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# contents

JANUARY 2019



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**10** NEWS  
News from the domestic sector

**16** COVER STORY  
Anticipating an all-embracing  
air cargo policy

**22** INDUSTRY EXPECTATIONS  
Making inroads into 2019

**26** INDUSTRY EVENT  
Cooling solutions chill Mumbai

**28** INDUSTRY OPINION  
Out goes the paper?

**37** INDUSTRY INTERVIEW  
'Every challenge, an opportunity'

**43** GUEST COLUMN  
Rapid development aids growth in  
the East

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# editorial



Dear Reader,

With the New Year, there come new hopes and aspirations. The year 2018 ended on a pleasant note, with many first-of-their-kind initiatives by the government giving hope to the industry. The recent announcement of a national air cargo policy shows that the government is taking the cargo sector seriously, as up till now passenger services were the deciding criteria for building airport terminals. This policy will give much-needed recognition to the Indian cargo industry.

Another notable initiative among many was the Kolkata-Varanasi national waterway making a revolutionary mark in Indian logistics. The first-ever post-independence movement of container cargo from Kolkata to Varanasi has firmly established that the vision of inland waterways being a cheaper and more environmentally friendly mode of transport is fast becoming a reality. The industry also feels that the development of inland waterways for transport would surely assist in unclogging the urban road network in addition to aiding a much-needed development of the hinterland.

Six major projects in roads, ports, inland waterways, and railways have been announced by the government. The industry is optimistic about what the future entails for the logistics sector. It is largely of the view that the increased adoption of technology will result in streamlining operational efficiencies and processes in the long run, and enabling ease of doing business.

As per the latest DHL Global Trade Barometer (GTB), India maintains the strongest trade growth among GTB constituents. With 75 points, India enjoys this stature, but the country is not spared from the global decline in trade and has lost eight points in its overall prognosis.

We do hope that 2019 is another progressive year in the making!

Keep reading and giving your feedback to us at:  
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# MOS reviews Year 2018

Bolstered by progressive policy interventions like amendment of the Model Concession Agreement, revision of tariff guidelines, and the various steps taken towards facilitating ease of doing business, Major Ports kept up their impressive performance of the past four years in terms of capacity addition and improvement of efficiency parameters.

The year 2018 has been a significant one for the Ministry of Shipping. Sagarmala Programme saw the completion of 89 projects, while 443 projects worth ₹4.32 lakh crore are under various stages of implementation and development. The year was especially remarkable for developments in the inland water transport sector.

The inauguration of the multi-modal terminal on River Ganga at Varanasi by Prime Minister **Narendra Modi**, the first-ever post-independence movement of container cargo from Kolkata to Varanasi on the river, and the commencement of integrated movement of cargo from Kahalgaon in Bihar to Pandu in Assam over three waterways (Ganga, Brahmaputra and the Indo-Bangladesh Protocol Route) have firmly established that the vision of inland water as a cheaper and more environmentally friendly mode of transport is fast becoming a reality.

Ports in India handle 90 per cent by volume and 70 per cent by value of India's external trade. To meet the ever-increasing trade requirements of the country, the focus has been on infrastructure development and capacity enhancement of the ports. Over the years, the cargo handling capacity of major ports has been growing steadily.

While increasing the capacity of Major Ports, Ministry of Shipping has been striving to improve their operational efficiencies through policy interventions, procedural changes, and mechanisation. As a result, key efficiency parameters such as Average Turnaround Time and Average Output per Ship Berth have improved considerably.

## POLICY INITIATIVES

The achievement of Major Ports in terms of capacity augmentation, improved operational efficiency, and higher operating surplus has been made possible due to certain proactive policy initiatives taken by Ministry of Shipping.

- The Model Concession Agreement has been amended with a view to obviate the problems being faced in execution of PPP projects on account of certain provisions of the present MCA, in order to enhance confidence of investors and make the investments in the port sector attractive.
- The tariff guidelines were revised to provide flexibility to port operators to align the

tariff closer to market tariffs, subject to achievement of certain performance standards.

- A 100 per cent FDI is also being allowed in PPP projects in the port sector.
- A new Major Ports Authorities Bill to replace existing Major Port Trusts Act, 1963 to provide greater autonomy and modernisation of institutional structure is under consideration.
- Revised guidelines have been issued to all Major Ports for moving away from the practice of parking their surplus funds solely in public sector banks and investing their pension/provident/gratuity fund and surplus funds in accordance with guidelines of Ministry of Labour and Employment and Department of Public Enterprises, consistent with the provisions of Major Port Trusts Act, 1963.

## HIGHLIGHTS

■ According to World Bank report 2019 on Ease of Doing Business, India is ranked 77, having moved from 100 in the year 2017-18.



## EASE OF DOING BUSINESS

Towards facilitating Ease of Doing Business (EoDB), Ministry of Shipping had identified various parameters for reducing dwell time and transaction costs in Major Ports. These included elimination of manual forms, accommodation for laboratories to Participating Government Agencies (PGAs), Direct Port Delivery, installation of container scanners, e-delivery orders, RFID-based gate-automation systems, etc. These initiatives have already been implemented at Jawaharlal Nehru Port Trust (JNPT) and are being taken up in other Major Ports.

Elimination of manual forms has cut down long queues and waiting time for containers at the port gate and enabled faster evacuation of ex-im cargo and reduced congestion at port gates. The RFID solution has been implemented in all Major Ports to enhance security; remove bottlenecks for seamless movement of traffic across port gates; ensure tracking and tracing of man, material, vehicle, equipment, and other assets; and collection of revenue as per the notified rates.

A centralised web-based Port Community System (PCS) has been operationalised across all Major Ports, which enables seamless data flow between the various stakeholders - customs, CFS, shipping lines and ICDs, agents, surveyors, stevedores, banks, government regulatory agencies, customs house agents, importers, exporters, railways, etc., through a common interface. Ministry of Shipping has also issued an order dated March 27, 2018, making use of e-invoice, e-payment, and e-delivery orders mandatory for all stakeholders across all Major Ports, all terminals within Major Ports, private ports, private terminals, and CFS or ICDs.

The Logistics Data Bank service under Delhi Mumbai Industrial Corridor Development Corporation (DMICDC), for enabling track and trace movement of ex-im containers has been implemented at JNPT and is being implemented at other Major Ports. DPD increased from 5.42 per cent in March 2016 to 41.92 per cent in August 2018. At JNPT, the percentage of DPE of export containers increased from 60 per cent to 76.98 per cent in August 2018.

The dwell time of import containers at JNPT has reduced from 58.08 hours in 2016-17 to 50.82 hours in 2017-18.

The dwell time of export containers has reduced from 88.35 hours in 2016-17 to 83.71 hours in 2017-18. A work order for procurement of eight mobile container scanners has been issued. Site preparation at ports is in progress. Factory Acceptance Test (FAT) in respect of container scanners meant to be procured for Paradip, Visakhapatnam, New Mangalore, Mormugao, Deendayal, Kamarajar, and Kolkata ports has been done. Selection of site for drive through (rail) scanner is also under process.

JNPT has undertaken a number of initiatives for ensuring convenience to trade and reduction in cargo ex-im dwell time. To ensure faster cargo evacuation, JNPT has set up Customs Processing Zones, Centralised Parking Plaza, besides undertaking widening of port highways. It has also developed a common rail yard. JNPT has procured electronic RTGCs for increasing yard productivity, besides making groundbreaking initiatives for increasing Direct Port Delivery and Direct Port Entry to facilitate trade.

All these reforms are regularly communicated to the stakeholders through website updates, social media, and regular stakeholder meetings. More than 50 projects with an investment of over ₹10,000 crore and a capacity addition of 90 MTPA have been targeted for 2018-19. This is as against the 27 projects that were awarded during 2017-18, involving an investment of ₹4,146.73 crore and an additional capacity of 21.93 MTPA.

Source: PIB

## ACHIEVEMENTS 2018

■ **JNPT** : The fourth container terminal is India's largest FDI project in the port sector involving an investment of ₹7,935 crore. With this, the container handling facility at JNPT will increase from 5.15 million TEUs to 7.55 million TEUs.

■ **Paradip Port Trust** : It was the second Major Port to achieve the milestone of handling 100 MT of cargo during 2017-18. It also created an all-time record by successfully completing movement of 27 vessels within 20 hours.

■ **VOCPT** : The construction of coastal berth along with dredging near the jetty and approaches was carried out during the month of April 2018. Subsequently, the night navigation of shallow water berth for docking/undocking was allowed from June 2018.

■ **Visakhapatnam** : Port projects worth ₹1,062 crore were inaugurated and the foundation stone for port connectivity projects worth ₹679 crore were laid at Visakhapatnam.

■ **Kolkata** : For the first time at Kolkata Port Trust, MV Samjohn Solidarity, carrying 164,928 MT of dry bulk (coal), made a call at Sandheads Anchorage on October 17, 2018. The vessel discharged around 100,000 MT of coal on barges by two floating cranes.





## Cabinet approves Agriculture Export Policy 2018 aimed to double exports

The Cabinet, chaired by Prime Minister **Narendra Modi**, has approved the Agriculture Export Policy 2018, aimed to double the income of farmers by 2022. Exports of agricultural products would play a pivotal role in achieving this goal and in order to provide an impetus to them, the Agriculture Export Policy will aim to double agricultural exports and integrate Indian farmers and agricultural products with global value chains. The Cabinet has also

approved the proposal for establishment of a monitoring framework at the Centre, with commerce as the nodal department and representation from various ministries, departments, agencies, and concerned state governments, to oversee the implementation of the new policy.

### Objectives of the new policy would include:

- To double agricultural exports from present

\$30 billion to \$60 billion by 2022 and reach \$100 billion in the next few years, with a stable trade policy regime.

- To diversify the export basket, destinations, and boost high value and value-added agricultural exports including focus on perishables.
- To promote novel, indigenous, organic, ethnic, traditional, and non-traditional Agri product exports.
- To provide an institutional mechanism for pursuing market access, tackling barriers, and dealing with sanitary and phyto-sanitary issues.
- To strive to double India's share in world Agri exports by integrating with global value chain at the earliest.
- To enable farmers to get benefit of export opportunities in the overseas market.

## Punjab government signs MoU with AAI for cargo terminal at Amritsar airport

Government of Punjab has signed a Memorandum of Understanding (MoU) with AAI Cargo Logistics and Allied Services (AAICLAS) for operation and maintenance of the cargo terminal at Amritsar airport. As per the MoU, AAI will operate and manage the Centre for Perishable Cargo (CPC) facility at the airport. The facility has been in operation since 2013. The move is designed to boost agricultural exports from

Punjab and its neighbouring states with cargo flights expected to begin in the near future. The MoU was exchanged between **Sibin C**, Managing Director, Punjab Agro Industries and **Keku Bomi Gazder**, Chief Executive Officer, AAI Cargo Logistics and Allied Services.



Keku Bomi Gazder  
CEO, AAICLAS and DDP Trailblazer (India Cargo Awards, 2018)

## IGIA becomes India's first IATA eAWB360-compliant airport

Indira Gandhi International Airport (IGIA) has been certified as 'India's first eAWB360-compliant Airport'. This certification has been offered by International Air Transport Association (IATA) for DIAL's continued pursuance of driving digitisation in its air cargo handling processes. While conferring the certificate to DIAL, **Rodney D'Cruz**, Assistant Director – Passenger & Cargo Services (India, Nepal & Bhutan), IATA, said, "Delhi Airport is the first airport in the country to facilitate the adoption of eAWB360, which is a community approach to successfully growing eAWB penetration in a region."

Commenting on the achievement, **Videh Kumar Jaipurkar**, CEO, DIAL, said, "DIAL has been consistently focusing on improving the efficiency of cargo handling operations to meet global standards. This certificate is a testimony of DIAL's efforts in making the air cargo supply more efficient."



Videh Kumar Jaipurkar  
CEO, DIAL



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## Air cargo industry converges at CLEAR VIEW 3.0 in Bangkok

The third edition of CLEAR VIEW, held in Bangkok, had encouraging participation from IATA, TIACA, Alibaba, dnata, Saudi Arabian Airlines, CSC, TIFFA, CargoWorks, as well as leading airlines, cargo handlers, industry associations, regulators, and prominent industry consultants from North America, Europe, Africa, and Asia. In this edition, sessions revolved around air cargo handling infrastructure, regulatory and industry initiatives, e-commerce and air cargo handling, and new markets and horizons for air cargo.

**Vineet Malhotra**, Director, Kale Logistics Solutions, said, "The CLEAR VIEW 3.0 summit unravelled various issues and challenges being faced by the air cargo industry and was an apt space for coming up with solutions to address them. We were quite privileged to have had reputed industry stalwarts speak at and participate in these discussions and bring home the repository of knowledge gained at the summit. We are proud of having put together such an illustrious gathering and hope to continue to have such encouraging response in years to come."

## Agility to invest \$100 million in Shipa - a digital logistics platform



**Henadi Al-Saleh**  
Chairperson  
Agility

Agility has announced that it will invest \$100 million over three years to launch Shipa.com, a digital logistics platform that lets business, entrepreneurs, and consumers manage their freight, e-commerce, and urban deliveries online. "Shipa.com makes life easier through technology, whether you are a small business running your supply chain with a few clicks or are a consumer getting your shopping delivered with a few taps on your phone," says **Henadi Al-Saleh**, Chairperson, Agility. She also describes Shipa.com as Agility's innovation arm, accelerating the introduction of technology,

development of new digital products, and the overall pace of change in both the parent company and the industry.

"Logistics is the backbone of commerce but it is complex, and that complexity is disproportionately difficult for a small business to navigate. Small undertakings often lack access to logistics resources, tools, and solutions that larger business have. No wonder then, that when we interviewed 800 small and medium-sized business around the world, we found that 78 per cent wanted to see their logistics move online. Shipa.com helps close that gap, empowering small business to take advantage of the opportunities being created by the global digital economy," concludes Al-Saleh.

## Budapest Airport plans growth strategy for Asia with new routes



**René Droese**  
Executive Director - Property  
& Cargo, BUD

Budapest Airport (BUD) has announced its new growth strategy for Asia, which includes the addition of several direct freighter and belly cargo routes to China. Although details on schedules and frequencies are still to be determined, the new flights are expected to begin operations in the near future. The new strategy has been developed as a facet of the airport's ongoing BUD20:20 expansion programme, which includes construction of a new 'Cargo City' at the airport that is designed to centralise operations, expansion of handling capacity, and upgrade of e-commerce capabilities at BUD. The focus to develop connections with Asia also follows the airport's addition of new AirBridgeCargo and Silk Way West Airlines freighter operations in 2018.

