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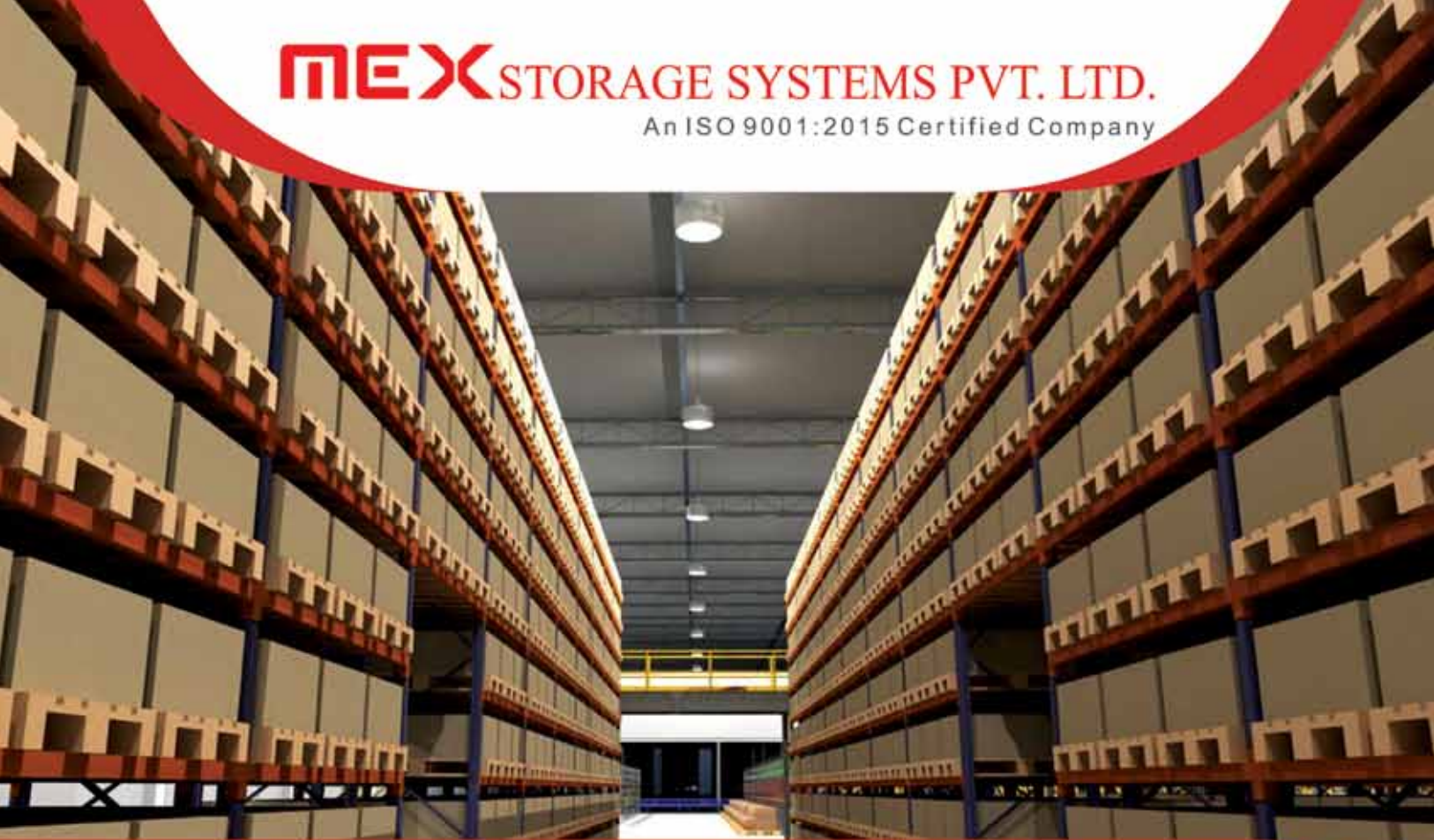
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contents

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Pg.6 INTERNATIONAL NEWS
News from the industry

Pg.10 GSA TALK
The right approach for generating revenue

Pg.12 COVER STORY
Are we ready to supply vaccine to the world?

