

CARGO TALK

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Decoding the
business from
farm to door

Cargo policy &
hub underway

Digital Trucking
A Gear Change

National Logistics
Portal: Link to
regulating trade



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Dear Reader,

Technology is the new norm for the logistics sector. The Indian logistics industry is booming with new initiatives and fruitful partnerships, while it is also noting some global trends that can be incorporated here holistically. The recently-held FIATA World Congress 2018 in Delhi was the perfect platform for global players to witness Indian market trends.

In a remarkable development, at the recently-held International Aviation Summit in Delhi, co-hosted by the Indian Ministry of Civil Aviation (MOCA), the Airports Authority India (AAI) and International Air Transport Association (IATA), **Suresh Prabhu**, Minister of Civil Aviation and Commerce Industry, Government of India, shared on initiating a cargo hub along with a cargo policy to move raw material to service the growing manufacturing and agriculture sector.

India holds the record of being the second largest road network across the world at 5.4 million, as per an IBEF report. With the ever-growing demand of movement of goods by road it has become essential to elevate the trucking sector optimally for the segment to reap profits. To enable the same, digitisation is gaining considerable momentum for truckers to help track and deliver goods and services in real-time punctually. In our Cover Story, we bring you expert tips on the topic that can build a robust system.

Indian logistics sector has been yearning for a portal for long, now, a National Logistics Portal is being developed by the Ministry of Commerce and Industry to ensure ease of trading in the international and domestic markets. Cold chain has been a crucial sector and hold its own merit for the industry. In our feature, we discuss the potential of the sector, while highlighting how it has coped with hiccups.

Keep reading and giving your feedback to us at:
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contents

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Cover Design: Nityanand Misra



- 6** NEWS
News from the domestic sector
- 13** INDUSTRY SPEAK
FWC-2018: A resounding success
- 14** CARGO POLICY
Cargo policy & hub underway
- 18** GUEST COLUMN
Freight forwarder: The connecting bridge
- 20** COVER STORY
Digital Trucking: A gear change
- 28** INDUSTRY OPINION
National Logistics Portal: Link to regulating trade
- 34** INDUSTRY FEATURE
Decoding the business from farm to door

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Distribution Redefined

SpiceJet inducts first freighter in its fleet

SpiceJet has unveiled dedicated air cargo services and inducted first freighter aircraft in its fleet, making it the first scheduled domestic airline in the country to diversify into the airfreight market. The airline has also created a separate division called 'SpiceXpress'.

Ajay Singh, Chairman and Managing Director, SpiceJet, shares, "We are very confident that there is a significant space for dedicated air freighter in the Indian market. The economy is growing at eight per cent and we are having an e-commerce boom in this country."

"The airline will initially start operations on the Delhi-Bengaluru route but will also look at Guwahati, Hong Kong, Amritsar and Kabul. The airline plans to induct four Boeing freighters this year, which will see the airline offering haulage of 27,000 tonnes per month from the current 15,000 tonnes. The new venture will be a division of SpiceJet. Initially, we will operate two Boeing 737-700s and two Boeing 737-800s," Singh added.

Currently, SpiceJet has a cargo capacity of 500 tonnes a day which is mostly as a result of the cargo carried in the belly of the 58-passenger aircraft it operates.



AISATS introduces new tracking system at Bengaluru airport

Air India SATS Airport Services (AISATS) has launched a new shipment tracking platform that uses Radio Frequency Identification (RFID) technology for its cargo handling operations at the Kempegowda International Airport, Bengaluru. The company will be the first air cargo terminal operator in India to initiate real-time and improved cargo tracking. This technological initiative is a collaboration between AISATS and its Singapore-listed joint venture stakeholder, SATS, which operates an unrivalled network of gateway services and food solutions in over 60 cities across Asia. With AISATS being the biggest ground handler at Kempegowda International Airport and managing two dedicated cargo handling centers, namely the AISATS Air Freight Terminal and the AISATS COOLPORT, the introduction of RFID technology will enable AISATS to undertake real-time cargo tracking for end-to-end visibility and faster turn around. The RFID tracking system, capable of processing large quantities of cargo, will further bolster speed and accuracy, thereby making the cargo handling process more secure.

The RFID technology uses radio waves to transfer data from an electronic reader to an RFID tag and vice-versa. The ground handling staff can use a hand-held RFID scanner to scan the shipment pieces at various stages of the cargo handling process. Once the RFID-tagged shipment is scanned, the RFID-enabled device will send Airway Bill (AWB)-related information to a tracking platform, enabling all stakeholders to undertake real-time, end-to-end cargo tracking. The platform is capable of tracking shipments at two levels- the shipment piece level and the ULD/container level. Furthermore, this technology can be leveraged for a gamut of cargo services such as express cargo, valuables and perishables amongst others.

Antonov AN-124 aircraft touches down @ Chennai airport

The Chennai airport made way for the giant Antonov AN-124 aircraft, operated by a Russian freight company Volga-Dnepr Airlines, which landed in the city with 53.46 tonne of machinery from Xi'an Xianyang in China. The whole freight was unloaded and had to be carried on 13 trucks. This is first time an AN-124 aircraft landed at Chennai airport with considerable amount of payload. Since the airport is a major gateway to South India, such hauls are expected to be a regular occurrence in future.

AN-124 aircraft is designed for long-range delivery and air dropping of heavy and large-size cargo, including machines, equipment and troops and has got a payload capacity of up to 150 tonnes. AN-124 is 69.1-metre-long and has an extensive wingspan of 73.3 metre.



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Heralding business opportunities

The FIATA World Congress 2018, witnessed a presence of close to 1200 delegates from 130 countries and across India at Pullman New Delhi.

Themed 'Future Starts Here', the inauguration ceremony was addressed by **AV Vijaykumar**, Chairman, Federation of Freight Forwarders' Associations in India (FFFAI), **Neeraj Bansal**, Chairman, Jawaharlal Nehru Port Trust (JNPT), who was also the Chief Guest; **Robert A. Voltmann**, Secretary General, FIATA; **Debashis Dutta**, Past Chairman, FFFAI and Chairman, FWC-2018 and **Samir J Shah**, Mentor, FWC-2018. Federation of Freight Forwarders' Associations in India (FFFAI) hosted this first-ever international logistics

conference in India. Welcoming the delegates, Vijaykumar said, "India is privileged to host FIATA World Congress this year."

According to him, the economic might of a nation is defined by the logistics capabilities of a country. The success of any industry or an industrial growth is measured by the capacity to have a seamless supply chain management. There have been significant changes in the method of the logistics service and the scope of activities are ever expanding.

Vijaykumar opined that FWC-2018 aimed to indicate a new beginning for the Indian freight forwarding and logistics industry. Voltmann too, emphasised on FIATA's contribution and



commitment towards global freight forwarding and logistics industry. In his inaugural speech, Bansal highlighted the crucial policy initiatives from the government to facilitate ease of doing business and international trade in consultation with industry players.

Dutta remarked on the high number of registered participants who had culminated for the event. "We are excited to announce that

FWC-2018 registered close to 1200 delegates from across the world." The FWC-2018 witnessed about 20 business sessions with some 70 eminent speakers from international logistics industry, apart from representatives from Government of India, WCO, renowned personalities, etc. In addition, there were about 1000 scheduled B2B meetings held among more than 500 delegates.

FWC-2018 INSIGHTS

KIZAD Logistics City showcased @ FWC-2018



Abu Dhabi Ports and its business subsidiary, Khalifa Industrial Zone Abu Dhabi (KIZAD), displayed their innovative logistics products at FIATA World Congress, held recently. Among the array of innovative

and customer-centric solutions that were presented was the recently-launched KIZAD Logistics City, which offered pre-built warehouses and Light Industrial Units (LIUs). KIZAD's new free zone warehouses

will cater to trading and export companies, third party logistics, freight forwarders and distributors while the pre-built and flexible LIUs will serve various light manufacturing businesses and workshops. Due to be completed in October, the modular units are available for pre-booking with early bird incentives and competitive prices.

Captain Mohamed Juma Al Shamisi, Group CEO, Abu Dhabi Ports, said,

"Through our specially tailored logistics and trade solutions that are rapidly growing due to demand, we offer our support in securing businesses' foothold in the Middle East region and ensuring the efficiency and ease of setting up their operations. We are proud partners to global giants such as COSCO Shipping Lines, Jiangsu Provincial Overseas Cooperation and Investment Company, and Mediterranean Shipping Company (MSC)."



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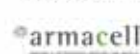
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Industry leaders talk business

FIATA World Congress 2018 witnessed an impressive footfall of industry professionals, culminating at Pullman New Delhi for gaining insightful deliberations on the sector. The theme, 'The Future Starts Here', was the highlight of the event.



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Meetings galore @ FWC-2018





FWC-2018:

A resounding success

Voicing FIATA key takeaways, industry veterans elucidate on why the event was a pathbreaking one for the logistics sector and especially, for India, on knowing the potential global trends.



CT Bureau

★ Vipin Vohra

Chairman
Continental Carriers



FIATA World Congress was an eye opener for the Indian industry to gain knowledge on the world cargo segment.

The speakers deliberated on the global trends. The viewpoints of the airlines, agents, government bodies were projected optimally. I think the event is going to give the necessary fillip to the Indian industry.

★ Cyrus Katgara

Partner
Jeena & Company



Close to 1200 delegates marked their presence at the international conference, which proved to be an encouraging

platform for India; almost 500 delegates from the overseas was the highlight of the event. The conference was well-managed, provided required knowledge, content, exemplary speakers, and networking through B2B sessions.

★ Venugopal Banger

CEO
Cargo Service Center



FIATA is the suited platform to get people, organisations together for generating business. I witnessed

presence from the airfreight sector as well. But the forum could have been more interactive and holistic through participation from different segments like shipping, imports, pharmaceuticals, among others.

★ Mahesh P Trikha

Managing Director
Aargus Global Logistics



Being an Indian freight forwarder, the forum being held in India for the first time instilled a proud feeling. I was excited to be

here and be a part of the committee as well. I do hope that the platform will generate the necessary fillip to the smaller Indian custom brokers who will gain exposure to the international trends of the segment.

★ Yashpal Sharma

Managing Director
Skyways Air Services



For the Indian logistics landscape, FIATA World Congress 2018 being held in the sub-continent is an honour. The

forum was an apt platform for the industry professionals to interact and exchange views with the veterans of the logistics industry, while gaining knowledge on the trends in the sector.

★ Ravinder Katyal

Director (Air Cargo)
Cargo Partner Logistics India



To host FIATA World Congress was a privilege for India. The platform allowed the Indian fraternity to meet and

interact global partners at one go and be liberated to discuss all the issues faced in the trade, while culling out the panacea to it. The networking through the business sessions were a hit with the professionals as it garnered fruitful insight on the business.