"The forwarder community in our region is seeking new ways to reach the Asia market. In addition to this, we are witnessing an increasing demand from Chinese e-commerce companies for new, efficient distribution hubs in eastern Europe, which amounts to a unique opportunity for us," says **René Droese**, Executive Director - Property & Cargo, BUD.



## Lufthansa Cargo launches App for declaration of dangerous goods

Lufthansa Cargo has deepened its foray into digitalisation of its operations with the launch of the Dangerous Goods Declarations (DGD) App - DGD.online - which will serve as a platform for shippers of dangerous goods to perform the traditionally paper-based processes via a time-saving App. DGD.online, however, is not the carrier's first step into digitalisation of this particular process. In September 2018, IATA launched its own digital DGD service - INFr8 - of which Lufthansa became the first user. With the release of its own platform, the carrier said it is the 'first cargo airline' to offer such a service. Corresponding members of the supply chain, such as forwarders and other logistics providers, can also be integrated into the process. "With DGD.online, we are further expanding our digital offering and striving to make it as easy as possible for our customers and partners to use electronic services," said **Boris Hueske**, Lufthansa Cargo's Head of Digital Transformation.



## Etihad Cargo expands global network with launch of service to Barcelona

Etihad Cargo has expanded its cargo capacity into Spain, providing freight forwarders and cargo customers greater access to its global network along key trade routes connecting Europe to the Middle East, Africa, and Asia over its Abu Dhabi hub. The airline launched its first scheduled flight linking Abu Dhabi and Barcelona on November 28. Combined with its daily Madrid service, launched in 2015, these operations now offer more than 23,000 tonnes per year of cargo capacity for the Spanish market. In addition, trucking services from gateways across Europe further complement the network, offering customers greater reach and faster delivery times. **Abdulla Mohamed Shadid**, Managing Director (Cargo and Logistics), Etihad Airways, says, "The year 2018 has been a very successful year for Etihad Cargo, with progress achieved across our fleet and network optimisation, product development and enhancement, and our digital transformation."



## Saudia Cargo offers 60-tonne capacity on Calicut passenger route

With an aim to meet the significant increase in demand for cargo services to India, Saudia Cargo is offering 60 tonnes of cargo capacity per week in the bellies of its A330 aircraft flying to Calicut International Airport (CCJ), Kerala. **Omar Hariri**, Chief Executive Officer, Saudia Cargo, says, "The cargo business is doing its best to support the agricultural products and general cargo of Kerala region, exploring every way possible to increase exports from the neighbouring cities of Calicut."





# 'India has strongest trade growth'

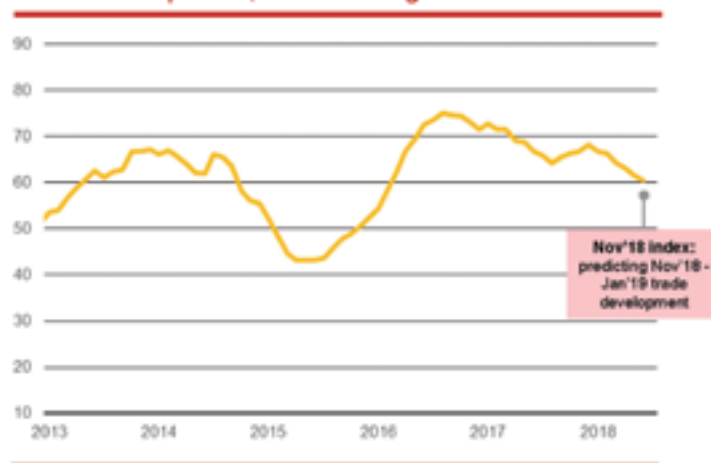
With an overall index of 75 points, India continues to be the country with the strongest trade growth forecast, while trade growth in the US and China remains solid, as per DHL Global Trade Barometer.

As per the latest DHL Global Trade Barometer (GTB), global trade will continue to grow over the next three months. With an overall index of 61 points, GTB's analysis of international air and containerised ocean trade flows indicates that the development of the previous quarters will continue. Indices for all seven countries that constitute the GTB index are above 50 points, which corresponds to a positive growth forecast according to the underlying methodology. The pace of growth, however, is further slowing in all index countries. This deceleration will be particularly strong in Asia (except for China); index values for India, Japan and South Korea have dropped by eight, six and five points, respectively, compared to the previous release of the GTB in September 2018.

"The DHL Global Trade Barometer clearly shows that the state of global trade remains solid. Both air and ocean trade continue to grow around the world. However, given the trade conflicts, especially between the US and China, and economists' expectations that the global economy could cool down, it is not entirely surprising that trade momentum has weakened slightly," said **Tim Scharwath**, CEO, DHL Global Forwarding, Freight.

Trade growth in the US (61 points) and China (58 points) remains solid. Both countries' momentum of growth is slowing

DHL Global Trade Barometer – World Index 2013 – present, 50 = no change



only moderately by two and one points, respectively, even though both countries would have much to lose if their trade conflict escalated.

With a two-point decline and an index value of 56 points, Germany's loss of trade growth momentum turns out to be moderate, too, compared to September. While the UK was able to keep its GTB index unchanged in the previous release, its growth forecast has now deteriorated noticeably by four points. This makes it the index country with the weakest growth forecast. With 53 points, the UK is only slightly above the 50-point mark, which indicates stagnation in trade growth.

The worldwide deceleration of trade growth is attributable to decline in both containerised ocean freight and international air trade. South Korea is the only country where a growth forecast for

ocean trade remains unchanged. In all the other countries, the outlook for ocean trade is declining. Furthermore, the air trade outlook is going down in every index country. With an eye on individual sector developments, industrial raw materials contributed most to international trade growth, followed by machine parts and basic raw materials. The weakest growing categories were consumer & household goods, capital equipment, and machinery parts.

## Trivia

- Indices for all seven countries indicate further growth.
- Pace slows down in all index countries – particularly in Asia.
- India continues to grow most dynamically; weakest trade growth in the UK.

The DHL Global Trade Barometer clearly shows that the state of global trade remains solid

Tim Scharwath  
CEO  
DHL Global Forwarding, Freight



## APM Terminals Pipavav and ICD Kanpur now connected via rail

APM Terminals Pipavav is now connected to ICD Kanpur via train. The new connection has been established by CONCOR. It gives customers an opportunity to connect to the gateway port of Pipavav. The maiden export train that started from ICD Kanpur (JRY) to Port Pipavav in November has been aptly named POLYMER Express, as it was carrying 90 TEUs of polymer for GAIL. The export-loaded train was flagged off by **CN Mishra**, Deputy Commissioner of Customs and **Santosh Kumar Singh**, Terminal Manager, ICD Kanpur, on November 13, 2018.

## India's containerised trade grew double-digit in Q3 2018: Maersk

According to the Q3 trade report released by Maersk, India's containerised trade with the world grew 10 per cent year-on-year. Increasing competitiveness of Indian exports coupled with improved demand in various destination countries has propelled exports to grow at 10 per cent year-on-year. The demand for India-made goods such as vehicles and mechanical appliances, as well as refrigerated cargo such as onions, meat, seafood, and pharmaceuticals have driven exports. Simultaneously, imports rose nine per cent year-on-year, largely dominated by a heavy inflow of paper, metal, and white goods. Overall, the containerised market displayed strength, with far less fluctuations as compared to the previous year.



## Allcargo signs MoU with JNPT and CIDCO to enhance employment opportunities

Allcargo Logistics has signed a Memorandum of Understanding (MoU) with JNPT and CIDCO, wherein Allcargo will set up the operations, maintenance, and management of a skill development centre in Bokadvira, Uran, near JNPT. Youth from underprivileged sections of the society will be provided skill-based training at the centre to boost their employability opportunities in the domestic port and maritime logistics sector. Conceptualised as Pradhan Mantri Kaushal Kendras (PMKK), a flagship scheme of the Union Government's Ministry of Skill Development and Entrepreneurship (MSDE), the skill development centres will offer industry-centric training and job skilling initiatives to needy youth across diverse industry verticals like logistics. The Ministry of Skill Development and Entrepreneurship is supporting skilling in Sagarmala through its stakeholders, including NSDC, SSC, Pradhan Mantri Kaushal Vikas Yojana and Pradhan Mantri Kaushal Kendra.



# Anticipating an all-embracing air cargo policy

The announcement of a national air cargo policy has given new hope to the industry in easing business operations. **CARGOTALK** gets in touch with industry spokespersons to understand their requirements and suggestions that would aid the government in formulating a more comprehensive policy to drive greater efficiency in the air cargo ecosystem.



Kalpana Lohumi

**R**ealising the significance of the logistics and cargo sector as one the biggest drivers of growth in the country, the government has announced the launch of a new, integrated logistics and air cargo policy aimed to create an

enabling environment for rapid growth of the sector. The policy is being ideated with the objective of making air cargo more affordable, as being the fastest mode of transportation it is a costly affair. **Suresh Prabhu**, Union Minister of Commerce &

Industry and Civil Aviation, Government of India, recently said that the air cargo policy will be announced in the month of January 2019. **CARGOTALK** gets the industry's reaction on the soon-to-be-announced policy.



**KS Kunwar**, Director General, Air Cargo Forum India (ACFI), feels that recognising the importance of the air freight industry, particularly its phenomenal growth in the future, the government has taken the initiative of introducing a new air cargo policy. Bringing in his point of view, **Vipin Vohra**, Chairman, Continental Carriers, says, "With air freight traffic in India projected to grow over five times in the next two decades, the national air cargo policy is a much-required initiative to reduce bottlenecks in freight movement."

According to **Bharat J Thakkar**, Past President and Permanent Member - Board of Adviser, ACAA and Co-Founder & Joint Managing Director, Zeus Air Services, "The policy must be a mandatory SOP (Standard Operating Procedure) and all processes must be system-driven without human intervention and mandating accountability with transparency of all stakeholders. This will accelerate efficiency, resulting in a seamless flow of outbound and inbound cargo."

"With changing times and newer technologies taking over the industry, the government is taking corrective action at regular intervals, which will eliminate many obstacles and provide effective solutions. The national air cargo policy can be a game changer for the industry, as up till now passenger services were the deciding criteria for building airport terminals. A dedicated approach for air cargo will be beneficial for all the players involved in the logistics industry," believes **Yashpal Sharma**, Managing Director, SLS Skyways Group.

According to **Ramesh Mamidala**, CEO, Çelebi Delhi Cargo Terminal Management India, "The entire trade has been looking forward to the policy. I hope and am of the

view that the policy will take the Indian air cargo industry to the much-anticipated 10 million-tonne-a-year (pan India) level in about five years."

**Amar More**, CEO, Kale Logistics Solutions, is extremely proud of the ministry and exhilarated about the soon-to-be-introduced policy. He says, "India is now one of the few countries in the world that has a national air cargo policy. It has been long overdue, in my opinion, especially given the ever-increasing volumes of air cargo and the growth projections by industry bodies for the next two decades. India is one of the fastest growing aviation markets in the world and has registered double-digit growth in the last four years. The government is also making sure trade facilitation and ease of doing business are on the top of their priority list. India now ranks 77 on World Bank's 'Ease of Doing Business' index by gaining 23 points this year. The national air cargo policy is a confirmation of the government's seriousness in ensuring that India becomes a leading air cargo market."

### INCLUSIONS

Vohra says, "As the country is expected to be the world's third largest aviation market by 2020, developing infrastructure along with process simplification, reducing dwell-time, green measures, and high-tech advancement into e-systems for bringing in efficiencies in the air cargo activity to match international standards of cargo management should be addressed aggressively. There should be a detailed roadmap for capacity planning and development to cater to the needs of the growing air cargo operations at airports."

Emphasising on the importance of Air Freight Stations (AFS), Vohra



**KS Kunwar**  
Director General  
Air Cargo Forum India (ACFI)

“The policy should dwell upon the reforms needed in the existing policies of various regulatory authorities

adds, "AFS is a great initiative by the government. It will help to decongest airports and offer value addition to cargo stakeholders. This will also help airlines plan their space allotment in time and cargo to be loaded promptly on arrival at the loading bays, without any further loss of time. There is an urgent need for a well-defined policy to initiate the AFS ecosystem, which would help in stimulating export-import trade. It is important to have a procedure towards seamless co-ordination among all its stakeholders/partners such as airlines, consolidation agents, customs brokers, etc."

"Air cargo should also be included in the priority sector, so that cohesive infrastructure development takes place in sync with other sec-



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

“The national air cargo policy is a much-required initiative to reduce bottlenecks in freight movement

### SUGGESTIONS

- There should be a detailed roadmap for capacity planning and development to cater to the needs of the growing air cargo operations at the airports.
- Air cargo should also be included in the priority sector, so that cohesive infrastructure development takes place in sync with other sectors.



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

“

The policy must be a mandatory SOP and all processes must be system-driven without human intervention

”



**Yashpal Sharma**  
Managing Director, SLS Skyways Group and  
Face of the Future (India Cargo Awards, 2015)

“

With newer technologies taking over the industry, the government is regularly taking corrective action

”

tors. Clear-cut policies, ease of surface movement of goods, adoption of standardised e-platforms, warehousing needs, etc., play an important role in the overall development of air cargo,” explains Sharma.

As per Mamidala, several potential growth areas such as transshipment, domestic freighters, e-commerce, etc., are expected to receive impetus through this policy. “A clear action plan that is linked to the policy, driving several development and process improvements, including standardisation and automation, is also expected along with the policy,” he says.

“Some of the things we would like to see in the new national air cargo policy are incentives to air cargo stakeholders for digitalisation, technology standards and benchmarks that encourage technology adoption across the sector, and many such initiatives that aim to streamline processes and operational efficiencies for all

the stakeholders in the sector,” adds More.

“The new air cargo policy should ease the processing of ex-im trade and bring down the high dwell-time of import and export cargo at all gateway airports of the country. Apart from reforms, the cargo policy must also consider the future need of sufficient land and infrastructure facilities at cargo terminals of airports for smooth cargo operations; developing air cargo transshipment hubs at major airports of the country; developing a multimodal transportation hub facility for air-sea, air-road, air-inland waterways connectivity; and connectivity of air cargo terminals to dedicated national freight corridors. The policy should also dwell upon the reforms needed in the existing policies and procedures of various regulatory authorities to improve ease of doing business in clearance and processing of ex-im trade at the gateway airports of the country,” shares Kunwar.

