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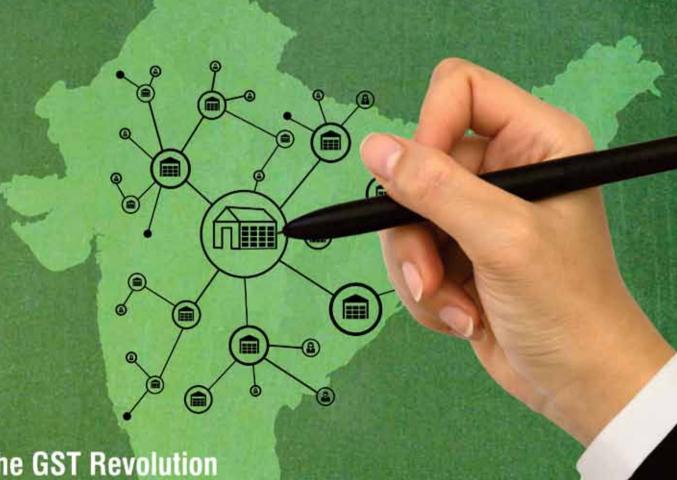
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Asia-Pacific carrier traffic declines

Many of the major Asia-Pacific airlines have now reported their results for October 2019, the cargo traffic and annual comparisons are not very spectacular. Air cargo demand in October 2019, although lacklustre compared to last year,

remains higher, month-to-month, indicating the presence of a peak season. For many carriers, reporting October statistics, the month was the busiest so far, year-to-date. To consider October results on a carrier-by-carrier basis:

Cathay Pacific Group reported October traffic down by 5.9 per cent year-over-year to one billion freight tonne kilometres (FTKs), despite month-to-month gains. Year-to-date, Cathay's traffic is 6.9 per cent lower compared to the first 10 months of 2018, at 9.3 billion FTKs.

Singapore Airlines reported October cargo traffic down 10.3 per cent y-o-y to 570 million FTKs, while cargo tonnage declined by 6.8 per cent to just over 108,000 tonnes. Year-to-date, cargo traffic is down 7.0 per cent to 5.8

billion FTKs.

Air China's cargo traffic for October was 6.3 per cent lower than in October 2018 at 426 million FTKs. Overall tonnage decreased by 2.5 per cent to about 127,000 tonnes. Month-to-month from September, traffic rose eight per cent. For the 10 months of 2019, traffic is down

by 3.8 per cent, and tonnage is 2.0 per cent lower than the same period in 2018.

China Southern's October cargo traffic dropped 4.7 per cent to 647 million FTKs. Year-to-date through October, traffic is flat compared to 2018.

EVA Air's cargo traffic slid 2 per cent year-over-year for the month of October to 310 million FTKs – the carrier's second busiest month of the year since August.

Year-to-date through October, EVA's cargo traffic is down 7.4 per cent year-over-year, and tonnage is down by 8 per cent.

China Airlines reported October cargo traffic down by 7.4 per cent to 489 million FTKs; the carrier's busiest month year-to-date. For the first 10 months of the year, traffic is 9.9 per cent lower at 4.4 billion FTKs.



Etihad Cargo opens 24/7 Control Center

Ethad Cargo has initiated its Cargo Control Center, a new facility which enables the company to actively monitor all shipments in real time across both flights and road feeder services on a 24/7 basis. According to the airline, the new center's technology platform is based on 'alwayson' tracking capabilities, including shipment planning and performance monitoring across the freighter fleet and in the bellies of more than 100 passenger aircraft. The center is equipped with large screen displays that use advanced algorithm to generate alerts when issues might impact shipments, particularly those that contain speciality products and are therefore most sensitive to disruptions. The airline is now able to resolve any service irregularities more effectively and deliver more shipments as

booked. "As our latest digitalisation initiative, the Cargo Control Center shifts our modus operandi from a historically reactive model, to a truly proactive service delivery machine that strives to maintain the service delivery promise and support customers' needs, every step of their shipment journey," says **Andre Blech**, Head — Operations & Delivery, Etihad Cargo.

Etihad Cargo says that it would allow it to oversee road feeder shipments on more than 100 lanes in





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American carriers report more traffic declines in 4Q

American-based carriers
Delta Airlines and LATAM
Cargo recorded continued
drop in traffic during October
2019, and in LATAM's case,
reported an even larger yearover-year (y-o-y) decline than
that seen in September. The
y-o-y declines mostly cap off

an overall difficult year, but considering year-ago results, the first month of peak season traffic is even less positive. Late in 2018, the carriers also posted y-o-y declines, indicating that October 2019 is the second year in a row that shows decline for both

carriers. In LATAM's case, the carrier also reported a y-o-y decline for October 2017, suggesting that LATAM has yet to fully implement a successful growth strategy in the challenging markets in which it operates.

Individual results

- Delta Cargo reported
 October cargo traffic down 8.1
 per cent y-o-y for the month,
 to about 257 million FTKs.
 Year-to-date (YTD), Delta's
 cargo traffic is down by 8.9 per
 cent. October traffic increased
 by about 4.8 per cent from
 September with the start of
 peak season
- LATAM Cargo reported
 October cargo traffic down by
 7.7 per cent y-o-y for October,
 to about 299 million FTKs.
 YTD, the carrier's traffic is
 down by about 1.9 per cent.
 Nevertheless, month-to-month
 growth from September of
 about 6.4 per cent indicates
 LATAM has seen a bump
 in demand during the
 peak season

HAM executes FAIR@Link, a digital platform



I amburg Airport (HAM) has fully implemented FAIR@Link digital platform across handling operations at its Hamburg Airport Cargo Center. The move advances digitalisation efforts at the airport, while also reducing inefficiencies and streamlining air cargo operations. FAIR@Link provides a digital platform where forwarders at HAM can book time slots for delivery through an app. By booking slots

in advance, the platform helps to reduce waiting and handling times. The platform supports improved documentation for handling agents as it removes the need to re-enter or duplicate data. The system can prepare export customs declarations and then automatically submits the electronic forms to customs upon entry to the Hamburg Airport customs office geofence area.

Singapore Airlines launches route via Atlanta Airport

Singapore Airlines is increasing its scheduled services with the launch of new freighter flight connecting Atlanta International Airport (ATL) to Singapore Changi Airport, with departure from Dallas Fort Worth (DFW) and stops at ATL, Belgium's

November 29 to March 20, 2020. The new route comes following what stakeholders can agree has been a challenging year for airfreight, during which Singapore Airlines saw successive declines in monthly volumes.



Brussels Airport (BRU) and Sharjah (SHJ) in the United Arab Emirates. The carrier will leverage a 747-400F for the DFW-ATL-BRU-SHJ-SIN route and is scheduled to fly beginning

According to the carrier's most recent October figures, cargo tonnage declined for the month by 6.8 per cent year-over-year (y-o-y) to just over 108,000 tonnes.

Virgin Atlantic Cargo announced flights to India, Africa and the US



Virgin Atlantic Cargo plans to add a third daily frequency between London's Heathrow Airport (LHR) and Delhi, India (DEL). The carrier already offers one daily frequency on the route using a 787 that departs LHR in the evening. Virgin Atlantic also launched a daily service to Mumbai (BOM) using a 787. The airline anticipates continued growth in the India market and

66

India, South Africa and Nigeria are very important and growing routes for our cargo business noted that the exports it carries from India include high volumes of perishables, pharmaceuticals and courier shipments. . India will benefit from a second daily flight between London Heathrow and Delhi Indira Gandhi airports from March 29, 2020.

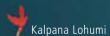
In addition to the new India service, Virgin Atlantic plans to add an additional weekly service between LHR and San Francisco (SFO), departing on Fridays, and daily service to Johannesburg (JNB) utilising Virgin Atlantic's new A350 aircraft. The JNB route will be the first non-US route for which the carrier will be using this aircraft type. The A350 has also been earmarked for flights to Los Angeles from April, San Francisco from May and Lagos, Nigeria from August. "These new routes and frequencies for summer 2020 is great news for our cargo customers," says **Dominic Kennedy**, Managing Director, Virgin Atlantic Cargo, adding, "India, South Africa and Nigeria are very important and growing routes for our cargo business, so our commitment to offer more capacity connecting customers in these countries to their prime UK and US markets will help to open up opportunities for more import and export growth."

The Boeing 787 service to Delhi will depart Heathrow in the morning, and offer up to 26 tonnes of cargo capacity, with high volumes including perishables, pharmaceuticals and courier shipments. The airline also saw revenues increase by 13 per cent year-on-year in 2018 as it achieved its strongest revenue performance in the last five years.





Several efforts were made by the government in 2019 to make the logistics process more efficient, be it pushing the industry to go digital and bring transparency in the market or by setting up air freight corridors. Millio Milli takes a recap of challenges and achievements of the Indian logistics industry.



he year has begun on high note, with the announcement of national air cargo policy outline. Indian government issued a detailed paper titled National Air Cargo Policy Outline 2019 (NACP) which covers the growth and development of all types of cargo. The government has given high importance to cargo industry specifically for the first time. High industry hopes mean the government would finally initiate a turnaround for the air cargo handling scene at numerous Indian airports.