Pg.16 AVIATION TALK
Building fresh food supply chain networks

Pg.24 WAREHOUSE TALK
Warehousing space demand increases in tier-2&3 cities

Pg.30 INDUSTRY INTERVIEW
Logistics calls for upskilling workforce

Pg.37 EXPERT TALK
AFS policy lacks clarity

Pg.40 INDUSTRY OPINION
Streamlining hard and soft infrastructures

Pg.42 INDUSTRY INTERVIEW
TBO Group forays into cargo business



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Distribution Redefined

CARGO VOLUME EXPECTED TO GROW TO 61.2 MN TONNES: IATA

The International Air Transport Association (IATA) has announced a revised outlook for airline industry performance in 2020 and 2021. In 2019 cargo accounted for 12 per cent of revenues and that is expected to grow to 36 per cent in 2020. Improved business confidence and the important role that air



cargo should play in vaccine distribution is expected to see cargo volumes grow to 61.2 million tonnes (up from 54.2 million tonnes in 2020 and essentially matching the 61.3 million tonnes carried in 2019). A continued capacity crunch due to the slow reintroduction of belly capacity from passenger services combined with a higher proportion of time and temperature sensitive cargo (vaccines) will see a further five per cent increase in yields.

CCA LAUNCHES COVID-19 AIRPORT MATRIX

Aimed at supporting airports to prepare their logistics for vaccines, the Cool Chain Association (CCA) has launched the COVID-19 Distribution Change Management Matrix. The Matrix looks at adherence to temperature requirements, packaging, forecast and quantity, and timeframe across different stages in a vaccine's journey through an airport. The Cool Chain Association will share the Matrix with members for them to complete and then bring together the information to help the supply chain focus on potential pinch points, training needs, safety and security, as well as supplier and risk management, and quality. "CCA members can share vital information, which, once consolidated, will provide a useful resource as the industry prepares in the best way we can for the distribution of the vaccines," said **Nicola Caristo**, Secretary General, the Cool Chain Association and Airline Partner Manager, SkyCell.



DRONE DELIVERY CANADA SIGNS LOI WITH CSC GROUP

Drone Delivery Canada Corp has executed a Letter of Intent (LOI) with CSC Drone Aviation – a CSC Group Company. The company has signed the LOI with the assistance of its sales agent Air Canada. Under the terms of the LOI, the parties shall cooperate and work jointly with the local regulator (Directorate General of Civil Aviation) and shall work together to identify and analyse market opportunities in India for DDC's Condor drone delivery solution with the intent to work towards a definitive agreement for that market.

"With a population of 1.4 billion people, and the world's third largest GDP at US\$ 8.7 trillion, India is a massive logistics market, so there are numerous potential applications for the Condor and infrastructure inspection services," said **Michael Zahra**, President & CEO of DDC.



CHAPMAN FREEBORN LIFTS 92 TONNES OUTSIZED CARGO TO AUSTRALIA

Chapman Freeborn has successfully handled an unusual heavy and outsize cargo operation in Australia. The cargo was manufactured in Germany and sent to Australia on an expedited basis due to the high value and importance of the consignment. The shipment, weighing 92 tonnes in total, consisted of exceptionally large pieces that were 15 metres in length and weighed 17 tonnes each. Because of the over-dimensional length of the cargo, a nose loader was required and a full Boeing 747-400 freighter was used for transportation.

Before acceptance onto the aircraft, the cargo was load planned for maximum centre of gravity flight efficiency with both the main and lower decks being used. The cargo itself was restrained by placing high quantity straps into the crates.