Providing a different point of view, Thakkar says, “It is time for stakeholders to come forward with solutions and work in tandem instead of expecting the government to work for our industry all the time. We need to understand the CBEC rigidity as well; they have their own concerns for being rigid. The most important missing link to success is the accountability of all stakeholders or nodal agencies and cargo terminal operators. Ex-im cannot be subjected to or burdened by increasing transaction costs due to service failures of stakeholders, regardless of reason.”

### A CHANGE IN OUTLOOK?

The ministry released a national civil aviation policy with a separate section on cargo in 2016. Now, the plan is to come up with a separate







policy on cargo itself. **CARGOTALK** gets a detailed perspective of industry veterans on what the right way of doing things should be - focusing on industry issues or formulating policies time and again.

Kunwar says, "We should first focus on prevalent issues of the policy that are creating bottlenecks and hampering faster processing or movement of ex-im trade. The government must first resolve these by taking all concerned regulatory authorities into confidence for achieving the ultimate aim - a speedy, timely, and orderly movement of goods to achieve higher growth of trade."

However, sharing the merits of bringing in a new air cargo policy, he continues, "To meet the needs of a changing world and developments taking place on account of technological innovations in the air cargo logistics industry, and to meet the targets set by the government in its foreign trade policies for achieving a significant growth in the country's international trade and commerce, there is a need for bringing in a new air cargo policy in spite of NCAP-2016, which takes care of civil aviation. The air cargo logistics trade and industry deal with many technicalities in documentation, clearance, handling of ex-im, and transshipment of air cargo."

Stating that it is a welcome move, Sharma adds, "There is no harm in revisiting old policy documents which have either become redun-

dant or will not give the desired benefit in a fast-changing scenario. E-commerce should be assigned as a key development factor and its regulations must be focused on inviting more players to join."

According to Vohra, "The cargo industry is presently facing enormous change and, as always, any change brings both challenges and opportunities. Solutions to these challenges can be brought only by reviewing old procedures and writing new policies. There is an urgent need for creating adequate freight carrying capacity within the Indian air network through creation of new cargo terminals and expansion of existing ones. Human interface between officials and agents needs to be ended, single-window systems should be fully integrated with Electronic Data Interchange (EDI) system and this also calls for urgently improving information technology infrastructure of air cargo processes."

"No doubt, a comprehensive policy framework governing AFS is needed to meet the target of \$700 billion exports. Industry hopes are high as the Indian government has earmarked about ₹50,000 billion for investment in the air cargo sector according to the XII Five Year Plan (2012-17)," he continues.

According to More, a policy is one of the most effective ways of focusing on issues. "I think, collectively we need to do both because an industry-wide push is not enough unless backed by regulatory initiatives by the government. Industry



**Ramesh Mamidala**  
CEO, Çelebi Delhi Cargo Terminal  
Management India and DDP Game Changer  
(India Cargo Awards, 2016)

“The entire trade has been looking forward to the policy; it will take the industry to the 10 MT-a-year level

initiatives and regulatory initiatives go hand-in-hand when it comes to creating dramatic results that transform the way we do business in the air cargo industry in this country," he explains.

Mamidala adds, "NCAP set a broad vision for the nation's aviation in general and could not, by the nature of the document, address several industry-specific issues, especially related to air cargo. Air cargo, by the nature of the trade, cuts across several modes, regulations, policies, stakeholders, and government bodies across the country's economic landscape not directly related to air cargo. It was and is a good idea that we have a specific air cargo policy to set a vision for the industry and its stakeholders."



**Amar More**  
CEO, Kale Logistics Solutions and  
India Cargo Award winner (2017)

“India will now be one of the few countries in the world that has a national air cargo policy



Sharing a different perspective, Thakkar adds, "The government came up with the first-ever policy on air cargo in 2012, then a policy on air freight stations came in 2015 to decongest airports, but the same has not taken off. This was followed by the civil aviation policy in 2016 and now a new policy on air cargo is in its final stage and expected to be launched in the near future. I am not against a new policy, but on carefully reading the 112-page report of 2012, most of the issues faced were addressed as being resolved. In changing times, new things come up and need to be addressed and introduced to ensure seamless processes and address what has not been in the 2012 report. Our government, in the past few years, has corrected what needed to be corrected, but the question remains - is it enough? Ex-im is still not a part of consultation with stakeholders at ACPLB meetings and here,

ex-im needs to be a permanent invitee like other associations."

### PREREQUISITES FOR GROWTH

Sharing his opinion on why the industry is not growing as expected despite getting sufficient government support, Vohra says, "The current infrastructure is hardly capable of handling growth. With insufficient physical infrastructure, it is difficult to meet the growing demand despite the increased planned outlay by the government. To keep pace with the growing demand we need additional skilled workforce which we don't have. We need to invest in skill development to ensure quality and efficiency in services. Customers' expectations are becoming high, corporate or individuals all want personalised solutions, flexibility and faster services. There is a need for standardised services, transparency, and compliance. Slow adoption of new technologies has been another big constraint. Use of innovative models, new technological systems, international best practices, research, and an adequate implementation approach can all help to improve the sector, which in turn can stimulate growth and employment in the country."

"Global trade wars and lack of conducive markets are hampering growth targets, but sooner or later better growth will be visible in our industry. A slight push is needed in terms of formulating good policies with win-win models for all participants. Tier-II and Tier-III airports must be augmented with facilities that are available in metro airports, which will boost movement from all regions rather than choking metro airports," shares Sharma.

More adds, "Digitalisation is still a huge, latent growth opportunity for the air cargo industry. Disparate legacy systems that lead to process inefficiencies and a systemic tolerance for paper-based systems that duplicate efforts and documentation are the reason there is still a long way to go for the air cargo industry, despite a policy-level push by industry bodies such as IATA and the government."

"The air cargo industry is lagging behind because of lack of unity and a common voice from a common platform. Also, though we have an exclusive body in the Ministry of Civil Aviation, named ACLPB, to look after the interests and development of the air cargo industry and trade, the challenges of this industry still exist because of inter-ministerial issues," concludes Kunwar. 🇮🇳

## SUGGESTIONS

■ Apart from reforms, the cargo policy must also consider the future need of sufficient land and infrastructure facilities at cargo terminals of airports for smooth cargo operations; developing air cargo transshipment hubs at major airports of the country; developing a multimodal transportation hub facility for air-sea, air-road, air-inland waterways connectivity; and connectivity of air cargo terminals to dedicated national freight corridors.



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# Making inroads into 2019

**CARGOTALK** brings to light some trends and predictions for the year 2019. Industry spokespersons believe that the year is going to be one of collaborations, greater adoption of technology and AI in processes, major economic reforms, and growth of freight start-ups among other possibilities.





### TA Varghese

President  
ACAAI

Logistics and supply chain will be key drivers in the economic growth and development of all countries in coming years. It is heartening to see that the Union Government is pursuing economic reforms on an ongoing basis. It is also taking various measures to improve India's position in the global Logistics Performance Index (LPI). The proposed National Air Cargo Policy (NACP) is quite comprehensive and a much-needed step in the right direction. It is hoped that this policy will be finalised and implemented soon for the all-round growth and development of the industry in our country. With all these measures in place, we can expect the logistics industry to grow in a major way in 2019 and in succeeding years.



### Ajit Venkataraman

Managing Director, APM Terminals  
Inland Services, South Asia

Efficiency with sustainability is what the industry needs to stay focused on in this era of transformation. The expectation is to have an environment that fosters innovation, growth, safety, and speedy action with efficiency being the common thread between them. All attempts must be made at the planning stage to ensure minimum associated risk for any initiative and, if possible, a mechanism to address impact and risk should be developed. For instance, continuous assessment and identification of the specialised skills required in technology-intensive supply chains of the future, followed by training manpower with those skills, will enable a smooth transition for people, organisations and supply chains, and shield them from associated risks. A constant 360-degree evaluation of the grand design for logistics is required.



### Ravinder Sethi

Managing Director  
RE Rogers India

The year 2019 will be a phenomenal year, in which state-of-the-art venues are going to increase manifold. The first phase of a reconstructed Pragati Maidan (in Delhi), a new venue in Mumbai, and expansion of venues in Bengaluru, Greater Noida, and Hyderabad is all good news for 2019. We expect RE Rogers India to continue to be the market leader in the logistics industry.



### Amar More

CEO, Kale Logistics Solutions and  
India Cargo Award winner (2017)

With the Lok Sabha elections scheduled for 2019, there is a lot of expectation by the corporate sector on policy decisions pertaining to logistics and ease of doing business. We are optimistic about what the future entails for the logistics sector. The logistics industry in India is a sunrise sector, which is projected to be worth \$215 billion by 2020-21. The government is all set to develop a dedicated IT framework as the backbone of this industry. The role of new technologies such as blockchain, Artificial Intelligence, Big Data, Internet of Things, etc., will prove to be transformational in the future, especially for the logistics industry. This will result in streamlining of operating efficiencies and processes in the long-run and enabling ease of doing business.







### Rahat Sachdeva

*Vice President, Rahat Continental and Face of the Future (India Cargo Awards, 2017)*

The overall outlook is very bright. The sector will see huge growth in terms of capacity through a host of ongoing and upcoming big-ticket programmes. Six major projects in road, port, inland waterway, and rail - Bharat Mala, Setu Bharatam, district connectivity, Sagarmala, port-rail connectivity, 106 national waterways development - have been announced by the government. This will directly benefit the sector in future.



### Prateek Sharma

*CEO and Co-founder Courierhome*

The year 2019 is expected to be a great one for the logistics industry. Increased business volumes, greater transparency, implementation of IoT in the courier industry, and an upward movement in the global ranking of logistics (from 54<sup>th</sup> in 2014 to 35<sup>th</sup> in 2016 and 30<sup>th</sup> or higher in the coming year or so) by World Bank will serve well.



### Anil Mantri

*Director Sealair Freighters International*

In the year 2019, we will again target double-digit profitability and further increase our market share through acquisitions and by identifying new business opportunities to fill the gaps in offering innovative business solutions. One more area that we must concentrate on is that we must be open to collaborations that help us leverage strengths and keep the business growing.



### Sarjak Seth

*Director & Co-founder Camelport*

We expect to fortify the logistics sector by bringing in more stakeholders to use technology and start planning and executing their shipment via online portals. We are dedicated to developing administration dashboards for data visualisation and predictive analysis from the portal. Further, our vision is to provide our stakeholders with fraud and risk management functionality directly from the portal. We also have plans to expand our services to major Indian cities, and also set up our offices in the Middle East and in Europe. In 2019, we will also be launching the second phase of the product to include door-to-door delivery rather than just factory-to-port. For the fiscal year 2019, we are expecting the industry to be more mature with several other digital logistics companies to flourish.







### Soham Chokshi

CEO  
Shipsy

We see 2019 being dominated by three major trends. Firstly, it will be the translation of customer centricity in the supply chain from ideas and boardroom discussions to actual, on-ground actions. This is definitely a sign of maturity according to us, and reinforces our belief that India is truly making the leap from a developing nation to a developed one. Secondly, companies will strive hard to reduce their inventory holding costs and take corresponding measures to become leaner. These actions would further reduce the price point for the end customer. Lastly, we believe that to cater to the rapidly changing customer needs, supply chains of more sectors will become 'Just in Time'. We see the implementation of platforms that improve communication for all stakeholders in the ecosystem as a key enabler for this. Overall, we believe that supply chain professionals are poised to oversee the heart and soul of global commerce, transforming the way companies run.



### Siddharth Jain

Co-founder  
Vaahika

We hope that we have stable diesel prices and that the MSME sector can achieve a double-digit growth. We expect to further strengthen our base across Tier-II cities in the north-western corridor, helping us quadruple our top line. We also hope that we quickly enter the era of 10 per cent or more GDP growth, and

we are optimistic that with all regulatory changes implemented, it would be a time to move ahead with greater positivity.



### Nishith Rastogi

CEO & Co-founder  
Locus

In my opinion, 2019 is going to be the year of Artificial Intelligence (AI). With business demands rising and companies expanding their horizons, issues in supply chains will become too humongous and unpredictable to be comprehended by the human mind. Locus is the decision-making engine in the supply chain that drives consistency, transparency, and efficiency in business operations. We think Locus will help organisations in scaling up their business, cut down on the cost of operations, and offer enhanced customer experience. I feel, 2018 was a year for educating the logistics industry about AI. Locus' products have unprecedented features and are tried and tested in the most complex market conditions, and 2019 is going to be all about implementing them on a global scale.



### Samir Lambay

Co-founder & CEO  
FreightCrate Technologies

In 2019, carriers will continue to invest in online price quotes, capacity and shipment management solutions. For instance, CMA CGM, a major shipping line, has started operating smart containers that transmit real-time data on container position and condition. Moreover, freight technology start-ups will continue to develop cutting-edge freight management platforms for supply chain managers in 2019, enabling them to manage their entire freight and logistics rate procurement, track shipments in real time, and analyse logistics expenditure and performance online. Furthermore, new technologies like blockchain will become abundant, eventually resulting in paperless shipping documentation and giving all stakeholders visibility of their shipment, from manufacturing to final delivery, thereby eliminating the chance of fraud and mishandling.



# Cooling solutions chill Mumbai

The seventh edition of India Cold Chain Show 2018, held in Mumbai from December 13-15, gave the industry a chance to witness innovative cooling solutions in the food and pharma business, and shared eye-opening insights into the sector through brilliant business sessions.



Hazel Jain

The three-day mega trade exhibition 'India Cold Chain Show 2018' organised from December 13 to 15, at the Bombay Exhibition Centre in Mumbai, attracted thousands of professionals and trade visitors from across India, specially Maharashtra and Gujarat. The one-of-its-kind event showcased the entire range of solutions and services for cold storage infrastructure, material handling, AIDC solutions, refrigeration, temperature control, cold transport, cold logistics, and supply chain for diverse industries with cold chain-intensive business operations.



To understand the challenges, we must look at how India operates in the perishable market

## CHALLENGES IN FOOD LOSS

Day one started with a session related to the food industry that highlighted the challenges the industry faced in terms of food loss. Moderated by **K Rathnam**, Former MD, Amul Dairy, the session had

four panellists from different arenas of the food business. He said that Amul started the cold chain at the farm level to ensure that there was little or no loss of milk.

To this, **Charles Devlin D'Costa**, Chief Sales Officer – Cold Chain, DHL SmarTrucking, India, said, "To understand the challenges, we must look at how India operates in the perishable market. We need to look at how we can increase the shelf life of the product. Between the farmer and the consumer, there

are about six to seven intermediaries, which inevitably leads to 40 per cent of wastage of the total produce across sectors and perishables." According to him, India has about 2352 storage facilities and about 48 per cent of it is concentrated in Uttar Pradesh, and about 26 per cent in West Bengal.