Later in the year, international political surprises like BREXIT and US-China trade war has affected the EXIM growth globally; India not being an exception. However, this should not be ignored that US-China trade war has also brought attention to India. **MM** explores some of the best trends, challenges and achievements from 2019. Despite the minor glitches, the Indian logistics industry is looking forward to script another success story in 2020. Logistics sector has managed to maintain its impetus, but a lot need to be done to keep the energy revived.

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Best Customs House Agent – Air (2018)



P.S. ATREE & COMPANY

The year 2019 was flat for freight forwarding and logistics Industry owing to slowdown in the international market. Added to this, increasing protectionist trends and trade tensions between two major exporting/importing countries, that is, USA and China have had catastrophic effects on many countries like India. In this year India's overall exports have also witnessed downslide for both external (international) as well as domestic factors. Liquidity crunch, delay in GST refund resulting in blocking of working capital, increasing competition from emerging exporting countries and increasing cost of Indian manufacturing or merchandised products (primarily because of huge logistics cost) made Indian exports uncompetitive, despite the fact that the government endeavoured to intervene and mitigate the issues from time to time.

PS Atree, Managing Director, PS Atree

Best Technology Solution Provider (2017)

KALE LOGISTICS SOLUTIONS

2019 has been eventful for logistics and substantial increase in the number of tech-focussed start-ups has spelt good news for the industry. The conventionally run industry was largely ignored. It was dominated by several small players and inefficient operations. Now this industry has turned a digital leaf, boosting India's prospects to reach about US\$215 billion in 2020, growing at a CAGR of 10.5 per cent. The recent opening of ports such as Chabahar further promises a growing international trade set-up for India, particularly with high potential markets such as Iran and other Middle Eastern countries. The focus is back on Sagarmala project this year with many ports having the potential to be developed as commercial ones.

Amar More, CEO, Kale Logistics Solutions



Best Technology Solution Provider (2018)



HANS INFOMATIC

Globally EXIM trade is on decline in 2019; exports had marginal increase but there is a big drop in imports and overall the sentiment is negative. The logistics industry is impacted with this decline in EXIM business. As a service provider to the logistics industry, the customers declining revenue has a direct impact on us. New business is hard to come by and existing customers are stressed which affects the cash flow. During this decline, we were able to innovate our business model by offering transaction-based commercials which involves lower pay-outs as per usage and is easy on the pocket. We have also tried to diversify our offerings and started giving other value-added products like digitisation of physical records with on demand retrieval system. We have also started implementing port-based systems for complete handling of cargo, for cargo terminal operators. 2020 is going to be challenging and we expect some traction in EXIM trade in late 2020.

Parvinder Singh, Managing Director, Hans Infomatic





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Face of the Future (2017)



RAHAT SACHDEVA

Despite a global slowdown, Indian logistics industry experienced a stable 2019 because of the efforts like improvised GST, understanding the requirement and importance of infrastructure in conducting business and logistics operations, project Sagarmala and logistics parks to cut down the transportation costs and smoothen freight movement between hubs and warehouses, taken by government. Talking about GST, now India has uniform tax liabilities across all states. The major decisions on logistics will be based on operational efficiency; GST has eliminated the need to have a warehouse in every state thus saving cost significantly. A slight slowdown in the fashion industry, in the last quarter of 2019. There were several factors behind this including change in duty tariffs in USA, non-conclusive decision to Brexit in UK and last but not the least low growth of economy worldwide. There are prospects of fresh opportunities in small to medium scale industries to generate a higher demand for logistics in 2020.

Rahat Sachdeva, Vice President, Rahat Continental

Best Logistic Service Provider (2017)

SAMPARK INDIA

 2^{019} has been very tough and totally out of mind's eye. There was a severe slowdown in the economy which made us face high pressure on cutting cost. However, we are quite optimistic to see double digit growth in 2020, seeing the efforts made by government in smoothening the logistics processes.

Sanjay P Rathi, Managing Director, Sampark India





Best Cold Storage Warehousing Company - Sea (2018)

JWC LOGISTICS PARK

The Indian market is still on the positive side and the trade and industries are facing a slowdown but not completely affected. Logistics industry had faced some slowdown but there is a movement which is going on and hasn't got stagnated at all. In fact, it has been more of a consolidation time for many companies, wherein consolidating resources resulted in cost advantage. We, as a company, have been growing slowly but steadily which gives us a better hold on the ground and makes our roots stronger. We are looking forward to 2020 to get new business, avenues and new markets that will boost the markets across the world. Even the Government of India is working on changing policy and norms to help lift the economy along with helping smaller companies to revive. This will bring change and business will again boom by the second quarter of the year.

Kruti Jobanputra, Director, JWC Logistics Park



end-to-end solutions

Currently operating in more than 40 countries, Softlink is focusing on the emerging markets of Africa, Europe, Canada and Korea which can leverage their products to operate their logistics business. Amit Maheshwari, MD & CEO, Softlink Global, stresses on digital interfaces like blockchain and artificial intelligence for documentation clearance.



How is digitalisation changing the logistics process?

Historically, logistics industry lagged behind in technology innovation because logistics operation involves more of physical processes, including handling products, packages and transportation. But, companies like Amazon and Uber have pushed the boundary with technological innovation in supply chain and re-shaping the industry, based on data and automation that provide visibility, transparency, simplify business processes and enhance customer communication.

Logistics industry in contemporary times is recording a paradigm shift in market trends and everything is becoming customer centric. ERP, robotics, Internet of Things (IoT) and Artificial Intelligence (AI) is changing the logistics industry. Digitalisation has enabled the logistics companies to address the ever-evolving requirements of the customer and meet the challenges on the supply and demand side by providing more transparency. Automation in supply chain is helping the companies to simplify its supply chain by eliminating duplication, improve efficiency and reduce expenditure to get work done faster, meet customer demand more efficiently and reduce wastage.

At Softlink, we have developed Logi-Sys, which efficiently manages the end-to-end operation of the logistics business right from sales and operations to financial accounting. It also enables digitalised customer interactions by sending alerts and notifications in a single dashboard. The system streamlines and automates the logistics operations to complete solutions under a single platform which enables logistics operators to reduce revenue leakages with better





Logi-Sys efficiently manages the end-to-end operation of the logistics business right from sales and operations to financial accounting

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CARGOTALK DECEMBER - 2019

DECEMBER - 2019 CARGOTALN 17

planning and billing schedules. This system has enabled integrated financial accounting, sales and CRM and alert notification to run logistics operations successfully and drive revenue growth to keep every operator ahead in the business.

What are those technologies that are making processes more efficient and how?

Logistics technologies like robotic warehouse automation are a reality; drones to improve last-mile delivery and tracking tools like RFID tags to improve visibility throughout the supply chain is changing the way we do business. These technologies are contributing in gathering big data and analytics and when combined with other data sources, allow companies to optimise the supply chain and make better prediction and forecast to improve efficiency and boost the bottom line.

Today, IoT is being used for everything from tracking buying behavior through RFID tagged products to signaling reorders which include speed, accuracy, cost reduction, and better inventory tracking. The inbuilt sensors in the vehicles are connected to dispatchers which allow accurate in-transit visibility, monitoring and tracking of every movement within the system. Robotics technology serves several important functions in the supply chain, from assembling widgets to reading barcodes to moving products from one area of a warehouse to another.

Further with the inception of newer technology in future we can adopt Blockchain, which will bring accountability and transparency in document tracking and asset management. Data analytics will inform about demands and fluctuations in the market to take intelligent decisions. Artificial Intelligence

would combine multiple devices together with available dataset to make smarter business decisions.

How is Softlink contributing to make the logistics operation efficient and cost optimised?

We at Softlink are engaged in providing technology solutions to global logistics industry over the past two decades. We conceptualise, design, create and market system to cater to the needs of the logistics industry. We have thrived hard to bring the entire custom broking process under one system, by developing Logi-Sys the latest innovation to provide end-to-end software which can manage documentation in a simplified manner with a shorter turnaround time.

bottlenecks.

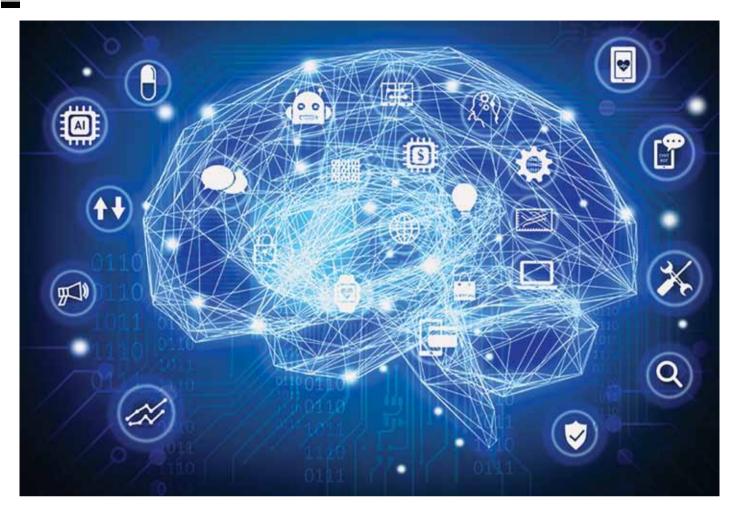
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duplication of efforts, the application has enabled the logistics operators to enhance the employee productivity by up to 40 per cent, operational and financial control in place has helped to leverage real-time information for accurate and timely decisions which in turn helps in reducing cost by 30 to 50 per cent thus increasing customer satisfaction. **Amit Maheshwari** MD & CEO Softlink Global





We are sincerely focusing on the emerging markets of Africa, Europe, Canada and Korea which can leverage our products to operate their logistics business



How do you ensure that your company remains on the top?

