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Editor : San Jeet
Managing Editor : Peden Doma Bhutia
Desk Editor : Smrita Kulshrestha
Sr. Reporter : Kalpana Lohumi
General Manager : Harshal Ashar
Sales Co-Ordinator : Jaspreet Kaur

Manager : Yogita Bhurani
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Distribution Redefined



Air cargo traffic decline at Hong Kong Airport

Airport Authority Hong Kong (AA), operator of Hong Kong International Airport (HKIA), has revealed that cargo throughput

at the gateway fell by 7.3 per cent year-on-year in July to 401,000 tonnes. The fall in cargo throughput was the result of 12 per cent decline in both imports and transshipment volumes.

Among Hong Kong's key trading partners, cargo traffic to and from Southeast Asia and North America decreased most significantly. Over the first seven months of the year, HKIA handled 2.7 million tonne of freight, a fall of 6.8 per cent compared to the same period of last year.

And on a 12-month rolling basis,

cargo throughput up to the end of July amounted to 5 million tonne, a decrease of 4.1 per cent year-on-year. Thus, July's decline seems to be reflective of the wider sustained downturn in the global airfreight market.

August has seen protests at HKIA, with demonstrators clashing with police inside the airport. Though these clashes appear to have had a relatively limited effect on cargo throughput, there is a concern that any sustained problems at the gateway might affect HKIA's well-deserved reputation as a cargo hub of global significance.



Florida's Airglades International airport to move to cargo-only hub

Hendry County in South Florida and the current operator of Airglades International Airport (AIA) have sought approval from the US Federal Aviation Administration (FAA) to convert the airport into an all-cargo and perishable goods-logistics hub. The FAA has the application, which is categorised under the Airport Investment Partnership Program, to be substantially complete. Considering this, Hendry County has selected AvPORTS to be the airport's new operator and Star America to be a private investor and equity provider. **Fred Ford**, President, AIA, commented, "This airport represents a big win for consumers, airlines, and perishable suppliers, offering streamlined logistics to reduce cold chain disruptions, while reducing trucking and airport congestion." The converted airport and logistics hub could significantly improve the efficiency of the flow of goods from Latin America into central America and the rest of the world.

SATS & TUMCREATE's AI robotic air cargo system

SATS and TUMCREATE are working together to explore commercialisation opportunities for their artificial intelligence (AI)-powered robotic air cargo system, SPEEDCARGO, to digitalise air cargo handling by taking over laborious processes. SPEEDCARGO is a system comprising three of the companies' products – Cargo Eye, Cargo Mind and Cargo Arm. Cargo Eye produces a digital fingerprint for incoming cargo by dimensioning accepted cargo in real-time using a 3D camera system. The companies are currently working to enhance Cargo Mind and Cargo Arm, which work to optimise cargo palletisation through intelligent Unit Load Device (ULD) planning and automatic ULD packing, respectively.

The timeline for the completed project has not been released, but the integrated SPEEDCARGO system will be run on an AI-powered operating system enabling them to connect data for end-to-end optimisation of cargo operations. Companies will be able to input volume, weight and other criteria into the SPEEDCARGO system to optimise their cargo hold. The collaboration was facilitated by the Civil Aviation Authority of Singapore (CAAS), which awarded TUMCREATE S\$1.9 million in its 2015 Aviation Challenge for SPEEDCARGO's prototype development over two years.





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Canada invests in cargo expansion at Moncton Airport

The Canadian government announced an investment of CA\$ 8.34 million (US\$ 6.3 million) to improve cargo infrastructure at Greater Moncton Roméo LeBlanc International Airport (YQM) in New Brunswick and help move Canadian goods to international markets more efficiently. The investment will go towards expansion of

Apron 8 to allow for more cargo flights without affecting passenger traffic, expansion of the de-icing pad for de-icing of both cargo and passenger aircraft, a new de-icing fluid management system, and road reconstruction and overhaul to connect the airport apron with cold storage and cargo staging facilities.

Transport Canada said in its statement that the expansion is designed to support growing exports of Canadian products, including live and fresh seafood and to generate new overseas trade for the region. The United States is the largest export market for New Brunswick seafood, with other top markets including Japan,

China, the Dominican Republic, Belgium and Vietnam, according to a 2017 report from New Brunswick's government.

Most of the current cargo activity at YQM is undertaken by integrators and those operating on their behalf, including Cargojet, FedEx, Purolator and UPS.



Swissport extends lease at London's Heathrow Airport

Swissport has extended its lease at SEGRO's Heathrow Cargo Center at Heathrow Airport (LHR). The Swiss cargo handler signed a new agreement extending the lease of a 104,000 sq. ft. warehouse unit by 10 years. The new agreement includes a clause that will allow SEGRO to redevelop the cargo centre in line with proposed expansion plans to be put forth by LHR and airport stakeholders.

Jason Gaskell, COO – Cargo (Western Europe), Swissport, said that continuing to operate out of SEGRO's Heathrow Cargo Center will allow Swissport to strengthen its operations as LHR remains key to Swissport's growth of its United Kingdom cargo operations. "The airside SEGRO Heathrow Cargo Center is 1.2 million sq. ft. total and provides direct access to LHR's apron, which reduces wait times and efficiency for operators," he adds.

Swissport also recently opened a second warehouse in Vienna (VIE) and announced plans to establish a pharmaceutical centre out of Brussels (BRU).

CSafe's cool-container service centre near Amsterdam

CSafe Global had opened a new service centre in Hoofddorp, Netherlands. The new facility is located nine minutes by road from Amsterdam Schiphol Airport (AMS) and is designed to service inbound and outbound traffic of the company's active temperature-controlled container models, CSafe RKN and CSafe RAP, used by carriers at the airport. CSafe's RAP container is capable of maintaining the preset temperature range in ambient temperatures of -30°C to +54°C, while the RKN can operate at -30°C to +49°C. CSafe combines compressor-driven cooling technology with vacuum-insulated panel insulation to regulate payload temperatures for up to four US pallets of pharmaceutical products per container.

Swiss Worldcargo, LATAM Cargo and Delta Cargo are the latest carriers to leverage CSafe's RKN and RAP containers in their global pharmaceutical shipment operations.



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Bounty for industries

CBRE South Asia has announced the findings of 'India Industrial and Logistics Market View, H1 2019'. The report says, 3PL sector contributed close to 56 per cent of total absorption during H1 2019 compared to 31 per cent in H2 2018.



CT Bureau

As per the report, logistics leasing in the country recorded a growth of 31 per cent on a yearly basis, crossing 13 million sq. ft. Mumbai, Chennai and Bengaluru accounted for more than 60 per cent of leasing activity, as per the CBRE report titled 'India Industrial and Logistics Market View, H1 2019'.

Speaking on the report, **Anshuman Magazine**, Chairman & CEO - India, South East Asia, Middle East & Africa, CBRE, said, "While the overall pipeline for the sector is expected to be around 60 million sq. ft. till 2020, at least 22 million sq. ft. of this supply is anticipated to be released by leading players. We also expect logistics leasing activity to strengthen owing to consolidation/expansion by occupiers. In addition, as per our APAC Investor Intention Survey, 2019, India was among the top five investment destinations in APAC. Industrial and logistics was also one of the top segments expected to be targeted by investors in 2019."

Similar to H2 2018, logistics space take-up was dominated by small-sized transactions (less than 50,000 sq. ft.), accounting for about 38 per cent of the leasing activity in H1 2019. The share of medium-sized transactions (ranging between 50,000 sq. ft. and 100,000 sq. ft.) rose from 26 per cent in H2 2018 to 32 per cent in H1 2019. Large-sized deals (greater than 100,000 sq. ft.) accounted for 30 per cent of the leasing activity during H1 2019.

Supply addition rose by about 54 per cent in H1 2019 as compared to H2 2018, with about 11 million sq. ft. of projects completed. About 65 per cent of the completions were reported in Mumbai, Chennai and Ahmedabad. Moreover, the increasing interest of leading players in expanding their portfolios was visible during H1 2019.

Sustained occupier interest in locating quality developments resulted in rental growth of about five to 40 per cent in NH-1 and NH-8 in NCR; about three to 24 per cent in Eastern and Western corridors in Bengaluru; about 12-18 per cent in Western and Southern corridors in Hyderabad; about five to seven per cent in Western Corridor II and Northern Corridor

in Chennai and about three to six per cent in Narol in Ahmedabad on a half-yearly basis.

OUTLOOK

The logistics sector in India is experiencing unprecedented structural

New logistics hubs

■ For H2 2019, CBRE expects supply-constrained locations to continue to deliver rental growth, with new logistics hubs also emerging across cities in response to labour availability and land shortage



Anshuman Magazine
Chairman & CEO - India, South East Asia
Middle East & Africa, CBRE



We also expect logistics leasing activity to strengthen owing to consolidation/expansion by occupiers



& logistics: CBRE



shifts in the form of automation, leading to blurring of lines with the retail sector, transformation of supply chains and growing investments. Recent policy reforms and infrastructure initiatives, when completed, are likely to create a favourable business environment and position India among the most

“
Cities such as NCR, Mumbai, Bengaluru are expected to dominate the supply pipeline, with the average size of warehouses in NCR and Mumbai likely to exceed one million sq. ft.
 ”

attractive investment destinations for the logistics industry in the coming quarters.

As technology permeates the sector, demand for quality space is increasing and corporates across segments are opting for large, modern warehouses. Advances in technology, particularly automation, will continue to enhance the specifications and operations of logistics assets, thereby pushing older, inferior-grade properties down the demand pyramid. Further, we expect that the trend of e-commerce platforms owning and operating their own facilities will result in more built-to-suit facilities, thereby taking off

some 'pure' leasing from the market.

Cities such as NCR, Mumbai, Bengaluru are expected to dominate the supply pipeline, with the average size of warehouses in NCR and Mumbai likely to exceed one million sq. ft. Other cities such as Chennai, Hyderabad and Pune are also expected to witness supply addition, but the average size of developments is expected to be in the 0.3-0.5 million sq. ft. category. In order to satiate the demand for quality spaces, domestic companies would continue to partner (JV, merger, etc.) with foreign players to seize the growth opportunity that the sector is offering.

Rental growth

■ Prime locations likely to witness rental growth in coming months include NH-8 in NCR; Bhiwandi in Mumbai; Western and Northern Corridors in Chennai; Northern Corridor in Hyderabad; and NH-2 and NH-6 in Kolkata



Learning ABC of ware

There is growing preference for Grade A warehousing spaces in the country. Operational efficiency and better management will hold the key for occupiers and companies willing to make it big. **Chandranath Dey**, Head of Industrial Operations, Business Development, Industrial Consulting & Supply Chain Consulting, JLL India, comments on the current scenario.



Chandranath Dey
Head of Industrial Operations, Business
Development, Industrial Consulting &
Supply Chain Consulting, JLL India

“

Warehouses are the basic foundations for the supply chain of any company that relies on distribution of its products from factories to shops and end users

”

With rising levels of maturity, the industrial and logistics sector is becoming more organised as well as standardised. Grade A space is one of the stepping-stones in this process as it provides an ease in time-bound supply, customer satisfaction, risk-free environment and rationale in working capital requirement. There has been a quantum leap in demand for Grade A space over Grade B in the last year. While in 2017, overall India absorption in Grade A space was 9.9 mn sq. ft. against Grade B absorption of 9.8 mn sq. ft. year, 2018 witnessed a significant jump of preference for Grade A space. In 2018, at pan-India level, Grade A absorption was 17.66 mn sq. ft. against Grade B absorption of 14.14 mn sq. ft.

Few advantages that Grade A warehousing space has:

- **Operational efficiency:** Up to 30 per cent additional open space; up to 30 per cent space

Grading system

- There has been a quantum leap in demand for Grade A space over Grade B in the last year
- In 2018, at pan-India level, Grade A absorption was 17.66 mn sq. ft. against Grade B absorption of 14.14 mn sq. ft.

for internal cargo handling and up to 40 per cent storage height to enhance traffic & cargo movement, use of modern MHEs and maximising storage load.

- **Wider cargo lines:** Additional floor-load capacity (up to 50 per cent) and storage height facilitates heavy/odd-dimension cargos and increases pallet position for standardised cargo, especially for long-term storage.
- **Prevention:** Improved fire fight-

ing system, drainage system, floor-height and construction quality provide additional protection from unexpected threats and minimise risk of probable in-store damages.