★ P.S. Atree

Managing Director
P.S. Atree & Company



FIATA World Congress 2018 was a first in India. It was an optimal opportunity to meet other counterparts,

as 130 countries took part. The B2B meetings were helpful to the trade to help understand business from global quarters as well. We may increase our trade and business and know the best practices, but worldwide, the trade is following and discussing our practices, so it was a beneficial exchange of viewpoints.

★ Glyn Hughes

Global Head Cargo
IATA



I think one of the key advantages of FIATA is bringing the whole globe together under a single roof. Potential

business operators met with the Indian counterparts for new connections, and shared global experiences, while absorbing Indian market trends. Collaborative solutions and better global solutions and standards were imparted.



Cargo policy & hub underway



With an upcoming cargo hub and cargo policy, the Ministry of Civil Aviation (MoCA) has big plans for the industry, with the required thrust given by logistic requirements from the manufacturing and agriculture sector.



Nisha Verma

At the recently held International Aviation Summit in Delhi, co-hosted by the Indian Ministry of Civil Aviation (MOCA), the Airports Authority India (AAI) and International Air Transport Association (IATA), **Suresh Prabhu**, Minister of Civil Aviation and Commerce Industry, shared MOCA's plans for the future, he said, "We are preparing a Vision 2035, where all the infrastructure and technology issues will be addressed. With the GDP rising, we are targeting that a trillion-dollar in the 5 trillion

dollar economy would come from manufacturing, and that would need more goods to move from one place to another. That would also put huge demand on transportation sector, and if we gear up properly, aviation sector could be the winner." He added that another growing sector is agriculture.

Prabhu said, "We are working on making a cargo hub along with a cargo policy as we need to move raw material in a big way to

service the growing manufacturing and agriculture sector." **Jayant Sinha**, Minister of State, Civil Aviation, further shared details about the recently launched drone policy which would be revolutionary, said, "It has led to Uber considering India as one of the five countries where they will launch Uber Elevate. We want drones to be made in India, including all the hardware, software and the services that go along with this vast new ecosystem to be innovated here in India." Sinha added

that they have many such efforts for the cargo industry as well. "We are looking to develop an overall exchange where cargo and logistics are available in a very efficient and streamlined manner. As we applied technology here, it also required a lot of inter-ministerial coordination, with customs and various other ministries as well. The Ministry of Commerce and Industry have a special division on logistics and they are very focused on supporting it through our cargo policy," revealed Sinha. 

India gets green signal for Bangladesh ports

The Bangladesh cabinet has approved a draft agreement, allowing India to use its Chittagong and Mongla ports to transport cargo to its Northeastern states. **Shafiul Alam**, Bangladesh Cabinet Secretary, shares, "The draft has been prepared for signing the deal with India, but Nepal and Bhutan can be added to it, if they wish to use the two ports. Customs duties and transportation costs will be charged on this freight as it makes its way through Bangladesh territory."

"Under the proposal deal titled, Agreement on the use of Chittagong and Mongla ports for movement of goods to and from India, a new modern tracking system would be used to track cargoes," he adds.

1st perishable shipment by bonded trucking takes off from Coimbatore

Coimbatore airport's cargo department sent an export shipment of 2.5 tonnes of perishable cargo by bonded trucking to Kochi for the first time on September 12. **N. Mahalingam**, Director, Coimbatore Airport, flagged off the bonded truck with the perishable cargo to Kochi. "We had to send this shipment of perishables, including vegetables like onions and drumsticks, booked to Jeddah by bonded trucking as we have only passenger airlines flying out internationally," said a senior official.

"Perishables, including vegetables, fruits and flowers, constitute 50 per cent of Coimbatore airport's export volume, which is around 350 tonnes a year. There are space constraints because all international flight flying out of the city are relatively smaller and cargo space is available only after passengers are allocated their luggage space. On the other hand, Kochi has wide-bodied aircraft like the Boeing 747, which despite being a passenger flight can accommodate such a sizeable shipment," the official said.





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ECU bets on Indian market scope

Rene Wernli, Regional CEO - India, ISC (Indian Sub-continent), Middle East & Africa, ECU Worldwide, in conversation with **CARGOTALK**, shares the idea of spreading the company footprint in the Indian market, while highlighting the growth opportunities in the region.



CT Bureau

Briefly comment on your first six-months as Regional CEO, ECU World for India, ISC, Middle East & Africa.

I have undertaken an exhaustive assessment of available and future business opportunities and challenges across countries which come under my purview. An excellent product portfolio combined with a large network, professional and passionate staff wanting to go the extra mile are key factors which will help us to reach our set growth targets.

What are your plans to explore the growth opportunities accorded by the region?

We remain highly focused and positive on India, our home market, which is vibrant and is presently in a high growth phase. Investing in this ever-growing market is a key focus-area for us. We also believe in the further growth opportunities provided by the Middle East and Africa. Owing to inherent business risks, caution needs to be exercised while navigating the business ecosystem in Africa which is still emerging as a growing market.

“We remain highly focused and positive on India, which is vibrant and is presently in a high growth phase

” We are currently doing very well in North Africa and continue to focus strongly on this area. We have made good investments into our IT framework. A complete advanced digital infrastructure and a recently introduced robust online IT platform will provide us with the requisite operational bandwidth.

Do you view the Indian market as a complex one?

India offers a complex market ecosystem. It's a highly competitive market and one needs to remain operationally alert and flexible to retain the competitive edge here always. An adaptive mindset is needed in these rapidly changing market dynamics. Our many years of experience gives us certainly an advantage. We are meeting

and talking to our customers on a daily basis. This is essential to understand their growing business requirements and to be able to service them well and to also meet their expectations. We have one of the largest market presence and operational network in India. This gives us a pivotal position.

How do you plan to spread your operational footprint in the India? Kindly analyse the Indian market.

Over the last few years, India has grown exponentially and the growth pace will only increase. To optimise this growth momentum, we are investing further into our staff, assets and systems. It is our firm belief that a state-of-the-art fully-owned assets and advanced infrastructure will be key factors in serving the customers and topping the market competition. An emphasis on improving the productivity and capacity optimisation are also part of our core focus areas for ensuring top customer service and growth of our volumes.

Your message to the Indian trade?

I would like the trade community to associate with us, gain critical insights and try our domestic and global products and services. 🇮🇳



Rene Wernli
Regional CEO - India, ISC (Indian Sub-continent),
Middle East & Africa, ECU Worldwide



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Freight forwarder: The connecting bridge

K Swaminathan, Director (Service Business), Balmer Lawrie & Co., gives insight to the role a freight forwarder and how the segment still needs nurturing and how a specific logistics department can augment the sector.

ROLE OF IMPORTANCE

A freight forwarder (FF), forwarder, or a forwarding agent, helps his customer to focus on his core business by taking care of their entire logistics needs relieving them of what would otherwise been a formidable

connectivity. Of late, the role of a FF is expanding primarily driven by the consumers' demand for real-time information and visibility of their cargo.

Freight Forwarder also acts as a medium of communication between various stakeholders involved in the movement of the cargo from origin to destination.

Freight Forwarder also ensures that all statutory regulations pertaining to the movement are complied with, by keeping the shipper / consignee updated on the requirements of regulatory bodies like customs, PQ, FSSAI, PESO, etc.

ties which have inter se linkages should be properly mechanised through a good IT package which can be used by CHAs/FFs across the country.

Error free customer service, improved risk management and proper communication will be the key towards improved efficiency. Trained manpower availability is also an issue and it is important that institutes are set up to impart practical training to aspirants if FF and CHA activities are to be pursued in a professional way. Consolidation of all regulations under one roof / ministry, and legal recognition to freight forwarders will ensure business is carried out in an efficient manner.

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



burden. The major role a FF plays can be summed up as:

- Play the role of an advisor/ consultant
- Arrange and perform the shipping
- Documentation
- Notify the shipper

With 'one stop' solution being preferred by the customers, a FF also performs the custom broker role (CHA) and first and last-mile

EARNING DESIRED VALUE

In my view, there is a need to have a full-fledged 'Ministry of Logistics' to have a properly coordinated policy affecting all logistics stakeholders if India wants to bring down its logistics cost and be counted as one of the most efficient in logistics management.

PANACEA

Using blockchain technology in logistics will help capturing data across various modes of transport for the benefit of all in the trade. Penetration of IT in this industry is still pretty low. Manual work to be minimised and many activi-



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

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Digital Trucking:



A gear change

Autonomous driving, electrification and digital connectivity enables the advent of smart logistics, while lowering operating costs. **CARGOTALK** speaks to veterans on trends and the industry's readiness for digital trucking.



Kalpana Lohumi

With the second largest road network across the world at 5.4 million km, approximately 65 per cent of cargo moves by road in India, as per an IBEF report. During the past three decades, movement of goods by road is gaining considerable momentum in the country, while a growth pause is not expected in demand in the

years to come. With the growing demand, digitisation is coming in the industry in a big way. Trucking industry in India has remained the most unorganised and dull among other modes of transportation. Seeing digitisation here might be a bliss for the industry. **CARGOTALK** explores how digitisation of trucking will transform the logistics value chain in India.

Explaining the concept, **Gagan-deep S Klaire**, Director, Majha Transport, says, "It's a simple application of technology and re-thinking of the basic trucking fundamentals all together, simply like in modern passenger cars. There is a combination of an ever-changing technologies; trucks will move down the road guided by a wealth of information from transportation



Gagandeep S Klaire
Director
Majha Transport



Arindam Bhattacharya
Vertical Head
Holisol Logistics

“A decade back GPS was a luxury in a truck, whereas now it is a mandatory fitting of a new truck

“For the first time in the history on Indian trucking, it seems that a part of industry is beginning to change

infrastructure and other vehicles, improving utilisation through remote maintenance, increasing efficiency, and boosting safety.”