We have been foresighted enough to sense the market trends to develop products for the logistics industry since decades. Currently, Softlink is successfully operating in more than 40+ countries globally. To remain on top of its game along with innovation in our product development we are planning to serve many other countries to bring more efficiency in the logistics operations globally. We are sincerely focusing on the emerging markets of Africa, Europe, Canada and Korea which can leverage our products to operate their logistics business.

Take us through the journey of Logi-Sys development from its inception to becoming one of the most favoured ERP software?

Logi-Sys was developed by keeping in mind the complexity of the logistics industry. The system is as critical as an operating system for the freight forwarder and logistics industry that can manage sales, operations, financial accounting, customs broking and customer interaction notification under a single platform. Logi-Sys is a wholesome ERP solution that helps to reduce revenue leakages; increase productivity and better customer services gives us an advantage over any other software in the market. Our technology enables optimal usage of resources, superior business decision

abilities and greater planning for increased productivity and enhanced profitability. Companies of any scale from a single office in one country to multiple offices across different countries can use it. Our skilled employees are ready with 24X 7 backup recovery systems.

Custom clearance is a complex process, how do you simplify it?

Digitalisation in customs clearance procedures plays an important role in bringing efficiency, simplification, lowering costs, and better use of resources and existing infrastructure. It also facilitates new opportunities for business and predicts the potential to change the way cargo and traffic flows can be organised and managed in the future.

The future growth of logistics industry is entirely dependent on how we integrate technology and adopt the changes to bring the critical transformation in the process. We need technology to be adopted on similar grounds for logistics industry where we can manage the entire process on a single device from anywhere at any time. Currently, custom clearance requires two days for end-to-end processing, but given the fast pace we need to shorten the clearance time by up to 10 hours to bring more efficiency and upscale the trade for the country. Further, we must ensure that physical documentation becomes redundant and everything is securely handled.

CARGOTALN DECEMBER - 2019

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unites trade

The 45th Air Cargo Agents Association of India (ACAAI) annual convention was held in Phuket, Thailand. With the theme 'End-to-end logistics – A way forward', the 45th annual ACAAI convention witnessed the presence of eminent industry experts from various quarters of the world under one roof.









ACAAI dwells on end-to-end logistics

The 45th Air Cargo Agents Association of India (ACAAI) annual convention was held in the island of Phuket, Thailand last month. The convention saw good participation from all the industry stakeholders who were there to share the challenges and insecurities that plague the industry as well as brainstorm solutions to help ease the process.



he 45th annual ACAAI convention took off to a great start as Phuket rolled out its red carpet to welcome industry experts of various nationalities under one roof. The theme of the convention was – 'End-to-end logistics – A way forward' and it had Fitsum Abadi, Managing Director, Ethiopian Cargo & Logistics Services as its chief guest. The event was also graced by **Anis Chakravarty**, Partner and Leader, Global Transfer Pricing Center, Deloitte. The convention was formally inaugurated by the lighting of the lamp and release of convention souvenir by the chief quest, Sunil Arora, President, ACAAI, Anil Vazirani, Chairman, ACAAI Convention 2019 and other dignitaries. Briefing the convention proceedings, Vazirani stated, "ACAAI totally feels that the end-to-end logistics is the way forward as it is becoming necessary to offer multiple services and wear several hats at the same time, to sustain our existence in the field of freight forwarding and endto-end delivery to customers."

Welcoming everyone at the 45th annual convention, Arora says, "This event brings together key stakeholders of the air cargo community to discuss industry trends and opportunities, share ideas and best practices worldwide to shape the future of our logistics sector. Explaining the significance of the theme, Arora adds, "Presently, the



Talking about the shift from volume to yields, Arora further says, "Transformations need to take place from first mile to last mile solutions resulting in more efficient, swift logistical procedures. Time vs cost, efficiency vs accountability, technology adaptation with ease of working are the key features of the developed logistics world. We are witnessing the beginning of a new era that ends the dependence on bureaucracy, human interference and complexity of process compliance."

Explaining that end-to-end logistics is understanding whether customers are getting what they want, and companies are spending as little as possible in accomplishing the same, Arora illustrates, "Process compliance is a key demand of the industry and the solution lies within the three pillars; efficacy, speed and cost. I am glad to mention that finally our government has recognised the key importance of the logistics industry in the development of the country's economy and the government is serious and moving in a much faster pace than the trade. Associations are answerable to the government with their responses and suggestions on timelines.". 💺



We are witnessing the beginning of a new era that ends the dependence on bureaucracy, human interference and complexity of processes compliance





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What's HOLLING COLOR Chain

With cold chain in India getting the much-deserved importance from the government, the industry is touted to grow at a much faster pace. **CARGOTALK** delves into the methods in which stakeholders are adapting to the market requirement and what more is needed to make the industry more viable.



n 2018, the cold chain market was worth ₹1.12 billion. and according to an IMARC study, the market is further projected to reach ₹2.61 billion by 2024. A CAGR growth of 14.8 per cent during 2019-24 reflects a huge leap for the industry. And that too at a time when organised players contribute only eight to 10 per cent to the cold chain industry.

per various reports and inputs from the National Centre Cold-Chain Development (NCCD), it is estimated that there are approximately 9000 reefer vehicles in the country against a requirement of more than 60,000 vehicles. Realising this potential, the government is keen on establishing cold chain projects, mega food parks and announcing subsidies and tax exemption for this sector. With opportunities aplenty, what then are the intitiaves that are needed to have the Indian flag fluttering high in global exports of vaccines, drugs and food products.

With the government realising the growth that is in store for the sector, Sunil Kohli, Managing Director, Rahat Cargo, feels, "Stakeholders should make optimal utilisation of the facilities that are being made available to take the industry to newer heights. For unit-level measurement, companies need eRFID-based systems, while for a local unit, one needs to be equipped with WSN-based systems and IoT-based monitoring systems are necessary to cover the entire supply chain. The industry should also develop cluster/commodity-specific supply chains and gradual integration of other minor supply chains in the



Sunil Kohli Managing Director Rahat Cargo



The industry has now been setting up multipurpose cold storages rather than the single-commodity storage modern pack houses



given region. Also, some of the steps that need to be considered are proper utilisation of railway network, creation of front-end infrastructure for undeveloped markets, promotion of research through public private partnership for commercialisation and development of relevant skill development modules. Every effort must also be made to double the farmer's income as it is one of the elements in mitigating the losses and streamlining agricultural supply chain. Everything from pack houses and ripening chambers to cold storages and reefer transportation fall under the cold chain infrastructure in India. All of these should be accorded due importance."



Raaj Jobanputra Director
JWL Cold Stores



Our main challenge is to identify the loopholes in the system. We are doing our bit in transforming the mindset and creating infrastructure







Snowman Logistics





The government is providing capital subsidy for agriculture based cold chain infrastructure, the same should be extended to every kind

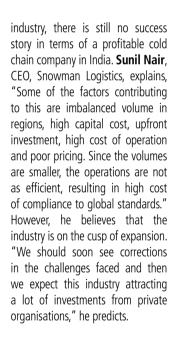


the traditional perishable business through integrated cold-chain solutions. modernisation and the use of technology



Mentioning the importance of stakeholders, Raaj Jobanputra, Director, JWL Cold Stores, notes, "Our main challenge is to create awareness and identify the loopholes in the system. The Indian consumer is still wasting a large quantity of food due to lack of awareness and non-availability of goods or necessary infrastructure. As a logistics service provider, we are doing our bit in transforming the mindset of consumers and creating world-class infrastructure with different temperature and humidity zones to store produce at an appropriate temperature."

Despite a lot of focus from the government in the cold chain



Kohli, however, feels that the cold chain industry has been slowly, but steadily, shifting its focus from the conventional and unorganised modes to a better organised market. There is an increasing emphasis on end-to-end cold chain and not just storage apart from modernisation of existing stores by using more sophisticated machinery

conventional with advanced ripening facilities.



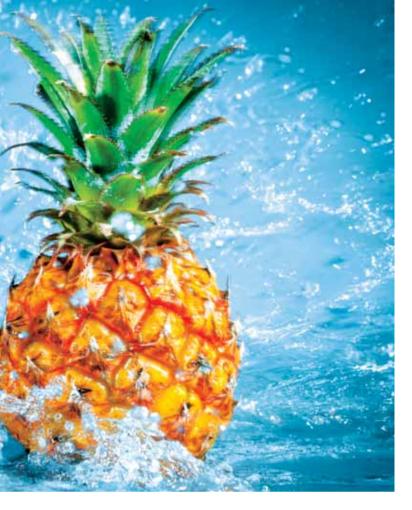
BRIDGING THE GAP

According to a report by Food and Agriculture Organization (FAO) of the United Nations, India accounts for a quarter of hungry people and is home to over 190-million undernourished people. The report says that approximately one-third of the food produced for human consumption, which amounts to 1.3 billion tonnes, is lost or wasted due to insufficient cold storage warehouses.