- **Operational time management:** Provision for sufficient parking, material handling and marshalling space optimises operational time and cost not only for vehicles and MHE operation but also for sorting/identification of products.
- **Clientele:** Planned storage space, efficient material handling space, safety and security and better access/connectivity are the predominant criteria for MNC/and national brands.

Warehouses are the basic foundations for the supply chain of any company that relies on distribution of its products from factories to shops and end users. For this, companies might choose to lease or own spaces,



housing

depending on the total costs involved.

Grade A warehouses are labelled based on their superior construction quality, location, space, amenities, clients, among others. As online retail grows, Grade A warehouses have also become a workplace of choice, for many without a college degree. This is helpful for many from the employment perspective.

However, there are challenges: High cost of land sometimes comes as a challenge for investors interested in Grade A warehouses. Land cost constitutes a major component of a warehousing project investment.

GLOBAL SCENARIO

Globally, Grade A warehouses follow the following criteria:

- Additional height and higher floor load bearing capacity.
- Better infrastructure with access to mechanised MHEs, fire detection and prevention systems, clean environment.
- Land use with space for parking heavy vehicles/MHEs movement, multi-modal connections.

GOING FORWARD

Grade A absorption share grew from 50 per cent to 56 per cent of total India absorption levels from 2017 to 2018. It is expected to further grow as

The Incremental Cost

A JLL industrial research on comparing Grade A & Grade B warehousing cost to end-users/occupiers reveals the following:

Comparison of 1,000 sq. ft. of WH space	Grade A	Grade B	
Rental	20	15	INR/Sq. ft/months
Storage Space: Rental Space	65%	75%	
Height	42	24	ft.
Rental for Cutt. Warehousing Space	0.73	0.83	INR/month
Rental for Each Tonne of Cargo Stored	38.46	40.00	INR/month
Rental for Each Pallet Posttion	57.14	86.67	INR/month

Source: JLL Research

While the above comparison shows the rental premium paid on Grade A space to be higher, per pallet, the per tonnage rental is lower due to Voperational advantages in Grade A space. This in turn influences preference among tenants towards Grade A spaces.

occupiers look for spaces with higher specification as per requirements. A growing economy and a preference for well-oiled, organised spaces, along with GST will drive the demand for Grade A warehousing spaces.

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

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Being a part of this industry for the past 10 months, **N Sivasailam**, Special Secretary (Logistics), Ministry of Commerce & Industry, Department of Commerce, Government of India, calls the logistics industry 'vibrant'. According to him, there is a great deal of enthusiasm in the industry following the special emphasis that the government is giving to logistics as an important element of business.



Kalpana Lohumi

How do you see the present status of the logistics and cargo industry?

The industry understands that everything cannot be provided by the government as the logistics sector comprises a large number of private players. A lot of things can be done through private players and collaboration with associations, who are already on board. As regards public logistics players, such as the large number of sea ports, airports, and the railways, there is need to improve their operational credentials significantly to make an impact on logistics cost and service provision.

What is your comment on the fact that logistics cost is much higher in India compared to other countries? How can this issue be addressed?

The Anderson data, that is published annually, estimates India's logistics cost at 13-14 per cent of the GDP. Of all the items in the GDP basket, 13-14 per cent is contributed by the logistics industry which means that if the logistics industry grows more, the industry will contribute more to the GDP! But this is not the way to look at it. When we say that logistics cost is high and quote statistics on the logistics sector's contribution to GDP, the idea is that the GDP should grow at a faster rate than the logistics sector's contribution to GDP.

If we try to understand why the logistics cost is high, it's because most of

the logistics businesses are monopolies or monopolistic or oligopolies, who leverage either location (ports) or information (Logistics Service Providers) or the medium (Railways). The challenge is to encourage improvements in the decision-making processes and market sensitivity of monopolistic service providers, particularly large public monopolies such as ports or railways or such bodies at borders, including local borders such as between states, as the preferred option. In the alternative, they have to be regulated through independent regulatory bodies, eg ports charges or railway freights, so that there is business confidence in rates being reasonable. Of course, the challenges, at least in the short-medium term, are heightened when regulatory institutions also enter the process and the objective of light-touch regulation has to be institutionalised. Reforms for competitive prices and rates in monopoly infrastructure and service provision need to focus on realistic logistic costs, which is vital to achieve the 7-9 per cent logistics sector contribution to GDP norm. The reduction of logistics cost quickly will give fillip to higher overall GDP growth because access to new markets and competitiveness of goods and services will be enhanced for internal and external trade!

Also, there is need for significantly enhanced transparency at all levels, across the industry, otherwise it builds up a cascading cost structure

which is finally met from the pockets of the consignor/consignee, either as importer/exporter or even in local trade.

With ease of doing business, many issues are already being addressed. Going further, ease of doing business may mean reducing the cost of doing business, but we need to focus on specific aspects of where the flab is and how to reduce it? Automation, digitisation, and online processing are essential tools to reduce cost, but these have to be preceded by enhanced transparency in which Standard Operating Procedures in billing etc are particularly important.

The key to lasting and sustainable impact on reducing logistics cost, clearly lies in reforming and ensuring improved decision-making processes in large monopolies in the sector.

What are the challenges that the government is trying to help the trade with and ease the process of doing business?

We are working on several issues, like, port charges for both - vessel handling and terminal handling. Secondly, making our imports and exports competitive on the air cargo front is also a big challenge that lies ahead of us. There are separate set of challenges with regards to access of land ports, such as developing automated systems in land ports,

Need of the hour

- The logistics cost is high because most of the logistics businesses are monopolised by a single entity
- Ease of doing business may mean reducing the cost of doing business, but we need to focus on where the flab is and how to reduce it?
- Introducing transparency, automation, online submission are essential tools to reduce cost

housing policy



N Sivasailam
Special Secretary (Logistics)
Ministry of Commerce & Industry
Department of Commerce, Government of India

“
There should be transparency at all levels, otherwise it builds up a cascading cost which is finally getting paid from the pockets of the importer or exporter or even in local trade
”

which are very important for trading with neighbouring countries. In respect of inland waterways, creating infrastructure and operating processes is a challenge.

It is also important to have a Risk Management System (RMS) for the Participating Government Agencies (PGAs), particularly for screening

with regards to animal and plant quarantine, wildlife, FSSAI, drugs control and textiles, so that time, cost and certainties get introduced in the system.

Customs constitutes around 90 per cent of our regulation for exim trade, and ICEGATE is the ideal platform. All port-related or border-related systems need to address regulatory requirements. If there is no border there would be no requirement for a regulation. But since there are borders, a regulatory platform provides the much-needed base on which everybody else plugs in. The question however is, how do we plug in? If the regulatory institutions don't allow the plug in through appropriate technologies, then it may not be possible to automate. It's very important for regulatory agencies to give access and we are working on that. Of course, the integration process shall address system and data security and data privacy issues too.

We are at the implementation stage of getting institutions onto ICEGATE through API integration. The next stage is to have integration with GSTN, E-Way billing system, EVaa-han and E-Saarathi as well. These have to happen fast for being effective. We are working on it too.

What are the issues that plague the warehousing industry?

According to industry stakeholders, a major portion of the FDI which has come into the sector in the last two-three years, has all gone to create new capacity in Class A & Class B warehouses. So, we are looking for upgraded infrastructure. There are certain aspects of warehouses which are important to us in mat-

ters of agriculture logistics that is related to reefer containers, reefer movement or reefer warehouses. There is a latent demand for these facilities and going forward investment in these can scale up.

Another aspect is using warehouses as centres for value addition for exports. Significant investment in the FTWZ is also in the offing as the regulatory environment becomes more friendly to this important sector. FTWZs can create large employment and make use of our infrastructure at ports so that people can bring in their goods, add to their value and then export it to the rest of the world.

We are working on a draft warehousing policy. Since the creation of warehouses essentially involves States, the perspective of States, industry and investor community, its articulation in the policy will be important for meaningful impact.

Do you think that the logistics industry is active in adoption of technologies?

Considering most of our logistics companies are either MSME or SMEs, it is impossible for each one of them to procure or develop the software required to address their business. Besides, there is need for integration simply because no logistics service provider has access over all domains. Therefore, platforms are needed for service provision and integration so that a single-point interface can be created for all services. It has to be done collectively and this is where the industry associations have a vital role to play in the creation of service platforms for its members. The service portals need to be owned by the associa-

tions so that they can develop the market and business platforms and then further integrate it with other platforms.

The response of industry associations is encouraging. The development of Port Community System (PCS) by the Indian Port Association (IPA), an association of Major Ports in India is a case in point. It integrates with ICEGATE (the Customs platform, so vital for port business) too. Associations of shipping lines, Custom House Agents (CHA), freight forwarders, and other important service provision intermediaries are all integrating into the PCS platform. There is need for such platforms in road transport and warehousing as well and its integration with other systems so as to create network effect contributing immensely to ease of doing business. The quicker we actualise it, the better will be our score on the EoDB index and lower will be the logistics cost.

The industry players are definitely adopting technology for their businesses but for which their internal efficiencies will suffer, and they will be non-competitive even in a short run. But significant gains will accrue when they collaborate on a technology platform of their domain (competitors) and outside their domains (complementary). Integrating outside their domains will require as an operational prerequisite, the integration within their domain to create 'scale' effect. This is a psychological barrier that industry players need to overcome. Industry associations can play a role in creating SOPs and facilitate the process. The IPA example is worth emulating and can even be bettered! 🍀

**The views expressed are personal*

What lies in A320 & A321 bellies

William Boulter, Chief Commercial Officer, IndiGo, talks about how IndiGo is building its cargo strategy and how important is cargo for the overall business of IndiGo. He says there is great capacity in the air cargo market.



CT Bureau



William Boulter
Chief Commercial Officer
IndiGo

What is your view on Indian air cargo industry and what are the challenges the sector is facing currently?

I find the Indian cargo market very interesting. Presently, there is more capacity in the air cargo market than the demand because shippers choose road as it is much cheaper. Hence, it is quite a challenging place to be in. At IndiGo, we are operating 1400 flights a day as of now, out of which 80 per cent are domestic. Presently, our intent is to maintain the best possible load we can on our belly space of A320 & A321.

The major challenge an airline faces is that the charges at airport for handling cargo are always increasing. The tariff on transit cargo through airports in India is also unwelcome and against the interest of the country. It has been said many times that India should become a transit point for cargo in Asia, but this will only happen if transit cargo is not slapped with a punitive tariff.

The other challenge with regard to GST, is that the airline would prefer that our fuel bill would be taken into the GST regime, rather than the separate state tax on aircraft fuel.

How does your airline plan to increase revenue from cargo?

Last year, we concentrated on increas-

ing our market share in cargo business and we have done this quite successfully. According to the official statistics produced by the DGCA, about a year ago, the cargo market share domestically was around 24-25 per cent and presently it has gone above 40 per cent which is more aligned to the market share in the rest of the business.

We are carrying roughly 240,000 tonnes of cargo in a year. However, our cargo revenue is still in single digit, whereas a major proportion of our total revenue is typically from narrow-bodied airline. It is a significant contributor to profitability. And, that's why we are focused on trying to make sure we get the maximum possible market share in cargo. We are also keen to ensure that we carry a fair share of cargo within the country, even as 20 per cent of our capacity is flying international.

One of the features of the Indian cargo business is the wide variety of the stuff that moves; e-commerce is obviously important. But also, auto parts are the largest contributors to our business. Garments and leather moves within India and internationally. Even pharmaceuticals are a growing part of our business.

Which segment, according to you, can generate more revenue - ferrying cargo or passenger services?

First, the potential of the cargo revenue given the structure of an aircraft is less than the passenger. Air Bus produces 320 passenger aircraft chiefly for the passenger market and not for the cargo market.

Cargo is largely a by-product of the passenger business. Though it is an important by-product and we obviously concentrate on trying to get the revenue that is available on a kilo basis. The yields are roughly similar.

If you look at how cargo and passenger products are priced; cargo is more flexible, and it doesn't necessarily have to travel on a certain flight, but could take an alternate flight or alternate routing.

What is the progress update on Indian air cargo industry's technology enhancement?