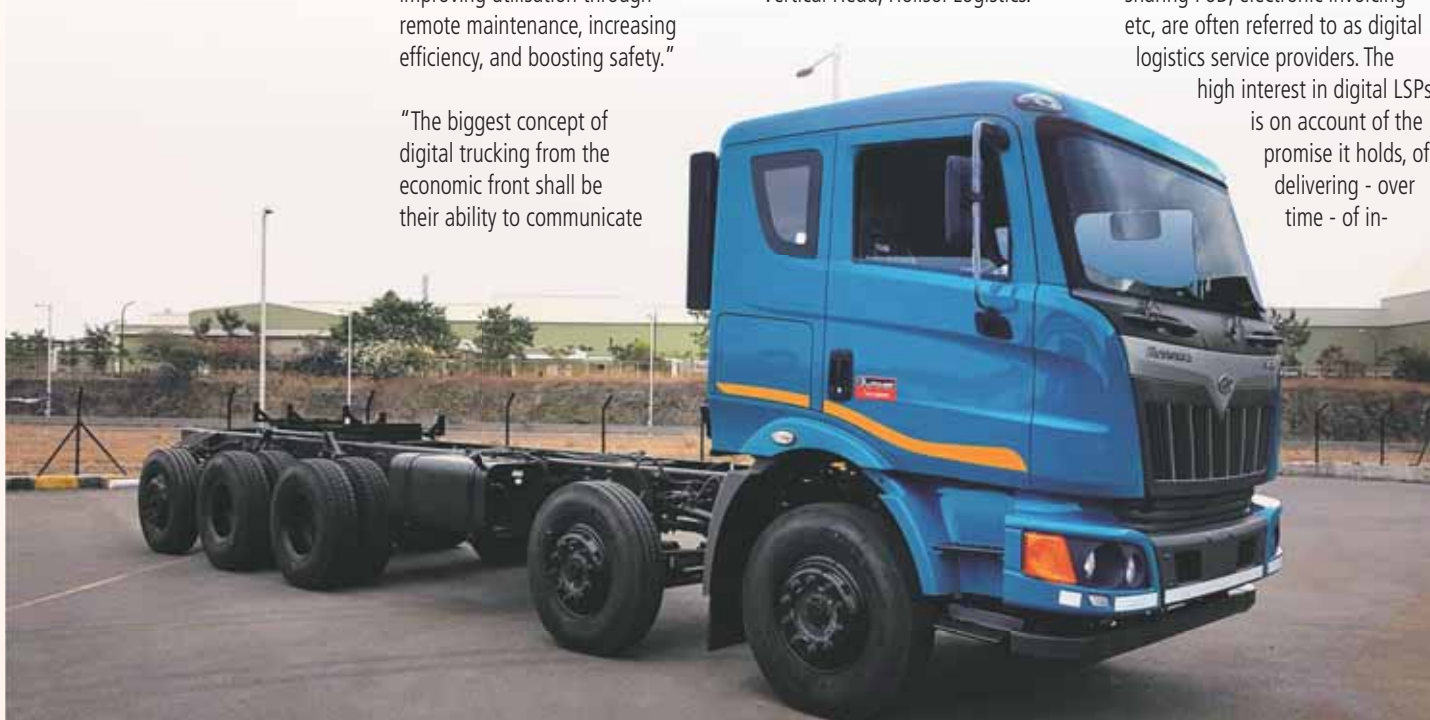
“The biggest concept of digital trucking from the economic front shall be their ability to communicate

with fleet management/LSP and with shippers/customer of goods. In the future, cloud-based solutions for freight matching with trucks will eventually be able to determine whether they can take on additional freight. The truck trailer itself will be able to determine its available space and weight, as well as scheduled route, ETA, and other relevant information through sensors and communicate this data to a digital freight-matching platform for quick extra load and thereafter its reverse loads,” he adds.

“It is the next step in the advancement of the logistics sector and it has several aspects to it. The main objective is to improve the overall customer experience and driving excellence in the operations. Digitisation of trucking will help in evaluating the operating performance of the vehicle and the behaviours of the drivers. With the use of available technologies, the fleet owners can link all their fleet to the system and effectively monitor the performance of their fleet,” explains **Arindam Bhattacharya**, Vertical Head, Holisol Logistics.

Segregating the concept into two, **Hari Om Prasad**, Regional Head – Transportation, Haiko Logistics India, says, “At a high level, it is the use of data and network-based support systems for managing and optimising trucking transport operations, using many forms of digital technologies and at a process level, it’s the full integration of connected trucks for real-time logistics data across the entire supply chain, from parts and materials suppliers to manufacturers to warehouses and distributors, ending with the end customer.”

“The logistics industry is a rapidly-growing sector which has been transforming at a fast clip with several players working to organise the previously-unorganised sector. Technology has been a major factor influencing this development. Service providers that have deployed cloud-based solutions for internal and/or external business processes e.g., truck sourcing, releasing orders, electronic payments real-time visibility of truck position, sharing the statement of accounts, sharing PoD, electronic invoicing etc, are often referred to as digital logistics service providers. The high interest in digital LSPs is on account of the promise it holds, of delivering - over time - of in-



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Hari Om Prasad
Regional Head - Transportation
Haiko Logistics India

“Trucks will be able to communicate their contents and destination with other trucks & technology platforms”



creasing efficiency of the overall eco-system as well as each player of the ecosystem viz., the consignor, the service provider themselves as well as the fleet owners as also the providers of supplies & services to the industry,” tells **Anjani Mandal**, CEO & Co-Founder, Fortigo Network Logistics.

TRANSFORMED LOGISTICS VALUE CHAIN

Emerging tech-focused entrepreneurs are revolutionising the way the industry functioned by leveraging technology to offer seamless, transparent and efficient operations with strict adherence to timelines. Adding to this, **Sumit Sharma**, Co-Founder & CBRO, GoBOLT, says, “Artificial intelligence, data analytics, and IoT-based technologies are making it easier for entrepreneurs to keep a track on the deliverables, while making fleet management

operations easier. It has also helped organisations to control the hours of service for drivers, plan optimised travel routes, while facilitating security through 24x7 surveillance. Fuel sensors, geo-fencing, auto ignition cut-off, retinal sensors, digital locks etc. have completely transformed the way the sector has functioned over the years, driving recruitment of technological talent as well as skill-based resources in the industry. The logistics value chain in India can get transportation solutions such as right vehicle selection, route/delivery planning, real-time tracking, reliable documentation and control, reduced transit time to its clients, which in results facilitates seamless movement of goods from the point of origin to that of consumption and aids significant economic growth in the process.”

Klaire shares, “There has been a great sense of overall improvement in supply chain in India. A decade back, GPS was a luxury in a truck, whereas now it is a mandatory fitting of a new truck.”

“Just as the arrival of the connected car is already changing how carmakers will operate in the future, the advent of the digital truck will completely transform how freight is transported on the highways. Eventually, these trucks will drive themselves, freeing up drivers

to take on administrative tasks, and eventually doing away with them altogether.

These advances will have an equally profound effect on the entire logistics system. Trucks will become even more tightly integrated into the entire logistics chain, with the arrival of shipments to factories, warehouses, and end-customers timed precisely, as all the players across the supply chain gain full transparency into the whereabouts of their goods. And ultimately, trucks will be able to communicate their contents and destination with other trucks and with technology platforms that will automatically match shipments with trucks with available space, rerouting them as necessary,” elucidates Prasad.

“Trucking used to be considered as the last dark continent in logistics value chain which was difficult to be conquered due to various factors. However, with the availability of digital technologies, connected network and regular lowering cost of using these technologies, the transformation in trucking has begun. Numerous players in the market are investing into the R&D of the digital platforms and offering innovative solutions to transform the ecosystem. Rivigo started it and now DHL is pushing ahead with driver reforms. Blackbuck and few others took lead in matching the

Fact File

- The major trends to look for in the digitisation of trucking operations are tracking and tracing of goods on the move, fleet performance management, preventive maintenance, focus on improving drivers' life, network optimisation, blockchain and analytics.
- Mass manufacturers and suppliers are keen to explore technology as they are increasingly looking for better visibility of the movement of their goods, smoother and faster deliveries, improved operational management and being more productive.

supply and demand to improve the overall capacity utilisation. Use of GPS devices to track the vehicles is increasingly becoming a norm with the organised fleet operators," points Bhattacharya.

"GST itself is having transformative effect by reducing the bottlenecks and saving the trucking time spent



at tolls. Lot of work is happening on route optimisation, blockchain technologies, fleet management, vehicle performance management to drive change and complete transformation of trucking," he continues.

"At a fundamental level, a cloud-based solution provides information flow within as well as across organisation, including between the supplier and the buyer of product/service. Almost any transaction between two players of the ecosystem gets facilitated with speed and error-free communication, including (a) finding a service provider or a customer (b) order placements (c) shipping document preparation (d) live status of delivery (e) invoicing (f) payments as well as (g) statement of transactions and accounts and reconciliation. Further, it has the potential of creating complete transparency between the two transacting parties," explains Mandal.

"The goal is to optimise traffic flows, automate routing, improve parking efficiency and safety, and allow drivers to be more efficient. The technology will provide drivers with real-time information about congestion and accidents and automatically update routes. Automated parking features will provide suggestions on where to park depending on the driver's level of fatigue, no-entry timings, and the traffic situation. The future of driving a truck on Indian road shall be with integration of advanced driving technology such as adaptive cruise control, collision avoidance systems, and radar, also enable trucks to save fuel through platooning: moving down the road in tight convoys, close enough to benefit from the decrease in aerodynamic drag. This technology can save as much as 11 per cent of fuel costs for a three-truck platoon," informs Klaire.

ADOPTING CHANGE

Logistics industry has always been neglected and so is the appeal. Digitisation will not only bring the efficiency but the charm as well. Now, the question remains is the industry ready to accept the

change? On this, Bhattacharya shares, "For the first time in the history on Indian trucking, it seems that a part of industry is beginning to change. The inertia has been broken and we see lot of players now ready to see the benefits of using technology, though largely driven by customers minimum requirements. Major manufacturers and distributors are already looking into investing in new technologies as a part of their digitalisation agenda. This will increasingly become important soon as optimising their operations will enable these customers to improve their business performance." "However, more than 75 per cent of trucking industry remains fragmented and that poses a huge challenge to adopt these changes as the smaller transporters and customers may not feel incentivised to go digital. This will entail huge ecosystem push to get



Anjani Mandal
CEO & Co-Founder
Fortigo Network Logistics

“The logistics industry has been at a fast clip to organise the unorganised sector”

Fact File

- It would surely increase efficiency, new sensor and connectivity technologies linking the truck to its surroundings, to the repair/maintains on a lonesome highway. And in the longer run, they will lead to the brave new world of autonomous trucking.
- Over the next few years, digital logistics providers will help build transparency in service quality, pricing & use technology to improve their own efficiency – thereby gaining the capability to provide a better quality of services at a lower price.
- As the digital logistics service providers grow in numbers and size, they will dominate the logistics ecosystem and help reduce the overall logistics cost for every buyer in the Indian economy.



Sumit Sharma
Co-Founder & CBRO
GoBOLT

“
AI, data analytics,
and IoT are
making it easier for
entrepreneurs to
keep a track on the
deliverables
”



these players on the digital journey and reap the benefits of it,” he continues. Klaire believes, “India has a whole is not ready for the change from larger window as of current market conditions neither their management nor the government or legal policies favour the same. The radical transformation is coming to the Indian trucking and logistics industries over the next 10 or 20 years, which may present many risks but also opportunities for all the players in the business. For few, the risks will be so great that they will likely not survive. For others, success will depend on their ability to understand the opportunities available to them, and to build or buy the capabilities needed to aggressively pursue

them. The real risk lies in failing to move forward.” “Digitised trucking will transform how virtually every stakeholder in these linked businesses — original equipment manufacturers (OEMs), logistics companies, warehouses, and local delivery businesses — will operate. Some stakeholders will see a wide range of new business models open, while others will likely struggle as their roles in the logistics chain are diminished,” opines Prasad.