Harpreet Singh Malhotra, CMD, Tiger Logistics India, echoes the sentiment, "Given the sensitive nature and limited shelf-life, a seamless flow of cargo in the







desired controlled settings must be made possible. We are facing an acute shortage of multi-commodity storage with modern cold equipment, pack houses, customs clearance facilities closer to the port or source. Add to that, inadequate expertise in managing the cold chain makes it even more difficult. For export-import consignments, it's important to know about the right stuffing, global quality standards and shipping-days, this can make or break a global transaction."

Non-regularised cold chain management is the biggest problem area, feels Jobanputra. He goes on to explain, "Unbroken cold chain logistics is the need of the hour. Perishable cargo will always have short shelf-life; hence the cargo needs to be transported as quickly as possible to the destination. At the same time, maintaining required temperature is also a crucial aspect. We need the right technology to make sure both issues are taken care of." India is one of the largest cold storage capacity countries.

However, the lack of cold chain infrastructure is primarily because most of the cold storages (almost 95 per cent of them) are meant for a single product. And these are used only during the season. Almost around two-third of a year, these facilities remain wasted. According to Nair there is a huge gap in demand and supply so India needs a multipurpose cold storage and transportation infrastructure in strategically located places.

BRAND INDIA HAS POTENTIAL

Commenting on what should be done to make Brand India stronger in global exports of vaccines, drugs and food products, Jobanputra says, "With the cold chain industry getting its muchdeserved importance, the industry should grow much faster now. We need to create more worldclass infrastructure with all the required compliances to make global players sit up and take note of the Indian market and look at us as a strong brand."

To withstand the global competition regarding pharma and food products, Kohli says, "It's essential for the Indian markets to accord its utmost priority on the product's quality apart from the moderate pricing structure. The medicines may contain generic drugs as well, but their quality and effectiveness must not be compromised. Likewise, the food products need to meet various health check benchmarks set by other countries."

Malhotra points out it's time to transform the traditional perishable business through integrated coldchain solutions, modernisation and the use of technology. "It is not an easy task but that's our real ticket to transforming the nation. Several healthcare products such as vaccines, biopharmaceuticals as well as clinical trial materials are heat sensitive and must be stored at temperatures ranging from 20C-80C. With India's vaccine, biopharmaceutical and clinical trials market expected to grow at double digit growth rates, we expect a strong demand of efficient cold chain facilities in the coming years," he notes.

Noting that a robust storage infrastructure can open new avenues for the country's economic growth, Nair suggests, "It is important that we create a lot of multi-product and multi-purpose infrastructure in the country. The government is providing capital subsidy for agriculture based cold chain infrastructure, the same should be extended to every kind of cold chain infrastructure. Also. the government doesn't provide opex (operating expenses) subsidy. If government can offer some subsidised rate of power and diesel to cold chain sector (not just for agriculture based, but for all cold chains), this will motivate operators to offer better pricing, thus making cold chain more affordable.". &

On-time delivery

- According to Agriculture and Processed Food Products **Export Development Authority** (APEDA), India has only 6300 cold storages that are concentrated to a few states namely UP, West Bengal, Punjab and Haryana which can store only 11 per cent of the country's perishable produce i.e. 30.11 mt
- The Indian cold chain market was worth ₹1,121 billion in 2018
- The market is further projected to reach ₹2,618 billion by 2024, growing at a CAGR of 14.8 per cent during 2019-2024

TRAFFIC STATISTICS DOMESTIC FREIGHT

			Freight (in tonnes)								
			For the Mor	ith	ŀ	For the period April to September					
S. No.	Airport	September 2019	September 2018	% Change	2019- 2020	2018- 2019	% Change				
(A) 19 Interna	tional	Airport	S							
1			7,407				-17.8				
2	Kolkata	12,664	8,010	58.1	48,770	52 675	7 /				
3	Ahmedabad	4,839	4,727	2.4	29,659	28,470	4.2				
4	Ahmedabad Goa Guwahati Lucknow Jaipur Trivandrum Bhubaneswar Calicut Coimbatore	362	190	90.5	2,059	1,340	53.7				
5	Guwahati	957	1,955	-51.0	9,168	11,169	-17.9				
6	Lucknow	1,238	205	-	6,034	2,000	201.7				
7	Jaipur	1,432	1,310	9.3	7,446	7,608	-2.1				
8	Trivandrum	132	123	7.3	1,126	764	47.4				
9	Bhubaneswar	922	856	7.7	4,840	4,452	8.7				
10	Calicut	0	66	-	389	301	29.2				
11	Coimbatore Varanasi Srinagar Amritsar	835	1,058	-21.1	4,910	5,569	-11.8				
12	Varanasi	311	289	7.6	1,753	965	81.7				
13	Srinagar	196	584	-66.4	4,704	4,431	6.2				
14	Amritsar	44	48	-8.3	709 24 3,276 2 3,862 1,251	536 211	32.3				
15	Mangalore	0	21	-			-88.6				
16	Portblair	632	457	38.3		2,444	34.0				
17	Trichy	0	1	-	2	6	-66.7				
18	Imphal	614	719	-14.6	3,862	3,052	26.5				
19	Vijayawada	182	92	97.8	1,251	191	-				
	เบเสเ	31,033	20,110	12.7	1,71,669	1,76,905	-3.0				
(B) 6 JV Intern		-								
20	Delhi (DIAL)	30,269	31,595	-4.2	1,82,342	1,76,383	3.4				
21	Mumbai (MIAL)	24,643	23,688	4.0	1,41,968	1,40,584	1.0				
22	Bangalore (BIAL)										
23	Hyderabad (GHIA					29,829	2.4				
24	Cochin (CIAL)	1,232	1,157	6.5	7,163	7,148	0.2				
25	Nagpur (MIPL)			-17.6							
	Total	76,166	75,327	1.1	4,44,117	4,33,497	2.4				
(C) 9 Custom /	Airport	S								
26	Pune	3,363	4,215	-20.2	18,261	27,289	-33.1				
27	Patna	1,196	1,078	10.9	6,458	5,789	11.6				
28	Bagdogra	763	622	22.7	3,976	5,789 3,390	17.3				
29	Visakhapatnam Chandigarh	512	380	34.7	2,992	2,823	6.0				
30	Chandigarh	603	502	20.1	4,719	2,719	73.6				
31	Madurai Surat	128	342	-62.6	691	1,662	-58.4				
32	Surat	21	63	-66.7	516	376	37.2				
•••••											

		Freight (in tonnes)							
		Fo	or the Mon	th	For the period April to September				
S. No.	Airport	September 2019	September 2018	% Change	2019- 2020	2018- 2019	% Change		
33	Aurangabad	40	180	-77.8	345	1,145	-69.9		
34	Indore	872	1,050	-17.0	5,084	6,032	-15.7		
•••••	Total	7,498	8,432	-11.1	43,042	51,225	-16.0		
(D) 24 Domesti	c Airpo	orts						
35	Ranchi	532	544	-2.2	2,963	2,917	1.6		
36	Raipur	495	443	11.7	2,938	2,273	29.3		
37	Agartala	416	565	-26.4	2,403	2,712	-11.4		
38	Udaipur	1	0	-	3	2	50.0		
39	Jammu	127	164	-22.6	751	961	-21.9		
40	Dehradun	17	24	-29.2	81	94	-13.8		
41	Vadodara	292	219	33.3	1,680	1,302	29.0		
42	Leh	135	91	48.4	1,021	573	78.2		
43	Bhopal	104	177	-41.2	617	788	-21.7		
44	Jodhpur	0	1	-	1	4	-75.0		
45	Hubli	6	0	-	54	0	-		
46	Rajahmundry	0	7	-	0	34	-		
47	Silchar	73	83	-12.0	441	371	18.9		
48	Dibrugarh	82	75	9.3	473	419	12.9		
49	Rajkot	3	13	-76.9	14	134	-89.6		
50	Jabalpur	0	0	-	0	1	-		
51	Dimapur	25	34	-26.5	146	244	-40.2		
52	Bhuj	0	3	-	0	15	- <u></u>		
53	Tuticorin	4 0	3	33.3	31	18	72.2		
54	Jorhat	_	3	-	0	23	-		
55	Juhu /61 1 3	33	31	6.5	188	175	7.4		
56	Kanpur (Chakeri)	17	<u>.</u>	-	88	0	- 		
57	Agatti	8 	2 0	300.0	10		145.5		
58	Jharsuguda Total	6 2,376	·	- 4.2	18	12.072	-		
/ F			2,483	-4.3	13,938	13,073	6.6		
(E) 2 St Govt./			44.			25.		
59	Lengpui (Aizwal)	40	45	-11.1	209	280	-25.4		
60	Nasik (Hal Ozar)	0	40	-	7	83	-91.6		
	Total	40	85	-52.9	216	363	-40.5		

Grand Total 1,17,779 1,14,445 2.9 6,72,982 6,75,063 -0.3 (A+B+C+D+E)