Various players in the business are making a move to improve technological environment. We ourselves chose Smartkargo which has made a material difference to our business and contributed to the increase in market share we have seen over the last three months.

In general, the air cargo industry is always willing to adopt new technology. One can say, India may be behind the rest of the world, but is catching up fast. ↴

We are keen to ensure that we carry a fair share of cargo within the country, even as 20 per cent of our capacity is flying international

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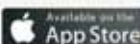
Corporate Office:

130, Transport Centre, Ring Road, Punjabi Bagh, Delhi - 110035
Ph: +91 - 11 - 45970200 | Fax: +91 - 11 - 28316533
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FFFAI EC meet discusses customs clearance

The Federation of Freight Forwarders' Associations in India (FFFAI) held its 12th Executive Committee Meeting at The Ashok in New Delhi. The association invited special guests — **John Joseph**, Member (Tax Policy), Additional Charge-Member (IT, Legal & CV), CBIC (Central Board of Indirect Taxes and Customs) and **L Satya Srinivasa**, Joint Secretary, Customs, Government of India — to address and interact on current operational issues pertaining to customs and fast clearance of cargo across the country.





India, the sleeping giant, awakens

Stefan Krauter, CEO, cargo-partner, says 12 years ago, he found India to be a sleeping giant in an environment where everybody was talking about China. He hails that some of the decisions in the last few years have built the base for the country's success.



CT Bureau

What do you make of the present scenario of Indian logistics market?

India is a very competitive market and big changes have been made in this market through demonetisation and GST. One might not see the changes overnight, but both demonetisation and GST are very important steps taken to commercially build the base for the country's success in the future. We have faced minor difficulties during this period, but I believe that the Indian market managed quite well through those difficult times. These decisions were probably the biggest steps taken after 1947.

Then of course India is very interesting based on its location, thanks to its proximity with the European continent and Africa, which is also a rising market of the future. I am very optimistic about the development of the freight market of India.

You see big investment of Indian companies, like Tata, in the logistics sector and there is more to come. The e-commerce market is taking over the big



Demonetisation and GST were probably the biggest steps taken after 1947. One might not see the changes overnight, but both steps are taken to commercially build the base for the country's success



What is the target that you have set for yourself?

By 2025, we want to be one of the top 20 air and ocean freight forwarders. We are also focusing on the automotive industry, pharmaceuticals/healthcare and perishables. These industries are more regulated and need specialisation & certifications. Presently, we have a consolidated turnover of €750 million. It should be €2 billion in 2025 through more or less organic growth. 🚀

portions of the value chain. The time factor has become more sensitive. We see our role here as an end-to-end provider rather than only as a booking agent for air/ocean freight. The market is also changing trends like built-to-order industry 4.0 and this also requires logistics 4.0.

With the growth of the e-commerce industry, there will be a need to maintain a well-designed supply chain where compliance to processes is important. It is our choice that we tackle the second market.

Future goals

■ By 2025, we want to be one of the top 20 air and ocean freight forwarders

■ Presently, we have a consolidated turnover of €750 million. It should be €2 billion in 2025 through more or less organic growth

Do you think that the Indian logistics market can stand on a par with international standards?

The country has millions of students coming out of universities every year; providing employment is still a crucial question in India, but it also presents a great opportunity. There is certainly a lot of cheap labour.

Develop skill to smoothen operations

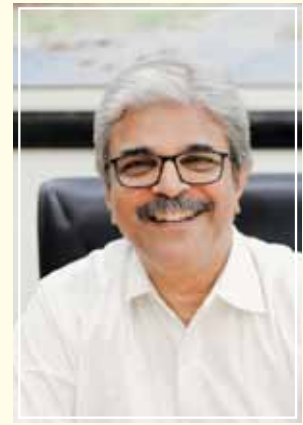
At the Colombo International Logistics Conference, **Samir Shah**, Immediate Past Chairman, FFFAI and Partner, JBS Group of Companies, talks about how effective skill development can help grow the logistics sector.

In India, the Logistics Skill Council (LSC), Government of India and industry stakeholders have been working together towards skill development. Meanwhile, the government has decided to start B Voc Logistics degree courses in 21 colleges. LSC is supporting them with curriculum design and industry-relevant content. The council is also planning to include logistics as a subject in B.A and B.Com courses and tie-

up for apprenticeship. The council intends creating structured career pathways through apprenticeship i.e. Trade Apprenticeship after 12th, Diploma Apprenticeship for students pursuing education in a Polytechnic and Degree Apprenticeship for graduates.

Our objective is not only to create employment, we also endeavour to imbibe domain expertise among students as well as logistics

practitioners for efficient logistics operation by adhering to all compliances. A separate logistics department, created by the Ministry of Commerce and a Draft Logistics Policy in consultation with industry stakeholders are the recent initiatives adopted by the Government of India and state governments. In addition, many state governments have also prepared and announced separate logistics policies.



Samir Shah
Immediate Past Chairman, FFFAI
Partner, JBS Group of Companies and DDP
Trailblazer (India Cargo Awards 2017)

Back to college

■ The government has decided to start B Voc Logistics degree courses in 21 colleges



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Transforming the cargo world

Ritesh S Ramakrishnan, Joint Managing Director, Transworld Group, stresses on better infrastructure and digital interfaces like blockchain for documentation/clearances to put India on a par with leading countries.



CT Bureau

Where does the Indian logistics industry stand vis-a-vis the international market?

The logistics and cargo industry is currently at a stage of transformation. Evolving global dynamics due to the shifts in geo-political climate, resulting in economic turbulence, trade wars, to name a few, have an immediate impact on the logistics industry. I firmly believe that digital disruptions and changing customer preferences are game changers and will open new opportunities.

India with a stable GDP growth rate of 7-8 per cent stands as one of the best markets, globally. This gives ample opportunities for the logistics industry. One of the unique features of our country is the presence of both EXIM and domestic demand which provides a wide range of spectrum for opportunities in the logistics industry.

Everyone talks about challenges in the Indian logistics industry, how accountable are the government and the industry to bring about efficiency at work?

The exponential improvement of India in the ease of doing business



index is amply reflected in the logistics space. The Indian government has been proactively seeking inputs and partnering with the industry to bring about improvements in the business dynamics. Recent tax reforms like Goods and Services Tax (GST) have been a boon for the trade resulting in substantial savings in logistics Turnaround Time (TAT) and cost of doing business.

What are the changes that you would like to see about in making the industry more efficient?

The industry is eagerly awaiting the National Logistics Policy which was announced in the recent Budget. Speed, accuracy, reliability and most importantly on-time information to customers is what the businesses are demanding globally. Wide connectivity with low cost is another factor in logistics that customers want to achieve. Better infrastructure and digital interfaces like blockchain for documentation/clearances will put India on a par with leading countries.

How would you like to contribute towards making these changes?

Transworld Group has been a pioneer in many aspects in the shipping and logistics industry, like having Indian flag vessels, introducing coastal logistics, embracing digital transformation from the early 1990s etc. The Group is driven by its higher

purpose of 'delivering prosperity' not just for the shareholders but to all – our staff, customers, associates, society etc. Our values of integrity, respect, customer centrality, transparency, excellence and social and environmental responsibility is embedded in every Transworldite.

We believe that technology, R&D and innovation will be leading the next wave of transformation in the global logistics industry. Data has become a critical resource and extremely valuable to cater to the changing needs of today's consumers. We are taking huge strides in redefining customer experience and providing seamless process for our staff. Speed, reliability, accuracy and real-time information on fingertips are what we are strive to offer to all our customers.

How do you ensure that your company stays on top of its game?

From a shipping agency in Mumbai, Transworld Group has become a global dynamic shipping & logistics conglomerate. Our guiding principles of quality, reliability and commitment to excellence have been the driving force behind our vision. Today, Transworld Group is spread across the Indian sub-continent, Gulf, US,

Far East and offers a one-stop integrated logistics solution for all our customers for their shipping, supply-chain and logistics needs. The major activities of Transworld Group include ship owning (owned and managed fleet of vessels – container/MPP & bulk carriers), feeders, liner, logistics, freight forwarding, multi-modal transportation, cold chain and warehousing including 3PL/4PL supply chain management.

We have recently embarked on a digital transformation project 'Innovation in Motion' and have tied up with Oracle. This digital platform will transform the way business is done in this industry. We will also be incorporating new emerging technologies like blockchain, adaptive intelligence and IoT, as we move forward in the digital journey and climb higher on the customers' value chain. These include finance, operations, procurement, sales, supply chain and human capital, eliminating manual intervention and introducing advanced operational efficiencies.

Disruptive use of technology in the way we do business, widening geographical presence and consolidating existing business lines are key priorities for us. Our constant endeavor is to provide a most exciting and happy place to work for our staff and aggressively carry out corporate social initiatives.

“

We have recently embarked on a digital transformation project 'Innovation in Motion' and have tied up with Oracle

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India shining

- India with a stable GDP growth rate of 7-8 per cent stands as one of the best markets, globally
- The exponential improvement of India in the ease of doing business index is amply reflected in the logistics space
- The Indian government has been proactively seeking inputs and partnering with the industry to bring about improvements in the business dynamics



Pharma: The lifeline of logistics

Pharmaceuticals with temperature-sensitive and shelf-life concerns deserve the most experienced, extensive, and expedient shipping attention. **CARGOTALK** explores the trends and requirements of pharma shipment.



Kalpana Lohumi

Getting medicines to where they are needed requires efficient logistics and there's a lot at stake, no risks can be taken. Shipping pharmaceuticals is a very high-priority business. The shipment of pharma cannot be treated as a piece of cargo, it could prove to be life-saving for many people. There is a need to understand that high-tech logistics is not just an expense, but an investment in providing better access to medicines and if used efficiently, they can bring down overall health-care costs.

According to the Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, the domestic pharmaceutical market turnover reached US\$ 18.12 billion in 2018, growing at 9.4 per cent year-on-year

and exports revenue was US\$17.28 billion in FY18 and US\$ 19.14 billion in FY19. The rapidly-growing pharmaceutical industry wants pharma logistics providers to make the supply chain more efficient and transparent. **CARGOTALK** looks at the effective distribution practices for maintaining quality and product integrity of temperature-sensitive pharmaceutical products to achieve end-to-end visibility and how this segment is contributing to the country's export revenue.

Commenting on current trends driving the pharma logistics sector, **Huned Gandhi**, Managing Director – ASL Indian Sub-continent, Dachser, says, "The pharmaceutical product distribution is subject to constant change, regulatory guidelines as well as reforms in the healthcare sector

which is continuously evolving. In addition, economic developments have also led to the growth of the sector. In the last few years the demand for pharmaceutical logistics is growing, the growth is significantly derived from the rising demand of temperature-controlled products. Medicines required to be shipped under cool chain have increased multifold. To maintain the quality and efficacy, most of the medical and life science products require temperature-controlled milieu at all stages of manufacturing and distribution. Consequently, more and more pharma companies are using temperature-controlled transportation and cold storage methods. Manufacturers strive to offer a secure supply chain solution using serialisation and digitisation to substantiate the authen-



ticity of the drugs and to avoid the production of counterfeit drugs and medical devices."

"The pharma logistics sector is going through a crucial time, with various factors driving it," says **Vishal Shah**, Executive Director – V Xpress (a division of V Trans India), adding that the first reason is political uncertainty. "With the world witnessing major political movements and fluctuations in trade policy, the pharma sector, being an important part of EXIM, is also getting affected. Secondly, technology is being used extensively in supply chain and that is driving operations to a new level. Last but not least, automation is intended to help logistics companies improve the speed of delivery, accuracy, efficiency, reduce costs, optimise space, reduce errors and decrease the rate of workplace accidents."

According to **Sandeep Pingle**, Senior Director, Marketing & Sales, DHL Global Forwarding, India, GDP requirements are getting more stringent especially for cold chain movements. He says, "Constantly evolving new drug innovations require different solutions for transportation, which sometimes strain the existing supply chain models. Having said that, emerging innovation and technology are now making real-time data available. This makes it possible for immediate responses and meaningful planning. A greater use

of data analysis and AI is helping to accurately forecast demand. Further, consumer expectations for fast and seamless delivery are on the rise with better informed patients who have higher expectation on deliverables."

