfully developed a world class infrastructure network. With the Indian economy on a growth trajectory, SMEs in key states such

as Gujarat, are breaking boundaries to reach their growth potential," Condamine commented.

SMEs are a vital engine for economic growth and contributors to India's GDP. Micro, Small and Medium

Enterprises (MSMEs) contribute around 6 per cent of the manufacturing GDP, 25 per cent of the GDP from services, and 33 per cent of India's manufacturing output.

"Gujarat is a key market for textiles, industrial manufacturing, pharmaceutical manufacturing and allied industry segments that need logistics partners to create supply chain efficiencies. UPS is an enabler of global trade and is well positioned at the intersection of connectivity, technology and efficiency to provide a smart business network to realise that goal for businesses in Gujarat" added **Rachid Fergati**, Managing Director

– Indian Subcontinent, UPS. "Also, the consolidation of the three key services of small package, supply chain solutions and logistics, backed by UPS's advanced technology solutions, will help accelerate time to market, reduce costs, and improve efficiency for businesses here" he added. ↴

Did You Know?

UPS is the only logistics company to provide a 48-hour delivery timeline to United States and Europe for SMEs in Gujarat thereby enhancing their speed to the market.


 Confederation of Indian Industry



Concurrent Show



| | | |
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| Exhibition & Conference on Shipping, Logistics, Warehousing & Material Handling Equipments | 13 - 15 July 2018 | Hall 1 Chennai Trade Centre, Chennai, India |
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Department of Commerce