“And in the longer term, the trucking business will likely divide into two distinct markets. Emissions regulations, increased competition, big strides in connectivity, and coming disruptions in the

entire logistics chain will primarily affect developed economies. In emerging markets, the issues will involve the need for more reliable and economical trucks, a growing interest in regulating emissions, and strong overall growth prospects, but not necessarily the development of digitised solutions. These distinctions will likely last into the foreseeable future,” he adds.

“Service level improvements were long desired within the trucking industry. Customer distrust, fragmented operations and lack of adherence to timelines had earned the industry an unenviable reputation. However, the growth of e-commerce and a surge in demand for the services has encouraged many new entrepreneurs to make a straight line for the sector, to an extent that it is being considered the sunshine industry currently. Even established players in the domain are looking forward to implementing technological solutions to reduce operational costs, inefficiencies and earn client trust. The industry is well on the path of tech-driven change and such a transformation is poised to bring some very exciting opportunities for the Indian economy, making its goods more affordable in the world market while driving greater foreign participation,” feels Sharma. 📌

Fact File

- Efforts on the part of regulators around the world to manage climate change and to save energy and resources are forcing the industry to develop cleaner, more efficient trucks and optimise the use of heavy vehicles.
- Social and cultural changes are opening up new markets and increasing expectations for the efficiencies to be gained through autonomous vehicles and the digitised supply chain.
- The fleet will be modernised substantially, and trucks will be equipped sensors and actuators for easy traceability, always staying connected over wired and wireless networks.
- Data Analytics, machine learning and automation will play a pivotal role in determining cost optimisation, efficiency and operational control.
- The whole sequence of transactions and processes, right from a customer creating an order, to vehicle allocation and then executing the trip, will be analysed at a granular level to identify optimisation opportunities.
- Truckers will also increasingly focus on strengthening last-mile connectivity across the country by acquiring smaller players operating within Tier-II and III cities.

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National Logistics Portal: Link to regulating trade

A National Logistics Portal is being developed by the Ministry of Commerce and Industry to ensure ease of trading in the international and domestic markets. Industry experts comment on this step and how the industry is ready to shift itself to another paradigm.



Kalpana Lohumi



Sam Katgara

DDP Trailblazer, India Cargo Awards winner 2015 & Partner, Jeena & Co.

The intention of this portal is to connect the government agencies and provide, service providers and buyers of the services on a single platform with twin objectives. First, to bring in efficiency in transportation and reduce the transit time at every leg of transport in the entire supply chain involving manufacturing to final exports.

And secondly, reduce the logistics costs. We can

breakdown the proposal in two parts, that is, to link all the government agencies involved in the regulation of transportation and export of goods on a single platform for faster approvals as a facilitation measure and to create an interface between buyers and sellers as in e-commerce market places in the consumer goods space.

INDUSTRY'S EXPECTATIONS ARE:

1. Government should limit its role into the non-commercial activities of facilitation and build a portal linking the government agencies.
2. It may also bring other commercial agencies involved providing logistics services such as ports, railways on the same platform.
3. The portal should create enough value for the individual buyers and sellers to use it as an option and it should not be mandatory for private entities to participate per force.
4. This platform should act as a catalyst for creating an ecosystem for private individual, competing marketplace, ecommerce portals for bringing buyers and sellers of the logistics services.
5. Wider consultations are required with all stakeholders such as ACAAI, ACFI, FFAI, transporters trade bodies.
6. The design and architecture should anticipate all the complex multitude of situations associated with logistics industry which is so far largely unorganised, to ensure a seamless and uninterrupted access to all the functionalities of the portal.
7. The pricing of the usage of the products would be only nominal.



Vipin Vohra

Gallery of Legends, India Cargo Awards winner 2015 & Chairman Continental Carriers

The National Logistics Portal will help all the stakeholders like shippers, freight forwarders, custom brokers, transporters, customs, banks and all other players who are involved in export and import. This is a great effort taken by ministry and this will help the entire exim trade to interact through this portal smoothly.

The only fear is that this portal should not get hijacked by any segment. The main control of this portal and veto power should remain with the government appointed secretary or any other government official. There should be equal participation in the board from the trade and terminal operators, then only this is going to work as an independent portal. The portal will go a long way in development of export/import trade to and from India.





Amit Tandon

Managing Director, Asia Shipping India & India Cargo Awards winner 2016

The Department of Commerce will create a portal which will act as a 'single window online market place' for exim trade. The new portal, which will be implemented in a phased manner, will bring together various stakeholders on a common platform. The aim is to reduce the logistics cost from the present 14 per cent of GDP to less than 10 per cent by integrating

and rationalising more than 60 government and partnering agencies (PGAs), 37 export promotion councils, an employment base of 12 million people, 200 shipping agencies, 36 logistic services, 129 ICDs, 168 CFSs, IT ecosystems, banks and insurance agencies.

The worth of Indian logistics market is expected to jump to US \$215 billion in next two years compared to about US \$160 billion currently due to the expected jump in the ex-im trade because of the schemes like Make in India, Skill India, FDI liberalisation, etc. This will also boost country's performance in global rankings and will also pave the way for India becoming a global logistics hub.

The new portal is expected to lead to reduction in logistics costs, thereby increasing the competitiveness and efficiency of the Indian supply chain, both in terms of costs and time. We at Asia Shipping India look forward to taking benefit of the portal as it unfolds in the public domain and contribute to its success.



Nihar Parida

Industry Expert

The national logistics portal is a great initiative from the Government of India. We have been waiting quite long for this kind of a website, where all the stakeholders and government are linked. Lot of start-ups had been trying to do this to enhance transparency for movement of goods and also making things paperless. This portal will help importers and exporters to find out all the details required with the cost of these services

when they import or export their goods. It will clear lot of layers.

When it is about shifting to another portal, I hope it will be a gradual shift. It should be enforced by the government. It is a support site and initially should remain same. Slowly everyone should graduate to this while filing their BOE or requesting any certification either for imports or exports. To me, this will make things much simpler and easier for all traders.

Highlights

- The intention is to bring in efficiency in transportation and reduce the transit time at every leg of transport in the entire supply chain and reduce the logistics costs.
- The only fear is that this portal should not get hijacked by any segment.
- The main control of this portal and veto power should remain with the government appointed secretary or any other government official.
- The worth of Indian logistics market is expected to jump to US \$215 billion in next two years compared to about US \$160 billion currently.
- The industry has been waiting quite long for this kind of a website, where all the stakeholders and government are linked.
- Lot of start-ups had been trying to do this to enhance transparency for movement of goods and also making things paperless.

Maximising profits

Our esteemed award winners share their views on learning the use of inventory management efficiently in warehouse management.

CT Bureau



► Emerging Logistics Company (North & East 2015): **Aardour Worldwide Logistics**

Smooth functioning via inventory

Sarini Sachdeva, Chief Executive Officer, Aardour Worldwide Logistics, tells, "Managing inventory requires holding excess stock, which is costly, while not being able to fulfil orders fails to maximise your profitability. Secondly, the swift and accurate processing of sales starts way back in the warehouse, when sales orders are first lodged and filled in your storage facility. Being able to enhance your warehouse management further enables fast and accurate sales order processing. All transactions associated with the warehouse also must be processed efficiently for the supply chain to work well as a whole. Given that warehouse management is a vital part of the supply chain, it is essential that it is linked to other operational areas."



► Best Warehousing Company (West & South 2016): **FM India Supply Chain**

Dedicated inventory beneficial

Bipin Kulkarni, Vice President – Sales & Marketing, FM India Supply Chain, tells, "Efficiently managing the inventory in the warehouse is a critical contributor and one of the key KPIs in any warehouse. It is especially critical for large warehouses where number of SKUs and orders is quite large. WMS plays an important role for effective inventory management. In FM India Supply Chain warehouses, new age WMS not only helps in to ensures zero error in packing and dispatch, but also helps in inventory planning in our warehouses. Dedicated inventory teams benefit immensely from WMS which dish out daily schedule for perpetual count."

Çelebi launches bonded trucking from Ahmedabad to Delhi

Çelebi Delhi Cargo Terminal Management India, in collaboration with OM Logistics and GSEC, Ahmedabad Airport, have commenced a dedicated bonded trucking from Ahmedabad to ÇelebiTerminal Delhi IGI Airport, after the successful launch at Kanpur, Ludhiana, Noida SEZ and Pithampur SEZ1 & SEZ2. The objective is to provide their customers a possibility to move air cargo in an efficient, safe, process driven and cost effective manner.

Ramesh Mamidala, CEO, Çelebi Delhi Cargo Terminal Management India, stated, "Now cargo from Gandhinagar, Bhavnagar, Surat, Vadodra and even Indore can be custom cleared at GSEC facility at Ahmedabad Airport and sent to Delhi Airport daily. We hand pick our logistics partners and manage every aspect of the service for commitment, on time performance and transparency to guarantee quality of service to our customers."

"After Ahmedabad, we plan to start bonded trucking from Indore, Jaipur, Durgapur, Pune, Agra, Moradabad and Rishikesh – Roorky belt in 2018. Besides starting temperature-controlled road transport to Delhi from Indore and Ahmedabad, speed, safety and security are the



key words that identify our air cargo road bonded service," added Mamidala. **Akash Bansal**, Executive Director, Om Logistics, said, "In addition to Çelebi's scheduled trucks operating between city pairs as per scheduled timetable, ad hoc trucks are available upon request."



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Indian logistics: Weaving the tech magic

Logistics in today's scenario is witnessing disruptions of tectonic proportions, and like all upheavals, this entails risk as well as opens up unprecedented opportunities, opines **Shantanu Roy**, CTO, Mahindra Logistics.

The logistics industry is seeing a wave of change through disruptions that can unleash suited options for the industry to make a mark on its own with infusion of new technology, new market entrants, new customer expectations and new business models.

Technology is usually a good mix of hardware and software. But disruptive technologies have made hardware more accessible to drive supply chain improvements. Some of these technological interventions are:

AUTOMATED GUIDED VEHICLES (AGV)

AGVs can raise warehousing efficiencies and material throughput to a completely different orbit.

IOT ON TRUCKS

Next wave of disruption is expected to come through sensors proactively steering driver behaviour, thereby increasing fuel efficiency, reduced idle time, increased customer OTIF and increased life of the vehicle.

LAST-MILE LOGISTICS

In the time to come, algorithms

will progress from providing siloed navigations to individual vehicles on pre-determined routes to providing closely coordinated real-time navigations, thereby enabling the entire fleet to operate as a 'swarm' on a real-time virtual control-tower.