Explaining how technology is driving disruption in the pharma logistics segment, **Abhik Mitra**, Managing Director & CEO, Spoton Logistics, says, "Pharma logistics needs world-class infrastructure to facilitate smooth operations. There is rapid adoption of information, communication and automatic identification technology, to enhance the effectiveness and efficiency of existing systems. With rising numbers of natural disasters such as floods, supply chain managers and logistics service providers need to plan for the unexpected, especially with consumer expectations of fast, secure and seamless delivery."

Stating reduction in cost as the first and most important industry trend, **Sunil Kohli**, Managing Director, Rahat Cargo, says, "Securing supply reliability is one of the top trends, while a continuing trend of outsourcing is also reflected in this ranking. Another measure to cope with increasing competition is the creation of additional revenue sources. Subsumed under the term 'beyond the pill', these services do not yet belong to the top trends for the next 12 months, but are considered a priority with an interesting perspective for the medium-term future."

As supply chain is becoming more agile, order volumes are shrinking, companies have started exploring the idea of 'late-stage customisation or postponement' packaging in the recent years, to increase efficiency, adds Gandhi. He goes on to say, "The product components are stored in the central warehouse, the final packaging in the distribution supply chain process is pushed as late as possible and is only customised for a specific market when there is demand. Increase in scope and coverage of European Union (EU) Goods Distribution Practices (GDP) for more medicines is also one of the key drivers."

PHARMA IS ADDING TO COUNTRY'S EXPORT REVENUE

According to a study by Care Ratings, India's pharma industry is set to rise by nine to 11 per cent over the previous fiscal and it is likely to touch US\$ 41.9 billion in FY20. While on the domestic front, the industry is expected to grow at around 12 per cent and reach US\$ 20.4-20.8 billion during FY20, exports are likely to touch US\$ 21.1 billion in this fiscal with a growth rate of eight to 10 per cent. The Indian pharmaceuticals industry has contributed significantly to global healthcare by ensuring quality, affordable and accessible medicine around the world.



Huned Gandhi
Managing Director – ASL Indian Sub-continent
Dachser

“Global shipping process of pharmaceuticals, life science and health care products is complex, it requires intensive management”

Brick by BRIC

■ BRIC nations are one of the fastest growing markets of life science and healthcare (LSH) and is expected to grow significantly in the next decade

Prem Kumar, National Head – Organisation Development, HR & Admin, Galaxy Group of Companies, informs that the pharma segment is contributing immensely to the country's export revenue. Currently, it is around 40 per cent of the overall EXIM.

Gandhi adds, "Pharmaceuticals contribute over six per cent of the total exports. India's pharmaceutical export was around US\$ 19.2 billion in the year 2018-19 and is expected to grow in double digits in the coming years. Being one of the largest suppliers of generic drugs in the world, India contributes over 20 per cent of the global demand. The US being the biggest importer, constitutes around



Sandeep Pingle
Senior Director, Marketing & Sales
DHL Global Forwarding, India



Vishal Shah
Executive Director
V Xpress (a division of V Trans India)

“Constantly evolving drug innovations require solutions for transportation, which sometimes strain the existing supply chain models”

“India is the largest supplier of generic medicine and holds approximately 20-22 per cent of the global export volume”



30 per cent of the Indian pharma export followed by South Africa, European Union, Russia and Nigeria.”

Talking globally, Pingle informs, “According to the IQVIA Institute of Human Data Science, global growth rate of this sector is expected to be approximately six per cent per annum, with revenues poised to reach US\$ 1.3 trillion.”

“India is the largest supplier of generic medicine and holds approximately 20-22 per cent of the global export volume. Major countries that India is exporting to are the USA, the UK, South Africa, Russia and Nigeria,” Shah informs.

STREAMLINING THE PHARMA SUPPLY CHAIN

Pharma products are highly sensitive to heat, humidity, direct sunlight and other external factors dampening the quality. The handling instructions need to be explicitly mentioned on the products or packaging material while transporting the goods. Sharing the factors that need to be taken care of to streamline the pharma supply chain, Pingle says, “Awareness and understanding of guidelines and regulations for the storage and

distribution of pharmaceuticals are critical. This includes compliance with regulations (current and planned) that should be strictly adhered to in order to ensure the authenticity, safety, and security of the product.”

“At DHL we have an indigenous ‘Thermonet Certification – LifeConEx University’ which regularly imparts training to a wide base of staff across India. This includes operations, sales and customer service personnel, who are now experts in handling the needs of our life science customers,” he informs.

Shah also lists key factors that need to be taken care of:

- **Material flow:** Packaging, transportation, receipt, and disposition across the end-to-end chain of custody, maintaining visibility as goods are moved across the supply chain into the chain of care.
- **Financial flow:** During the product conversion cycle, there are value-added activities and processes that increase the commercial value and need to be tracked across the cash-to-cash cycle. It is also important to monitor and track triggers for transfer of ownership and liability.
- **Information flow:** Information systems support information integra-



tion to facilitate a digital data trail that provides a 'single version of the truth' for each of the activities and transactions across the product and shipment lifecycle. Blockchain is coming out as one of the best solutions for this.

According to Shah, the commercial supply chain strategy and plan should cover risk evaluation, distribution planning, execution, and logistics activities. This includes, but is not limited to, the following:

- Scheduling the logistics process to include provision of applicable packaging materials for product protection, with associated time and temperature indicators
- Shipment planning through risk assessment for shipment of both drug substance and drug product
- Execution of planned packaging and shipment process by tracking product state, elapsed time, and temperature excursions
- Inspection and quality assurance during receipt and unpacking of shipment
- Exceptions management and alerting

According to Gandhi, "Global shipping process of pharmaceuticals, life science and health care prod-

ucts is complex, it requires intensive management. The integration of all the associates at all stages is an important success factor in this context. Identifying reliable logistics supply chain partners with global as well as local footprint, who can deliver services as per EU GDP guidelines is one of the key aspects to streamline the process. Secondly, ensuring full adherence to the regulatory compliance at the place of manufacturing site location, transit countries from where the goods move onwards to the destination markets is crucial."

"The industry is making a move in the direction of a more digital approach for data management. Supply chain visibility is an important enabler for the more advanced subcontracting approaches; therefore, investment in IT and quality management is needed," he adds.

"GDP Certifications will definitely help in bridging a lot of gaps in the pharmaceutical supply chain," Pingle adds.

Kumar stresses on improved transport system (road, rail & air) within the country and access to temperature-controlled vehicles from point to point for efficient supply chain.

On technology, Mitra shares, "Technological adoptions such as ERPs, smart tracking, etc. result in greater transparency, which leads to better decision-making. It can be used to integrate functions across the network, increase visibility of products across the value chain, and automate processes to improve the supply chain's responsiveness and reliability. Smart-tracking systems built into packaging allows organisations to log in and manage products in real-time. Secondly, infrastructure improvements such as development of additional expressways and national highways would help smooth movement of pharma goods. Consolidating the supply chain also has many benefits such as reduced risks and overheads, greater innovation, increased speed to market, assurance of supply and compliance and tighter quality control."

Kohli stresses on four major elements of supply chain management which include integration, operations, purchasing, and distribution. "Each relies on the other to provide a seamless path from planning to completion, as affordable as possible. The other vital factors that need to be considered pertain to counterfeit and falsified medicine and emerging markets. At the heart of transforming the supply



Prem Kumar
National Head – Organisation Development
HR & Admin, Galaxy Group of Companies

Being one of the largest suppliers of generic drugs in the world, India contributes over 20 per cent of the global demand

X-port factor

■ Pharmaceuticals contributes over six per cent of the total exports. India's pharmaceutical export was around US\$ 19.2 billion in the year 2018-19 and is expected to grow in double digits in the coming years



chain is the application of lean principles. This essentially means using less human effort, less inventory, less space and less time to produce high-

quality products. It also means working as efficiently and economically as possible while being highly responsive to customer demands."



Sunil Kohli
Managing Director
Rahat Cargo



Abhik Mitra
Managing Director & CEO
Spton Logistics

WHY CERTIFICATION IS IMPORTANT?

Maintaining product safety and quality during distribution is of utmost importance in the pharmaceutical industry. Certifications like GDP and the Center of Excellence for Independent Validators (CEIV) in Pharmaceutical Logistics ensure that consistent quality management systems are in place throughout the supply chain, from the early delivery of raw materials to the manufacturing plants, to the final shipment of drugs to the end user.

Echoing similar views, Gandhi explains, "Transporting Life Science and Healthcare (LSH) products is not an easy business. It is a discipline of extreme challenges during the product-handling process, which demands precision, consistency and composite monitoring of the environment to guarantee the conditions necessary to ship temperature and time-sensitive products. The International Airport Transport Association (IATA), therefore, created a globally-consistent certification to help stakeholders achieve a high standard of product-handling process across the entire supply chain."

According to Shah, "With IATA CEIV pharma certification, customers can experience lower rate of damage and loss due to temperature excursions. Such certification ensures that required standards for pharma supply chain are met."

"For all big pharma manufacturers, it's crucial to work with CEIV certified logistics partners to safeguard their market brand value, ensure compliance, prevent deviations and be in line with EU GDP norms. Certification ensures international and national compliance to safeguard product integrity while addressing the specific needs of the air freight industry. DACHSER is one of the very few companies in India, which is currently CEIV-certified and it emphasises our continued focus for providing highly reliable logistic services to our valued customers in the LSH segment," he adds.

Pingle feels the need of the hour is to build a network of certified pharmaceutical trade lanes along with trained personnel and service providers that meet consistent standards and assure product integrity. "To meet this industry requirement, IATA has taken a leading role in supporting the air transport industry to comply with pharmaceutical logistics with CEIV certification. This certification ensures international and national compliance to safeguard product integrity while addressing specific air cargo needs," he informs.

Global demand

■ The Indian pharmaceutical sector supplies over 50 per cent of global demand for various vaccines, with 40 per cent of generic demand in the US and 25 per cent of all medicine in the UK

Four major elements of supply chain management are integration, operations, purchasing, and distribution

With natural disasters, supply chain managers and logistics service providers need to plan for the unexpected

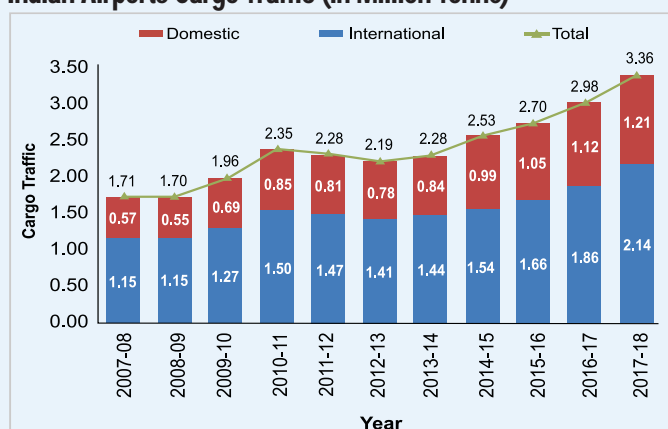
INDIAN AIRPORTS TRAFFIC CARGO TRAFFIC

Indian Airports Cargo Traffic (in Million Tonne)

Year	Cargo (in Million Tonnes)			Cargo Traffic Growth Y-o-Y in %		
	International	Domestic	Total	International	Domestic	Total
2007-08	1.15	0.57	1.71	12.3	7.3	10.6
2008-09	1.15	0.55	1.70	0.3	-2.8	-0.8
2009-10	1.27	0.69	1.96	10.5	24.8	15.1
2010-11	1.50	0.85	2.35	17.7	23.8	19.9
2011-12	1.47	0.81	2.28	-1.9	-4.8	-2.9
2012-13	1.41	0.78	2.19	-4.2	-3.4	-3.9
2013-14	1.44	0.84	2.28	2.6	6.6	4.0
2014-15	1.54	0.99	2.53	6.9	17.8	10.9
2015-16	1.66	1.05	2.70	7.5	6.2	7.0
2016-17	1.86	1.12	2.98	11.9	7.4	10.1
2017-18	2.14	1.21	3.36	15.6	8.0	12.7



Indian Airports Cargo Traffic (in Million Tonne)



Source: Airports Authority of India, Traffic News

ASSOCIATION

Indian exporters resilient even during challenging times: President, FIEO

Responding to marginal rebound of merchandise exports in July 2019, **Sharad Kumar Saraf**, President, FIEO, said that growth in exports shows resilience of the Indian exporting community even during such tough times and sluggishness in the global economy. Saraf is of the view that the reflection of sluggish global demand and uncertainties emanating from tariff war is clearly visible in the slowdown in exports across the globe.