Export Import Data Bank; Export: Commodity-wise

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

Dated: 16/4/2018; Values in Rs. Lacs; Sorted on HSCode

| HS Code | Commodity | 2016-2017 | %Share | 2017-2018 (Apr-Jan) | % Share | HS Code | Commodity | 2016-2017 | %Share | 2017-2018 (Apr-Jan) | % Share |
|---------|---|---------------|---------|---------------------|---------|---------|---|--------------|--------|---------------------|---------|
| 01. | Live animals | 52,739.89 | 0.0285 | 24,590.90 | 0.0156 | 28. | Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes | 913,788.70 | 0.4941 | 883,540.75 | 0.5611 |
| 02. | Meat and edible meat offal | 2,706,086.08 | 1.4632 | 2,308,423.55 | 1.4660 | 29. | Organic chemicals | 7,838,557.88 | 4.2384 | 7,417,465.27 | 4.7106 |
| 03. | Fish and crustaceans, molluscs and other aquatic invertebrates | 3,689,789.41 | 1.9951 | 3,806,905.76 | 2.4176 | 30. | Pharmaceutical products | 8,670,548.95 | 4.6882 | 6,968,431.01 | 4.4254 |
| 04. | Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included | 196,352.68 | 0.1062 | 184,318.64 | 0.1171 | 31. | Fertilisers | 46,554.06 | 0.0252 | 55,681.13 | 0.0354 |
| 05. | Products of animal origin, not elsewhere specified or included | 53,576.96 | 0.0290 | 61,684.57 | 0.0392 | 32. | Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks | 1,718,942.15 | 0.9294 | 1,531,184.56 | 0.9724 |
| 06. | Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage | 54,670.73 | 0.0296 | 41,031.61 | 0.0261 | 33. | Essential oils and resinoids; perfumery, cosmetic or toilet preparations | 1,058,656.04 | 0.5724 | 986,985.06 | 0.6268 |
| 07. | Edible vegetables and certain roots and tubers | 867,982.85 | 0.4693 | 653,016.83 | 0.4147 | 34. | Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep | 347,587.63 | 0.1879 | 310,877.32 | 0.1974 |
| 08. | Edible fruit and nuts; peel or citrus fruit or melons | 1,160,055.69 | 0.6273 | 916,070.29 | 0.5818 | 35. | Albuminoidal substances; modified starches; glues; enzymes | 168,575.65 | 0.0912 | 124,032.47 | 0.0788 |
| 09. | Coffee, tea, mate and spices | 2,134,444.75 | 1.1541 | 1,717,678.96 | 1.0908 | 36. | Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations | 68,204.96 | 0.0369 | 59,655.20 | 0.0379 |
| 10. | Cereals | 4,031,650.65 | 2.1799 | 4,138,432.64 | 2.6282 | 37. | Photographic or cinematographic goods | 10,241.34 | 0.0055 | 5,874.27 | 0.0037 |
| 11. | Products of the milling industry; malt; starches; inulin; wheat gluten | 146,116.19 | 0.0790 | 127,278.65 | 0.0808 | 38. | Miscellaneous chemical products | 2,179,176.14 | 1.1783 | 2,025,620.98 | 1.2864 |
| 12. | Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder | 1,214,586.66 | 0.6567 | 875,597.75 | 0.5561 | 39. | Plastic and articles thereof | 3,550,205.17 | 1.9196 | 3,296,899.50 | 2.0937 |
| 13. | Lac; gums, resins and other vegetable saps and extracts | 566,018.58 | 0.3061 | 521,733.69 | 0.3313 | 40. | Rubber and articles thereof | 1,671,817.86 | 0.9040 | 1,554,353.68 | 0.9871 |
| 14. | Vegetable plaiting materials; vegetable products not elsewhere specified or included | 45,471.12 | 0.0246 | 29,285.20 | 0.0186 | 41. | Raw hides and skins (other than furskins) and leather | 594,745.16 | 0.3216 | 473,881.00 | 0.3009 |
| 15. | Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable wax | 598,356.55 | 0.3235 | 674,527.02 | 0.4284 | 42. | Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (other than silk-worm) gut | 1,572,552.21 | 0.8503 | 1,308,103.42 | 0.8307 |
| 16. | Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates | 212,714.55 | 0.1150 | 224,761.25 | 0.1427 | 43. | Furskins and artificial fur, manufactures thereof | 7,911.75 | 0.0043 | 6,295.82 | 0.0040 |
| 17. | Sugars and sugar confectionery | 1,011,918.30 | 0.5472 | 568,042.52 | 0.3607 | 44. | Wood and articles of wood; wood charcoal | 269,775.11 | 0.1459 | 221,783.83 | 0.1408 |
| 18. | Cocoa and cocoa preparations | 108,677.27 | 0.0588 | 90,650.20 | 0.0576 | 45. | Cork and articles of cork | 1,611.07 | 0.0009 | 1,378.57 | 0.0009 |
| 19. | Preparations of cereals, flour, starch or milk; pastry cooks products | 348,116.85 | 0.1882 | 288,623.97 | 0.1833 | 46. | Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork | 6,613.46 | 0.0036 | 12,318.84 | 0.0078 |
| 20. | Preparations of vegetables, fruit, nuts or other parts of plants | 331,026.23 | 0.1790 | 299,995.49 | 0.1905 | 47. | Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard | 4,803.25 | 0.0026 | 592.35 | 0.0004 |
| 21. | Miscellaneous edible preparations | 421,230.70 | 0.2278 | 378,836.92 | 0.2406 | 48. | Paper and paperboard; articles of paper pulp, of paper or of paperboard | 785,582.06 | 0.4248 | 742,221.31 | 0.4714 |
| 22. | Beverages, spirits and vinegar | 209,217.74 | 0.1131 | 182,753.37 | 0.1161 | 49. | Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans | 191,017.22 | 0.1033 | 139,393.16 | 0.0885 |
| 23. | Residues and waste from the food industries; prepared animal fodder | 745,727.08 | 0.4032 | 800,617.90 | 0.5084 | 50. | Silk | 58,129.68 | 0.0314 | 41,033.73 | 0.0261 |
| 24. | Tobacco and manufactured tobacco substitutes | 642,396.97 | 0.3473 | 489,147.54 | 0.3106 | | | | | | |
| 25. | Salt; sulphur; earths and stone; plastering materials, lime and cement | 1,292,055.48 | 0.6986 | 1,132,275.72 | 0.7191 | | | | | | |
| 26. | Ores, slag and ash | 1,271,765.84 | 0.6877 | 912,920.57 | 0.5798 | | | | | | |
| 27. | Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes | 21,747,673.68 | 11.7591 | 18,555,108.12 | 11.7837 | | | | | | |