TRAFFIC STATISTICS - INTERNATIONAL FREIGHT

			Freight (in tonnes)								
		F	or the Mon	th		For the period April to September					
S. No.	Airport	September 2019	September 2018	% Change	2019- 2020	2018- 2019	% Change				
(A)	A) 15 International Airports										
1	Chennai	22,940	28,005	-18.1	1,43,032	1,65,948	-13.8				
2		4,981		-13.8	30,459	30,676	-0.7				
3	Ahmedabad	3,893	3,571	9.0	25,483	21,418	19.0				
4	Goa	86	168	-48.8	653	1,083	-39.7				
5	Guwahati	1	0	-	1	18	-94.4				
6	Lucknow	247	279	-11.5	1,842	1,541	19.5				
7	Jaipur	208	232	-10.3	1,183	1,262	-6.3				
8	Trivandrum	2,214	2,070	7.0		11,490	17.2				
9	Bhubaneswar	7	5	40.0	11	10	10.0				
10	Calicut	2,354	1,355	73.7	14,717	6,751	118.0				
11	Coimbatore	226	175	29.1	1,352	1,077	25.5				
12	Varanasi	0	0	-	5	0	-				
13	Amritsar	72	45	60.0	676	324	108.6				
14	Mangalore	239	208	14.9	1,295	1,836	-29.5				
15	Trichy	749	608	23.2	4,211	3,279	28.4				
	Total	38,217	42,499	-10.1	2,38,387	2,46,713	-3.4				

							* Estimated			
			Freight (in tonnes)							
		F	or the Mon	th	For the period April to September					
S. No.	Airport	September 2019	September 2018	% Change	2019- 2020	2018- 2019	% Change			
1	Delhi (DIAL)	51,951	58,723	-11.5	3,11,042	3,34,769	-7.1			
2	Mumbai (MIAL)	46,415	53,571	-13.4	2,92,753	3,42,973	-14.6			
3	Bangalore (BIAL)	18,268	19,868	-8.1	1,14,248	1,26,367	-9.6			
4	Hyderabad (GHIAL)	6,4277,03	34 -8.6	42,255	42,786	-1.2				
5	Cochin (CIAL)	4,832	5,256	-8.1	34,019	25,829	31.7			
6	Nagpur (MIPL)	59	106	-44.3	656	422	55.5			
	Total 1,2	7,952 1	,44,558	-11.5	7,94,973	8,73,146	-9.0			
(C)	4 Custom Ai	rports								
1	Pune	32	3	-	73	13	461.5			
2	Visakhapatnam	50	0	-	225	Ö	-			
3	Madurai	176	151	16.6	858	797	7.7			
4	Indore	38	0	-	487	0	-			
	Total	296	154	92.2	1,643	810	102.8			
(D)	Total 9 St Govt./ Pvt Airports	0	0	•	0	12	•			
	Grand Total 1, (A+B+C+D)	66,465 1	,87,211	-11.1 1	10,35,003	11,20,681	-7.6			

Monthly Traffic And Operating Statistics During 2019 (Provisional) (Scheduled Domestic Services) (Cargo Carried)

	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes
	Air Asia			Air India			Air India Express			Alliance		
JAN	2,020.2	0.0	2,020.2	5,673.3	750.6	6,423.9	48.6	0.0	48.6	6.5	0.0	6.5
FEB	1,927.0	0.0	1,927.0	5,283.3	750.4	6,033.8	63.8	0.0	63.8	8.0	0.0	8.0
MAR	2,478.0	0.0	2,478.0	6,417.6	731.0	7,148.6	64.2	0.1	64.3	11.5	0.0	11.5
APR	2,241.9	0.0	2,241.9	6,220.9	803.6	7,024.5	41.3	0.0	41.3	11.6	0.0	11.6
MAY	3,123.9	0.0	3,123.9	6,954.6	849.1	7,803.8	50.0	0.0	50.0	15.1	0.0	15.1
	2,857.6	0.0	2,857.6	6,208.2	673.3	6,881.5	82.4	0.1	82.6	13.6	0.0	13.6
JUN	2,837.8	0.0	2,837.8	6,081.4	709.6	6,791.1	84.1	0.0	84.1	11.7	0.0	11.7
JULY	3,110.9	0.0	3,110.9	5,940.0	755.1	6,695.1	49.1	0.0	49.1	21.6	0.0	21.6
AUG	3,415.5	0.0	3,415.5	5,936.4	684.2	6,620.6	60.6	0.0	60.6	25.0	0.0	25.0
SEP	24,012.9	0.0	24,013	54,715.9	6,707.0	61,422.9	544.2	0.2	544.4	124.6	0.0	124.6
OTAL												
		Blue Da	rt	GoAir		SpiceJet		Indigo				
JAN	9,314.0	0.0	9,314.0	5,229.4	0.0	5,229.4	7,705.3	0.0	7,705.3	13,069.6	2,078.0	15,147.6
FEB	8,593.0	0.0	8,593.0	4,851.4	0.0	4,851.4	6,831.9	0.0	6,831.9	14,069.6	1,811.3	15,880.8
MAR	9,558.0	0.0	9,558.0	6,721.9	0.0	6,721.9	8,506.4	0.0	8,506.4	18,433.9	1,942.8	20,376.6
APR	9,513.0	0.0	9,513.0	6,772.5	0.0	6,772.5	7,624.3	0.0	7,624.3	18,918.9	1,557.5	20,476.4
	10,311.0	0.0	10,311.0	7,918.5	0.0	7,918.5	9,149.3	0.0	9,149.3	20,557.9	1,610.3	22,168.2
MAY	10,110.7	0.0	10,110.7	7,445.3	0.0	7,445.3	9,841.7	0.0	9,841.7	19,024.6	1,548.6	20,573.1
JUN	11,224.2	0.0	11,224.2	8,094.7	0.0	8,094.7	10,706.2	0.0	10,706.2	20,020.0	1,730.2	21,750.2
JULY	10,921.1	0.0	10,921.1	8,752.8	0.0	8,752.8	11,256.8	0.0	11,256.8	20,637.4	1,499.9	20,637.4
AUG	10,502.6	0.0	10,502.6	9,086.7	0.0	9,086.7	10,962.9	0.0	10,962.9	21,670.8	1,291.9	22,962.7
SEP	90,047.6	0.0	90,047.6	64,873.3	0.0	64,873.3	82,584.6	0.0	82,584.6	166,402.7	15,070.4	181,473.1
TOTAL				***************************************								

(Source: AAI)

US-China trade war helps India gain US\$ 755 million

The US tariffs on China made other players more competitive in the US market and led to a trade diversion effect resulting in India gaining US\$ 755 million in additional exports by selling more chemicals, metals and ore, electric machinery, agri-food, textiles and apparels, etc.

ue to the trade diversion Washington's tariff war with China, India gained about US\$ 755 million in additional exports, mainly of chemicals, metals and ore, to the US, in the first half of 2019, says a study called 'Trade and trade diversion effects of United States tariffs on China' by UNCTAD, the UN trade and investment body. It shows that the ongoing US-China trade war has resulted in a sharp decline in bilateral trade, higher prices for consumers and trade diversion effects and increased imports from countries not directly involved in the trade war.

The US tariffs on China resulted in India gaining US\$ 755 million in additional exports to the US by selling more chemicals (US\$ 243 million), metals and ore (US\$181 million), electrical machinery (US\$ 83 million) and various machinery (US\$ 68 million), as well as increased exports in areas such as agri-food, furniture, office machinery, precision instruments, textiles and apparel, and transport equipment, says the study.

The US tariffs on China have made other players more competitive in the US market and led to a trade diversion effect. These trade diversion effects have brought substantial benefits for Taiwan (province of China), Mexico,



and the European Union. "Trade diversion benefits to Korea, Canada and India were smaller but still substantial, ranging from US\$ 0.9 billion to US\$ 1.5 billion," the study says. The remainder of the benefits were largely to the advantage of other South East Asian countries.

While it does not consider the impact of Chinese tariffs on US imports, the study indicates that qualitative results are most likely to be analogous; higher prices for Chinese consumers, losses for US exporters and trade gains for other countries.

Of the US\$ 35 billion Chinese export losses in the US market, about US\$ 21 billion (or 62 per cent) was diverted to other countries, while the remainder of

US\$14 billion was either lost or captured by the US producers.

"The results of the study serve as a global warning. A lose-lose trade war is not only harming the main contenders, it also compromises the stability of the global economy and future growth, "says **Pamela Coke Hamilton**, Director of International Trade and Commodities, UNCTAD.

The analysis shows that US tariffs caused a 25 per cent export loss, inflicting a US\$ 35 billion blow to Chinese exports in the US market for tariffed goods in the first half of 2019. This figure also shows the competitiveness of Chinese firms which, despite the substantial tariffs, maintained 75 per cent of their exports to the US.



The US tariffs
on China
have made other
players more
competitive in
the US market
and led to a trade
diversion effect



CARGOTALN DECEMBER - 2019







SCALE AWARDS - 2019

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the DCBA President

managing committee for the ensuing two years at the 36th annual general meeting held on November 24 in Jawaharlal Nehru





What delays Air





Bharat J Thakkar Co-Founder & Joint Managing Director



The success of the AFS will require customs permission for bonded/duty-free movements of both cargo and equipment



peedy and efficient customs translates clearance efficient air cargo or express delivery service operations resulting in productivity enhancements for the business enterprises, all of which would go a long way in pushing up the competitiveness of Indian trade in general. In the interest of brevity, we do not propose to go into the details of legal framework governing customs operations and the various steps taken by the Central Board of Excise and Customs (CBEC) during the last few years to improve efficiency in the system by simplification of procedures and processes.