Depreciation of Chinese Yuan will not only help China to reduce the impact of higher tariffs imposed by

US but will also make Chinese exports more competitive in a third-world country as well as aggravate the problem. He said that out of 30 major product groups, only 17 were in positive territory during July 2019, including few plantations and agri sector, marine products, iron ore, ceramic products & glassware, drugs & pharma, organic & inorganic chemicals, electronic goods, man-made yarn/fabs/made-ups etc., RMG of all textiles, carpet and jute manufacturing, including floor covering.

Major product category, such as petroleum, plastic & linoleum, cot-

ton yarn/fabs/made-ups, handloom products etc., engineering goods, gems & jewellery, leather & leather products, which contributes to the country's exports basket, was in the negative growth territory. Some in the agri sector of exports also showed de-growth during the month.

On the import front, data shows de-growth of well over 10 per cent, which has been the highest in recent months due to major reduction in imports of petroleum products, gold and pearls, precious & semi-precious stones.



Sharad Kumar Saraf
President, FIEO

Saraf said that domestic issues including access to credit, cost of credit especially for merchant exporters, interest equalisation support to all agri exports, benefits on sales to foreign tourists and quick refund of GST should be seriously looked into.

Reefer to the rescue

India is the world's largest exporter of fruits and vegetables, second only to China, yet around 30-40 per cent of agricultural produce in the country goes to waste due to the lack of a proper cold chain infrastructure. Industry experts talk about how reefer trucks help in bringing down losses of fruits and vegetables in transit by up to 20-25 per cent and the business opportunities that exist in this segment.



CT Bureau

Vikash Mohan

CEO, DHL SmarTrucking India



In recent years, the focus for the Indian cold chain industry has evolved. Even with the growth of the industry, there is a huge demand-supply deficit that is preventing the industry from fully realising its potential. At present the supply of reefer trucks stands at less than 10,000 vehicles, whereas the requirement is nearly 62,000.

Spoilage of fresh produce during transit is largely due to long holding times during container movement and poor road transport.

Most of the produce in India is currently transported using open trucks, called lorries. These shipments are delivered to various mandis or wholesale markets across the country where the produce is then auctioned. Unfortunately, there is a perception that transit times are shorter with lorries than with containerised transport. This is, however, a misconception, as reefer transit provides speed while ensuring the condition of the fresh produce being shipped, and therefore is a better carriage choice.

From an infrastructure point of view, these wholesale markets are not the best equipped, and have shortage of space to store the fruits and vegetables available for sale. Ideally, the harvested produce should be loaded promptly into pre-cooled reefers and shipped to arrive at the wholesale market on the same day it is supposed to be auctioned, since these markets can only accommodate one to two truckloads at a time. Transport companies need to ensure that the shipments are delivered in a planned way so that the produce can be immediately sold.

Use of refrigerated transport is helping businesses sell more and fetch better prices for their produce, as the transit time is short, and freshness and quality are preserved during the shipment's journey. Companies can also export more, as wastage of fresh produce continues to diminish. We are seeing businesses in the agriculture sector embracing cold chain transportation even for domestic shipments.

Gazal Kalra

Co-founder, Rivigo



The cold chain fleet is designed to provide ideal transportation and storage conditions for temperature-sensitive products like food, life-saving pharmaceuticals, cosmetics and industrial chemicals. The significant boost to cold chain transportation is due to the rising demand for perishable products and fast delivery requirements associated with the e-commerce-based food and beverages market. It is a stark shift from the earlier trend of consumers buying processed foods that had a longer shelf-life. The demand for refrigerated

trucks, insulated containers, and vehicles favouring cross-product transportation is expected to drive the transportation segment over the forecast period.

For cold chain logistics, the biggest risk is thermal abuse. As per the United Nations Food and Agriculture Organisation (FAO), 20-40 per cent of the total production of fruits and vegetables is wasted due to accidents occurred during storage, processing, and transportation among other such reasons. These food losses occur post-harvesting and cause up to 15 per cent loss of food supply. Specifically, in developing countries the loss of perishable products due to lack of refrigeration alone is as high as 23 per cent. To ensure proper quality control of perishable products throughout the cold chain process, logistics partners

need to combine good science with sound operational procedures, and then continuously measure temperature at each step within the chain.

Therefore, it is of utmost importance that logistics service providers mitigate the risks associated with temperature integrity. At Rivigo, we use data and technology to build capabilities that our customers can leverage to achieve their business goals.

The future of maintaining temperature integrity in cold chain fleet is through technology integration that can help in reimagining the supply chains for temperature sensitive products and unlocking value for all stakeholders.





Chandramani Behera

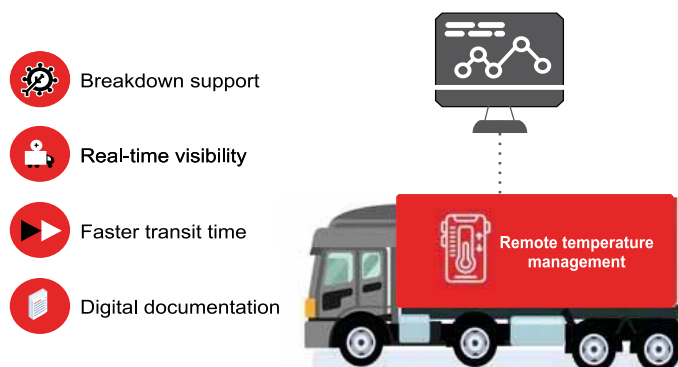
Deputy General Manager (Transportation), Snowman Logistics



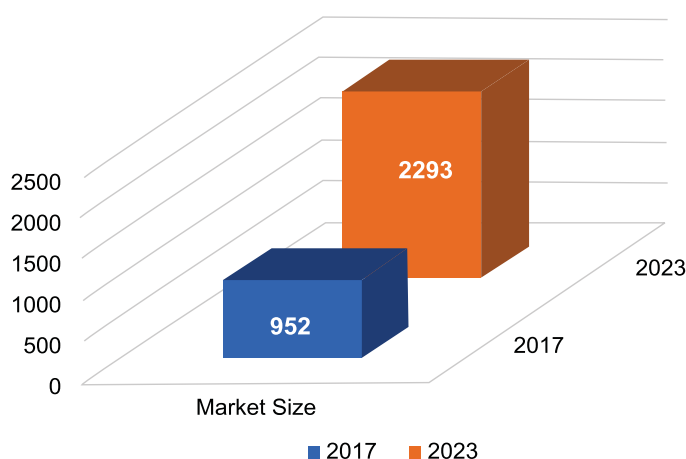
Indian trailer market has grown rapidly over the last decade due to various key drivers such as low cost, growth of 3PL, suitable road networks in India etc. Indian markets are currently experiencing a growing demand for 40ft trailers. The increasing consumption trends of food and pharmaceuticals have increased the demands for bulk transportation while saving the costs.

As per National Horticulture Database published by National Horticulture Board, during 2015-16, India produced 259.3 million MT of Fruits & Vegetables. Out of which approximately 30-40 per cent of fresh produce is being wasted annually in India. India produces 14 per cent of the world's fresh produce but 40 per cent is spoiled in the cold chain before it reaches the consumer. With a large demand gap of pack houses, ripening chambers and refrigerated transport supported by strong encouragement for cold chain development and growing fresh food demand, Snowman Logistics is planning to expand the transportation vertical by adding more fleets to existing fleets which currently operate through 300 own and 200 additional market vehicles.

India is currently able to store only two per cent of fresh produce in a temperature-controlled environment. According to industry, approximately four per cent of produce is being transported under temperature-controlled vehicles, while the US can transport 80-85 per cent of its fresh produce by reefer vehicles. These figures state the importance and requirement of cold chain logistics which can eliminate the losses of horticulture produce by increasing the economy through exports.



The Indian cold chain market is projected to grow at a CAGR of 15.4% during 2018-2023



What's hot in cold chain?

- As per the report by Frost & Sullivan, the cold chain market in India is anticipated to grow at a CAGR of 14.9 per cent by 2021, which is making nearly to \$7.91 billion.
- The bottlenecks for cold chain logistics in India are contributed to some extent by the air transportation and the Indian airports which are lacking the requisite infrastructure for cold chain transfers.
- In this segment a lot more has to be explored. The pharmaceutical industry is also an emerging opportunity in India. There are very limited players in the industry who can offer end-to-end cold chain solutions leading to limited options for the manufacturers to outsource. The JVs are focusing on addressing these issues. The future also drives significant scope for technology & automation in the temperature-controlled warehousing and logistics.
- Snowman Logistics wants to expand its fleet operations to help extend the Indian transportation in a way that is both efficient and environmentally friendly by introducing unique technologies into the reefer industry by using 'nitrogen gas' for the reefer operations rather than the conventional diesel reefer units.
- By introducing 'zero-emission refrigeration units', we're planning to eliminate 98 per cent CO₂e along with toxic air pollutants. As the technology is capable of pulling down to set temperatures up to 72 per cent faster, it'll help to reduce the fresh produce wastages.

Indian air cargo takes flight

Indian airports have every potential to become transshipment hubs, however, the right steps need to be taken. With the announcement of the national air cargo policy outline, the government has shown its interest in making the country an air cargo transshipment hub. We talk to some industry leaders about the challenges, solutions and potential that lie in store.



Kalpana Lohumi

Indian air cargo industry has an interesting story to tell. The segment grew by leaps and bounds in the past decades. On one hand, it saw the emergence of private airlines and at the same time it also witnessed bankruptcies, sell-offs and consolidation. According to IBEF, in FY18, domestic freight traffic stood at 1,213.06 million tonne, while international freight traffic was at 2,143.97 million tonne. However, in fiscal 2019, cargo traffic growth moderated to 6 per cent, as against double-digits growth witnessed over the past two years. Ac-

cording to ICRA, the slowdown was primarily driven by the international cargo segment, which accounts for 62 per cent of the total cargo traffic, and grew only 2.6 per cent in FY19 as against 15.6 per cent in FY18. On the other hand, domestic cargo traffic had a robust growth of 12 per cent in FY19 up from 8.1 per cent in FY18. It definitely indicates that despite the slowdown in the international market, Indian air cargo industry is still a stable market. **CARGOTALK** explores the possibili-



ties and requirements to help make India a prominent air cargo transshipment hub.

Sharing an airline perspective, **Tadesse Tilahun**, Regional Director, Indian sub-continent, Ethiopian Airlines says, "Geographically, looking at India on the world map, it is centrally placed between Australia/New Zealand, Far East-China etc. and Middle East, Africa, Europe and Americas. What better placement to have the world's air cargo movement through and via India. Mumbai is one of the best examples; backed by infrastructure, location for access of all trade goods from the hinterland and connected by over 50 airlines, operating over 1000 flights daily and huge capacity deployed. Moreover, the sea ports in the vicinity have easy access for converting sea to air cargo."

"Other alternate city would be Delhi with its state-of-the-art infrastructure-laden cargo terminal facilities and next would be Chennai airport, which is located close to a sea port and would provide the alternative for sea-to-air conversions," he adds.

Commenting on possibilities of India becoming an air cargo transshipment hub, **Vipin Vohra**, Chairman, Continental Carriers, shares, "Fast growth of international trade, e-commerce, manufacturing units under 'Make in India', a growing economy and population of 1.25 billion, all contribute to make India a global air cargo hub. Making India the transit cargo hub for global trade is in the priority list of National Cargo Policy announced by the government, early this year. Good infrastructure, warehouse management, cost-effective transshipments are the main requirements for the same."

Cyrus Katgara, Partner, Jeena & Co, also mentions the national air cargo policy. "The government in their recently-released national air cargo policy outline has specifically mentioned that they are working with all stakeholders towards three categories of air cargo transport i.e. domestic cargo to ensure efficient flow of goods across India; international cargo facilitating all indigenous export and import of goods; and transit international cargo by making India the transit cargo hub of choice to and from other parts of the globe," he says.

Ashish Asaf, Managing Director, SA Consultants & Forwarders, mentions that India is already proceeding towards its goal in the global air cargo market.