ADVENT OF CLOUD

SaaS and PaaS have completely transformed the supply chain technology landscape. In the time to come, all software licenses including licenses for advanced optimisation engines are going to be based on pay-per-use subscription models.

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



Shantanu Roy
CTO
Mahindra Logistics

Blue Dart marks presence pan India

Blue Dart has announced major expansion plans to deliver to every Indian home by December 2018, amidst rising demand for deliveries in Tier II, III & IV towns in India. The initiative is one of the biggest drives undertaken to expand Blue Dart's reach to every corner of India and aims to reach 19,100+ pin codes by December 2018. Through the initiative, the goal is to reach every Indian home, further strengthening Blue Dart's leadership position in the express logistics industry in India for B2B and B2C. It is the largest and most preferred third-party logistics service provider for leading industry verticals and has truly differentiated itself with world-class products and services, high service quality, state-of-the-art infrastructure and innovative technology to deliver superior services to the customer.



Anil Khanna
Managing Director
Blue Dart Express

Anil Khanna, Managing Director, Blue Dart Express, said, "We are well on our way to cover all pin codes in India, with already 17,677+ pin codes and 100 per cent pin code coverage in 16 states and union territories. The company's strategy is to further enable business and generate employment across the country."

Camelport's filip to logistics

Hanish Agarwal, Founder and Director, Camelport, gives insight on the bright future of the trucking industry.

VISION

Camelport's vision is to connect truckers, freight forwarders and shippers in a single functional channel to revolutionise the logistics industry. Through Camelport X, an easy gateway for customer on-boarding, planning, RFQ and shipment execution with tech enabled communication technologies shall be adhered. WhatsApp facilities for container tracking and customer services will also be included.



Hanish Agarwal
Founder and Director,
Camelport

TRANSFORMING LOGISTICS

Technology based intervention facilitates leading marketers like Camelport and other start-ups to dive into the logistic industry and restructure the industry with digital transformation like data analytics and ICT. Multiple venture capital worldwide are eyeing India as investment hub to create digital marketplace for logistics industry. Blockchain in Transport Alliance (BiTA) has introduced to drive blockchain adoption in the transportation industry.



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Decoding the business from farm to door

Despite the fact that the cold chain industry is dominated by a large number of unorganised players, the industry is doing well and attracting good amount of investment into the sector. We delve into the nuances and the potential of the sector, and how it braves the challenges thrown in.



Kalpana Lohumi



Sunu Mathews
Managing Director
LEAP India

“

Usage of pallets, has reduced the turn around time of loading and unloading of goods

”

CRISIL Research expects the cold chain industry to log a compound annual growth rate (CAGR) of 13-15 per cent in the five fiscals through 2022, compared with 11-13 per cent in the previous five. According to CRISIL experts, this will swell the industry to ₹7,200 crore in fiscal 2022 from ₹24,800 crore in fiscal 2017. The industry has been growing significantly owing to the increasing government initiatives, rising need for the cold chain facilities, increasing private sector investments of both domestic and foreign players, etc. But there is still a room for improvement; many issues that needs attention. **CARGOTALK** explores the factors, that is, despite having huge potential in the Indian cold chain industry why we are still behind as compared to other developed and developing countries.

Sunu Mathews, Managing Director, LEAP India, says, “Cold chain industry is fragmented and

is dominated by many unorganised players in the sector. There are also large organised players, who have been growing year on year. The increasing demand for QSR, fresh fruits, vegetables, dairy products, healthcare, bakery, meat, fish and seafood products is really driving the demand for more cold storages. Cold storages in the country are practicing international best practices and modern equipment’s for storage of goods. These companies have reached a level where they measure the capacity of the cold storage in number of pallets rather than in square foot.”

“As the clientele for organised cold storages are MNC food, beverages players and exporters of meat and seafood products, the knowledge level of these clientele is very high, which has resulted in advanced technologies and modern equipment usage. One of the major developments is using pallets, which has reduced the turn around time of loading and

unloading of goods and counting of goods at retailers end also becomes efficient and saves time,” he continues.

Due to introduction of advanced technologies and tools with which the product can sustain a longer shelf life, the cold chain industry has witnessed a far more satisfactory performance as compared to the previous years. The cooling centres with state-of-the-art facilities to store the products at desired temperature levels has minimised the shippers’ concern,” feels, **Sunil Kohli**, Managing Director, Rahat Cargo. He enlists few suggestions:

1. To handle the cold chain shipments with utmost care and caution, the selection of carrier must be done carefully. It should be able to manage the items in a professional way added with on-time service, dependable equipment’s and skilled manpower.
2. To monitor the stage-wise

movement and adherence of the required temperature, it is advisable to make use of 'data loggers' while forwarding the shipments.

3. As far as possible, the goods should be forwarded on direct carriers without involving the transfer points since an avoidable storage, unloading & re-loading of such shipments at a transit station are likely to consume an enhanced time with possible mishandling which may be detrimental to the contents' quality.
4. The quickest delivery of cold chain goods must be ensured at the destination as any delay and prolonged storage may again cause damage to the shipments' shelf life and quality.

Believing that the major revenue contributors in the Indian cold chain industry are cold stores, **Rahat Sachdeva**, Vice President, Rahat Continental, tells, "The cold

chain industry has become an important part of the supply chain of products from farm to door. Looking at the rise in infrastructure to curb wastage, the cold chain industry in India is expected to grow at a CAGR of 19 per cent from 2017-2022. The cold chain market in India was expected to reach `624 billion by the end of 2017."

According to **Ajay Khosla**, General Manager (NORO), Scorpion Express, this industry is combination of transportation and warehousing or storage activities under temperature control environment. Adding to that, "At times when overall market is growing at CAGR of 16 per cent, Indian cold chain logistics arena is expected to grow at CAGR of 15 per cent in the next five years. Industry is ready for the robust growth in next few years and expected to reach at mark of `48,000 crore by the end of 2022."

"Contrary to other large geographies, India has largely been dependent on road for cold chain transportation. Multi-modal and rail reefers have strong potential and are yet to be explored as viable solutions for India's cold chain logistics opportunities. The Golden Quadrilateral Freight corridor as well as the Sagarmala project have provided an excellent platform to exponentially boost the cold supply chain in India, thus enabling faster deliveries and leading to greater value realisation for the goods producer," informs **Pankaj Mehta**, Managing Director, Carrier Transcold – India & South Asia.

INFRASTRUCTURE IS CRUCIAL

"The need for vertical storage has really created the demand for modern equipment to manage the goods. Cold chain systems are crucial for supplying food, beverages, and healthcare products. Demand for high-cube refrigerated trailers, connected refrigerated trucks, insulated



Sunil Kohli
Managing Director
Rahat Cargo

“

Cold storages, pack houses, pre-coolers and reefer vans are important links in the cold chain

”





Rahat Sachdeva
Face of the Future, India Cargo Awards winner
2017 & Vice President
Rahat Continental



Ajay Khosla
General Manager (NORO)
Scorpion Express

“Inadequate labour knowledge and training in handling temperature-sensitive products is a concerning factor”

“Fruits and vegetable segment are growing faster and this is the basic reason behind building most of the cold chain facilities”

containers, and vehicles favouring cross-product transportation are required for efficient operations of cold storage. Besides, they are also looking at multi-compartment refrigerated vehicle fleets to provide additional services to customers,” notes Mathew.

Kohli adds, “There are many technical, logistical and investment components which need to be looked into apart from economic opportunities related to the use of the cold chain. The primary segments of an integrated cold chain include packing and cooling fresh food products, food processing (i.e. freezing of certain processed foods), cold storage (short- or long-term warehousing of chilled or frozen foods), distribution (cold transport and temporary warehousing under temperature-controlled conditions) and marketing (refrigerated or freezer storage and displays at wholesale markets, retail markets and food-service operations).”

Focusing on steady power supply, Sachdeva says, “This is a longstanding problem in India; frequent power cuts is a major factor of concern. These companies must invest separately in power back-ups which pushes the capital investment requirement.”

Khosla points, “Even though industry is growing faster ever, so as the wastage in fruits and vegetable segment. This is the basic reason behind building most of the cold chain facilities around city gate rather than near to farms or meat production centres. In some case, distance of more than 300-400 Kms, more than 25-30

per cent of crops and products get wasted while transporting from origin to consumers.”

“A cold chain is only as strong as its weakest link. Cold storages, pack houses, pre-coolers and reefer vans are important links in the cold chain. The National Center for Cold Chain Development (NCCD) estimates that the largest gap is at the farm gate of approximately 70,000 pack houses, which also include pre-cooling facilities and around 53,000 reefer vans/trucks for agri-cold chain logistics. Carrier Transcold India is a part of the CII Task Force on cold chain development as well as a life member of the NCCD and has continually over the years undertaken initiatives to establish a robust cold chain in India,” notifies Mehta.

TECHNOLOGICAL SOLUTIONS

Coming to the technological advancement in warehouses management and refrigerated transportation and how it is helping the players in the market, Mathew tells, “Other technological advancements include need for innovative solutions to provide last-mile delivery, automated warehouses to manage inventories and reduce per-item costs, and low-cost and advanced temperature monitoring devices to maintain safety of fresh food products.”

“The technical standards taken up are quite unsuitable for Indian conditions resulting in failure of achieving optimum performance of standard refrigerating systems. Inadequate labour knowledge and training in handling temperature-sensitive products is also a concerning factor including the cost involved. In the West, fuel cost constitutes to 10 per cent of operating expenses of cold storage as compared to 30 per cent in India,” notifies Sachdeva.

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Pankaj Mehta
Managing Director
Carrier Transicold – India & South Asia

Contrary to other large geographies, India has largely been dependent on road for cold chain transportation

"Though we have achieved considerable success towards advancement of the cold chain industry over the preceding years. However, such process needs to further be accelerated to an optimal level for the best of results. To achieve this, consider preserving the adequate storage & handling conditions (temperature), document the storage conditions (temperature) and maintain the product safety throughout the cold supply chain (temperature, counterfeiting)," believes Kohli.

"Use of monitoring components in cold chain is particularly increasing. This growth can be attributed to technological advancements and growing need to ensure the integrity, efficiency, and safety of shipments. Advances are equally noticeable in backend IT infrastructure and frontend devices deployed for collecting and reporting real-time shipment information. Efficient management of cold storage greatly depends on software and hardware components used for monitoring purposes. Hardware components include data loggers, remote temperature sensors, RFID devices, networking devices, and telematics devices. The technological advancements in packaging, processing, and storage of seafood products is also driving the technological advancements in cold storage industry," adds Mathew.

Mehta shares, "The concept of 'one size fits all' does not work in the Indian landscape as it is very unique and diverse. Creation of technology-based solutions that are innovative and tailor made and address the challenges across the cold chain are required. This is the key to success in the business of cold chain in India. Carrier Transicold strength lies in adapting products to suit Indian conditions,

engineering them as per requirement and supporting them with our after-sales team."