DELAY IN PROCESSING OF EXPORT CARGO OUT OF CARGO TERMINALS

Often export shipments are held up or delayed on account of clearance delays. While a proposal for post import audit for speedy import clearance has been mooted by the Central Board of Excise & Customs (CBEC), a similar proposal for post audit of exports should also be implemented to reduce congestion in the air cargo terminals of airports. There should be expeditious export clearance on self-declaration basis

and post audit instead of waiting for export documentation to be completed, which is dependent on multiple processing at various levels. All export clearance must be done online at customers' premises rather than being processed at the airport. Based on pre-alerts, shipments may be marked for examination and the rest be permitted to be exported on post audit basis.

EXPORT SHIPMENTS CANNOT BE MOVED FOR BUILD-UP

Customs system should be able to identify export packages meant for examination and those that are not to be examined, so that they can directly be moved to the warehouse for build up. This will decongest the warehouse and facilitate the custodian and trade members to decongest the warehouse.

TRANSSHIPMENT, STILL A CUMBERSOME PROCESS

Despite best efforts by the trade partners, we are still not able to achieve any milestone. Total volume of transshipped cargo in Indian airports is only five per cent as compared to over 50 per cent in airports like SIN, FRA, DXB, HKG customs facilitation procedures with respect to transshipment cargo. Customs policies for transshipments and export/import procedures differ at various airports. There is an urgent need for standardisation of policy/procedures for gateway operations.

Circular No 6/2007, Customs dated 22.01.2007 clarifies that the permission of transshipment in case of imported cargo from one customs station to other is allowed on the basis of CTM (Cargo Transfer Manifest) prepared by carrier/consol agents as the case may be. This document itself should be treated as application for transshipment and there is no requirement for filing of separate application for 'Transshipment Permit'. However, in case of export of cargo tendered at one customs airport for export from another customs airport, there is a requirement of Transshipment Permit by the airlines/carrier which needs to be approved by the officer. Further transshipment from one gateway airport to another gateway airport via an intervening gateway airport, where a simple transload is done,

Bharat J Thakkar, Co-Founder & Joint Managing Director, Zeus Air Services, talks about the issues pertaining to customs operations that impact congestion levels at airport premises and what action is required to correct the same.

should be permitted and instructions issued accordingly.

This anomaly needs to be rectified and a suitable amendment issued. Similarly, bank guarantee is also different for export and import transshipment. While the waiver of BG requirement has been made based on annual tonnage, hardly any airline has been able to avail the same. The criteria should be based on waiver for airlines who have been operating for more than five years on as-scheduled basis with a clean track record of no default on payments to customs. Guidelines for transshipment should be suitably modified and transshipment through intervening gateway ports be permitted to ensure optimum use of aircraft capacity.

Transshipment permission is generally issued for only one year and thereafter extended every three years. The renewal process takes several months which is time consuming. Clear instructions need to be given by CBEC to all its field formations for issuing public notice permitting transshipment without any time restrictions subject to regular renewal of bond and BG periodically.

TRANSSHIPMENT **NOT PERMITTED**

Currently, transshipment is not permitted within the country when a change of flight number is involved. It is not always possible to have direct connectivity between all city pairs in the country. Such a restriction also constrains the movement of highvolume loads within the country as the only other alternative is belly-hold capacity of passenger airlines, which severely limits the dimensions and weights of acceptable shipments. Hence, international airlines can only

land at a gateway where there is direct connectivity to the required airport. Such restrictions would severely limit the development of secondary markets. In the interest of speedy connectivity of transshipment loads, such transfers should be permitted. Such possibilities would also serve to increase the capacity utilisation on the aircraft by both International and domestic operators to reduce cost.

RAMP-TO-RAMP TRANSFER FOR PRE-**SORTED CONTAINERS**

This is highly recommended at major airports for faster movement without any additional charge and documentation (including CTM) for hub development. Such transfer of pre-sorted containers may be from one international flight to another or from one domestic flight to another, which carries export or import cargo in bond. Circular No.8/2011 dated January 28, 2011 is already issued in the matter; it only covers international ramp-toramp transfer. The provision related to transfer of international shipment from international to domestic sector carrying international cargo and domestic to international transfer of presorted containers has not been clarified. Cargo, which needs rebuilt in a designated separate area close to ramp (like PAX transit area), due to various reasons also needs clarity.

A clarification regarding the same being applicable to more than one leg of an international flight should also be issued.

VALUE LIMIT FOR EXPORT CONSIGNMENTS

Value limits for approvals for export consignments by various customs

functionaries were set long time ago and they need to be reviewed with the passage of time. The matrix spread for different levels of approvals for exports, however, have not changed. As a result, senior officers of the level of DCs/ACs end up processing shipping bills based on low values which form a substantial percentage of the entire daily exports form a port. A time-bound commitment is needed to review and reset the limits for approvals for exports of various officers.

CLARIFICATION REGARDING TOPPING UP OF CONTAINERS FOR OPTIMUM UTILISATION OF AIRCRAFT SPACE

Cargo flights operate to multiple destinations and the shipments are sorted destination-wise. At times one container is only partially filled up when the aircraft makes a halt at an international gateway port. The container remains half empty and cannot be offloaded even though there are shipments on ground that need to reach that destination. There is no prohibition on offloading the container and topping it up under customs preventive supervision, there are no clear guidelines for the same. The customs board needs to examine and issue a circular clarifying a uniform procedure for all stations.

OPERATIONALISATION OF AIR FREIGHT STATIONS (AFS)

AFS is an innovative solution that would complement an air cargo terminal. Customs have permitted transport of individual packages, container cargo and ULDs (unit load device) etc. for both export and import cargo clearance for the

Transshipment

- Total volume of transshipped cargo in Indian airports is only five per cent as compared to over 50 per cent in airports like SIN, FRA, **DXB, HKG customs** facilitation procedures
- Customs policies for transshipments and export/ import procedures differ at various airports
- There is an urgent need for standardisation of policy/procedures for gateway operations

AFS. However, the WG noted that existing AFSs notified by Ministry of Finance have not been made operational. The success of the AFS will require customs permission for bonded/duty-free movements of both cargo and equipment between the gateway airports and these inland facilities. Customs do not have enabling procedures in place for the operation of off-airport clearance facilities, in respect of the bonded (duty-free) movement of air ULDs. Amendments need to be carried out in the application software meant for EDS 1.5 version of customs to capture the transactions covered in transshipment for AFS. Working hours of customs staff is often cited as one of the reasons for delay in clearance of

the introduction of BUP by the shipper, forwarder, we expect major reduction in damage, pilferage and faster acceptance compared to individual boxes and multiple handling. We can start with non-sensitive destinations initially. Customs may be requested to permit taking out the ULDs for build up at shipper and forwarder's facility. Shipper Built Units (SLU) on export should be permitted and system for clearance of SLU in import must be introduced for at least RMS/ACP importers.

SIMPLIFIED PROCESS TO CLAIM DRAWBACK BY EXPORTERS

Presently, Export General Manifest (EGM) number is being entered needs seven to 10 signatures from all competent authorities involved.

SIMPLIFIED CLEARANCE **PROCEDURE FOR IMPORT PART SHIPMENTS**

Airlines are making their best efforts to carry complete consignment on one flight, however due to various operational reasons, shipments arrive in part. Airlines try to bring goods on next flight, however again due to various factors, it is not possible to have goods immediately on the next flight.

Under these circumstances, importer needs to clear consignment in parts due to very heavy demurrage charges and material is urgently required for production. A clear-cut procedure is required from customs side as importers are facing lot of problems at ground level due to the cumbersome and lengthy process in place.

100 per cent examination for part shipments should be avoided (as same is applicable for RMS/ACP clients) and normal random check should be conducted in the interest of time/ cost-saving, without compromising any regulatory norms. A board circular with transparent system to clear part shipment should be placed to assist faster clearance, as part-shipment is seen as a barrier by trade partners.

DISPENSATION OF ALL HARD COPIES

should Customs not stakeholders to submit manual documents, wherever trade partners are submitting data electronically to them to avoid duplication of work and unnecessary paperwork. At least where data is transmitted electronically, no hard copies should be required by customs. Physical copies should be only required wherever no electronic data is possible or missing. 😓

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



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Customs should begin two shifts of work at the air cargo complexes of all international airports to ease congestion



international cargo. Customs clearance on 24X7 basis is required given the vibrant exports and imports activity in the country to various covering destinations different time zones. Given the extensive documentation and procedures of the Indian customs and given the fast pace of growth of the economy and trade, at least customs should begin two shifts of work at the air cargo complexes of all international airports to ease congestion and to reduce delays in clearance.

BUILD UP PALLETS (BUP)

BUP concept for export and import is one of the major requirements of the trade to decongest warehouse. With

manually in the departure hall of passenger terminal in one of the customs registers (which is a serial number of the register). Sometimes serial number in this register which is an EGM number of a flight is recorded incorrectly and thus an airline in cargo faces many future problems.

It is suggested that the process of providing automatic EGM number should be in place like Import General Manifest (IGM) number module to avoid the current problem. It is highly recommended that drawback should be linked with LET export order w/o having relationship with EGM number as hardly any shipment is withdrawn after LET export and withdrawal system itself is fool-proof and at least





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Meeting All Cargo demands and delivering

There is a possibility that private investment will expand current capacities in oil and gas, road, rail etc. **Rahul Rai,** Head – Business Development, Project Forwarding & Engineering Division, Allcargo Logistics, talks about the opportunities in project logistics.