"There is also very little being done in India in terms of policy-making and support from the government for modernisation of cold chain. This means cold chain in India has



huge potential. We are investing huge amounts of money in this area. We ensure we pick up from the source and deliver it ourselves. As a result, we have seen about 20-30 per cent reduction in loss," D'Costa added.

**Ashutosh Taparia**, Regional Business Head, BigBasket, also nodded agreement to the challenge of concentration of cold chain units. "My biggest pain point in the past was that there was no 'Uberisation' of the cold chain and I could not

Haryana-based ZappFresh, a start-up that is now more than three years old, has dealt with multiple challenges when selling fresh meat online.

Speaking about the challenges that he has dealt with, **Deepanshu Manchanda**, Co-Founder & CEO, ZappFresh, said that cold chain is still a big deal for the largest meat market in New Delhi. "It faces a lot of infrastructure issues and lack of knowledge when it comes to cold chain, and India still has a

solutions for small players like us. There are still more lessons to be learnt, some basic, for instance, there is a lot of usage of ice but the water for this ice is also contaminated," Manchanda said.

While temperature-controlled vehicles would be an ideal choice as part of the cold chain, the transport cost increases the total cost by at least 40-50 per cent. D'Costa from DHL added, "Even if the industry does use this type of transport, I have often found that



get a reverse load. So, we developed that supply chain and now we can supply two-way loads."

Sharing a perspective from someone who caters mainly to hotels and restaurants – a segment that has a huge focus on fresh ingredients – was **Rohit Malhotra**, Business Head – India, Barcelos. He said, "Our wastage was less than 0.5 per cent as against the industry level of two per cent. That was only possible because of the cold storage facilities we use."

long way to go for our category," Manchanda added.

While he feels that there isn't much progress in that area yet in India, public-private partnerships will go a long way in resolving wastage issues. "Our perishability is for three days but we don't even keep it for one day. The first mile is most crucial. For the last mile, we use bikers, gel packs, and temperature-controlled boxes. But the first mile deterioration is permanent. Unfortunately, there are no cost-effective

the drivers are not skilled. They can read road signs in English but not the temperature that needs to be maintained. So, addressing the skill and training issue here is very important."

Adding to possible solutions to this problem, Taparia of BigBasket, said, "Uberisation in this sector is needed. Cross-contamination is another problem that needs to be dealt with. Once we know and understand the actual problem, we can use technology to solve it." 🍷

## HIGHLIGHTS

■ India has about 2352 storage facilities and about 48 per cent of it is concentrated in Uttar Pradesh, and about 26 per cent in West Bengal.

■ While temperature controlled vehicles would be an ideal choice as part of the cold chain, the transport cost increases the total cost by at least 40-50 per cent.

# Out goes the paper?

The cargo industry, for a significant amount of time now, has spoken of becoming a paperless sector, a feat that it has achieved to some extent. **CARGOTALK** gets industry spokespersons to share their opinions on what else needs to be done to go completely paperless.



Kalpana Lohumi



**Prashant N Popat**

*Director, Velji Dosabhai & Sons*

A lot of things have happened in the last few years, but the real momentum has been lost from time to time due to statutory requirements and support for old legacy systems that are part of the shipping and logistics trade. Unless global systems and processes are tweaked, target dates are set for going paperless and electronic bills are made mandatory for contracts of carriage, there will be stumbling blocks. Needless to say, the adoption of a paperless

system would give us improved efficiency and reliability towards the overall handling of processes, along with faster delivery times and reduction in handling errors, too. A special recognition system wherein a fully digitised company is given a status ID and some sort of subsidy to be cost competitive, along with a higher status than the ones that are not digitised, a business will automatically prefer to deal with such a service provider as they would get reliability and higher efficiencies.

As part of our CSR initiative, VDSPL has started a journey to be 100 per cent paperless and has achieved 70 per cent of paperless operations for ocean, air and clearance shipment execution by digitising systems to handle soft copies of documents required for shipments and for office records as well.



**Parvinder Singh**

*Managing Director, Hans Infomatic and India Cargo Award winner (2018)*

Although the air cargo industry still largely relies on paper, IATA is making strides to eliminate paper documents. The association's goal is to have an efficient air cargo industry that relies on a fully paperless process and smart data sharing, which enables innovative and value-added services for customers. For sea cargo, a lot needs to be achieved as initiatives of major stakeholders

are still lagging somewhere. Even ports are not fully geared up for paperless trade. Customs, on their part, have taken major steps and have gone almost paperless.

For becoming a completely paperless air and sea cargo industry, we should have an end-to-end digital logistics and transport supply chain where data is easily and transparently exchanged in a digital ecosystem. Additionally, a paperless air and sea cargo industry means having full access to electronic customs procedures and regulations at your fingertips. For supply chain management companies, this will provide employees access to answers regardless of where they are in the world. The idea is that if one person uses electronic updates, everyone will be able to see at what stage in the supply chain process that package is, which means there would be no surprises when it comes to shipping delays and delivery times.



**TN Seetharaman**

*CEO, Transworld Group*

Government agencies have made phenomenal efforts to reduce paperwork in their transactions. E-way bill, e-filing of IGM, VGM, shipping bills, bills of entry, etc., are some excellent examples of this. Trade partners such as the shipping lines and airlines, too, have shown good progress in this space. As an organisation, we are investing heavily in near-total digitalisation. Barring business-critical documents such as a bill of lading, an airway bill, or a bill of entry, there are many documents that actually need to be churned out physically. The logistics industry and government agencies are doing enough to go as paperless as possible. In my opinion, traders still require a lot of paper because the other sectors like banks, insurance, inspection agencies, overseas governmental and other agencies still require a lot of paperwork, which may not necessarily have to be churned out for the customer by shipping and logistics organisations.

Besides a bill of lading or an airway bill, carriers do not have any other paperwork. All other papers are requirements of either an L/C by the bank, the insurer, the inspection agencies, an overseas customs, or other agencies. The trade has more to do in going paperless than the government or logistics firms.







### Piyush Kumar Singh

*Industry Expert – Logistics & SCM Sector*

Every cargo shipment travels with up to 38 documents. At a time when most industries are working to move into the digital space, the air cargo industry can also envision a paperless future. The Indian government plans to bring down the logistics cost to nine per cent of the GDP and improve Indian logistics performance ranking from 35 to 15 by 2020. It is also promoting a paperless regulatory environment and cutting cargo release

times. For supply chain providers, paperwork can be time consuming, expensive and a hassle, especially when dealing with time-sensitive shipments. By reducing the amount of physical paperwork and replacing it with digital processes, shippers will save precious time that is otherwise wasted. There is much to be achieved, but airlines and IATA cannot do it alone. We need a common vision. Support from industry for e-freight, based on a clear understanding of both benefits and urgency of the situation, will be crucial to the project's success. That said, losses that the airline industry has suffered in recent years cannot be ignored, and e-freight could be an important part of the solution. Additionally, a paperless future in air cargo means having full access to electronic customs procedures and regulations at your fingertips. For supply chain management companies, this will provide employees access to answers regardless of where they are in the world. Maintaining paperless supply chain management processes may also make companies seem more desirable, simply because they may offer a digital tool for partnership.



### Jaideep Raha

*Managing Director, Jetex Oceanair*

It is highly desirable to have a completely paperless process for both air and sea export-import customs clearance procedures. This is not at all impossible to implement. Currently, India has the highest ranking by IATA on E-AWB generation and also has some of the best-known system integrators available with 100 per cent capacity to implement and maintain the same. The paperless technology will highly reduce printed stationery costs and save huge storage space, in turn helping the environment. This will not only increase efficiency but also improve response time to customers and make our laptops and smart phones our virtual offices. We are still at a nascent stage and a lot needs to be done. What is needed is firm determination and the will to implement this process. The technology for this is already available in India in every nook and corner.

## Highlights

- A special recognition system wherein a fully digitised company is given a status ID and some sort of subsidy will be beneficial.
- We should have an end-to-end digital logistics and transport supply chain where data is easily and transparently exchanged in a digital ecosystem.
- Traders require a lot of paper because the other sectors like banks, insurance, inspection agencies, overseas governmental and other agencies still require a lot of paperwork.
- Losses that the airline industry has suffered in recent years cannot be ignored, and e-freight could be an important part of the solution.
- The paperless technology will highly reduce printed stationery costs and save huge storage space, in turn helping the environment.



# A 'Smart' solution for quick delivery

Neeraj Bansal, CEO, DHL SmarTrucking, on how DHL SmarTrucking has brought real business benefit to its clients in the short span of time since its launch, by addressing crucial pain points through an innovative and agile supply chain model.



CT Bureau

## What led to the conceptualisation of SmarTrucking?

India is an important market for Deutsche Post DHL Group. Road freight currently makes up most of the total freight movement and is the largest transportation segment in the country. However, in India, this segment is highly unorganised. This causes challenges for business as they face uncertainty in terms of shipment status, integrity and consignment delivery.

DHL SmarTrucking was created in response to the changing market conditions in the Indian logistics industry to leverage burgeoning opportunities, such as those in the e-commerce space. DHL SmarTrucking is Deutsche Post DHL's first step in accelerating the development and deployment of technology-enabled road logistics solutions across all our markets.

## What is your strategy in delivering furniture to customers in good condition and a timely fashion?

Our strategy is to be equipped with technology that will help a business deliver real value to its customers. In the case of Pepperfry or with other e-commerce companies, we want to ensure that their promise

to customers is kept each time. We have implemented various measures to apply our strategy. Our operational model ensures reliability, security, and efficiency. Our drivers are highly trained, and we have periodic training and game sessions to help them hone their craft. Our driver relay system not only helps our drivers by preventing fatigue, but also helps our clients by ensuring that the vehicle is always moving. Our trucks move at an optimum average speed to avoid damage to goods. Our control tower constantly monitors all our trucks on the road, to track speeding or undesirable driving behaviour.

Our telematics data helps us predict whether a vehicle could experience a failure in a certain period of time and we then take that vehicle off the road for preventive maintenance.

## What makes you different from other providers?

Our aim is to offer the fastest transit time, high-end reliability, ease

of use, end-to-end consignment visibility, temperature-control capabilities, and real-time tracking that can surpass current industry standards. We have a pan India network with 21 'SmartHubs' and a fleet of vehicles that we plan to expand to 10,000 by 2028.

Our tech-enabled fleet of vehicles allows for continuous monitoring, with regular tracking updates and alerts to help a business plan its inventory effectively. As the most reliable line-haul express road network with 95 per cent reliability, we offer up to 50 per cent reduction in transit time as compared to traditional trucking.



Neeraj Bansal  
CEO  
DHL SmarTrucking

“

Our telematics help us predict whether a vehicle could experience a failure, and then take preventive maintenance

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# 'In good hands,' says Pepperfry

As an e-commerce business delivering to more than 500 cities with 20 experience centres, Pepperfry faces the challenge of providing competitive timelines and delivery to meet customer requirements. **Vikas Sharma**, Head - Supply Chain, Pepperfry, explains how DHL SmarTrucking manages the company's vast business.

## What challenges do you face while meeting customer requirements?

The logistics infrastructure in India for large item delivery is significantly underdeveloped, and shipping bulky items such as furniture was either prohibitively expensive or took too long. We also faced challenges like lack of earnestness on the part of vendors to go beyond stipulated practices to deliver to the doorstep of consumers, or the absence of the brand ethos that Pepperfry stands for. Therefore, it was critical for us to have a partner who was reliable, had a pan India presence, and was tech-enabled to provide visibility of shipments.

## How has DHL SmarTrucking made a difference?

DHL SmarTrucking built a tech-enabled truck fleet which gave us clear visibility of the movement of our products. They also have a pan India presence and are able to support us in our key lanes. With them expanding their network, we will be able to support our clients and business better.

The work culture that DHL SmarTrucking has created, focusing on training for drivers, is a critical aspect for Pepperfry. Since their drivers work on a relay system, the 'SmarTruck' can be utilised to the maximum without compromising on the well-being of the drivers. This system has contributed to a reduction in transit times. For example, FTL deliveries from Mumbai to Kolkata used to typically take six days; DHL SmarTrucking has helped reduce this by 50 per cent.

## What are the issues with moving bulky, odd-sized products?

Furniture delivery is one of the most challenging tasks in our country. We are talking about products that are heavy and have non-standardised dimensions, and that poses a big logistical challenge. Ideally, a truck needs to be fully packed with goods to optimise product stacking and maintain stability within the

container. With items like furniture, the packages are odd-sized and therefore cannot be stacked uniformly. There's always a risk of damage due to mishandling.

In addition, some of the materials used in furniture, such as wood, metal and glass, are prone to cracks, dents or breakage due to improper handling or shipping. During transit, the truck may need to traverse roads that are poorly maintained, which can lead to the consignment being damaged as a result of jarring inside the container. Due to the weight of items such as large furniture, any improper road condition or sudden braking can cause the product inside the container to shift, which leads to the risk of the container tipping over. The key requirement, thus, is timely delivery and safe delivery of furniture to the customer.

## What about the cost of delivering long distance?

DHL SmarTrucking is reliable and tech-enabled, so we have visibility to real-time status of our shipments. The team works very hard and is great at translating feedback into real solutions. We are happy to pay a premium for the benefits, which ultimately leads to improved customer satisfaction that we don't get from other logistics providers. 📦



**Vikas Sharma**  
Head - Supply Chain  
Pepperfry

“It was critical for us to have a partner who was reliable, had a pan India presence, and was tech-enabled”





DCCAA Managing Committee along with other dignitaries at the AGM

## DCCAA holds 35<sup>th</sup> AGM in New Delhi

Delhi Customs Clearing Agents Association (DCCAA) organised its 35<sup>th</sup> Annual General Meeting (AGM) on December 23, at Panchsheel Rendezvous, New Delhi. The AGM outlined the agenda for the ensuing term of the Managing Committee. According to **PS Atree**, President, DCCAA, approximately 200 members of the Association attended the AGM and discussed the previous year's activities, achievements, etc. "Our focus areas would be code of conduct, best practices, and skill development to withstand the future challenges in the customs broking and freight forwarding business," said Atree.

At this AGM, DCCAA also felicitated **S Ramakrishna**, who was recently unanimously elected as Chairman, FFFAI. **Vinod Chowdhry**, Past Chairman, FFFAI, welcomed Ramakrishna with a bouquet of flowers, on behalf of the Managing Committee of DCCAA.