Contd. on page 38 ►



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► Contd. from page 36

Department of Commerce

Export Import Data Bank; Export: Commodity-wise

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

Dated: 16/4/2018; Values in Rs. Lacs; Sorted on HSCode

| HS Code | Commodity | 2016-2017 | %Share | 2017-2018 (Apr-Jan) | % Share | HS Code | Commodity | 2016-2017 | %Share | 2017-2018 (Apr-Jan) | % Share |
|---------|---|---------------|---------|---------------------|---------|---------|--|-----------------------|--------|-----------------------|---------|
| 51. | Wool, fine or coarse animal hair, horsehair yarn and woven fabric | 107,589.74 | 0.0582 | 83,143.32 | 0.0528 | 78. | Lead and articles thereof | 158,681.39 | 0.0858 | 191,853.21 | 0.1218 |
| 52. | Cotton | 4,439,176.17 | 2.4003 | 3,523,159.94 | 2.2374 | 79. | Zinc and articles thereof | 409,675.10 | 0.2215 | 478,319.96 | 0.3038 |
| 53. | Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn | 268,431.57 | 0.1451 | 235,751.50 | 0.1497 | 80. | Tin and articles thereof | 7,236.29 | 0.0039 | 6,147.11 | 0.0039 |
| 54. | Man-made filaments | 1,333,410.38 | 0.7210 | 1,147,390.86 | 0.7287 | 81. | Other base metals; cements; articles thereof | 27,477.25 | 0.0149 | 28,303.09 | 0.0180 |
| 55. | Man-made staple fibres | 1,437,264.57 | 0.7771 | 1,098,192.79 | 0.6974 | 82. | Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal | 501,797.37 | 0.2713 | 437,561.27 | 0.2779 |
| 56. | Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof | 235,078.57 | 0.1271 | 207,225.73 | 0.1316 | 83. | Miscellaneous articles of base metal | 352,243.48 | 0.1905 | 307,245.37 | 0.1951 |
| 57. | Carpets and other textile floor coverings | 1,189,516.91 | 0.6432 | 918,973.89 | 0.5836 | 84. | Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof | 9,451,655.93 | 5.1106 | 9,282,814.04 | 5.8952 |
| 58. | Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery | 250,439.80 | 0.1354 | 202,055.80 | 0.1283 | 85. | Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts | 5,519,025.20 | 2.9842 | 4,791,388.36 | 3.0428 |
| 59. | Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use | 141,577.24 | 0.0766 | 124,673.57 | 0.0792 | 86. | Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical | 155,930.30 | 0.0843 | 160,825.72 | 0.1021 |
| 60. | Knitted or crocheted fabrics | 190,828.09 | 0.1032 | 174,224.04 | 0.1106 | 87. | Vehicles other than railway or tramway rolling stock, and parts and accessories thereof | 10,023,811.77 | 5.4200 | 8,992,500.42 | 5.7108 |
| 61. | Articles of apparel and clothing accessories, knitted or crocheted | 5,515,001.32 | 2.9820 | 4,354,032.29 | 2.7651 | 88. | Aircraft, spacecraft, and parts thereof | 2,264,051.56 | 1.2242 | 1,101,290.76 | 0.6994 |
| 62. | Articles of apparel and clothing accessories, not knitted or crocheted | 6,144,456.25 | 3.3224 | 4,520,082.63 | 2.8705 | 89. | Ships, boats and floating structures | 3,028,903.75 | 1.6378 | 1,701,803.11 | 1.0808 |
| 63. | Other made up textile articles; sets; worn clothing and worn textile articles; rags | 3,155,505.29 | 1.7062 | 2,680,052.03 | 1.7020 | 90. | Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof | 1,804,110.73 | 0.9755 | 1,569,345.93 | 0.9966 |
| 64. | Footwear, gaiters and the like; parts of such articles | 1,855,056.07 | 1.0030 | 1,511,933.31 | 0.9602 | 91. | Clocks and watches and parts thereof | 59,669.40 | 0.0323 | 42,538.97 | 0.0270 |
| 65. | Headgear and parts thereof | 26,567.76 | 0.0144 | 21,914.62 | 0.0139 | 92. | Musical instruments; parts and accessories of such articles | 9,569.89 | 0.0052 | 9,699.99 | 0.0062 |
| 66. | Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof | 1,248.54 | 0.0007 | 1,035.01 | 0.0007 | 93. | Arms and ammunition; parts and accessories thereof | 69,414.62 | 0.0375 | 54,095.82 | 0.0344 |
| 67. | Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair | 168,808.58 | 0.0913 | 126,140.29 | 0.0801 | 94. | Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc | 879,703.03 | 0.4757 | 788,722.41 | 0.5009 |
| 68. | Articles of stone, plaster, cement, asbestos, mica or similar materials | 904,848.80 | 0.4893 | 723,846.92 | 0.4597 | 95. | Toys, games and sports requisites; parts and accessories thereof. | 197,762.86 | 0.1069 | 166,252.81 | 0.1056 |
| 69. | Ceramic products | 738,247.92 | 0.3992 | 692,413.16 | 0.4397 | 96. | Miscellaneous manufactured articles | 371,902.34 | 0.2011 | 289,667.65 | 0.1840 |
| 70. | Glass and glassware | 439,144.97 | 0.2374 | 375,316.31 | 0.2384 | 97. | Works of art collectors' pieces and antiques | 208,947.27 | 0.1130 | 47,474.99 | 0.0301 |
| 71. | Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin | 29,231,352.85 | 15.8056 | 22,206,151.70 | 14.1024 | 98. | Project goods; some special uses | 43,537.52 | 0.0235 | 25,633.36 | 0.0163 |
| 72. | Iron and steel | 5,820,904.43 | 3.1474 | 6,011,131.84 | 3.8175 | 99. | Miscellaneous goods | 260,192.05 | 0.1407 | 30,697.63 | 0.0195 |
| 73. | Articles of iron or steel | 3,966,669.97 | 2.1448 | 3,604,781.45 | 2.2893 | | India's total export | 184,942,875.55 | | 157,464,103.33 | |
| 74. | Copper and articles thereof | 1,757,765.71 | 0.9504 | 1,836,218.31 | 1.1661 | | | | | | |
| 75. | Nickel and articles thereof | 61,162.16 | 0.0331 | 22,471.80 | 0.0143 | | | | | | |
| 76. | Aluminium and articles thereof | 2,161,505.41 | 1.1687 | 2,385,695.00 | 1.5151 | | | | | | |