Rahul Rai Head – Business Development, Project Forwarding & Engineering Division, Allcargo Logistics



Allcargo has a singlewindow solution from planning to execution of projects for its factory to foundation projects



CT Burea

What is driving growth in project logistics business in the country?

Our country is at an inflexion point with respect to the infrastructure investment. The investment in infrastructure projects is led by federal and state governments with very limited private participation. There is a set of projects such as metro projects in many Tier-2 cities, expansion of refinery capacity in Vizag, Paradip, Barmer etc, fertiliser projects in Barauni Sindri, Gorakhpur, Talcher, along with continued government investment in renewable energy and power grid upgrade. These are fuelling the project logistics growth in our nation. However, with the next generation of reforms kicking in, I can see that there is a possibility of private investment in setting up or expanding current capacities in oil and gas, road, cement and steel, rail etc. This will create opportunities for project logistics in India. This is a very exciting time to be in and we are sure that there will be significant growth in project logistics business in India.

What are the intricacies involved in the movement of project cargo?

Right from the inception till

execution, several intricacies are involved. To start with, assessment of the routes, especially for over dimensional cargo (ODC) and super ODC cargo which may need special route planning as road route could be inadequate.

The longer the route, the chain of approvals also increase. Lack of centralised body for approvals is currently a big hindrance. If these are not in place, idle time and loss of time end up pushing the budget, causing unwanted delays. ODC movement requires managing several uncertainties and risks.

One missed connection can lead to the project going off track. For movement of super ODCs, we still face challenges in availability of navigable waterways along with very stringent cabotage law for coastal project cargo.

What steps should be taken to keep this business safe and attractive?

Granular planning with as many aspects as possible can help in executing a project. Proper project alignment with the JIT principles is paramount to avoid delays. At Allcargo, we keep a buffer to ensure all



hydraulic and mechanical trailers are in port and custom cleared for export, at least a day before. For import cargo, the trailers are ready at the port, two to four hours before unloading starts. Throughout the project, we ensure all approvals are in place.

Our safety standards are one of the best in the sector. We execute entire projects like a well-oiled machinery with each stage well researched and implemented with impeccable detailing. For effective planning, the logistics service provider needs to be very well versed with these intricacies.

What are Allcargo's plan in this segment?

The world economy can't grow without large scale infrastructure projects. Our global network of 300+ offices in 160+ countries makes us one of the most well-placed LSPs to pitch in for these projects. In India alone, there are multiple projects along with various project exports by EPCs to regions like Nepal, Bangladesh and West, East and

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Central parts of Africa. These are big projects and demand experienced LSPs to handle, right from ocean (EXIM) to land, moving to the project site using barges, jetty etc.

Allcargo has a single-window from planning to solution execution of projects for its factory to foundation projects. As per Economic Survey 2017-18,

Success Story

Allcargo transported a gigantic column of 64 m long and weighing 150 metric tonnes, over a 600 km distance from its Kandla Special Economic Zone unit to an integrated phenol-cumene plant at Dahej in Gujarat's **Bharuch District in good time**

Indian logistics is expected to clock a Compound Annual Growth Rate (CAGR) of 10.5 per cent and achieve a market size of US\$ 215 billion by 2020. The muchanticipated roll-out of the draft National Logistics Policy will provide a much-needed competitive edge to Indian logistics and bring down operational costs.

As the country's largest end-toend logistics services provider with a global operational perspective, we are fully prepared to leverage these developments and play a contributory role in positioning India as a leading player in the global value chain. Going ahead, technologydriven interventions by leveraging emerging technologies like Artificial Intelligence and Machine Learning will play a vital role in optimising supply chains and streamlining operational processes.



Our global network of 300+ offices in 160+ countries makes us one of the most well-placed LSPs to pitch in for these projects



NEWS

Sichuan Airlines launches freighter service from **Delhi to Chengdu**

Cichuan Airlines (3U) has commenced freighter services from Delhi to **J**Chengdu, China effective from November 27, 2019. This service will be operated with AB330-200F which offers maximum payload capacity of 60 tonnes. After the inaugural flight, the freighter will operate twice weekly services every Monday and Friday to enhance their frequency to four weekly services. Sichuan Airlines has built a world-class fleet of 152 aircrafts that connect five continents, improving its network capability and opening more international routes to build a bridge between Western China and the world.



JSW Infrastructure opens iron ore terminal at Paradip Port

Infrastructure has SW **J** announced the commissioning of its new iron ore terminal at Paradip Port in Odisha. The 370 metres long terminal with a capacity of 18 MTPA has been developed with a vision to handle cape size vessels for iron ore and pellet exports and can load at a rate of 100,000 metric tonnes per day. The high load rate is expected to significantly reduce the pre-berthing delays at Paradip as well as allow incremental cargo flow for the port which is all set to be the

Capacity

- JSW's iron ore terminal at Paradip comprises two ship-loaders, each with a capacity of 7,000 metric tonnes per hour
- It has 800,000 metric tonnes cargo storage yard with rotary & tandem wagon tipplers

largest port in the country. The company has invested approximately ₹750 crore to establish the new terminal at Paradip. Arun Maheshwari, Joint MD & CEO, JSW Infrastructure, said, "Paradip's location continues to remain attractive for iron ore movement for sea route. With the commissioning of this terminal, India can now offer cape size shipments. The capacities are far better than not only any other Indian port but also many ports Internationally. The modern, fully mechanised & environment-friendly terminal will enable minimal handling loss for our customers with faster turnaround."

First-ever containerised cargo on Haldia-Guwahati flagged off

Inland Waterways Authority of India (IWAI) set sail the first container cargo from Haldia Dock Complex to Pandu in Guwahati via India Bangladesh Protocol (IBP) route, in line with the Centre's focus on improving connectivity to Northeast. Gopal Krishna, Shipping Secretary, Government of India, flagged off the vessel - MV Maheshwari, carrying 53 containers of petrochemicals, edible oil and beverage. The 12-15 days voyage will be an integrated Inland Water Transport (IWT) movement via National Waterway-1 (river Ganga), NW-97 (Sundarbans), Indo-Bangladesh Protocol (IBP) route and NW-2 (river Brahmaputra). This is the



first-ever containerised cargo movement on this IWT route. The 1,425 km long movement is expected to establish the technical and commercial viability of IWT mode using these multiple waterways even as a series of pilot

movements are planned on the stretch. The latest IWT movement is aimed at providing a fillip to the Northeast's industrial development by opening an alternate route for transportation of raw material and finished goods.

The Protocol on Inland Water Transit and Tracie (PIWTT) between India and Bangladesh allows mutually-beneficial arrangements for the use of their waterways for movement of goods between the two countries by vessels of both countries. Two stretches of Bangladesh inland waterways Sirajganj-Daikhawa Ashugani-Zakigani on the IBP route are being developed at a total cost of ₹305.84 cr on 80:20 cost sharing basis (80 per cent being borne by India & 20 per cent by Bangladesh). The development of these two stretches is expected to provide seamless navigation to and from Northeast India through waterways via the IBP route.

Two services introduced at DP World terminals

Dubai-based DP World has launched two services – MIAX (Middle East–India–Africa Express) and IEX (South India Europe Express) to connect its terminals in Nhava Sheva, Chennai and Cochin with European and South African markets. MIAX will connect Nhava Sheva International Container Terminal (NSICT) with West and South Africa; while the IEX will connect Chennai Container Terminal (CCT) and India Gateway Terminal (IGT) with Europe.

Rizwan Soomar, CEO & MD, DP World Subcontinent, said "The launch of IEX and MIAX will create stronger opportunities for EXIM cargo and for Indian manufacturers to cater to global markets." The MIAX service has deployed 9 vessels of 2,800 TEU capacity and commenced with the safe berthing of the first vessel MV New Jersey Trader, LOA 212.6 M and exchange of 968 TEU. The port rotation is



Rizwan Soomar CEO & MD DP World Subcontinent

Nhava Sheva - Colombo-Pt. Des Galets - Durban - Cape Town - Tema - Tincan- Appapa.

The IEX service with a fixed-weekly sailing will deploy 9 vessels of 6,500 TEU. The port rotation is Visakhapatnam, Krishnapatnam, Chennai, Tuticorin, Colombo, Cochin, Damietta, Piraeus, Rotterdam, London Gateway Port, Hamburg, Antwerp, Le Havre, Damietta, Jeddah, Colombo, Visakhapatnam.

e-learning solution for logistics industry

2 1CC Education has announced its partnership with Portall Infosystems to provide attractive and interesting online course materials for the maritime and logistics community on Portall's technology platforms. The joint effort will help address the challenge of skill gap in the industry by providing quality and easily-accessible training solutions.

Sanjay Tiwari, Founder, 21CC Education says, "While the logistics sector is on an accelerated growth track, it faces issues of unorganised logistics and packaging operations. It also struggles with inadequate administrative skills, management qualities at the mid-tier and decision-making levels. This is largely due to the lack of skill and education at the grassroot level. Trained and well-developed human resources



with the right skills will make a significant difference to the overall growth of the industry. This partnership will enhance our capability to address and help close this skill gap and help re-engineer the Indian logistics sector." This collaboration with 21CC will empower individuals seeking to build careers in logistics to have access to a variety of e-learning solutions so as to accelerate their career growth and stay relevant in a changing industry.