DCCAA Office Bearers



Vinod Chowdhry welcoming S Ramakrishna

## PRODUCT



## Avians introduces safe & convenient dock levelers

Loading bay equipment is one of the many products that Avians is especially proud of. From product development and design to manufacturing, installation and service, everything is processed efficiently to ensure smooth loading and unloading at the bay. Dock levelers by Avians allow safe, convenient, and quick unloading of goods from vehicles, minimising energy used and helping maintain the quality of transported goods. The product is manufactured conforming to European standards, using advanced technology to create a precision-based engineered dock leveler. The two types of dock levelers, Standard Lip and Telescopic Lip, have a highly advanced control panel and a power pack, with the option of a safety and integration facility. All dock leveler controls offer the option of mutual safeguarding of the dock door and dock leveler to prevent damage. The dock shelters provide an optimum seal between internal and external environments, assisting in the reduction of energy consumption. Dock shelters, in combination with dock levelers, eliminate the need for a ramp and canopy, and ease operations.



# Department of Commerce

## Export Import Data Bank; Export: Commodity-wise

\* ITC HS Code of the Commodity is either dropped or re-allocated from April 2018

Dated: 28/12/2018; Values in Rs. Lacs; Sorted on HSCode

HS Code	Commodity	2017-2018	%Share	2018-2019 (Apr-Oct)	% Share
01.	Live animals	41,147.97	0.0210	16,214.99	0.0123
02.	Meat and edible meat offal	2,692,150.09	1.3760	1,580,162.83	1.1969
03.	Fish and crustaceans, molluscs and other aquatic invertebrates	4,417,576.30	2.2579	2,678,661.32	2.0290
04.	Dairy produce; birds' eggs; natural honey; edible prod. Of animal origin, not elsewhere spec. or included	236,376.14	0.1208	173,802.06	0.1317
05.	Products of animal origin, not elsewhere specified or included	78,403.06	0.0401	52,296.40	0.0396
06.	Live trees and other plants; bulbs; roots and the like; cut flowers and ornamental foliage	50,731.58	0.0259	33,395.08	0.0253
07.	Edible vegetables and certain roots and tubers	841,770.44	0.4302	519,056.17	0.3932
08.	Edible fruit and nuts; peel or citrus fruit or melons	1,197,292.67	0.6120	518,005.30	0.3924
09.	Coffee, tea, mate and spices	2,134,378.10	1.0909	1,247,211.18	0.9447
10.	Cereals	5,253,712.36	2.6852	3,081,418.62	2.3341
11.	Products of the milling industry; malt; starches; inulin; wheat gluten	159,470.88	0.0815	131,199.06	0.0994
12.	Oil seeds and olea. Fruits; misc. Grains, seeds and fruit; industrial or medicinal plants; straw and fodder	1,062,138.46	0.5429	643,011.98	0.48716
13.	Lac; gums, resins and other vegetable saps and extracts	656,874.14	0.3357	430,780.65	0.3263
14.	Vegetable plaiting materials; vegetable products not elsewhere specified or included	34,353.40	0.0176	20,601.78	0.0156
15.	Animal or vegetable fats and oils and their cleavage products; pre. Edible fats; animal or vegetable waxex	814,690.66	0.4164	445,634.71	0.3376
16.	Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates	272,280.84	0.1392	170,016.22	0.1288

HS Code	Commodity	2017-2018	%Share	2018-2019 (Apr-Oct)	% Share
17.	Sugars and sugar confectionery	656,524.46	0.3356	482,116.26	0.3652
18.	Cocoa and cocoa preparations	114,434.55	0.0585	78,270.68	0.0593
19.	Preparations of cereals, flour, starch or milk; pastry cooks products	346,994.31	0.1774	208,611.00	0.1580
20.	Preparations of vegetables, fruit, nuts or other parts of plants	376,937.75	0.1927	224,897.59	0.1704
21.	Miscellaneous edible preparations	467,970.20	0.2392	309,762.95	0.2346
22.	Beverages, spirits and vinegar	223,411.80	0.1142	132,071.98	0.1000
23.	Residues and waste from the food industries; prepared animal fodder	940,570.47	0.4807	616,835.03	0.4672
24.	Tobacco and manufactured tobacco substitutes	602,171.01	0.3078	390,727.24	0.2960
25.	Salt; sulphur; earths and stone; plastering materials, lime and cement	1,431,324.45	0.7316	912,144.89	0.6909
26.	Ores, slag and ash	1,158,657.68	0.5922	607,879.54	0.4605
27.	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	24,790,423.37	12.6707	20,320,918.24	15.3927
28.	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, or radi. Elem. or of isotopes	1,117,469.19	0.5712	820,376.46	0.6214
29.	Organic chemicals	9,538,061.91	4.8750	7,212,781.28	5.4636
30.	Pharmaceutical products	8,544,729.55	4.3673	5,805,365.14	4.3975
31.	Fertilisers	68,515.82	0.0350	57,952.85	0.0439
32.	Tanning or dyeing extracts; tannins and their deri. Dyes, pigments and other colouring matter; paints and var; putty and other mastics; inks	1,895,079.46	0.9686	1,324,361.51	1.0032

Contd. on page 34 ►

HS Code	Commodity	2017-2018	%Share	2018- 2019 (Apr-Oct)	% Share
33.	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	1,206,587.50	0.6167	772,840.39	0.5854
34.	Soap, organic surface-active agents, washing preparations, lubricating preparations, artificial waxes, prepared waxes, polishing or scouring prep	377,969.53	0.1932	242,730.13	0.1839
35.	Albuminoid substances; modified starches; glues; enzymes	152,542.06	0.0780	96,417.15	0.0730
36.	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	71,467.97	0.0365	48,036.58	0.0364
37.	Photographic or cinematographic goods	7,198.28	0.0037	4,359.33	0.0033
38.	Miscellaneous chemical products	2,507,984.08	1.2819	1,733,015.51	1.3127
39.	Plastic and articles thereof	4,092,781.63	2.0919	3,204,063.54	2.4270
40.	Rubber and articles thereof	1,909,123.25	0.9758	1,279,236.45	0.9690
41.	Raw hides and skins (other than furskins) and leather	563,668.56	0.2881	322,959.79	0.2446
42.	Articles of leather, saddlery and harness; travel goods, handbags and similar cont. Articles of animal gut (other than silk-worm) gut	1,563,155.20	0.7989	1,013,151.94	0.7674
43.	Furskins and artificial fur, manufactures thereof	7,690.23	0.0039	5,339.64	0.0040
44.	Wood and articles of wood; wood charcoal	258,950.05	0.1324	175,278.21	0.1328
45.	Cork and articles of cork	1,823.60	0.0009	1,605.09	0.0012
46.	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	15,812.02	0.0081	12,063.41	0.0091
47.	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard	753.80	0.0004	1,855.98	0.0014
48.	Paper and paperboard; articles of paper pulp, of paper or of paperboard	922,022.52	0.4713	784,305.26	0.5941

HS Code	Commodity	2017-2018	%Share	2018- 2019 (Apr-Oct)	% Share
49.	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	174,627.95	0.0893	146,405.34	0.1109
50.	Silk	49,649.12	0.0254	34,589.49	0.0262
51.	Wool, fine or coarse animal hair, horsehair yarn and woven fabric	105,976.35	0.0542	74,985.00	0.0568
52.	Cotton	4,541,150.87	2.3210	3,097,167.74	2.3460
53.	Other vegetable textile fibres; paper yarn and woven fabrics of paper yarn	291,327.73	0.1489	166,324.59	0.1260
54.	Man-made filaments	1,398,442.70	0.7148	929,002.57	0.7037
55.	Man-made staple fibres	1,321,200.03	0.6753	785,030.18	0.5946
56.	Wadding, felt and nonwovens; spacial yarns; twine, cordage, ropes and cables and articles thereof	251,919.80	0.1288	169,920.70	0.1287
57.	Carpets and other textile floor coverings	1,102,805.25	0.5637	700,766.03	0.5308
58.	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	242,500.44	0.1239	155,155.65	0.1175
59.	Impregnated, coated, covered or laminated textile fabrics; textile articles of a kind suitable for industrial use	150,658.19	0.0770	103,381.69	0.0783
60.	Knitted or crocheted fabrics	221,085.05	0.1130	168,212.24	0.1274
61.	Articles of apparel and clothing accessories, knitted or crocheted	5,152,599.51	2.6336	3,061,856.20	2.3193
62.	Articles of apparel and clothing accessories, not knitted or crocheted	5,621,348.40	2.8731	3,058,400.45	2.3167
63.	Other made up textile articles; sets; worn clothing and worn textile articles; rags	3,230,702.05	1.6513	2,170,917.50	1.6444
64.	Footwear, gaiters and the like; parts of such articles	1,821,507.69	0.9310	1,139,311.60	0.8630
65.	Headgear and parts thereof	26,527.22	0.0136	17,713.99	0.0134
66.	Umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	1,259.12	0.0006	1,078.40	0.0008



HS Code	Commodity	2017-2018	%Share	2018-2019 (Apr-Oct)	% Share
67.	Prepared feathers and down and articles made of feathers or of down; artificial flowers; articles of human hair	150,248.51	0.0768	75,618.54	0.0573
68.	Articles of stone, plaster, cement, asbestos, mica or similar materials	885,830.61	0.4528	624,151.36	0.4728
69.	Ceramic products	845,050.19	0.4319	605,921.13	0.4590
70.	Glass and glassware	463,651.06	0.2370	352,107.51	0.2667
71.	Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre.Metal and artcls thereof; imit.Jewelry; coin	26,911,550.92	13.7548	16,899,720.07	12.8012
72.	Iron and steel	7,249,507.37	3.7053	4,029,610.97	3.0524
73.	Articles of iron or steel	4,379,574.04	2.2385	2,874,842.41	2.1776
74.	Copper and articles thereof	2,203,405.11	1.1262	378,475.36	0.2867
75.	Nickel and articles thereof	27,319.30	0.0140	28,044.10	0.0212
76.	Aluminium and articles thereof	3,078,767.21	1.5736	2,362,052.99	1.7892
78.	Lead and articles thereof	255,721.83	0.1307	159,240.04	0.1206
79.	Zinc and articles thereof	616,799.65	0.3153	245,641.05	0.1861
80.	Tin and articles thereof	7,626.18	0.0039	3,268.97	0.0025
81.	Other base metals; cements; articles thereof	36,235.51	0.0185	27,209.32	0.0206
82.	Tools implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	534,429.06	0.2732	356,558.85	0.2701
83.	Miscellaneous articles of base metal	376,350.91	0.1924	249,360.55	0.1889
84.	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	11,518,730.79	5.8874	8,398,233.91	6.3615
85.	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts	6,011,330.65	3.0725	4,794,761.08	3.6319

HS Code	Commodity	2017-2018	%Share	2018-2019 (Apr-Oct)	% Share
86.	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings and parts thereof; mechanical	223,831.99	0.1144	204,115.66	0.1546
87.	Vehicles other than railway or tramway rolling stock, and parts and accessories thereof	11,122,918.45	5.6851	7,300,486.52	5.5300
88.	Aircraft, spacecraft, and parts thereof	1,460,928.39	0.7467	757,766.34	0.5740
89.	Ships, boats and floating structures	1,982,935.11	1.0135	1,766,376.60	1.3380
90.	Optical, photographic cinematographic measuring, checking precision, medical or surgical inst. And apparatus parts and accessories thereof	1,931,280.84	0.9871	1,292,194.15	0.9788
91.	Clocks and watches and parts thereof	51,792.07	0.0265	39,446.46	0.0299
92.	Musical instruments; parts and accessories of such articles	11,565.07	0.0059	9,077.76	0.0069
93.	Arms and ammunition; parts and accessories thereof	63,758.77	0.0326	44,133.11	0.0334
94.	Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishing; lamps and lighting fittings not elsewhere specified or inc	964,379.43	0.4929	673,625.93	0.5103
95.	Toys, games and sports requisites; parts and accessories thereof.	197,093.05	0.1007	176,907.26	0.1340
96.	Miscellaneous manufactured articles	356,419.23	0.1822	245,721.80	0.1861
97.	Works of art collectors' pieces and antiques	88,050.63	0.0450	44,954.50	0.0341
98.	Project goods; some special uses	28,836.71	0.0147	16,563.42	0.0125
99.	Miscellaneous goods	34,092.93	0.0174	56,123.34	0.0425
<b>India's total export</b>		<b>195,651,452.80</b>		<b>132,016,330.25</b>	

Source: Ministry of Commerce, Government of India



# FFFAI elects **Chairman** at Meet

Federation of Freight Forwarders' Associations in India (FFFAI) unanimously elected **S Ramakrishna** as Chairman of the Federation for the period December 1, 2018 to September 30, 2019, at its recently-held eighth Executive Committee meeting. **AV Vijayakumar**, Chairman Elect, FFFAI and Brihanmumbai Custom Brokers Association congratulated Ramakrishna on behalf of the Executive Committee members.







# 'Every challenge, an opportunity'

**S Ramakrishna** has recently been appointed as the Chairman of Federation of Freight Forwarders' Associations in India (FFFAI). He speaks with **CARGOTALK** about his vision for the federation and the substantial growth the industry can achieve when all stakeholders join hands in attaining a common objective.



CT Bureau

## What is your vision as Chairman of FFFAI?

In the new role, I would like to see every challenge as an opportunity. At FFFAI, we would begin by making IceGate ERP-friendly, enabling it to be linked to e-way bills and getting data in CSV or Excel files to upload on various government portals. For customs, at FFFAI we have suggested many measures that could be pursued and completed during my term as Chairman, though this will be a continuous process. We would also urge the government to give Indian customs brokers and freight forwarders recognition, make the MSME sector a separate vertical, and appeal for an 'industry' status. In my opinion, these steps will encourage the industry to work better, especially in the case of small and medium-sized companies.

## Do you have a strategy in mind to deal with challenges?

The industry must work cohesively and flawlessly while raising issues with concerned authorities, the policymakers, or the government,

so that pragmatic solutions can be developed. Thorough study and an in-depth understanding of any issue can only provide remedial suggestions in the common interest of the industry and for the country's economic development. We, at FFFAI, will be launching such awareness programmes in the days to come, to cope with challenges and to transform them into opportunities.

## What is your opinion of the evolution of FFFAI since its inception?

The evolution of FFFAI has been an exciting journey. It is a matter of immense pride that FFFAI is the apex body and the sole representative of 28 member associations from all over India, representing 6,500 customs brokers and employing over 100,000 people. In addition, organisations that are directly or indirectly connected with freight forwarding, shipping, and commerce are also associated with FFFAI.