Source: Ministry of Commerce, Government of India

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Exchanging ideas on air cargo

Air Cargo Club of Delhi (ACCD) held a speaker lunch in the capital recently. **Parvinder Singh**, Managing Director, Hans Infomatic, took the stage with an interesting session on importance of digitisation and automation in air cargo industry. The presentation ended with a rich exchange of ideas and queries session.





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IATA expands CEIV certification

This expansion of IATA's Center of Excellence for Independent Validators (CEIV) programme ensures compliance to handling standards and transparency across the entire supply chain.



CT Bureau

The International Air Transport Association (IATA) has launched a new certification programme called CEIV-Live Animals, that provides an industry standard for the safe handling of animals being transported in the cargo hold of aircraft. Like



Nick Careen
Senior Vice President - Airport
(Passenger, Cargo & Security), IATA



For those shipping live animals, the CEIV-Live Animals programme will provide a reliable quality benchmark




the organisation's CEIV-Pharma certification, which connects parties through the supply chain to ensure the careful handling of temperature-sensitive pharmaceuticals, the new CEIV-Live Animals certification aims to bring more transparency and procedural guidelines to the handling of the precious cargo. "For those shipping live animals, the CEIV-Live Animals programme will provide a reliable quality benchmark," said Nick Careen, Senior Vice President - Airport (Passenger, Cargo & Security), IATA. "Just as CEIV-Pharma helped

provide quality standards for temperature-sensitive healthcare shipments, the new programme extends that expertise to the

important field of transporting and handling of animals." IATA worked with the London Heathrow Animal Reception Centre

(HARC) and Air Canada Cargo to turn its existing IATA Live Animal Regulations (LAR) into an attainable certification.

The programme also abides by the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) require-

ments, which aims prevent international trade from endangering thousands of animal and plant species survival in the wild. 



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EVENT TALK

MAY 2018

► International

| | | |
|---|----------------|-------|
| Multimodal 2018 | Birmingham | 1-3 |
| ACAAI | Abu Dhabi | 3-6 |
| WERC 2018 | North Carolina | 6-9 |
| The Air Cargo Event | China | 13-17 |
| Gartner Supply Chain Executive Conference | Phoenix | 14-17 |
| Transport Logistics China 2018 | Shanghai | 16 |

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

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

► International

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

AUGUST 2018

► International

| | | |
|--|----------|-----------|
| TTILOG 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 |
| ECommerce Expo 2018 | Olympia | 26-27 |
| CSCMP 2018 | Nashville | 30-Oct 3 |

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

CFS to see topline to flatline

According to a holistic report by the CRISIL, with the initiation of Direct Port Deliveries (DPD) being kicked off, CFS operators will need to have to an alternate business model.