BRIDGING THE GAP

Despite getting enough subsidy, there are gaps in the system. Experts talk about those gaps that need to be bridged. "The cold storage business needs to be set up when there is captive demand and the need for the cold storage in and around the area. The cold storages set up with subsidy motive will not be successful as against the demand for the cold storage in the area, where the production or consumption of perishable goods like fruits, vegetables, meat, healthcare, bakery, dairy and seafood products. There are good schemes by National Horticulture Board and NABARD for providing debt for setting up of standalone and food processing cold storages. The FDI route opened for backend infrastructure development in the country has not taken off," informs Mathew. Sharing the positive side, Kohli tells, "It may be stated that no system is gap-proof since there always remains certain grey areas which cannot be identified at a first glance and these come to fore during the ongoing process. Such gaps need to be pointed at from time to time and corrective action can be initiated."

"The government started promoting a Food Safety and Security Bill recently which would require storage and cold chain facilities to reduce food wastage. This surely is a good initiative taken up by the government. The utilisation of cold chain logistics includes both cold storages and refrigerated transportation and is used to increase the shelf life of food produce," says Sachdeva.

Government initiatives like upgradation of existing 22,000 rural *haats* into Gramin Agricultural Markets (GrAMs) and Scheme for Agro-Marine Processing and Development of Agro-Processing Clusters (SAMPADA), etc, would help to create employment opportunities and reduce agri wastage.

Mehta believes, "There is huge opportunity to reduce food loss and improve food distribution by implementing cold chain technology. With a focus on the agri-logistics sector, we are working closely with several stakeholders to help plug the identified gaps by offering Carrier cold chain solutions, such as availability of reefer trucks in remote areas where cultivation/harvesting takes place. These infrastructure interventions have helped our customers get better returns over their investments and have benefitted farmers, traders as well as transporters."





"To clear the perception that cold chain is complicated and too expensive for small-holder farms, we recently conducted a demonstration on the impact of the cold chain on the kinnow fruit from Punjab. The study demonstrated that investment in refrigeration pre-cooling equipment and refrigerated trucks can reduce food loss by 76 per cent while increasing profit margins up to 23 per cent. As a result, the kinnow selling season was extended by one month, the selling region was expanded 2,500 km, from Punjab to Bengaluru and CO2 equivalent emissions from wasted food were reduced by 16 per cent," he continues.

LOOPHOLES FORSEEN

According to Mathew, as this business takes more time to break even, we need to provide long-term capital support for the cold storage companies to sustain the business growth. "The need for off- the grid storage facilities or back-end infrastructure development is required to reduce the wastage at the production centre. In India there is big gap even in current capacity available at the on the grid storage facilities. Allowing Indian firms to borrow ECBs for setting up cold storage also has not really taken off," he continues.

"A lower cost of funding for setting up cold chain infrastructure facility would be helpful. Having said this, the market participant needs proper awareness about the need and demand of the cold chain facility. Moreover, proper and better understanding about efficient refrigeration techniques would play a significant role in promoting the cold chain market in India," notes Sachdeva.

CONCLUSION

"All the stakeholders in the agriculture, energy, education and food sectors must work together to promote the use of cold chain technology, improve logistics, maintenance, services, infrastructure, education and management skills, and create sustainable markets for the design, use and funding of cold chains for reducing perishable food losses," opines Kohli.

"Currently, the market is unorganised and fragmented with only few domestic LSPs offering comprehensive storage and temperature control transportation. While more than 3500 companies are operational in this segment of business. However, as mentioned the next few years Indian cold chain industry will not only see growth in business volumes but will witness

major transition from traditional cold stores to complete cold chain solution," concludes Khosla.

These guidelines help to meet customer expectation of compliance, standardisation, accountability, transparency across the supply chain. ➔

Highlights

- In the meat segment, growth would be led by carabeef, or buffalo meat, which also has the largest share of exports at 45 per cent. Bulk of this is routed through either the JNPT port in Maharashtra or via inland container depots in Uttar Pradesh as these states are the largest meat production centres in the country. Also, frozen meat is moved via railways from Uttar Pradesh to Maharashtra for export via JNPT port.
- In the seafood segment, growth would be led by shrimps, which contributed 38 per cent in volume and 65 per cent in value terms to total seafood exports in 2016-17. Around 70 per cent of the seafood exports are routed from four major production centres – Gujarat via Pipavav port, Andhra Pradesh via Vishakhapatnam port, Kerala via Kochi port, and Maharashtra via JNPT port. Consequently, demand for multi-purpose cold storages, too, is expected to emanate from these states.
- The bio-pharmaceuticals segment is heavily dependent on cold chains. This is particularly so because stringent US FDA regulations necessitate that products such as vaccines, serums, and blood plasma be monitored critically. Biopharma exports are expected to log a CAGR of 18-20 per cent in value terms between fiscals 2017 and 2022. That would lift the share of exports in the segment to ~55 per cent, from 45 per cent as of fiscal 2017.

Spoton Logistics aims for growth



Abhik Mitra, MD & CEO, Spoton Logistics

Spoton Logistics has recently partnered with a consortium of investors led by Samara Capital and Xponentia Fund Partners. **Abhik Mitra**, MD & CEO, Spoton Logistics, elaborates on the same, excerpts...



CT Bureau

Kindly enumerate the reason behind the partnership?

IEP, who were the investors in Spoton Logistics, exited after 6 1/2 years of being an investor. Samara capital and Xponentia Fund Partners have bought IEP stock and therefore, has become partner with the management team to lead the development of Spoton Logistics in its next phase of growth.

How you plan to grow post the new investment of ₹ 550 crore?

At the outset, the new investment of ₹ 550 crores is in the acquisitions of IEP's shares and not direct investment into the company. Spoton is cash positive and therefore able to fund its own growth.

The plans to grow post the new investor coming on board is to continue the aggressive growth in the road express business by strengthening our network even further through data engineering, reach enhancement, technology whilst investing in new areas such

as domestic air and potential the 3PL space.

Are you focusing on any particular vertical post investment?

Spoton focuses on apparel and footwear/life style, pharma, auto spare parts, electronics, engineering and B2B E-commerce. The company will continue to focus on all these verticals, but will provide specific emphasis on fast growing verticals like apparel/lifestyle, electronics and B2B E-com. 🚀

DID YOU Know?

Spoton's network comprises of 31 hubs, 252 service centres, 20,000 pincodes and cover 25,000 origin destination markets

Courierhome: A realm of technology

Prateek Sharma, CEO and Founder, Courierhome, shares how the company is bringing digital transformation in the courier industry, through blockchain & AI technologies for logistics sector.



CT Bureau

How does the platform plan to create transparency in the courier industry through new-age technologies?

By using blockchain technology and ALIS (Advanced Logistics Intelligence System), we aim to disrupt the logistics industry in India. ALIS can help generate data, predict demand, optimise routes, and handle network management. Blockchain technology will further allow computers

in different locations to access the same information in real-time and help courier companies to carry our transactions safely. This will further ensure transparency and help in live tracking, on-time delivery, and review.

What are the present challenges?

The logistics industry faces many problems such as lack of transparency in supply chains with many end

consumers not knowing where their products came from. There is also the problem of complex processes with intermediary freight brokers and a lack of accountability when it comes to losses that occur within the various processes.

How is Courierhome different from other start-ups?

We are the first to use blockchain in logistics in the C2C segment

technology and with ALIS technology we are largest pick-up platform. We have the widest reach with over 15,000+ pin codes all over the world and also offer the cheapest price in the courier industry in India. Our milestones include top 20 logistics start-up in India and selection in smart city project Dubai. 🚀



Prateek Sharma, CEO and Founder, Courierhome

Çelebi gears up for automation

Ramesh Mamidala, CEO, Çelebi Delhi Cargo Terminal Management India, shares the company's contribution to the industry and how it has adopted globally proven technology to make cargo terminal operations more efficient.



CT Bureau

What is the vision and strategy of Çelebi cargo & warehouse services?

We aim to devise a new and innovative cargo handling system in the country by capitalising on our expertise in technology and providing fast, reliable, on-demand and technologically integrated cargo and warehouse services. The company has already achieved full atomisation and a paperless warehouse tag. Our vision is to lead the cargo handling space in India by being recognised for high-quality delivery, real-time communications, and engaging customer services. We are focusing on 'living technology' by developing a cargo handling system with flexibility and control, through human and manual oversight and involvement.

Çelebi cargo terminal has achieved the status of being 100 per cent e-freight compliant in 2013. What are the mechanism adopted to make it more robust?

Replicating our quick-time all-electronic model existing in other nations, we decided to build a robust system-based environment in India, which was compliant to all IATA standards C2K messaging. We have configured all IATA standard IMP messages in our cargo management software to have the

capability to electronically send and receive all shipment related data to and from the airline and stakeholder systems. This eliminates duplicate data entry, while significantly reducing process times and costs, for both the CTO and concerned stakeholders and builds an end-to-end paperless air cargo processing system. Further, we have successfully migrated to a cargo management software known as 'CargoCEL', which has advanced functionalities and advanced integration capabilities with airline and stakeholder systems.

What is the investment made by Çelebi in the automation of cargo handling?

We have made investment of more than ₹ 400 crore in our facility development, equipment and machinery and process improvement through technology upgradation. Below are some of the initiatives which highlight automation in our cargo terminal:

- Installation of TLX machines with automated Weight and Volume Scanners.
- Installation of TSA compliant Single and Dual view X-Ray Machines.
- Installation of TSA Complaint desktop ETD (Explosive Trace Detector) for enhanced security measures.

- Installation of ETV (Elevated Transfer Vehicles) with 276 cargo ULD storage locations for efficient Storage and Retrieval of ULDs.
- HHT driven barcode-based environment for better traceability of shipments.
- Introduction of battery-operated equipment such as Stackers, Forklifts, Reach Truck.
- Installation of Elevated ULD built-up work stations.
- As an extension of the Centre for Perishable Cargo (CPC), we have created state-of-the-art Pharmaceutical Logistics Centre with different temperature-controlled Chambers for healthcare shipments of all possible temperature ranges.
- To extend cool chain from warehouse to aircraft, we have brought in Cool Dollies which are refrigerated dolly on wheels and can carry one complete aircraft pallet/container upon aircraft arrival at a pre-defined temperature, adjustable to the requirements of the perishable products.

In addition to our above initiatives, we are in process of implementing of Automated Storage & Retrieval System (ASRS) with an aim of building a world-class cargo storage facility. 🚚



Ramesh Mamidala
DDP Game Changer, India Cargo Awards
winner 2016 & CEO, Çelebi Delhi Cargo Terminal
Management India

Our vision is to lead the cargo handling space in India by being recognised for high-quality delivery, real-time communications

TIR carnet for the Indian trade

Shankar Shinde, Managing Director, Global Express Multilogistics & ECM - Federation of Freight Forwarders Association in India (FFFAI), talks about how TIR Convention will help Indian traders to have a hassle-free international system for movement of goods by road or multi-modal means across other contracting parties.