"India is already a paramount player in the global air cargo market with major international air carriers having their operations from Indian cities for a considerable chunk of their business and revenue. One of the missing links that makes India lag behind other major air cargo hubs like Hong Kong or UAE, is the lack of full-fledged air cargo hubs. Hong Kong with a GDP of US\$ 360 billion handles an air cargo traffic of 5.1 million tonne, UAE with a GDP of US\$ 420 billion handles close to 3.4 million tonne whereas India with a GDP of about \$3 trillion, handles just close to 3.6 million tonne," he points out.

"The infrastructure, capacity and technology of our international airport cargo terminals need big time improvement. The most required air cargo transshipment hub is only developed in Delhi airport and that too in recent times. We would require more transshipment hubs across India majorly in cities like Hyderabad, Mumbai and Bengaluru which are gateways for international trade," he continues.



Tadesse Tilahun
Regional Director, Indian sub-continent
Ethiopian Airlines

“**Mumbai is one of the best examples; backed by infrastructure, location for access of all trade goods from the hinterland and connected by over 50 airlines**”

India vs The World

■ Hong Kong with a GDP of US\$360 billion handles an air cargo traffic of 5.1 million tonne, UAE with a GDP of US\$ 420 billion handles close to 3.4 million tonne whereas India with a GDP of about \$3 trillion, handles just close to 3.6 million tonne



OBSTACLES

With such favourable conditions, what then is stopping the country from becoming an air cargo transshipment hub? "One of the major concerns is the unused capacity with the average weight load factor of air cargo being just less than 70 per cent in India. The total volume of about 3.5 million tonne per annum handled by all Indian airports is less than that handled by airports such as Memphis, Hong Kong, Shanghai, Incheon, Anchorage and Paris. The lack of AFSs and bonded warehouses across India; road, rail and other inland means of connectivity, not being on a par with the other international air cargo hubs thereby hinders trade possibilities from even the



most remote manufacturing hubs of the country. Despite India's domestic and international trade growing multi-fold, we still lack seamless multi-modal connectivity across the country unlike Hong Kong, Dubai or other European hubs," explains Asaf.

major issue is the poor cargo handling facilities at airports across the country. Other issues like impeded movement of air cargo between Tier-II cities and gateway airports and scale of operations add to the woes, leading to lower cost efficiencies," adds Katgara.

Vohra acknowledges that challenges are aplenty. "To increase process transparency whilst decreasing shipment delays, costs and dwell time. A fully-automated paperless trade environment with minimum face-to-face interactions should be implemented. There is a need to improve infrastructure, reduce vehicular pollution and congestion and cut warehousing costs. Regional and state cargo hubs should be developed to complement the global cargo hub. Internationally recognised bench-marking standards should be followed. The government will have to encourage the use of latest technology for intelligent air cargo logistics including Internet of Things (IoT), Artificial Intelligence (AI) and Block Chain. There is an urgent need to create dedicated digital/e-freight corridors between Indian airports and major airports worldwide."

"The aviation logistics in the country is beset with numerous bottlenecks. Inadequate infrastructure is one of the major problems faced by the sector. India's air traffic is concentrated at a few airports with most of the Tier-II cities being ignored or having negligible facilities. Another

"Geographically, India is located in a very strategically and most suitable position for being an air cargo hub but our customs transshipment rules are not congenial. The rules and regulations need to be tweaked substantially. First of all, bonded trucking and Air Freight Stations (AFS) need to be built at strategic points and AERA needs to amend its tariffs. There should be different tariffs for transshipment cargo and separate terminals to handle transshipment cargo need to be built. Lastly, uniform terminal documentation and procedures are needed," explains **Jaideep Raha**, Managing Director, Jetex Oceanair.

TILAHUN LISTS A FEW CHALLENGES:

- Continuous IT connectivity to track and trace cargo to stakeholders.
- End-to-end seamless connect, which is currently not the case as there are many breaks in the connect from shipper-origin to surface transporter trucks, a good blend of small, medium, large ICD (Inland Container Depot), multi-modal logistics



Vipin Vohra
Chairman, Continental Carriers and
Gallery of Legends (India Cargo Awards 2015)



Cyrus Katgara
Partner, Jeena & Co and
Gallery of Legends (India Cargo Awards 2017)

“
Good infrastructure, warehouse management, cost-effective transshipments are the main requirements
”

“
The driver for growth in air cargo will be the demand and the enabler will be infrastructure
”



parks, IT backed warehousing, logistics service providers, air cargo terminal, customs, security etc.

- Supply chain costs multiply to end users with multiple breaks in the supply chain that further affect service levels.

SOLUTIONS

Pointing out some solutions to overcome these challenges, Tilahun suggests, "What is needed are seamless connect backed with IT to all stakeholders, trucking terminals at various intermittent points with connectivity to handle any and all urgent needs of break in transport chain, warehousing, natural impediments of rains, floods, etc., supported by quality surface."

"Roads for smooth transportation; waterways, wherever required for smooth transfers; IT connect for product assortment; inventory management and support from national, regional and local authorities to ensure seamless connect with all; complete removal of red tape and bureaucracy can help India become an air cargo transshipment hub," he continues.

Enlisting what will drive growth in air cargo, Katgara says, "The driver for growth in air cargo will be the demand and the enabler will be infrastructure. Infrastructure development, planning and distribution can prevent many of the bottlenecks

faced by the air cargo industry. A growth in the volume would attract larger investments. The government can help by increasing the capacity of the airports in Tier-II cities and simplify the processes with electronic data interchange (EDI), which would ease the paper work and speed up the transactions. These steps need to be taken to improve cargo handling facilities at all airports."

According to Asaf, "The government's initiatives like the introduction of GST negating seven indirect taxes, Make in India, Ease of Doing Business (EoDB) and so on are significant drivers in promoting India as a manufacturing hub and a destination for foreign investment. India needs to develop its transport and connectivity network coupled with smooth, uninterrupted and infallible entry and exit processes through airports and customs. The government and the logistics players should focus on the complete logistics value chain that is providing an end-to-end sailing network channel with minimal dwell hours at airports, robust inland network and digital gateways reducing paperwork."

Raha believes that the participation of stakeholders is essential to make the business commercially viable "Associations like ACAAI, FFFAI, AMTOI, ACFI and airport operators, AFS/CFS operators and most importantly Indian Customs along with various



Ashish Asaf
Managing Director
SA Consultants & Forwarders and
Face of the Future (India Cargo Awards 2018)

“The most required air cargo transshipment hub is only developed in Delhi airport and that too in recent times

Chambers of Commerce need to be consulted and made a part of the master plan and the policies for implementation."

"With Indian government's plan to increase airports to 250 and number of transshipment hubs as per the proposed National Civil Aviation Policy (NCAP), we expect to see a phenomenal change in the global outlook for India as an air cargo transshipment hub in the next five to seven years," opines Asaf.

Seeing the government's focus on air cargo market and its developmental strategies, the industry positively believes that this can be achieved by 2025.



Jaideep Raha
Managing Director
Jetex Oceanair

“Associations, airport operators, AFS/CFS operators and Indian Customs along with Chambers of Commerce should be a part of the master plan

Up in the air

■ The total volume of about 3.5 million tonne per annum handled by all Indian airports is less than that handled by airports such as Memphis, Hong Kong, Shanghai, Incheon, Anchorage and Paris

Logistics turns digital leaf

The government has invested to connect the country through a network of roads, railways, ports, airports and inland waterways. India Cargo Awards winners share their views on how policy reforms and infrastructural developments help provide favourable results.



Best Logistic Service Provider- Ocean



AS INDIA

The Government has, during the last five years, launched several schemes for enhancing connectivity within the country for smoothening and reduction of cost of movement of cargo, both for domestic consumption as well as exports. A major investment is going into these projects which are slated to provide benefit in the long run through multi-modal movement of goods. As the infrastructure gets ready gradually, it is for the industry to utilise the same and take maximum advantage, both in terms of speed and cost, for optimising cost-benefit. This will also lead to easing of pressure on conventional modes of transport within the country and will result in better and faster connectivity between the upcoming manufacturing hubs, inland airports/ports and the gateway airports/ ports. Freight forwarding and logistics industry will play a critical role in making these projects successful.

Amit Tandon, Managing Director, AS India

Emerging Logistics Company



AARDOUR WORLDWIDE LOGISTICS

Over the years, the speed of road construction had become a benchmark for India's infrastructure creation. Now, the government has set in place a new integrated infrastructure programme which involves building of roads, railways, waterways and airports. The government is also exploring an independent financial institution to cater exclusively to the roads and highways sector. The roads ministry has also introduced an asset monetisation model in India, referred to as the toll operate transfer (ToT) which is now expected to provide a template for other infrastructure sectors. This, at a time, when India's civil aviation market is growing at 19 per cent over the last four years, and projected to be the third largest in the world by 2025, after the US and China. I have a strong belief that these positive steps taken by the government will definitely brighten the future of our Indian economy.

Sarini Sachdeva, CEO, Aardour Worldwide Logistics

Best Ocean Freight Forwarding Company



COMBINED LOGISTICS SOLUTIONS

During Budget 2019, it was announced that Indian Customs plans to fully digitise its transactions and utilise RFID technology to improve export logistics. This, along with grant of infrastructure status to the logistics sector and a substantial increase in the number of tech-focused start-ups is good news for us. A largely ignored and conventionally-run industry dominated by a number of small players and inefficient operations, logistics has turned a digital leaf, considerably boosting India's prospects when it comes to building a sustainable supply chain. However, smaller, unorganised players set a lower benchmark for operations while influencing pricing. The inefficiency of these players has encouraged players, such as Amazon, to develop cutting-edge logistical fleet, equipped with drones and RFID/sensor-based technologies.

Vineet Chadha, Managing Director, Combined Logistics

CODEX by Kale Logistics enables speedy IGST refunds for exporters

Kale's Container Digital Exchange (CODEX) has solved the insurmountable problem of the Indian exporter by enabling IGST refund within seven working days from ninety days.

PROBLEM: GST REFUNDS

Refund of IGST on exports has been one of the widely debated topics right from the time GST has been implemented in India. Undoubtedly, the government has taken steps to speed up the process and ease some of the issues affecting the blockage of such refunds, but still there is a long way to go for the entire process to be streamlined. This is blunting the competitive edge of exports and is causing liquidity problem. Realising the importance of the timely refund in ensuring liquidity, the Government promised to refund 90 per cent of the money within seven days of making of an application after exports. However, as GSTN is still a work in progress, the refund process remains mostly manual. Some of the key issues faced by exporters include – problems in input tax credit funds, cumbersome compliance needs, tardy refunds by state authorities are still

tardy and so on. Delay in refund is also because of incorrect Export General Manifest (EGM) filed by shipping companies.

SOLUTION: KALE TO THE RESCUE

Kale's Container Digital Exchange (CODEX) platform, a comprehensive digital collaboration platform is providing the maritime industry to perform digital operations on a common platform thereby reducing the number of documents required in the trade process, significantly lowering the overall dwell time of cargo at the Port and eliminating manual operations. CODEX is the first and only platform which has helped the IGST tax refund process for the Indian exporter from a high of six months to less than a week.

CODEX MAKES IGST REFUNDS FASTER

The entire process from the electronic VGM filing to EGM EDI

Customers Talk

"The CODEX platform has proved to be a harbinger of great news for us in our digitalisation journey. We are extremely proud of having empowered exporters with speedy IGST refunds and hope to have many more firsts to our credit. We hope that ports across the country and the globe will stand to benefit from our success story."

David Raja, Chairman, National Association of Container Freight Stations (NACFS) Tuticorin Chapter

"As an exporter, liquidity is a major factor impacting business. Since CODEX has connected all the stakeholders at the Tuticorin Port the filling of general manifest has become accurate which has led to speedy IGST refund from the customs. This has improved our competitiveness and gave boost to our working capital."

*M Anbukani
Managing Director, Penguin Apparels*

upload to generating of the discrepancy report is digitalised with CODEX. Errors are reported in real-time for the shipping lines to rectify them before the final submission to IGST server. Due to this, errors have reduced significantly leading to is 95 per cent data accuracy. So, dwell time for clearing IGST refunds has reduced from five to six months to one week. This has been successfully implemented at Tuticorin VOC Port in Tamil Nadu.