CT Bureau

Surging share of DPD, especially at the Jawaharlal Nehru Port Trust (JNPT), means growth in the container freight station (CFS) industry in India would be facing an existential crisis sooner than later, starting with flatlining of revenues this fiscal. The industry, with ₹ 4,500 crore revenue in fiscal 2018, had grown at six to eight per cent annually over the past five years. As of July 2017, there are 169 CFSs in India, and 67 inland container depots (ICDs). Both are extensions of port infrastructure. CFS is used for customs clearance and other regulatory procedures outside the port premises, while ICDs are located in hinterland. ICDs remain a key port logistics link given their rail connectivity to hinterland and provision for handling containers from multiple ports, while a CFS is linked to one port.

JNPT, which houses the largest CFS cluster in India, saw a 428 per cent on-year surge in DPD volume (545,000 containers) last fiscal, compared with 53 per cent (103,000 containers) in



As more importers opt for DPD, the regulatory revenue of CFSs, comprising handling, storage and inspection charges, would dip further this fiscal

fiscal 2017; the first full fiscal after DPD was allowed in February 2016. The share of DPD in total containers transported by road rocketed to 39 per cent in March 2018. For fiscal 2018, the share of DPD was 32 per cent compared with four to six per cent in fiscal 2017. The number of importers opting for DPD was 1,346 in March 2018 compared with just 11 in February 2016. However, more than half of the DPD containers are resent to a CFS either because of non-clearance within 48 hours or voluntarily by importers for storage and onward transportation

to hinterland. Says Prasad Koparkar, Senior Director, CRISIL Research, "As more importers opt for DPD, the regulatory revenue of CFSs, comprising handling, storage and inspection charges, would dip further this fiscal. To offset this, CFS operators are expected to focus on alternative revenue sources from allied logistics and transportation services."

While the government pushes for DPD across major ports starting with JNPT, the use of CFS as a transport and storage solution would remain worthwhile for some importers. They use CFS as

a transportation and storage service provider after DPD clearance, because of their own inventory management and infrastructure constraints. However, of the 34 operational CFSs at JNPT, only 22 are allowed to provide these services by the Jawaharlal Nehru Customs House. Earlier, non-cleared and damaged containers were, by default, moved to a JNPT-owned CFS. But since April 20, 2018, Customs has allowed all CFSs to handle these containers. This is expected to provide some volume, given that such containers accounted for 10-20 per cent of all DPD containers. However, the move by JNPT to provide transportation services to importers across five geographical corridors at pre-decided tariffs starting May 2018 is expected to increase pressure on CFS operators, which were banking on transportation of DPD containers to offset loss in revenue. ↴

SOUTH INDIA

APM unveils storage warehouse

APM Terminals inaugurated its first state-of-the-art cold storage warehouse in India, which will ensure reliable and stable transportation of cargo which require strict temperature control. The facilities will provide refrigerated container plug-in facilities for cold warehousing with services ranging from customs examination and clearance under controlled temperature, value-added services like palletiza-

tion and packaging, on-wheel customs seal verification, and bonded cargo movement to different seaports and airports. The services are available for both domestic and international import/export customers.

Spread over 10,000 sq. meters, the cold chain solutions facility is the first of its



kind in South India as it is integrated with APM Terminals' container freight station. The facility will offer customs clearance facilitation and proximity to the ports of Chennai, Ennore, Kattu-

palli and Krishnapattanam with round the clock accessibility. An additional cold chain solutions facility for domestic use has been built in close proximity to the container freight station.



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ECU Worldwide

Dubai

ECU Worldwide announced the appointment of **Rene Wernli** as the Regional CEO for the India, Indian subcontinent (ISC), Middle East & Africa region. Wernli brings to his new role more than three decades of insightful experience in the global freight forwarding and logistics business. A seasoned industry veteran, he has a proven track record in expanding and consolidating logistics operations in emerging markets. In his earlier stint, Wernli was the COO, Logistics Service Division of DP World. He further made his career with leading multinational logistics companies such as Panalpina, Aramex and Kuehne + Nagel where he held senior management positions in North America, South America, West Africa, Middle East and India.