Earlier, customs clearance of cargo at ports was handled by three kinds of people who were regulated by

the customs department. This included those who were responsible for preparing the documents for customs. It was the oldest-known category that came into existence even before the establishment of the Bombay Port Trust in 1873 and the enactment of the Customs Act in 1878. Then came those who were engaged in the physical handling of cargo at the docks and had no authority to process documents through customs. The third kind emerged towards the end of the 18<sup>th</sup> century. They were clearing agents licensed by the Sea Customs Act 1878. They could assume the activities of either of the other two categories and also enjoyed the added authority of signing documents on behalf of merchants.

In 1960, with the New Customs House Agents Licensing Rules, with modifications to the then existing CHA Licensing Rules 1957, were notified. A need for a joint representation to the government and common action was felt. Accordingly, a joint conference of all clearing agents' associations in India was called. On July 9, 1960, a meeting



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

“We would make IceGate ERP-friendly, enabling it to be linked to e-way bills and getting data in CSV”

## The journey...

- In 1960, modifications to the CHA Licensing Rules 1957 were notified.
- On July 9, 1960, a meeting between clearing agents' associations was held.
- On December 2, 1962, FCCAA India (now, FFFAI India) was inaugurated.

between clearing agents' associations of Mumbai (then Bombay), Kolkata (then Calcutta), Chennai (then Madras) and Kochi, and the Karachiwala Association was held in Mumbai. It was during this meeting that it was resolved to form a federation of all the customs clearing agents' associations in India. On December 2, 1962, the Federation of Customs Clearing Agents Associations of India (now, Federation of Freight Forwarders Associations' in India) was inaugurated.

### How do you see FFFAI adding value to the logistics industry?

The positive role that FFFAI plays is recognised by Government of India, and we are the only logistics trade association member of the National Committee on Trade Facilitation

(NCTF). It is a front runner, an industry think tank, and a voice for issues faced by customs brokers, freight forwarders, and the entire logistics industry in the country.

FFFAI consistently takes initiatives for making its members efficient and expert logistics players, supported by training and other skill development initiatives developed by its own institution - Indian Institute of Freight Forwarders (IIFF). We are also very focused on generating business for the customs broking, freight forwarding, and logistics community. Hosting regular B2B meetings between our members and their overseas counterparts are also instances in this regard. The FIATA World Congress 2018 was also hosted by FFFAI for the first time in India.

### Are there any issues that you will be taking up with the government?

Of late, our government has been extremely positive and proactive in facilitating trade and addressing the issues of the logistics industry, in consultation with industry associations. It is highly commendable that the government has announced numerous policies aiming to fasten cargo clearance at ports and airports. My focus would be to raise those issues or ambiguities that hinder proper implementation of policies. In addition, cost-effective mechanisms from government agencies, custodians, terminal operators, carriers, and other industry stakeholders would be a crucial task in making Indian exports competitive. 🇮🇳

## EVENTS



### APM Terminals Pipavav's trade meet in Jaipur

APM Terminals Pipavav successfully hosted a trade meet in Jaipur which was attended by more than 170 people. The company welcomed trade members from leading shipping lines, freight forwarders, customs house agents, CONCOR officials, and private ICDs. **Keld Pedersen**, Managing Director, APM Terminals Pipavav, was felicitated by the senior members of shipping trade of Rajasthan for his contribution to the trade.

### JNPT organises training programme on 'Engineering & Procurement'

JNPT (Jawaharlal Nehru Port Trust) organised a five-day seminar on 'Engineering & Procurement' as part of their industry skill development initiative. The courses at the training centre happen around the year and are designed to enhance the skill and knowledge of port professionals, which helps in enhancing the overall efficiency and quality of port services across India and Asia.







# India Cold Chain in Mumbai

The seventh edition of India Cold Chain Show 2018 was held in Mumbai from December 13-15. Innovative ideas and creative solutions ruled the roost during the three-day event.







# ACCD's annual ball in Delhi

The Air Cargo Club of Delhi (ACCD) hosted an annual ball at Andaz Delhi on December 22, 2018. The evening was attended by 600-plus people from the fraternity and ended with spectacular and energetic performances. The event was also complemented by scrumptious food and beverages that everyone enjoyed.







# Technology helps revamp logistics

**Anjani Mandal**, CEO and Co-founder, Fortigo Network Logistics, shares his opinion on how logistics is keeping the wheels of the economy running smoothly, thereby facilitating trade and commerce.

The government has been playing its part with the development of infrastructure to ensure better connectivity and creating the environment for maximised economic growth. Additionally, the opening up of the logistics sector has also unleashed a greater growth potential for investors, encouraging start-ups to venture into the sector and build their stature by leveraging technology in these processes. The interplay of infrastructure, technology, and new-age service providers has gradually been taking the sector to greater heights.

The aim is to help evolve an ecosystem that realises that technological innovations can help get the sector move from the predominantly unorganised state to an organised one, bring in transparency, infuse cost efficiency, and ensure faster mobility which would ultimately lead to customer satisfaction and retention.

## ROLE OF START-UPS

Start-ups have leveraged cloud computing, IoT, mobile computing, digital authentication and payments, as well as blockchain-like technologies to build solutions that solve the challenges of tracking instant and round-the-clock payments, and enable large-scale interaction and even cooperation amongst each other

through these platforms. Furthermore, these start-ups have helped eliminate legacy, cash-heavy and expensive transactions in the ecosystem, thereby building a more robust and organised sector.

As a consequence, the end customer benefits with supply chain visibility and higher levels of efficiency resulting in lower costs. These developments have

“The aim is to build an ecosystem where technological innovations can make the sector an organised one”

brought in greater attention from investors who are embarking into the sector.

## GOVERNMENT INITIATIVES

The aim is to reduce the overall cost of logistics to 10 per cent of the GDP by 2022, from the current 14 per cent. To achieve this, the government has introduced several initiatives, which

include the use of technology in collaboration with start-ups. During the Budget session of 2018, the government discussed the National Logistics Portal (NLP). This digital platform aims to bring all stakeholders to a common platform and is expected to bring in greater clarity and visibility to the sector. This can help in cutting down on the cost of transactions and the time for business as well.

The introduction of the e-way bill has helped in easy documentation as well as faster transportation of goods across the country.

## THE WAY FORWARD

The future of the sector looks bright. As per Economic Survey 2017-18, the Indian logistics sector, which currently employs more than 22 million people, has already shown a CAGR of seven to eight per cent in the last five years. It is also expected that through further improvements in the logistics sector and through the role of technology, we can create a huge impact on exports and the industry is expected to grow on a par with the logistics sector in the West. With a 10 per cent decrease in the cost of indirect logistics, the cost could translate into a gain of five to eight per cent on the export front, making India one of the key participants in the global supply chain.

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



**Anjani Mandal**  
CEO and Co-founder  
Fortigo Network Logistics



# Rapid development aids growth in the East

Despite all obstacles faced, eastern and north-eastern states in India are emerging as strong players in the cold chain industry due to increased infrastructure for warehouses and growth in logistics capacity. **Debarata Satpathy**, Regional Business Manager – East, Snowman Logistics, shares some facts.

The Indian logistics market is expected to be driven by the growth in manufacturing, retail, FMCG, and e-commerce sectors. Development of logistics-related infrastructure such as dedicated freight corridors, logistics parks, free trade warehousing zones, and container freight stations are expected to improve efficiency.

Nearly 60 per cent of the modern warehousing capacity in India is concentrated in the top six cities - Ahmedabad, Bengaluru, Chennai, Mumbai, Delhi-NCR, and Pune. This is driven by concentration of industrial activity and the presence of a sizeable urban population around these clusters. Going forward, due to factors like quality of infrastructure and availability of labour, these advantages are likely to remain with these cities.

Northeast India shares 98 per cent of its border with Bhutan, Bangladesh, China, and Myanmar. Thus, it is seen as an important international trade corridor with commerce opportunities with these neighbouring countries. In addition, tourism to the region has been dramatically increasing in recent years.

Siliguri connects India's north-eastern states to the rest of India. It also connects India with the

“Government grants and subsidies on infrastructure and logistics would play a key role in the development of the industry here

countries of Nepal, Bangladesh, and Bhutan. Going forward, it will be treated as an Integrated Check Post (ICP) with immigration, customs clearance, border security, a parking facility and warehousing, all in one complex.

Guwahati, a gateway to the Northeast, is the second-largest metropolitan region in eastern India, after Kolkata. It is well-connected to New Delhi, Kolkata, Mumbai and Chennai by air, and to almost all parts of the country by rail or road. With improvement in infrastructural facilities and increase in third party logistics, the market is seeing a lot of demand for IT-enabled warehousing facilities.

A list of favourable factors such as diverse agro-climatic conditions, varied soil types, and abundant rainfall has enabled north-eastern regions to excel in horticulture and develop products that can be traded within the country and also abroad. In spite

of producing 90 per cent of the total pineapple grown in India, these states have to transport it to different parts of the country for processing due to lack of large-scale manufacturing and processing facilities. Apart from pineapple, there is an abundant production of kiwi and ginger.

A few measures can contribute to great results in improving the status of cold chain industry in the north-eastern regions. Conventional storage can be modernised and multipurpose cold storage can be used for various commodities. Rather than focusing on development of cold storage, an end-to-end cold chain that would deliver goods from source to store would be beneficial. Government grants and subsidies for cold chain infrastructure, logistics, and transportation development would play a key role in the development of the cold chain industry here. There is also a need to drive skill development programmes.

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



**Debarata Satpathy**  
Regional Business Manager – East  
Snowman Logistics

## 2019

## JANUARY

## ► Domestic

- 4 **Gandhidham** Gujarat Junction  
 17-19 **Hyderabad** Global Logistics Show  
 24 **New Delhi** Multimodal Transportation  
 29 **Mumbai** Supply Chain Technology Summit

## ► International

- 23-25 **Berlin, Germany** Digital Supply Chain Transformation  
 28-31 **Twickenham, UK** Temperature Controlled Logistics Conference

## FEBRUARY

## ► Domestic

- 3-5 **New Delhi** Logistics 2019

## ► International

- 5-7 **Vancouver, Canada** Cargo Logistics Canada Expo & Conference  
 7 **London, UK** Industrial Warehousing and Logistics Conference  
 7 **Netherlands** Logistics Day  
 10-12 **Las Vegas, USA** Air Cargo 2019  
 12-14 **Singapore** The World Cargo Symposium (WCS)  
 19-20 **Kalkar, Germany** Trans-Log  
 19-21 **Messe Stuttgart** LogiMAT

## MARCH

## ► International

- 5-6 **Amsterdam, Netherlands** Logistics CIO Forum  
 12-14 **Lagos, Nigeria** Multimodal West Africa  
 13-14 **Mexico** Logistic Summit & Expo  
 19-20 **London, UK** Logistics & Supply Chain Conference  
 19-21 **Sao Paulo, Brazil** Intermodal South America  
 26-28 **Paris, France** SITL Europe  
 27-29 **Bangkok, Thailand** Asia Warehousing Show  
 28-30 **Parma** Logistics Trade Fair

## APRIL

## ► International

- 10-11 **Tampa, USA** National Logistics Forum  
 15-17 **Moscow, Russia** TransRussia  
 15-17 **Shanghai, China** LogiMAT China

## MAY

## ► International

- 5-7 **Florida, USA** CNS Partnership Conference  
 16-19 **Slovenia** Logistics Celje  
 22-24 **Shanghai, China** Intermodal Asia  
 22-25 **Novosibirsk** TransSiberiaTranslogistica  
 28-30 **Casablanca** Med Ports

## JUNE

## ► Domestic

- 6-8 **Chennai** Logmat  
 20-22 **New Delhi** India Warehousing Show

## ► International

- 4-7 **Munich, Germany** Air Cargo Europe  
 18-20 **Birmingham, UK** Multimodal 2019  
 18-20 **Mexico** Expo Carga  
 26-28 **Barcelona, Spain** SIL Barcelona

## JULY

## ► International

- 9-11 **Constanta, Romania** Black Sea Ports & Shipping

## AUGUST

## ► International

- 5-7 **Colorado, USA** Logistics Development Forum  
 15-17 **Pasay** Transport Logistics Philippines  
 28-30 **Thailand** TILOG LOGISTIX Bangkok

## SEPTEMBER

## ► International

- 3-5 **Dubai, UAE** Materials Handling Middle East  
 24-25 **Kalkar, Germany** Shipping Technics Logistics  
 24-26 **Moscow** CeMAT Russia

## OCTOBER

## ► International

- 10-12 **Shenzhen, China** China (Shenzhen) International Logistics and Transportation Fair (CILF)  
 23-26 **Shanghai, China** CeMAT Asia

## NOVEMBER

## ► International

- 5-7 **Warsaw, Poland** TransLogistica Poland  
 12-13 **Spain** Logistics Madrid  
 13-15 **Turkey** Logitrans Transport Logistics Exhibition  
 26-28 **Frankfurt, Germany** Logistics & Mobility

## DECEMBER

## ► Domestic

- 4-6 **Mumbai** Cold Chain Show 2019



For more details, contact: [cargotalk@ddppl.com](mailto:cargotalk@ddppl.com)

The dates shown on the annual event calendar are subject to change. Please refer to EventTalk in CargoTalk to track the changes in dates





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# movements



## ★FedEx Express Mumbai

FedEx has appointed **Raj Subramaniam** as President & CEO. He has been with the company for more than 27 years and has held various executive level positions in several operating companies and international regions. He began his career in Memphis and subsequently moved to Hong Kong, where he oversaw marketing and customer service for the Asia Pacific region. He was promoted to Executive Vice President of marketing in 2013 at FedEx Services, before being named Executive Vice President and Chief Marketing and Communications Officer at FedEx in 2017.



## ★Lufthansa Cargo Germany

Lufthansa Cargo has appointed **Harald Gloy** to its Executive Board, replacing Soren Stark who is to take up the position of Chief Operating Officer for Lufthansa Technik. Gloy's appointment sees him take on the responsibility for operations. He will continue a near two-decade-long association with the carrier, during which time he has held multiple roles. Previously, he was responsible for global component services at Lufthansa Technik and is also the spokesperson for the division Board. He has held managerial positions in the area of engine and aircraft base maintenance.



## ★ECS Group Asia

ECS Group has appointed **Jochen Krug** as Regional Manager for Asia operations. Krug brings more than 30 years' experience to the role, having joined the company from Kuehne + Nagel, where he held multiple roles, including, most recently, Vice President and Regional Head of product verticals for air freight in North Asia. Before that, he spent more than seven years at Senator International as its Managing Director, after moving from Schenker International.