CT Bureau

How can multi-modal and digital TIR customs transit system revolutionise the country's trade and transit potential?

India has become the 71st country to ratify the United Nations TIR Convention. TIR stands for Transports Internationaux Routiers (International Road Transport). The milestone decision puts India and her neighbours at the centre of efforts to increase overland trade and regional integration across South Asia and beyond, fast-tracking the region's potential to become a strategic trade hub.

The TIR Convention can be an instrument for movement of goods along the International

'North-South' Transport (INSTC) Corridor and would be helpful in boosting trade with the Central Asian Republics and other Commonwealth of Independent States (CIS), particularly using ports in Iran like the Chabahar port.

Further, TIR will help India to integrate with Myanmar and Thailand as well as Bangladesh, Bhutan and Nepal. This initiative will lead to trade developments and give access to landlocked Afghanistan and the energy-rich Eurasian region.

What is your take on rapid TIR implementation helping India implement the World Trade Organization's Trade Facilitation Agreement?

TIR will be important in helping India implement the WTO's Trade Facilitation Agreement (TFA). The effectiveness of competitiveness has direct impact on trade. Smart logistics help trade to connect and reach faster, resulting in reduction in dwell time by reducing transit will always have an advantage over other competitors to make trade competitive. This opens new markets and opportunity for Indian trade.

India's decision to implement the TIR system have far reaching benefits for trade and will save significant time and money by streamlining procedures at borders, reducing administration and cutting border waiting times. 🇮🇳



Shankar Shinde
Managing Director, Global Express Multilogistics & ECM- Federation of Freight Forwarders Association in India (FFFAI)

INSTC to elevate international trade and logistics business

According to **Dr. Anup Wadhawan**, Commerce Secretary, Government of India, there would be tremendous boost to ex-im trade between India and West Asia and European countries using International North South Transport Corridor (INSTC) route. He was deliberating at the INSTC conference at Pullman New Delhi. INSTC is an ancient route that connects the South Asia with North Europe for centuries. Currently, 14 countries are connected with INSTC route. "We have strong traditional connections with these 14 countries and I am sure there will be huge trade transactions soon an effective logistics set up established," stated Wadhawan.

Focusing on the importance of regional trade initiatives, **Stanley Lim**, Past President, FIATA, pointed out the success story of ASEAN. "We are very much hopeful that INSTC would be encouraging for multi-modal logistics industry in this region as well," he said.



According to **Shankar Shinde**, EC Member of FFFAI, INSTC conferences in India provide huge opportunities to enlighten on streamlining documentation for seamless movement and open up many competitive optional route in CIS countries and Russia, which will result in enhancing trade and open new avenues for LSP.

4

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JNPT SEZ leases 44 acres to Hindustan Infralog



Neeraj Bansal
Chairman, JNPT

In a major boost to the port-led industrialisation policy of Ministry of Shipping, JNPT SEZ has leased a plot of 44 acres to Dubai based DP World's India arm Hindustan Infralog ` 566.3 crore. Also, in the SME Zone, 31 acres has been leased to 15 MSME investors.

JNPT SEZ is a multi-product SEZ set on 684 acres of the free hold land of JNPT. The primary objective of this project is to generate employment, investment and captive cargo for JNPT. Till date, JNPT has leased 75 acres of land for a period of 60 years at a total premium of ` 630 crore. "The JNPT administration is providing state-of-the-art plug & play facilities at the SEZ by investing ` 500 crore in this project. The key facilities being provided by JNPT include, uninterrupted water/ power supply, telecommunications network, customs office, administrative office, training centre, parking, sewage treatment plant, solid waste treatment facility and abundant green zones," said **Neeraj Bansal**, Chairman, JNPT. A dedicated team has been setup to monitor and manage the completion of the infrastructure work at JNPT. The port has engaged EPC and PMC consultants for the completion of basic infrastructure.



DHL SmarTrucking, a boon for drivers

DHL SmarTrucking has been working diligently to create a driver-centric culture, which is designed to help improve the lives and working conditions of SmarTruckers. DHL SmarTrucking works closely with truck drivers by providing them with employment opportunities and educates SmarTruckers about the benefits they can secure for their family members under various government schemes.

Some key benefits provided to DHL SmarTruckers include:

- Best-in-class remuneration, paid out before the end of every month, with the drivers notified via SMS
- Mediclaim cover for 3 Lakh
- Proper resting and sleeping facilities at 17 DHL SmarTrucking SmartHubs across the country
- Sleeping berths with bed sheets, and fans and adjustable seats in the trucks, to prevent fatigue and body ache
- Meal coupons which can be availed at partner eateries across the country
- Wellness sessions such as Yoga, physiotherapy and meditation, for optimum health

Neeraj Bansal, CEO, DHL SmarTrucking, shares, "We are confident that our endeavours in this direction are going to be successful in changing the Indian trucking scenario for the better." DHL SmarTrucking is also creating systems to help drivers in behavioral modification. At present DHL, SmarTrucking has 1,500 drivers, with the aim of having 20,000-25,000 SmarTruckers by 2028.



ML deploys paperless trade for India & Nepal

Maersk Line has announced the deployment of Electronic Cargo Tracking System or ECTS to enable paperless trade between India and Nepal. It is the first liner to adopt this paperless mode of trade facilitated by Asian Development bank and Central Board of Indirect Taxes and Customs (CBIC) against the conventional one-time bottle seal. This is also the first time it has been at done at Indian port transshipping to other countries such as Nepal, thus, getting rid of documentation hurdles. This new system will be documentation free doing away with complex letter of credit verification process and replaced with a replica of SMTP process followed for ICD movements inside India. Additionally, the Electronic Seals shall be allotted to shipping lines to manage the storage at Visakhapatnam and reverse logistics from international borders.



Maersk to integrate with Damco's supply chain

Damco's Supply Chain Services and Maersk Line's Ocean Product will be integrated and their respective value-added services will be combined and sold as Maersk products and services on January 1, 2019. The integrated commercial organisation will operate with one management team, one sales force, a strong product organisation and one customer experience organisation, headed by Vincent Clerc, Chief Commercial Officer of Maersk. **Klaus Rud Sejling**, CEO, Damco, will take on a new position as Head of Maersk's Logistics and Services Products, reporting to Clerc. **Søren Skou**, CEO, A.P. Moller – Maersk, said, "We are taking further steps in the transformation of our business on a structural level." Damco's freight forwarding business will continue to be run as a separate and independent business under the Damco brand. **Saskia Groen In't Woud** will be the CEO of Damco Freight Forwarding, she is currently COO in Damco. In addition to these changes, three of A.P. Moller – Maersk's regional carrier brands, including MCC Transport, Sealand and Seago Line will go to market as 'Sealand – A Maersk Company' as of October 1, 2018.

FSC becomes logistics partner of Voltbek

Future Supply Chain Solutions (FSC) has signed an agreement with Voltbek Home Appliances (Voltbek). Appointed as its logistics partner, FSC will design and manage a pan India supply chain strategy for their complete range of consumer electronic products under the brand name Voltas Beko, including refrigerators, washing machines, microwaves and dishwashers. FSC will act as an end-to-end logistics service provider to Voltbek and will cater to the entire warehousing and transportation needs with an aim to improve lead time while optimising supply chain costs. **Pradeep Bakshi**, MD & CEO, Voltas, said "I am sure this will provide a well-oiled supply chain and an entrenched market reach." **Mayur Toshniwal**, Managing Director, Future Supply Chain, said "This partnership will further strengthen our existing customer base and lay a strong foundation for FSC, as we continue to deliver strong growth in years to come."



Mahindra Logistics acquires stake in ShipX

Mahindra Logistics has announced the acquisition of a strategic stake in Transtech Logistics, also known as ShipX. ShipX is a SAAS (Software as a Service) based Transport Management Solution (TMS) platform that serves the supply chain automation needs for 3PLs, shippers and transporters. **Pirojshaw Sarkari**, CEO, Mahindra Logistics, said, "Logistics in future will be more technology driven; both in terms of our own operations, as well as interfaces with our customers and business partners. With our asset light business model, we are already like a 'platform'."



Pirojshaw Sarkari
CEO
Mahindra Logistics

"The strengthening of our relationship with Shipx opens up a new opportunity to take this to the next level," he adds.

MIAL Cargo is now AEO certified

Mumbai's GVK Mumbai International Airport (MIAL) has announced that MIAL Cargo has received the Authorized Economical Operator (AEO) – LO operator certification by The Central Board of Indirect Taxes and Customs (CBIC), valid for 10 years. This certification further re-affirms MIAL, domestically and globally as a secure trade and reliable trading partner.

The AEO certification offers an opportunity for customs to share its responsibilities with the businesses, while at the same time reward them with a number of additional benefits. The AEO programme is a boon for business entities that offer a high degree of security guarantees in respect of their role in the supply chain. These business entities are provided with tangible benefits in the form of faster customs clearances and simplified customs procedures.



Combi-PPT, a high-capacity powered pallet truck

The powered pallet truck comes with standard lift capacities of 3,000 kg and 6,000 kg, with higher capacity models from 7,000kg to 16,000kg. Combilift, the material handling solutions provider, has launched a new high capacity powered pallet truck – the Combi-PPT. It is a further addition to the Irish company's growing pedestrian range with the optional operator's platform enabling stand-on or walk behind operation. The Combi-PPT includes a feature common to all Combilift's pedestrian models: its unique, patented multi-position tiller arm. This enables the operator to stand at the side of the unit rather than at the rear, giving operators excellent visibility of even the bulkiest loads and their surroundings. The operator's position also eliminates any possibility of crush risk when working in confined areas and prevents product damage.



Features include

- Power Steering
- AC Motor Technology
- Rear Wheel Drive
- Patented Multi-Position Tiller Arm

Optional extras:

- Fork Configurations for Reels
- Wider Forks
- Longer Forks
- Closed Fork Height
- Slave Pallet System Available

"With the introduction of the Combi-PPT, very heavy loads can now be handled using these walk-behind machines, ensuring high levels of safety whilst guaranteeing efficient procedures even in confined spaces," according to **Martin McVicar**, Managing Director, Combilift.

"Combilift developed its first pedestrian models (the Combi-WR, Combi-WR4 and the Combi-CS) in response to an industry demand to move away from ride-on forklifts. This forklift offers safer operation, maximum operator visibility and narrow aisle performance."