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➤ Domestic Cold Chain Show 2019	Mumbai	4-6
Warehouse & Logistics Summit	Mumbai	5-6
Future of Logistics Summit	New Delhi	12
Logix India	New Delhi	12-14
Supply Chain Technology Summit	Mumbai	13
on Logistics and Supply Chain Management Digital Supply Chain Innovation	Singapore	4-6
Digital Supply Chain Innovation	Singapore	4-6
and Human-less Warehouse Forum Expo Logistics Panama	Panama	10-11
Logitrans	Iran	15-17
Logistics, Transports & Material	Pakistan	19-21

JANGARI 2020				
► International				
InterModal Africa	Tanzania	14-16		
Supply Chain and Logistics Expo Dublin	Dublin	29-30		

FEBRUARY 2020				
➤ Domestic National Conference on Supply Chain and Logistics	Chennai	15		
Asia Pharma Supply Chain Summit	Mumbai	25-26		
Global Logistics Show	Mumbai	25-27		
► International				
Supply Chain & Logistic Arabia	Dubai	3-4		
Cargo Logistics Canada	Vancouver	4-6		
Reverse Logistics Conference & Expo in Las Vegas	Las Vegas	4-6		

ASSOCIATION TALK

FFFAI discusses cost and dwell time reduction with Shipping Minister



The office bearers of the Federation of Freight Forwarders Association in India (FFFAI), headed by its Chairman, AV Vijaykumar, recently met with Mansukh Mandaviya, Minister of State (Independent Charge), Ministry of Shipping and various other ministry officials in New Delhi. The meeting was held to improve the ease of doing business at grassroots level enabling reduction in dwell time in EXIM trade and to discuss strategic and operational issues currently faced by customs broking industry.

The detailed discussion was held on steps required towards the ease of doing business target set by government and achieving transparency in working with stakeholders. The association presented the issues of customs brokers and freight forwarders before the minister for reduction in transaction cost and dwell time by improving infrastructure at various ports and Inland Container Depots (ICDs); increasing connectivity with ICDs and gateway ports; and enhancing costal cargo movement.

The shipping minister has asked FFFAI to engage in skill development initiatives pertaining to logistics sector, which has tremendous possibilities of employment

generation, by carrying out structured skilling programmes. Vijaykumar conveyed to the shipping minister regarding efforts undertaken by the federation towards skill development through its institution, Indian Institute of Freight Forwarders (IIFF).

FFFAI delegation also had a meeting with Pranab Kumar Das, Chairman, CBIC; AK Pandey, Member (Admin), CBIC; Dr John Joseph, Member (IT & Legal) with Additional Charge - Customs, CBIC; Sandeep Bhatnagar, Member (investigation/GST & CX), CBIC; L Satya Srinivas, JS (Customs); Zubair Riaz Kamili, Director (Customs) and Akhil Kumar Khatri, Additional Director General (ICEGATE Systems).

Key issues discussed were customs brokers license suspension, delay in clearance and EDI improvement. Further, in order to create a healthy ecosystem in exim trade, FFFAI conveyed the need to develop a centralised KYC process through CBIC, which would help to secure the interest of the country's revenue and security aspects. Issues pertaining to improvement of customs EDI System were also discussed with Khatri in addition to conducting discussions on procedural improvement required for processing of export cargo.

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MOVEMENTS



Celebi Delhi Cargo Terminal Management India Delhi

Celebi has appointed **Burak Kurt** as Chief Executive Officer of Celebi Delhi Cargo Terminal Management India. Kurt previously held the position of Regional Director — Istanbul at Celebi Hava Servisi. With an experience of 18 years, Kurt brings vast amount of cargo as well as ground handling experience which undoubtedly will add value to the India business. The company said the appointment was in alignment with its 'promote within' culture.



FIATA Geneva

The International Federation of Freight Forwarders Associations (FIATA) has appointed **Dr Stéphane Graber** as its new Director General. He has been the Secretary General of the Swiss Trading and Shipping Association for the past seven years and was also President of the Swiss Chinese Chamber of Commerce for more than two years. Graber brings to FIATA a strong background in information technology, training and development and finance



The Freight Transport Association (FTA) has appointed **Zoe McLernon** to the newly created role of Multimodal Policy Manager. She will join FTA's 17-strong policy team to speak on behalf of its multimodal members to stakeholders and government. With her extensive experience in UK transport policy, Zoe will be looking to grow FTA's influence within the multimodal space. Her appointment will cement FTA's position as the only business organisation representing all aspects of the logistics sector: rail, road, sea and air, as well as buyers of freight services.



UPS China

UPS has appointed **Michelle Ho** as its new President of UPS China, succeeding Harld Peters. Stepping into the new position, Ho is tasked with spearheading UPS' small package and strategic planning operations in China. Prior to her appointment, Ho served as President for the South Asia District of UPS Asia Pacific, where she focused on growing UPS' express operations across 28 emerging and mature markets in Southeast Asia and the Pacific Islands. Ho has also held other executive-level positions at UPS and has 26 years of logistics experience.





MSC Geneva

MSC has announced the appointment of **Soren Toft** as its new Chief Executive Officer. Toft comes with a career background and pedigree in the industry, having worked at Maersk for the past 25 years, specifically as Maersk Line's Chief Operating Officer since 2014. MSC is confident that this appointment will bring significant value to its cargo businesses, building on the company's existing strengths and boosting its development plans even further.



Globaltruck Russia

Globaltruck has appointed **Ilya Sattarov** as its new Chief Executive. Sattarov worked on the development of logistics and supply chain as Deputy Chief Executive of Magnit for the past eight years. He managed 37 distribution centres and a fleet of over 5,700 trucks, and has broad experience in the field of solutions development for delivery of various types of cargo, logistics costs optimisation, also creation of tools for the dispatching system, traffic control and increasing processability of warehouse operations.



Hapag-Lloyd has appointed **Mark Frese** to replace Nicolás Burr as its Chief Financial Officer. Frese has joined Hapag-Lloyd's Executive Board on November 25 and will take over Nicolás Burr's role on March 1, 2020. Frese was most recently CFO of Consumer Electronic Retailer Ceconomy. Before that, he held various management positions at Metro and Kaufhof Holding. The supervisory board is convinced that, in its new composition, the executive board will remain excellently positioned to lead Hapag-Lloyd to continued future success.



B&H Worldwide Los Angeles

B&H Worldwide has appointed **Michael Pearson** to the newly created position of General Manager — Americas. He is tasked with developing the Americas market for B&H Worldwide and driving its growth plans in the USA. Pearson's market knowledge and skills in logistics and leadership have been developed throughout his career while holding executive positions in both operations and sales within the time-critical logistics and aerospace sector.



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Cargo to to JAPAN

The Only Direct Flight from Chennai to Tokyo

ANA has launched the first and only direct flight between Chennai and Narita from October 27th, 2019. Chennai is the third city in India that ANA offered its service, along with flights from Delhi and Mumbai.

ANA operates 46 international cities including Chennai and approximately 50 domestic cities in Japan by ANA group airlines. ANA provides wide network connectivity to various destinations in Japan and also offers same day connections between various North American and Asian cities.

Chennal - Nanta Timetable

Sector	Flight No.	Day of Week	Departure & Arrival Time
CHENNAI - NARITA	NH826	• •Wed • Fri • Sun	20:30 - 7:25 (next day)
NARITA CHENNAI	NH825	• •Wed • Fri • Sun	11:10 - 17:45

'As for departure and arrival time in Narita, from October 27 until

November 30, if will be delayed 30minutes, and from March 1 until 28

March, it will be delayed 10 minutes

The operation dates and aircraft types are subject to government approval and may change without notice.

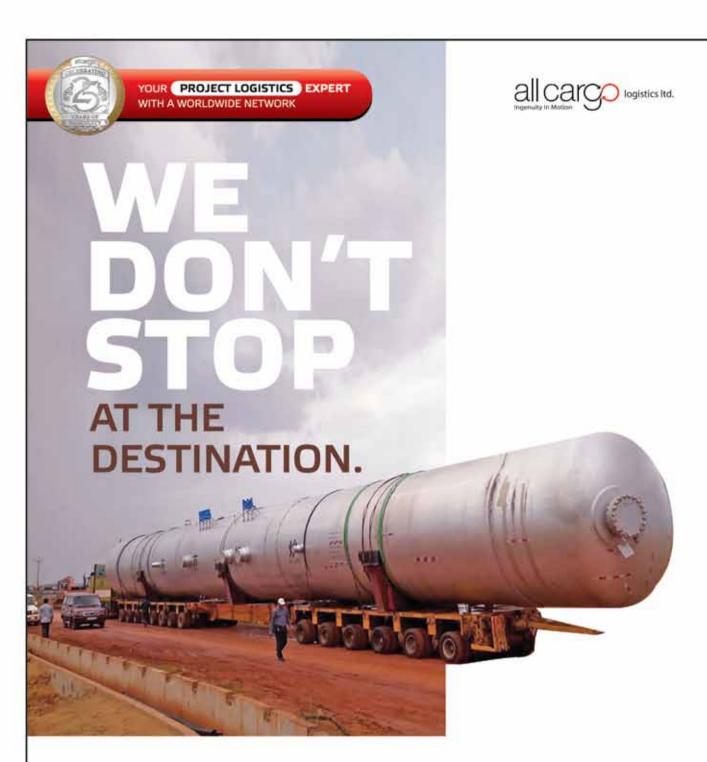
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