DP World

Europe & Russia

Rashid Abdulla has been appointed as Chief Executive and Managing Director of DP World's Europe & Russia region. He is a business leader with a wealth of experience spanning over 20 years in maritime industry. He joined the unit, one of the port operator's most important regions, and returned to Dubai to take up a senior role overseeing special projects. Abdulla was most recently Chief Executive and Managing Director for DP World's Asia Pacific region and Chairman of Asian Terminals Inc, its operation in Manila, and managed business units in China, Korea, and Southeast Asia for four years.



Kerry Logistics

Hong Kong and Bangkok

Kerry Logistics has appointed **Mathieu Renard Biron** as its Managing Director of global freight forwarding. Biron will be responsible for the strategic development and management of Kerry's forwarding division. He has over 25 years' international freight experience, especially in Asia, and has held significant roles in several logistics, freight forwarding, and manufacturing corporations since 1991. His previous role was Geodis Group's Regional Vice President for Asia Pacific.



Lufthansa Cargo

Germany

Dorothea von Boxberg takes over as Chief Commercial Officer of Lufthansa Cargo. She will be responsible for the external organisation of sales and handling, revenue management, pricing, network planning and sales management worldwide. von Boxberg has an extensive management experience in strategy, product development and sales is an optimal prerequisite for this task. She studied industrial engineering and spent six years at the Boston Consulting Group in Stuttgart, becoming project manager. In 2005, she joined Star Alliance, responsible for alliance development and moved to Lufthansa in 2007, before transferring to Lufthansa Cargo in 2015.



Freight Transport Association

Leamington Spa

The Freight Transport Association (FTA) has appointed **Jerry Kane** as Commercial Director. Kane is a former Sales Director for some of the freight industry's leading operators, including DHL, Yodel and Eddie Stobart, and has over 25 years of experience in the sector, including time spent running his own consultancy. "FTA is recognised as the voice for the UK logistics sector and has an excellent track record in delivering tangible benefits to its members. It is a privilege to be given this opportunity and I am very much looking forward to joining the management team at such a crucial time in the FTA's development," he said.



Deutsche Bahn

Germany

Deutsche Bahn has elected **Michael Odenwald** to serve as Chairman of the company's supervisory board. Succeeding Utz-Hellmuth Felcht who stepped down at the end of March, Odenwald's term runs until March 2020. He brings DB more than 25 years' industry knowledge, having begun his career within the German transport ministry. During this time, he developed a particular expertise in railroads, playing a pivotal role in the country's first Performance and Financing Agreement (LuFV) signed in 2008. Odenwald was appointed state secretary for the Federal Ministry of Transport, Building, and Urban Development.



TALKing People

Harpreet Singh Malhotra, Chairman & Managing Director, Tiger Logistics, spends his free time with friends and family. "This is my 'shut down' time after which I won't worry about being productive anymore. Also, I like listening to music in the spare time from schedules," he adds. Malhotra wakes up and goes for jogging and yoga for lump sum one hour daily. His favourite sport is playing Badminton and Bicycling. "My favourite vacation spot is Maldives," he tells.



PC Sharma, CEO, TCExpress and India Cargo Award winner 2016 enjoys reading good books and spending time with friends and family. Talking about his favourite sport, he mentions, "I love to play Badminton. It has taught me how to stay focused in life." Sharma loves Rajsthani food like *Dal baati churma*, *Bajra ki roti* with *lasun chutney*, and *Ghevar*. "I like cool and cloudy weather and for that reason Ooty is my favourite destinations. The whole environment of Ooty is charming and refreshing," he adds.



Piyush Sinha, Deputy Managing Director, NEC Technologies India and India Cargo Award winner 2017, likes to spend time with his family during respite. "Being tech-savvy is need of the hour and I love reading about new technologies and global business affairs," he adds. He likes to play different kind of sports but Golf and Cricket are his favourites. His preferred cuisines are Western and Chinese. Talking about his desirable vacation spot, he tells, "Barcelona is a wonderful place. From work perspective, I like Tokyo."





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