Gandhi doors ideal for seamless operations

Gandhi Automations' high performance doors are designed and factory-made with German collaboration using state-of-the-art and resourceful engineering technology for frequent use in high traffic areas with opening speeds up to 3 m/s. The high opening speed reduces time taken in movement of material, thus hastening the logistics process. The modular structure of the curtains, assembled and joined by anodized aluminium extrusions provides for a wide range of polyester sections available in a variety of colours. Wide, full-width window panels ensure a safer traffic and allow more light in. The alternating metal tubular structure inserted within the curtain ensures high wind-resistance.

Prime High Speed Doors are the ideal solution for internal and external entrances. Sturdy and dependable, Prime is the intelligent door for medium and large entrances.

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



VE Commercial Vehicles witnesses record growth

VE Commercial Vehicles recorded sales of 6663 units in September 2018 as compared to 6083 units in September 2017, recording a growth of 9.5 per cent. This includes 6588 units of Eicher brand and 75 units of Volvo brand. Highlights for September 2018:

- Eicher branded trucks & buses have recorded sales of 6588 units in September 2018 (YTD 34581 units) as compared to 5934 units in September 2017 (LYTD 26276 units), representing a growth of 11 per cent.
- In the domestic CV market, Eicher branded trucks & buses have recorded sales of 5685 units in September 2018 (YTD 29840 units) as compared to 5084 units in September 2017 (LYTD 22533 units) representing a growth of 11.8 per cent.
- On the Exports front, Eicher branded trucks & buses have recorded sales of 903 units in September 2018 (YTD 4741 units) as compared to 850 units in September 2017 (LYTD 3743 units), representing a growth of 6.2 per cent.
- Volvo Trucks recorded sales of 75 units in September 2018.



SkyCell containers reduce carbon footprint of pharma airfreight

A comprehensive study by an internationally renowned foundation, myclimate, shows that SkyCell containers are almost cutting in half the CO₂ emissions per air cargo shipment. In a comprehensive life-cycle analysis, the climate protection partnership compared SkyCell 2500 and 1500 containers with a commonly used competitors' product, analysing the CO₂-footprint on typical cold chain routes as well as the emissions caused from manufacturing until decommissioning of the containers. "It can be stated that the big SkyCell 2500 container with a high interior transport volume performs best when looking at the entire life-cycle of the product and shipment, followed by the smaller SkyCell 1500," says **Dr. Bettina Kahlert**, Leader Resource Efficiency, myclimate.



Emirates SkyCargo connects DXB and DWC via ULD

Emirates SkyCargo has transported one millionth Unit Loading Device (ULD) through its bonded corridor trucking service connecting Dubai International Airport (DXB) and Dubai World Central (DWC). The trucking service allows for rapid connection of cargo between Emirates' passenger and freighter aircraft. Emirates SkyCargo launched the trucking corridor in April 2014, when the air cargo carrier first commenced freighter flights from Dubai World Central. A fleet of 49 trucks, including 12 refrigerated trucks for temperature sensitive goods, link cargo between the two airports on a 24*7 basis.

"Emirates SkyCargo is the only air cargo carrier to operate a two-airport cargo hub capable of handling close to three million tonnes of cargo in a year. Our fleet of 49 trucks function similar to a continuously rolling conveyor belt allowing connection times of 4.5 hours between cargo arrival at one airport and departure from the other, thereby effectively integrating two airports into a single hub," said **Henrik Ambak**, Senior Vice President, Cargo Operations Worldwide, Emirates.

Etihad Cargo launches 'FreshForward' product

Etihad Cargo had to its growing list of specialised products with the launch of FreshForward, affirming its support for a cold chain industry that is also responsible for importing perishable goods to the UAE. The new product ensures items such as fresh fruits, vegetables, dairy, fish, meat and flowers move seamlessly across Etihad Cargo's global network until they reach their final destination. More specifically at the Abu Dhabi hub, it prioritises the transfer of perishable cargo from the aircraft into a dedicated centre, and subsequently onto reefer trucks to be delivered directly to the customer's doorstep anywhere in the UAE.

Abdulla Mohamed Shadid, Managing Director- Cargo and Logistics, Etihad Airways, said: "Safe, efficient and timely transport is critical for the UAE's major importers of fresh produce including supermarket chains, F&B wholesalers, restaurants and florists."

Etihad Cargo transported over 90,000 tonnes of perishables over the last 12 months. Fruits and vegetables made up more than 37 per cent of the total, whilst meat (15,000 tonnes), flowers (19,000 tonnes) and fish (8,000 tonnes) were the other major categories carried by Etihad. Recent launches such as FlightValet (automotive), FlyCulture (arts and music) and now FreshForward (cold chain), have been designed to specifically meet the unique attributes of those industries.





OCTOBER 2018

► Domestic

11 th Building Warehousing Competitiveness	New Delhi	12
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► International

South Asia Maritime and Logistics Forum	Dhaka	9-10
Post Expo 2018	Hamburg	9 - 11
Transport & Logistics NRW 2018	Duisburg, Germany	10-11
China (Shenzhen) International Logistics and Transportation Fair	Shenzhen	11-13
29 th International Air Cargo Forum & Exhibition 2018	Toronto	16-18
Multimodal Americas	Toronto	16-18
Supply Chain & Logistic Arabia	Dubai	23-24
China Blockchain & Supply Chain Summit	Shanghai	26

NOVEMBER 2018

► Domestic

Air Cargo Logistics Meeting Challenges	Kolkata	10
Port Infra and Integrated Logistics Summit	Mumbai	20
Refold India	Gandhinagar	22-24

► International

Autonomous Industrial Vehicle Technology Symposium	Koln	5- 6
Vakbeurs Transport & Logistics 2018	Rotterdam	6-8
CeMAT Asia	Shanghai	6-9
Logistics Madrid	Madrid	14-15
Global Logistic and Manufacturing Summit	Italy	14-15
Logitrans Transport Logistics Exhibition	Turkey	14-16
Supply Chain & Logistics Innovation Summit	Singapore	15-16
Flower Logistics Africa	Nairobi	20

SHIPPING

MOS to take proactive measures for JNPT

To review the overall development of the JNPT and cull out solutions to the challenges and create seamless facilities for the stakeholders, **Sanjay Bandopadhyay**, IAS, Add. Secretary, Ministry of Shipping (MOS), visited the port arena and held discussions with the JNPT chairman and other senior officials. The ministry is keen to focus on expansion of JNPT and development of various infrastructure projects such as SEZ, dry ports, road connectivity and harnessing modern technology to create positive environment for the trade. MOS is also concentrating on digitisation which can help Indian ports to be at par with the international markets.

Neeraj Bansal, Chairman-in-Charge, JNPT, shared an overview of various initiatives under the ease of doing business and other measures being implemented at the port. The port, which currently is handling 4.8 million TEUs, will double the capacity after the completion of



phase-2 of fourth terminal. JNPT is also focusing on expansion of liquid cargo terminal, shallow water berth to increase the cargo handling capacity. Bansal also informed about

the financial performance of JNPT which recorded operating profit of ₹ 1140 crore, which is the highest among Indian major ports and shared the future projections of port's performance in the coming years. Further he said, five new tank farms have been auctioned which will add more profits for the port and will increase the storage capacity.

The Direct Port Delivery (DPD), Direct Port Entry (DPE) and Inter Terminal movement of Tractor Trailers (ITT) initiatives have helped the trade by reduction in dwell time and road congestion. Bansal also informed that JNPT has been working on a new software system for liquid terminal which will showcase online berth availability, transparency, storage capacity, window period in advance which will benefit the trade. Port is also improving dredging capacity to get mother vessels at terminal.

Bandopadhyay visited port terminals to get a first-hand experience of operation of the port and the ongoing future capacity building projects along with ease of doing business initiatives taken by the port.



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Elizabeth Barrett Browning

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movements



★Imperial Logistics International South Africa

Hakan Bicil has taken up his new post as Chief Executive of Imperial Logistics International (ILI), the international division of Johannesburg-based Imperial Logistics. Bicil is charged with accelerating the development of the Group's international business, which currently accounts for some 40 per cent of Imperial Logistics' total revenue, with a turnover of 1.6 billion. Bicil was in CEVA Logistics, as Chief Commercial Officer responsible for global sales. Previously, he was European MD for Toll Global Forwarding.



★Seko Logistics Chicago

US-headquartered supply chain services specialist SEKO Logistics has appointed **Matthew Brown** as its new Chief Financial Officer (CFO). He has replaced Dan Sarna, who retired as CFO at the beginning of August. Brown brings to the role over 25 years of experience in international business and financial management. He is reporting to President and Chief Executive James Gagne. Brown's last role was president and CFO of technology company SUZOHAPP.



★Seko Logistics Chicago

Mike Powell has joined SEKO Logistics as Chief Technology Officer tasked with taking the company's award-winning technology suite to the next level to support customers' global demand chains. He previously spent four years with SEKO as Vice President, Information Technology and as a member of its leadership team before leaving in 2010 to become co-founder of a cloud-based logistics software company used by global and domestic third-party logistics companies, trucking companies, and brokers. In 2014, he joined RIM Logistics as Vice President, Technology Solutions.



★Seko Logistics U.S.

SEKO Logistics has recruited **Ian Oliver** to the new post of Vice President – Domestic Operations. He will lead SEKO's strategic partner engagement in the US and have responsibility for domestic operations, including its rapidly expanding linehaul operations and supporting its home delivery services. Earlier in his career, Oliver spent 13 years with AIT Worldwide Logistics, latterly as Manager of National Accounts and Home Delivery. Prior to joining SEKO, he was Vice President for Business Development at ALG Worldwide Logistics.

Jay Nambiar, Managing Director, Codognotto Logistics India, likes reading in his free time. Teaching is his next favourite thing to do whenever he gets time off from work. Nambiar loves the sport of Soccer and Cricket that helps him be fit, healthy and competitive towards his work too. He likes continental food. Sharing his love for beaches, Nambiar mentions Goa and Barcelona as his most preferred holiday destinations.



M.K. Jain, Managing Director, Sealair Freighters International, works for a charitable organisation called Rotary International and hence prefers doing social work on holidays and in his free time. "Rest of the time I like to spend with my 14-year-old daughter," he adds. His favourite sports are Formula 1 and Tennis. Talking about his favourite vacation spot, he tells, "It's Maldives. I simply love the huge white sand beaches, the shallow water, coral reefs where one can go snorkelling." He adds, "It was my most memorable holiday with family."



Sibu O Mathew, Director, Cargo Consolidators, feels getting a time off from the daily hustle bustle is of vital importance. Mathew during his respite from work prefers spending quality time with his family and friends. Being active in today's competitive world has become necessary to be on a par with excellence. To remain fit, while enjoying leisure, Mathew loves the sport of Cricket, Table Tennis and Swimming. He prefers Chinese as his most favourite cuisine to binge on. While sharing his treasured vacation spot, he shares that he prefers a place that takes him away from the daily jingle of work life. His most memorable holiday was a cruise trip with his family.



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

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DOCK SHELTER

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



DOCK SEAL

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



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