As per the letter from the Office of the Commissioner of Customs, Thoothukudi dated

Aug 2019, CODEX is a digital platform being adopted by Tuticorin CFS association and VOC Port Trust to enable seamless movement of containers from CFS to Port. This system works based on online real-time data being uploaded on a digital platform which is made available to all the approved viewers. The container movement can be tracked and authenticated at various points by means of a unique barcode attached to each container and the corresponding shipping document. This ensures faster and secured movement of export containers at various gates without any manual entry.

Contact Details: info@kalelogistics.com





JNPT's upcoming liquid cargo jetty breathes berthing space

A new liquid cargo jetty will be built at Jawaharlal Nehru Port Trust (JNPT) to provide more

berthing space to ships carrying liquid cargo like edible oil, LPG, molasses and other chemicals.

Mansukh Mandaviya, Union Minister of State for Shipping, India, laid the foundation stone

for development of an additional Liquid Cargo Jetty at JNPT in Mumbai. The value of the project is estimated at Rs 309 crore (USD 43.3 million).

Mandaviya said, "There is an increased domestic and industrial demand for liquid commodities like LPG etc. in the country.

With the Prime Minister's focus on port-led development, India's ports are being developed and modernised in line with global best practices.

The new terminal will increase JNPT's present capacity of 6.5 million tonnes per annum to an additional 4.5 million tonnes per annum."

KCBA calls for end-to-end digital clearance for customs

Kanpur Customs Brokers Association (KCBA) organised a workshop on E-SACHIT and new Customs Procedures. Current issues on GST, customs clearance procedures under GST regime and trade facilitation were discussed at the workshop. **Tej Mayur Contractor**, President, Indian Institute of Freight Forwarders (IIFF), especially emphasised on the rapid changes in customs regulations and clearing procedures in the last couple of years.

He talked about the importance of less dependence on manual functioning and that end-to-end digital clearance would be the future of customs clearance business. He reiterated that the government was very serious about this. Accordingly, EDI,

RMS, RFID, DPD and TURANT clearance systems have been introduced in all customs

locations to facilitate the exim trade. He further stressed on the need for awareness, training

and capability to cope with the changes and challenges.

In addition, from August 1, 2019, a new SCMT has been introduced to provide direct access to all exim trade users to track their shipment on their own with accurate details.



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GatewayRail Freight's ICD fillip to international trade

GatewayRail Freight has started Inland Container Depot (ICD) operations at Viramgam near Ahmedabad, Gujarat. The first consignment of export containers of Honda Motorcycle and Scooters India Ltd (HMSI) also received

its clearance. Flagging off the first export train service from Viramgam, **Deepak Jha**, DRM Ahmedabad Western Railway, said, "This initiative will benefit international trade in Ahmedabad and would go a long way in

offering rail/road option for the new industrial estates of Gujarat."

Sachin Bhanushali, Director and CEO, GatewayRail, said, "This service would make a fundamental difference in the intermodal

service for Gujarat trade." With the addition of this ICD, the organisation will be able to offer intermodal service from its 12 container terminals across India to the shipping lines and facilitate international trade.

GDL and GatewayRail together have a capacity to handle 2.1 million TEUs per annum and warehousing space of 1.73 million square feet across its 12 container terminals



IWAI eyes 120mt inland waterways cargo movement by 2023

Inland Waterways Authority of India (IWAI) aims to increase cargo transportation through inland waterways to 120 million tonne by 2023 from the current 72 million tonne. Adani Logistics, as part of a pilot project, is carrying the largest container cargo in NH-1 from Haldia to Patna. A number of cargo owners including PepsiCo, Emami Agrotech, IFFCO Fertilisers, Dabur India have already come on board inland waterways. The movement could be made possible as IWAI has put a robust ecosystem of fairway, berthing, pilotage, river information systems and night navigation facilities on river Ganga. Maintenance dredging is being carried out on NW-1 to ensure the least assured depth of three metres.

A ₹ 517 crore multimodal terminal (MMT) at Haldia is being readied, while IWAI is likely to deliver a ₹ 281 crore MMT at Sahibganj in Jharkhand. IWAI is creating infrastructure including a terminal at Haldia for huge cargo movement over the Ganga to Varanasi and further upstream to connect Nepal with multimodal terminals.

Govt steps on gas on Delhi-Mumbai & Delhi-Howrah route

The government has approved the railways' proposal to increase the train speed on Delhi-Mumbai and Delhi-Howrah routes to 160 kmph. The two routes together account for 20 per cent of freight traffic and 29 per cent of passenger traffic. This could reduce the travel time by 3.5 hours and five hours respectively, making them overnight journeys. The decisions were taken during a Cabinet meeting. Increasing the speed of the Delhi-Mumbai and Delhi-Howrah sections to 160 kmph will ensure up to 60 per cent increase in average speed of passenger trains and doubling of average speed of freight traffic.

As a part of the Ministry's 100-day agenda, the Delhi-Mumbai project will cost ₹ 6,806 crore while the Delhi-Howrah project will cost ₹ 6,685 crore. The project is set to be completed by 2022-23. Apart from this, the ministry also plans on constructing a new line between Vaibhavwadi and Kolhapur (now Shri Chhatrapati Shahumaharaj Terminus) with an estimated cost of ₹ 3,439 crore. The project will be executed by Construction Organisation of Central Railway and is expected to be completed by 2023-24.



INDO-NEPAL

FFFAI urges collaboration with Nepal to boost trade



S Ramakrishna
Chairman, Federation of Freight Forwarders' Associations in India (FFFAI)

S Ramakrishna, Chairman, Federation of Freight Forwarders' Associations in India (FFFAI), urged for greater collaboration between FFFAI and Nepal Freight Forwarders Association (NEFFA) for mutual benefits and enhancement of bilateral trade, at the silver jubilee celebration function of NEFFA. Ramakrishna recommended the following points:

- FFFAI and NEFFA should work together in disseminating the best practices of each country.

- Both the associations should boldly speak about the difficulties that each faces at the border and how to mitigate the same, through a joint representation to the government of the two countries, for which FFFAI stands committed.

- There should be a meeting of Indian, Nepalese and Bangladeshi freight forwarders on inland waterways, where they should give a joint proposal to the governments. The proposal should urge to extend the

treaty, which already exists with Bangladesh, to Nepal as well, especially for Jogighopa and Pandu Multimodal Logistics Parks, which are now being opened up in northeastern India.

- Both FFFAI and NEFFA should have mutual co-operation of trust to help each other in recovery / settlement of payment issues.

Currently, freight forwarders in Nepal are showing concerns over irrational charges levied by shipping lines operating

container services between India-Nepal route, including labour charges, additional surcharges and demurrage charges resulting in increase in logistics cost. In addition, congestion at dry ports and exorbitant registration charges for use of government's cargo tracking system remain other areas of concern.

Allied Aviation celebrates growth of Ethiopian Airlines

Ethiopian Airlines (Ethiopian) is the flag carrier of Ethiopia. During the past seventy plus years, Ethiopian has become one of the continent's leading carriers, unrivalled in Africa for efficiency and operational success, turning profits for almost all the years of its existence.

Operating at the



Mr. Tadesse Tilahun
Regional Director,
Indian Sub-continent
Ethiopian Airlines

forefront of technology,

the airline has also become one of Ethiopia's major industries and a veritable institution in Africa. It commands a lion's share of the pan African network including the daily and double daily east-west flight across the continent. Ethiopian currently serves 110 international and 21 domestic destinations

operating the newest and youngest fleet.

In India, Ethiopian Airlines is operating Freighter flights from Mumbai, Delhi, Bengaluru, Chennai and Ahmedabad. We have a plan to expand our cargo operation by adding more frequency on existing points and by adding new entry points such as Hyderabad.

Our vision is to become the most competitive and leading aviation group in Africa by providing safe, market driven and customer-focused passenger and cargo transport, aviation training, flight catering, MRO and ground services by 2025.

Ethiopian Airlines
Cargo & Logistics Services



ALLIED AVIATION

Advertorial

Cogoport tests reefer shipping waters

Cogoport has extended its services to reefer shipping for exporters and importers of Indian perishables. The country's perishables trade has seen double-digit growth in recent years and Cogoport said refrigerated exports from the country grew by 27 per cent last year. At the same time,

refrigerated imports from markets, including Germany, South Korea and Russia are also on the rise, driven by demand from India's growing middle class. **Purnendu Shekhar**, Founder & Chief Executive, Cogoport, said, "We are now able to pass on the benefits of Cogoport digital shipping to

customers who move refrigerated goods, typically SMEs moving seafood, fruit and vegetables, chemicals and pharmaceuticals."

"Customers using our platform confirm they save 10-15 per cent on their logistics costs, including as many as 40-man hours per shipment, and we are delighted to now extend those efficiencies to refrigerated cargo," he adds. According to Cogoport, refrigerated exports from India grew by 27 per cent in 2018, with shrimp, the principal seafood export, growing by 20 per cent, with demand for seafood and Indian organic food driven from the North America, Europe, Saudi Arabia, Israel and



Purnendu Shekhar
Founder & Chief Executive, Cogoport

Vietnam. The export of onions also rose by 15 per cent year-on-year in 2018 over 2017. Likewise, the import of refrigerated imports is also in greater demand – from markets including Germany, South Korea and Russia, driven by demand from India's burgeoning middle class drives for perishable products.



Maersk-Blackbuck partnership a filip for containerised trucking

Maersk partnered with BlackBuck to provide an online marketplace for containerised trucking in EXIM logistics in India. The Indian government has set ambitions to reduce logistics cost from 14% of the GDP to less than 9% by 2022. The new platform will be owned and operated by BlackBuck with Maersk supporting BlackBuck to develop compelling industry-specific solutions. The neutral platform will be open to the whole industry and will empower sustainable growth and efficiency by reducing touchpoints in the supply chain; thereby improving customer experience, matching demand-supply through the year and providing consistency in service delivery through real-time visibility and control.



Speaking about the collaboration with Maersk, **Ramasubramaniam B**, Co-Founder & COO - Strategic Initiatives,

said, "At BlackBuck, we have developed a robust product & technology that maximises the billable kilometre of a truck, delivering higher realisation to the truck owners and driving a low-cost transportation network to the shippers. Our product will add significant value to the EXIM containerised trucking industry in India that has the additional complexity of meeting the timelines of sea freight connections, apart from other regular trucking related challenges."

SpiceXpress's freighter service connects 5 Indian cities

SpiceXpress has commenced its narrow body domestic freighter service connecting Hyderabad, Delhi, Mumbai, Bengaluru and Chennai. With this, Hyderabad International Airport now has six scheduled freighters operating. SpiceJet's 737-700F freighter aircraft will operate 6 days a week, arriving from Chennai at 9:45 pm and departing for Delhi at 10:45 pm. This service will connect Chennai – Hyderabad – Delhi – Mumbai – Bengaluru sectors and has a capacity to carry approximately 20 mt of cargo.

Manjiv Singh, Chief Project Officer, SpiceJet, added "Today's consumers demand for the quickest deliveries possible. This has been shaping the e-commerce and logistics processes, and in turn the express logistics sector."

SGK Kishore, CEO, GMR Hyderabad International Airport (GHIAL), said, "We have been working with our partners, including SpiceJet, to bring in more choices and offer enhanced services in the Hyderabad air cargo market. With the addition of this new freighter, customers will have more options to ship their goods within the country and beyond."