## ★Dachser Atlanta

Dachser has named **Vincent Touya** as Managing Director of its US-based organisation. Touya, who has been with the family-owned German company for over 30 years, will join Dachser at its US regional office in Atlanta from February. He succeeds Frank Guenzerodt, who had been with Dachser for 14 years. Prior to that, Touya was also head of sales for Dachser France's overland transport organisation. He is well-placed to develop and implement integrated supply chains for US customers.

**Ravinder Sethi**, Managing Director, RE Rogers, claims he's a real foodie. He enjoys the food of streets of Old Delhi and coastal Indian cuisine as much as he enjoys the cuisine of Asia, including Thai, Japanese, Malaysian, and that of Singapore. English fish and chips, or scrumptious German pork knuckles have also made it to his list of favourite foods. What does he do when he has some time at hand? Sethi says, "It is quite difficult to get some time off work, especially when your phone is partly your office, but I still manage to find some and when I do, I like spending it with family and friends."



**Amit Atree**, Director, PS Atree & Co, loves music, his favourite genres being Punjabi and old Bollywood numbers. Whenever he finds the time, he goes back to the melodies of the golden era. Atree also loves the sport of cricket. He is fond of Indian cuisine, particularly non-vegetarian food. He shares, "The Maldives and the valleys of Himachal Pradesh are my favourite vacation spots. The scenery in these two places is worth admiring. I would love to stay in the valleys of Himachal Pradesh for months if I do not have to work for my business."



**Abhik Mitra**, Managing Director and CEO, Spoton Logistics, loves to read books based on business, data sciences, and social issues. He also loves watching films and playing tennis, but mostly thinking about how he can take Spoton to the next level. Mitra says this is how he likes spending free time. When asked about his favourite holiday destinations, Mitra promptly replies, "Shantiniketan in West Bengal and London are my favourite holiday destinations." His favourite sports, he says, are football, tennis, and cricket.



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



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India

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# CARGO AWARDS



Pages: 24



**SURESH PRABHU**

Union Minister of Commerce & Industry and Civil Aviation, Government of India

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## PUBLISHER'S NOTE

The cargo industry is the backbone of the economy but it seldom gets the acknowledgement and recognition that it deserves. The sector needs a lot of encouragement to grow further. Hence, India Cargo Awards decided to give the much-awaited recognition to the real heroes and the movers and shakers of the industry, people with initiative and foresight to take the cargo industry to even greater heights. These stalwarts need to be acknowledged, appreciated and encouraged in every region of the country - East, West, North and South.

As an endeavour to recognise the achievers of the cargo industry, who have worked strenuously towards taking the industry to its heights, India Cargo Awards travelled to Agra, to pay accolade to the hard work of the players pan India.

Our top-most honour, the Gold Maya, is awarded to those stalwarts who have shaped the industry in the way it is today and created innovative ways to take the industry a notch higher.

The award ceremony is brought to life by a charismatic anchor and singer who makes everyone dance and sing to her beats. At the black-tie, Silver Service event, various performers enthral and amuse the audience. The fifth edition of India Cargo Awards was the beginning of a new journey of long-term association for some and renewal of a bond we share with many others.

India Cargo Awards will be travelling to various other cities in India in its subsequent editions.

Sanjeet



## India Cargo Awards

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# Maya smiles upon

India Cargo Awards, in its fifth edition, acknowledged and honoured the forerunners of the Indian cargo industry. The glittering ceremony held at Hotel Clarks Shiraz, Agra, on December 5, saw the presence of stakeholders hailing from varied segments of the industry.

Kalpana Lohumi

India Cargo Awards is recognised as a platform that encourages and awards the achievements of those who tirelessly work for the betterment of the Indian cargo industry. In its fifth edition,

the awards brought together industry experts at a glittering ceremony, where 40 winners were chosen after a fair and unbiased selection process. **Suresh Prabhu**, Union

Minister of Commerce & Industry and Civil Aviation, Government of India, congratulated the winners through a video message as he could not make it to the event. He said, "I am glad



(L-R) Mahesh Trikha, Vipin Vohra, Manvinder Sandhu, Dinesh Kumar, Pradeep Panicker, PS Atree, and Sanjeet





# the city of the Taj

India Cargo Awards is being hosted today. I wish success to all winners. The awards are a reminder of what is required to be done to make India the most efficient country for cargo movement in the world." He also spoke of a comprehensive strategy that is being devised to make movement of cargo hassle-free, cost-effective, and efficient. "We are coming out with an air cargo policy which will be announced soon. We

are working on a comprehensive strategy to create logistics hubs and I have already spoken to several countries including UAE, Saudi Arabia, Oman, as well as far-off countries like Russia," he said.

The award ceremony held in Agra was also graced by **Dinesh Kumar**, Deputy Director, Ministry of Civil Aviation, Government of India, who was the Guest of Honour for the glorious evening. It also saw the presence of **Manvinder Sandhu**, runner up at the Gladrags Mrs. India contest, and leaders of the cargo industry.

Sharing his experience of the industry, **Pradeep Panicker**, Deputy CEO, GMR Hyderabad International Airport, who joined the Gallery of Legends, said, "Over the years, the industry has grown at a robust pace, which is a precursor to the growth of the economy. I am very fortunate to be a part of this."

"What's important for our industry is to understand where we are going

from here; what has happened is excellent but now is the time to think how we will grow from here," said **Keku Bomi Gazder**, CEO, AAI Cargo, Logistics and Allied Services, who won the DDP Trailblazer award. Also honoured at the ceremony were **Dileepa BM**, CEO – Bonded Trucking, Shreeji Translogistics, who was given the DDP Game Changer award; and **Ashish Asaf**, MD & CEO, SA Consultants & Forwarders, who won the esteemed Face of the Future award.

Speaking at the award ceremony, **SanJeet**, Mentor, India Cargo Awards, said, "Our awards are divided into four categories: personal awards that are for the legends of today and tomorrow, business awards that are for organisations that have set benchmarks in their respective fields and consistently exceeded expectations, trending awards that are decided by critics and finally, partner awards for those who have contributed to making the event a grand success."







## Gallery of Legends | PRADEEP PANICKER

**P**radeep Panicker, Deputy CEO, GMR Hyderabad International Airport, said, "I am humbled by this recognition. It is indeed a pleasure to be a part of this ceremony. This award will encourage us to shoulder the responsibility and to do better." Panicker also said that he was fortunate to be a part of this industry and of all the segments he looked after, cargo held a special place. "This is because it is something that I have nurtured and have simultaneously grown with. What makes the cargo industry so successful is the people who work here as a team," he added.

► **Pradeep Panicker**, Deputy CEO, GMR Hyderabad International Airport, was awarded the prestigious **Gallery of Legends**. He was felicitated by **SanJeet**, Director, DDP Group; **Dinesh Kumar**, Deputy Director, Ministry of Civil Aviation, Government of India; and **Manvinder Sandhu**, runner-up at Gladrags Mrs India.







## DDP Trailblazer | KEKU BOMI GAZDER

**K**eku Bomi Gazder, CEO, AAI Cargo Logistics and Allied Services, said, "I would like to thank India Cargo Awards for giving me this opportunity. I have now spent three decades in this industry but each day still seems new. It's always a pleasure to be recognised at such a forum." While thanking the team of India Cargo Awards for honouring the people of the industry and recognising their hard work, he said, "You are setting a high standard for the industry and that's very important."

► Keku Bomi Gazder, CEO, AAI Cargo Logistics and Allied Services, received the award for **DDP Trailblazer**. He was felicitated by SanJeet, Director, DDP Group; Dinesh Kumar, Deputy Director, Ministry of Civil Aviation, Government of India; and Manvinder Sandhu, runner-up at Gladrags Mrs India.







## DDP Game Changer | DILEEPA BM

This award has come to me as a pleasant surprise; this recognition is an additional feather in my cap. I am very excited with this recognition and would like to thank India Cargo Awards for this humble gratitude," said **Dileepa BM**, CEO – Bonded Trucking, Shreeji Translogistics. He dedicated the award to his family and the team at Shreeji.

► **Dileepa BM**, CEO – Bonded Trucking, Shreeji Translogistics, received the award for **DDP Game Changer**. He was felicitated by **SanJeet**, Director, DDP Group; **Dinesh Kumar**, Deputy Director, Ministry of Civil Aviation, Government of India; and **Manvinder Sandhu**, runner-up at Gladrags Mrs India.







## Face of the Future | **ASHISH ASAF**

**A**shish Asaf, Managing Director & Chief Executive Officer, SA Consultants & Forwarders, said, “I am really humbled and overwhelmed with this recognition. This award definitely goes to my team’s hard work.”

► Ashish Asaf, Managing Director & Chief Executive Officer, SA Consultants & Forwarders, was awarded the prestigious Face of the Future. He was felicitated by Dinesh Kumar, Deputy Director, Ministry of Civil Aviation, Government of India and Manvinder Sandhu, runner-up at Gladrags Mrs India.







## Guest of Honour | DINESH KUMAR

This award is an initiative towards taking the industry to the next level because this will help stakeholders achieve new targets. It will bring out the industry's efficiency and help it perform better," shared **Dinesh Kumar**, Deputy Director, Ministry of Civil Aviation, Government of India. Commenting on the growth of the industry, he said, "We are now growing in double digits and are comparable to the best of the world. From a private stakeholder's point of view, we are improving our systems and processes, and re-engineering the whole thing. The government is also geared up and focusing on all the issues affecting the industry, while simplifying procedures. By combining all this, we can say we are moving towards a good growth story."

► **Dinesh Kumar**, Deputy Director, Ministry of Civil Aviation, Government of India, was the Guest of Honour for the evening. He was felicitated by **Sanjeet**, Director, DDP Group and the India Cargo Awards team.



## Outstanding Achievement in Air Cargo Industry | MANOJ SINGH

**Manoj Singh**, Senior Vice President & Head – Cargo, Mumbai International Airport – GVK, said, "The growth of the business is synchronised to the industry's growth. Passion and ownership are the most important factors in whatever you do. I may be the face, but it's the team which is driving it together."

► **Manoj Singh**, Senior Vice President & Head – Cargo, Mumbai International Airport – GVK, was awarded Outstanding Achievement in Air Cargo Industry.

## Entrepreneur of the Year | NISHU DOGRA

We are a three-decade-old company with a turnover of more than ₹500 crore and 150-plus trailers; the journey goes on," said **Nishu Dogra**, Managing Director, Dogra Group of Companies. Appreciating the honour bestowed upon him, he said, "I would like to thank India Cargo Awards for giving us a platform and recognising our efforts."

► **Nishu Dogra**, Managing Director, Dogra Group of Companies, was awarded Entrepreneur of the Year.







## Best Cold Chain Warehousing Company

### AIR INDIA SATS AIRPORT SERVICES

At AISATS, we strive to benchmark against the standards we set for ourselves year-on-year. Winning the award for the Best Cold Chain Warehousing Company at India Cargo Awards for the second year in a row serves as a resonation of our ambition," said an AISATS spokesperson.

► AISATS was awarded Best Cold Chain Warehousing Company. The award was received by Bobban Jose and Suresh Kumar.

## Best Cargo Airport | KEMPEGOWDA INTERNATIONAL AIRPORT, BENGALURU

It is an honour to receive this prestigious award. Kempegowda International Airport has received this award for three years in succession, and it is the unstinting effort put in by our team that has helped us receive this recognition. As we progress, BIAL will continue to strive to improve customer experience through product innovation, technology, and process enhancements," said a BIAL spokesperson.

► The award for Best Cargo Airport was given to Kempegowda International Airport, Bengaluru, and was received by Pratik Mehta.



## Best Warehousing Company - Railways

### CENTRAL RAILSIDE WAREHOUSE COMPANY

Yatin Patel, Deputy General Manager – Logistics (Operations & Marketing), Central Railside Warehouse Company, said, "India Cargo Awards is an umbrella which covers all logistics experts across India and gives them a chance to exchange their views and ideas. I would like to thank the team for coming up with a great idea of recognising and awarding people's efforts."

► Central Railside Warehouse Company was awarded Best Warehousing Company - Railways. The award was received by Yatin Patel.

## Best Air Cargo Terminal Operator | CELEBI DELHI CARGO TERMINAL MANAGEMENT

It is a matter of immense honour to be recognised at a prestigious award ceremony such as India Cargo Awards. It feels great when you are selected amongst the best in the industry, which in turn increases the responsibility to keep doing the good work and serving the industry," said **Amitava Kundu**, Chief Financial Officer, Celebi Delhi Cargo Terminal Management.

► Celebi Delhi Cargo Terminal Management was awarded Best Air Cargo Terminal Operator. **Amitava Kundu** received the award.



## Best Warehouse Flooring Solution Provider | YUGAL CONCRETE FLOORS

I am very excited about and honoured with the recognition," said an exhilarated **Piyush Sahni**, Director, Yugal Concrete Floors. "We have done a lot of work in the last one year. We did a project for Samsung, which was very well received and, I believe, this is one of the reasons that we have got this award," Sahni added. He also spoke of how the warehousing industry had picked up and become more organised after implementation of the GST.

► Yugal Concrete Floors was awarded Best Warehouse Flooring Solution Provider. The award was received by **Piyush Sahni**.

## Best Air Freight Forwarding Company (North & East) | CONTINENTAL CARRIERS

I would like to thank India Cargo Awards; they have done an excellent job. Being awarded as the Best Air Freight Forwarding Company is a big responsibility, one that we need to deliver on in the future as well," said **Vipin Vohra**, Chairman, Continental Carriers. He also thanked the team of India Cargo Awards for organising a great, enjoyable evening.

► Continental Carriers was awarded Best Air Freight Forwarding Company (North & East). The award was received by **Vipin Vohra, RS Bedi and Sanjeev Sharma**.







## Best End to End Supply Chain Management Company |

### AARGUS GLOBAL LOGISTICS

**M**ahesh Trikha, Managing Director, Aargus Global Logistics, said, "I am very glad to be back on this platform. I would like to thank India Cargo Awards for acknowledging our work. You are doing a great job! It's always nice to be here. Such awards motivate and encourage us to put in more effort in building a more robust industry."

► The award for Best End to End Supply Chain Management Company was given to Aargus Global Logistics and received by Mahesh Trikha, Sujata Trikha and Nitin Oberoi.

## Best Air Cargo Terminal Operator - Cold Chain (West & South) | CARGO SERVICE

### CENTER COLD CHAIN SOLUTIONS

**V**ipin Jain, Chief Operating Officer, Delhi Cargo Service Center, said, "We are very glad to get this recognition. This is quite a good initiative to bring all the industry stakeholders to one platform." He also added, "We mainly operate via Delhi and Mumbai, but have a large setup in Ahmedabad as well. The airports in these three cities together account for 65 per cent of international freight. This is not only reflective of a good partnership but also a commitment towards developing the air cargo industry."

► Cargo Service Center Cold Chain Solutions was awarded Best Air Cargo Terminal Operator - Cold Chain (West & South). The award was received by Vipin Jain.



## Fastest Growing Freight Forwarder - Air

### RAHAT CONTINENTAL

**I**would like to thank India Cargo Awards for this recognition," said Rahat Sachdeva, Vice President, Rahat Continental. He also said that the platform gave recognition to all the leaders of the trade, not only the ones who have made a mark in the industry but also those who are getting there and performing well.

► The award for Fastest Growing Freight Forwarder - Air was given to Rahat Continental and received by Rahat Sachdeva and Mukul Vats.

## Best Express Distribution Company |

### TCI EXPRESS

**I**am honoured with the recognition," proclaimed Ajay Semwal, Deputy General Manager, TCI Express. He added, "TCI Express is growing at the rate of more than 22 per cent CAGR despite many odds, like a hike in diesel prices. We have got tremendous support from our customers as well." Semwal also informed the team that he loved the event and that participation of the cargo fraternity was impressive. "We are definitely looking forward to the next awards," he concluded.

► TCI Express was awarded Best Express Distribution Company. The award was received by Ajay Semwal and Abhinav Kumar Singh.





## Emerging Cargo Airline |

### VISTARA TATA SIA AIRLINES

I am grateful to India Cargo Awards for this honour. This is really encouraging and will keep us going," said **Saujat Ghosh Bansal**, National Cargo Manager, Vistara Tata Sia Airlines. "This is such a great initiative you take every year, so we will definitely be looking forward to the next year," he added.

► The award for Emerging Cargo Airline was given to **Vistara Tata Sia Airlines** and was received by **Saujat Ghosh Bansal** and **Gurpreet Grewal**.

## Best Logistics Service Provider – Surface

### HGR LOGISTICS

I am thankful to India Cargo Awards for recognising our effort and awarding us this honour. It was such an excellent evening, we enjoyed a lot," said **Moral Agarwal**, Director, HGR Logistics. He also briefly spoke of the company's plan to increase the number of vehicles by 200 in 2019.

► The award for Best Logistics Service Provider - Surface was given to **HGR Logistics** and was received by **Moral Agarwal**.



## Best Technology Solution Provider |

### HANS INFOMATIC

**Parvinder Singh**, Managing Director, Hans Infomatic, said, "It's great to be a part of this evening. We have been associated with India Cargo Awards since the beginning. The awards are an inspiration to perform better. It was a fun evening and the event flowed seamlessly." Sharing his opinion on where the industry was headed, he said, "The way the industry has adopted Information Technology (IT) has helped further reduce costs. This shows that we are on the trajectory of better growth."

► **Hans Infomatic** was awarded Best Technology Solution Provider. The award was received by **Parvinder Singh** and **Padma Handa**.



## Best 3PL Automotive - West & South |

### CONTINENTAL CARRIERS

Continental Carriers services a number of leading automotive companies across the country, and our specialised solutions help customers save time and add value across different levels of the supply chain. We are glad that such niche sectors are being recognised at this platform," said **Vipin Vohra**, Chairman, Continental Carriers.

► The award for Best 3PL Automotive - West & South was given to **Continental Carriers** and was received by **Vipin Vohra**, **RS Bedi** and **Sanjeev Sharma**.







# GLIMPSES of India **CARGO** Awards







## Best Airport – eFreight Compliant and Service Quality |

### MUMBAI INTERNATIONAL AIRPORT

**M**anoj Singh, Senior Vice President & Head – Cargo, Mumbai International Airport – GVK, said, “We see good growth in the domestic sector. Going forward, we have big plans for cargo infrastructure. Our agro and pharma terminal is also coming up. We may launch this towards the end of January 2019.” Singh also spoke of other strategies that were in place for increased digitisation.

► The award was given to Mumbai International Airport and was received by Manoj Singh and Mayilvanan T.

## Best Logistics Service Provider - Air

### CARGO PARTNER LOGISTICS

**B**eing here is a celebration in itself and this is a fantastic event. I believe, in an industry that is suffering from development of talent, an event of this order is much appreciated,” said **Vikram Paul**, Regional Managing Director - Indian subcontinent & Gulf, Cargo Partner Logistics.

► The award for Best Logistics Service Provider - Air was given to Cargo Partner Logistics and was received by Vikram Paul, Vinay Verma, Asitha Malin Udawela and Ashok Vashisht.



## Best Customs House Agent - West & South | PROFESSIONAL IMPEX

**I** am humbled with this recognition. Getting recognised is always encouraging and we always welcome such a move. This award will give us the encouragement and the motivation to grow further and get this award every year,” said an enthusiastic **PV Nagarajan**, Director, Professional Impex. Sharing his opinion on trends, he spoke of how the industry was moving towards greater adoption of technology in operations.

► The award for Best Customs House Agent - West & South was given to Professional Impex and was received by PV Nagarajan, PV Ravi Prasad, Kamal and Vijay Kumar.

## Best Material Handling Equipment Manufacturer | SHAKTI HORMANN

**P**avan Velivela, Head – Marketing & Communications, Shakti Hormann, said, “I am honoured to be a part of an excellent evening. Material handling is an important part of the cargo industry and it's good to see these niche sectors get the attention and recognition they deserve. We are honoured to be recognised for the efforts we have made in the sector. We thank India Cargo Awards for recognising us as the Best Material Handling Equipment Manufacturer.”

► The award for Best Material Handling Equipment Manufacturer was given to Shakti Hormann and was received by Pavan Velivela and Rohit Kurana.







## Best Ocean Freight Forwarding Company

### COMBINED LOGISTICS SOLUTIONS

**V**ineet Chadha, Managing Director, Combined Logistics Solutions, shared, "I am honoured to receive this award. It is so good to see how India Cargo Awards is growing exponentially and has successfully completed five editions. Getting an award is always appreciated as it inspires you to work more."

► The award for Best Ocean Freight Forwarding Company was given to **Combined Logistics Solutions** and was received by **Vineet Chadha, Mukesh Chawla and Gautam Sabharwal**.

## Leading Freight Forwarding Company -

### Pharma | MAGNUM CARGO

**I** am earnestly grateful for the recognition we have received for our work. Winning this award would not have been possible without the support of our experienced and dedicated team. We also sincerely thank India Cargo Awards for helping us reach a stage where we can proudly hold up this award as a mark of our achievements," said **Manish T Shah**, Managing Director, Magnum Cargo.

► The award for Leading Freight Forwarding Company - Pharma was given to **Magnum Cargo** and was received by **Kunal M Shetye**.



## Best Greenfield Air Cargo Terminal

### Operator | DELHI CARGO SERVICE CENTER

**V**ipan Jain, Chief Operating Officer, Delhi Cargo Service Center, said, "We have greenfield processes in both Delhi and Bengaluru. We enjoy certain advantages such as transforming a facility as per requirements."

► The award for Best Greenfield Air Cargo Terminal Operator was given to **Delhi Cargo Service Center** and was received by **Vipan Jain** and team.

## Best 3PL - Pharma |

### AARGUS GLOBAL LOGISTICS

**I**t is good to get recognition, especially in a vertical like pharmaceuticals. We maintain temperature monitoring systems necessary to safely store and distribute pharmaceuticals through systematic qualifications and validation processes," said **Mahesh Trikha**, Managing Director, Aargus Global Logistics.

► The award was given to **Aargus Global Logistics** and was received by **Saurabh Trikha, JP Singh, Subhash Chand and Anil Vij**.





## Best Cargo GSA | SOVIKA AVIATION SERVICES

**G**urpreet Grewal, Senior General Manager – Sales & Operations, Sovika Aviation Services, said, “We are very excited after getting awarded for the best GSA for cargo.” He also added that in the smaller aircraft fleet, they are doing well in the industry.

► The award for Best Cargo GSA was given to **Sovika Aviation Services** and was received by Gurpreet Grewal and Anup Bhatnagar.

## Leading Freight Forwarding Company

### FAST FORWARD LOGISTICS

**I** am honoured to get this award and would like to thank India Cargo Awards for recognising our efforts,” said an exhilarated **Mohammed Shazul**, Director - Asia & Africa, Fast Forward Logistics. “Since our industry still has to go a long way in comparison to other industries, a platform like India Cargo Awards definitely gives a boost to industry stakeholders to perform better,” he commented.

► The award for Leading Freight Forwarding Company was given to **Fast Forward Logistics** and was received by Mohammed Shazul and Ashok Kumar.



## Best Air Cargo Services – Domestic | EDS INTERNATIONAL

**G**aurav R Ghuwalewala, Director, EDS International, said, “I would like to first congratulate India Cargo Awards for completing the fifth edition successfully. Recognising people who have excelled in the industry is a good initiative.” He further said, “Currently, the industry is a mix of challenges and opportunities. For the domestic trade, the shared number of aircrafts coming into India represents a big opportunity, and so is the plan of the government to open 100 more airports in the country.”

► The award was given to **EDS International** and was received by Gaurav R Ghuwalewala, Manoj Ghuwalewala and Sathyanarayan Burla.

## Emerging Freight Forwarding Company | AWOT GLOBAL LOGISTICS

**P**raveen Dadala, Managing Director, AWOT Global Logistics, shared, “This award is really important for us as we have just started the operations a year back. Being recognised in the industry will be a brand build-up exercise for us.” He added, “The best part of this ceremony is that we get to meet our industry counterparts. It is occasions like these that can be used to build relations and face new challenges together.”

► The award for Emerging Freight Forwarding Company was given to **AWOT Global Logistics** and was received by Praveen Dadala and Anirudha Roy.











## Emerging Bonded Trucking Company |

### SSK SMART MOVE LOGISTICS

**S**aravanan Sharmindar, Director, SSK Smart Move Logistics, said, "We are very excited and proud to win the Emerging Bonded Trucking Company 2018 award. This honour is a motivation for us to do more and get more awards."

► The award was given to SSK Smart Move Logistics and was received by Selvaraj Saravanan and Saravanan Sharmindar.

## Leading Bonded Trucking Operator

### SHREEJI TRANSLOGISTICS

**W**e have been in custom bonded trucking operations for the last 16 years and are happy to say that we are one of the leading bonded trucking operators in India. This award is a feather in our cap and a credential we have received today. Our business is definitely going to increase with this recognition in the trade," said **Dileepa BM**, CEO – Bonded Trucking, Shreeji Translogistics.

► The award for Leading Bonded Trucking Operator was given to Shreeji Translogistics and was received by Dileepa BM and Gopal Dutt.



## Best Project Cargo Handler - West & South |

### CONTINENTAL CARRIERS

**V**ipin Vohra, Chairman, Continental Carriers, said, "Continental is an experienced Odd-Dimension Cargo (ODC) player that offers a full range of services at all ports and business locations across India. We are proud to get recognised for providing special equipment to our customers whenever desired."

► The award for Best Project Cargo Handler - West & South was given to Continental Carriers and was received by Vipin Vohra, Pushpa Vohra, RS Bedi and Sanjeev Sharma.

## Best Commercial Vehicle Delivery Company |

### KAMAL TRANSLINK

**N**ishu Dogra, Managing Director, Dogra Group of Companies, said, "I would like to thank the group for giving me a platform to further grow in my business." He added, "Kamal Translink looks after five verticals, basically for jockey operations. We are a three-decade-old company and are associated with all major OEMs in the country."

► The award for Best Commercial Vehicle Delivery Company was given to Kamal Translink and was received by Kamal Dogra, Nishu Dogra and team.







## Best Customs House Agent – Air |

### PS ATREE & COMPANY

I am extremely grateful that our company has been selected for this award, which is due to our constant effort for excellence in service and being on the lookout for opportunities to continually improve our process of customs clearance and logistics services," said **PS Atree**, Managing Director, PS Atree & Company.

► The award for Best Customs House Agent - Air was given to **PS Atree & Company** and was received by **PS Atree** and **Amit Atree**.

## Emerging Logistics Company |

### K SHIPPING SOLUTIONS

**Khusrau Abbasi**, Managing Director, K Shipping Solutions, said, "It's an honour to get recognised at a stage like India Cargo Awards. The evening was fabulous!" Commenting on the company's journey so far, he said, "We started seven years ago and now have a presence across India, taking care of complete logistics solutions."

► The award for Emerging Logistics Company was given to **K Shipping Solutions** and was received by **Khusrau Abbasi**.



## Excellence in Cold Chain & Temp. Control Services (North & East) |

### CONTINENTAL CARRIERS

With years of experience in the field of freight forwarding and consultancy across the world, we understand the standards and procedures involved in handling and transporting temperature-sensitive products," said **Vipin Vohra**, Chairman, Continental Carriers.

► The award was given to **Continental Carriers** and was received by **Vipin Vohra**, **Pushpa Vohra**, **RS Bedi** and **Sanjeev Sharma**.

## Best Cold Storage Warehousing Company – Sea |

### JWL COLD STORAGE

Close to 40 per cent of India's agricultural produce is wasted due to lack of temperature-controlled storage facilities. We have created one keeping in mind the requirements of the food and agriculture industries. This temperature-controlled storage facility also helps meet the requirements of the pharmaceutical industry through ISO 22000:5001 & FSSAI certifications.

► The award was given to **JWL Cold Storage** and was received by **Kruti Jobanputra**.





### Silver Partner | YUGAL CONCRETE FLOORS

We are focused on providing services with the highest levels of client satisfaction. We do everything to meet our customers' expectations. We are committed to quality and with a variety of offerings to choose from, we offer happy services to our customers," said **Piyush Sahni**, Director, Yugal Concrete Floors.

► Yugal Concrete Floors was honoured for being the **Silver Partner**. The award was received by **Piyush Sahni**.



### Hospitality Partner | HOTEL CLARKS SHIRAZ, AGRA

**Rupak Gupta**, Joint Managing Director, UP Hotels, welcomed India Cargo Awards to the city of Taj Mahal. "Clarks Shiraz, Agra, is actually the first big hotel that came up in Agra. It's a huge thing that this award function is happening at this historical venue and city," he claimed. To this, **Debasish Bhowmik**, Senior Vice President, Hotel Clarks Shiraz, Agra, added, "We are continuously striving in the industry and trying to do the best for our guests, and it's great to host this event at our property."

► Hotel Clarks Shiraz, Agra, was honoured for being the **Hospitality Partner**. **Debasish Bhowmik** received the award.









# Nominations are now open

## INDIA CARGO AWARDS 2019

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