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SEPTEMBER 2019

► International

Materials Handling Middle East	Dubai, UAE	3-5
Project Cargo Summit 2019	Rotterdam	11-12
Air Freight Logistics Vietnam 2019	Vietnam	19-20
Shipping Technics Logistics	Kalkar, Germany	24-25
Air Cargo Handling Logistics	France	24-25
11th Air Cargo Handling Logistics (ACHL) Conference	Paris	24-26
CeMAT Russia	Moscow	24-26

OCTOBER 2019

► International

China (Shenzhen) International Logistics and Transportation Fair (CILF)	Shenzhen, China	10-12
3PL & Supply Chain Summit: Europe	Brussels	14-16
25th Annual Cargo Facts Symposium	San Diego	16-18
CeMAT Asia	Shanghai, China	23-26
Air Cargo Americas	USA	29-31
Air Cargo Americas	Miami, USA	29-31

NOVEMBER 2019

► International

TransLogistica Poland	Warsaw, Poland	5-7
Logistics Madrid	Spain	12-13
Logitrans Transport Logistics Exhibition	Turkey	13-15
TIACA Executive Summit	Budapest, Hungary	19-21
TIACA Executive Summit	Hungary	19-21
Logistics & Mobility	Frankfurt, Germany	26-28

DECEMBER 2019

► Domestic

Cold Chain Show 2019	Mumbai	4-6
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NEWS

Way forward for freight forwarding



(L-R): Eric Johnson, Raghavendran Viswanathan and Naval Sabharwal, Global Head - Supply Chain & Logistics, Ramco Systems

The India Logistics Technology Summit, a closed-door event, saw the presence of 50+ eminent industry professionals from FreightBro, FreightCrate, Adani Port, Delhivery, Shipwaves, Vamaship, Ramco Systems, Cogoport, among others.

FreightBro, associated with the Journal of Commerce, hosted their first India Logistics Technology Summit at the Centre of Incubation and Business Acceleration, Navi Mumbai. The summit witnessed sessions on how software can make key ocean freight processes and capabilities more efficient and less costly, potentially positioning India as the key growth market for world trade in the coming years.

Raghavendran Viswanathan, CEO & Co-founder, FreightBro, said, "The acceptance curve of the freight forwarding industry for digitisation will be gradual and eventually inevitable. There will come a point when the freight forwarder will make decisions looking at dashboards rather than just using it as a price comparison tool."

Eric Johnson, Senior Editor - Technology, JOC.com, said, "It is

an interesting phase as we witness logistics networks moving towards supply chain networks with front-end and back-end technology working seamlessly."

The panel discussion brought up interesting conversations and observations; plug and play software start-ups offer a layer of flexibility and standardisation to the freight forwarding community, the technology platforms act as salespersons reducing customer acquisition costs and older players are opening up to technology once they realise that it is enabling them in all possible ways.

The event showcased the potential of technology to completely change the landscape of international freight movement by reducing reliance on manual processes and paper-based documentation for freight forwarders.

How the future looks

■ There will come a point when the freight forwarder will make decisions looking at dashboards rather than just using it as a price comparison tool



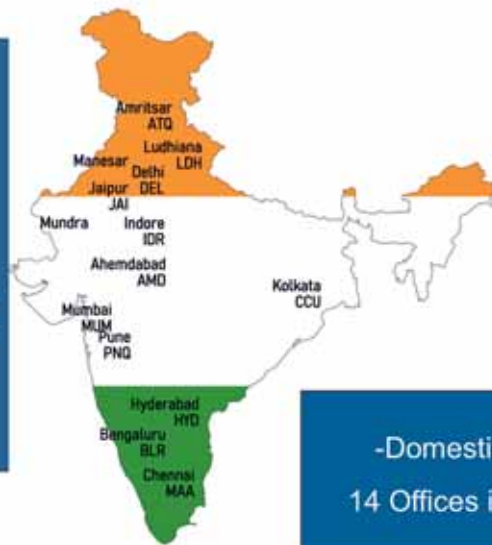
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- Controlled Ambient (15-25C)



-Domestic Network-
14 Offices in PAN India

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- Awarded as "Best Freight Forwarder -Pharmaceuticals for West-South" by "India Cargo Awards" in 2015.
- Awarded as "Best 3PL-PHARMA for North-East" by "India Cargo Awards" in 2015.
- Awarded as "Best 3PL Company Pharma" for North-East & West-South" by "India Cargo Awards" in 2016
- Awarded as "Best 3 PL- Company Pharma for North-East & West-South" by "India Cargo Awards" in 2017.
- Awarded Celebi Pharma Freight Forwarder of the year by "Celebi Delhi Cargo Terminal Management India Pvt. Ltd " in 2018.

Saurabh Trikha (Director-Pharma Division)
Email:- saurabh.trikha@aargusglobal.com
Mob: +91-9810036508

Mahesh Trikha (Managing Director)
Email:- mahesh.trikha@aargusglobal.com
Mob: +91-9810036509

Regd. off.:150-AGL Chambers,Kapashera, New Delhi-110037. Tel.: +91-11-4600 6500/01. www.aargusglobal.com





Gateway District Mumbai

Sachin Bhanushali has been appointed as CEO of Gateway Distriparks (GDL). Currently, he is the CEO and Whole Time Director of Gateway Rail Freight - a wholly owned subsidiary of GDL. He was on deputation to CONCOR for about five years during his stint with Government of India. He has 30 years of experience in inter-modal logistics as well as bulk and break-bulk logistics of steel, cement and coal sectors. He is currently a member of Services Export Promotion Council (SEPC) set up by Ministry of Commerce and Industry.



GreyOrange Atlanta

GreyOrange has appointed **Jeff Cashman** as Senior Vice President and Global Chief Operations Officer. As Global COO, Cashman is responsible for shaping strategies to drive global customer acquisition, market penetration, revenue growth, marketing, solution delivery and customer success. He will leverage the deep supply chain technology expertise he has built over a 30-year career working with global enterprise customers to advance GreyOrange's customer-first relationship strategy, build solid industry partnerships and attract first-class talent.

Gateway District Mumbai

Sandeep Kumar Shaw has been appointed as Chief Financial Officer of GDL. He has 30 years of experience in Finance and has worked in various companies as Senior Finance Person/ Chief Financial Officer, before joining GDL. Shaw has experience in Corporate Finance, Fund Raising, Treasury, Forex Management, Strategy, Business Planning, Budgeting, Financial Planning & Analysis. Direct and Indirect Taxation, Commercial Operations, Consolidation, Corporate Governance, Internal Controls & Compliances, Secretarial, Legal, Investors Relations etc.



Silk Way West Airlines Baku

Silk Way West Airlines has appointed **Jenny Zhao** as its new Vice President, Asia-Pacific region (APAC). Zhao will be responsible for providing strategic and tactical direction of business operations in Asia-Pacific region and takes over from Nurid Aliyev, who has stepped down for personal reasons. She has held a variety of senior management positions at various cargo airlines for the last 15 years. For the past two years, she was Silk Way West's Chief Commercial Officer for APAC.



Crane Worldwide Logistics Houston

Crane Worldwide Logistics has appointed **Keith Winters** as CEO. Winters replaces outgoing CEO, John Magee, who is leaving after 11 years in the role. Winters has worked in strategic and executive leadership positions for over 20 years in the Crane family of companies. He served for eight years as Chief Operating Officer for Crane Worldwide, and most recently for two-and-a-half years as CEO of Davaco, Inc. (a company affiliated with the Crane Capital Group, Inc.).



GEODIS Germany

GEODIS has appointed **Peter Anetsberger** as Industrial Projects Director for GEODIS Freight Forwarding in Germany. He is heading the Industrial Projects unit and overlooking its overall business growth. Anetsberger has more than 35 years of experience in various executive positions in Germany, Turkey, and Middle East. He began his career at GEODIS in 2007 in Freight Forwarding air/ocean and overland determent. He has taken the role of Director of Business Development Europe in the Capital Projects/ Industrial Projects division since 2018.

B&H Worldwide Heathrow

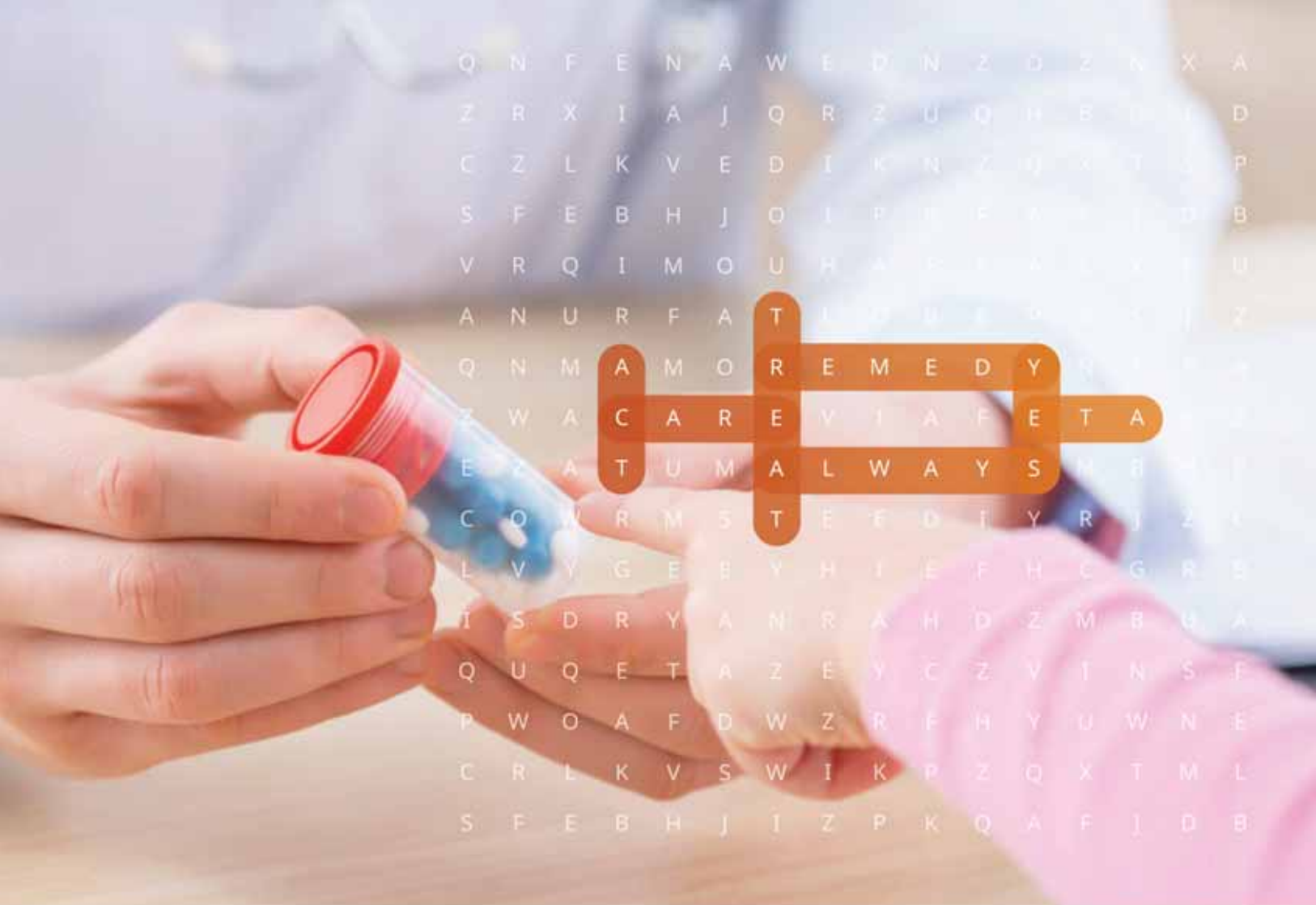
B&H Worldwide has appointed **Mike Barber** as Group Compliance and Quality Manager. He will be responsible for managing trade compliance across the group and for supporting its ISO9001/AS9120b accreditation requirements. As an additional part of his responsibilities, Barber will support the B&H Worldwide Customer Solutions team with specialist advice to clients on all customs related issues including global customs assurance support. He will also train B&H Worldwide team members to expand their technical knowledge and drive process improvements which will enhance the overall customer experience.



BVC Logistics Mumbai

BVC Logistics has appointed **Bobby Joseph** as President of HR. Joseph joins with experience in logistics, hospitality, infrastructure, and BPOs and had led the HR practice for enterprises with thousands of employees, for over 25 years. He was the Director - HR in a leading HR consulting firm and has transformed cultures at organisations like Larsen & Toubro, Transworld Group, BJN Hotels, Writer Corporation & Brinks. With academic exposure to leading educational institutions, Joseph is known for as a thought leader in the HR industry and has consulted several firms in their transformation journeys.





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SG 7032	HYDERABAD	22:45	DELHI	00:55	DAILY
SG 7032	DELHI	02:15	MUMBAI	04:05	DAILY
SG 7032	MUMBAI	04:55	BANGALORE	06:25	DAILY
SG 7031	BANGALORE	07:35	CHENNAI	08:50	DAILY

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