BOLLORÉ LOGISTICS CREATES TASK FORCE FOR VACCINE DISTRIBUTION

In anticipation of the marketing of 15 billion doses of COVID-19 vaccines, Bolloré Logistics has taken the initiative to create a task force composed of experts from its network with a view to designing logistics solutions ensuring the seamless distribution of the vaccines as soon as they are marketed. Bolloré Logistics has for many years invested in infrastructures, human resources and technologies to boost its capacities in the health sector. The company brings its customers complete solutions, both internationally and locally, in compliance with the best distribution practices in the pharmaceutical industry.

The controlled-temperature transport of COVID-19 vaccines is a major challenge, as some of them will need to be kept at a temperature of between +2°C and +8°C and others at a very low temperature of around -70°C. Bolloré Logistics is preparing for all possible scenarios, including active and passive packaging solutions.

EMIRATES SKYCARGO INTRODUCES AIRBUS A380 'MINI-FREIGHTER' CHARTER

Responding to market demand for additional cargo capacity, Emirates SkyCargo has started utilising its Airbus A380 aircraft on select cargo charter operations to transport urgently required cargo across its network. The first dedicated Emirates A380 'mini-freighter' has successfully transported medical supplies between Seoul and Amsterdam via Dubai. Working collaboratively with the Engineering and Flight Operations teams within Emirates, the air cargo carrier has optimised the cargo

capacity of the Airbus A380 to safely transport around 50 tonnes of cargo per flight in the belly hold of the aircraft.

The cargo carrier is working on further optimising the capacity of its Airbus A380 aircraft through measures such as seat loading of cargo and has planned more dedicated cargo flights on aircraft for the month of November.



LUFTHANSA CARGO LAUNCHES ONLINE PORTAL eBOOKING

To speed up the process for customers, Lufthansa Cargo has launched the online booking portal namely eBooking. The carrier has simplified the process into three steps to booking; all that is now required to make a booking is to define the shipment, choose the product and confirm the route. The system guides customers through the booking process with automatic suggestions and suitable options. The booking system then calculates a price that can be booked directly. Changes can also be made afterwards with just a few clicks. This makes the booking even faster and easier for all customers and also allows them to confirm the booking immediately. The new booking portal also demonstrates Lufthansa Cargo's responsibility towards the climate and environment: with the integrated carbon calculator, all customers have the opportunity to check the CO2 emissions caused by their transportation and having them offset in the future.



TURKISH CARGO MOVES COVID-19 VACCINES FROM CHINA TO BRAZIL

Turkish Cargo has started to carry COVID-19 vaccines with its strong fleet, wide flight network and special cargo service quality. Offering service to 127 countries around the world, Turkish Cargo carried the COVID-19 vaccines, manufactured in China, to Brazil which is at a flight distance of approximately 17,000 kilometres. The COVID-19 vaccines, loaded inside seven containers equipped with dedicated cooling systems, were transported safely from Beijing to Sao Paulo with a connection flight at Istanbul.

By carrying pharmaceuticals to the key and certificated destinations such as Mumbai, Brussels, Istanbul, Singapore, Dubai, Basel, London and Amsterdam, Turkish Cargo created a global pharmaceutical corridor between more than 400 destinations and maintains its commitment for transporting the COVID-19 vaccines that are ready or being developed.



DELTA LAUNCHES SCHEDULED CARGO-ONLY FLIGHTS BETWEEN THE US, EUROPE & INDIA



With an aim to meet customer demands, Delta launched cargo-only flights between the United States, Europe and India. There are daily cargo-only flights between New York-JFK and Madrid that operate using a Boeing 767-400 aircraft providing customers with capacity to ship fashion goods to the United States ahead of the holiday season. In addition, there is a three times weekly cargo-only flight between New York-JFK and Dublin that is operated by an Airbus A330-300, as well as cargo-only flights operating between New York-JFK and Atlanta to Mumbai.

"We are strategically adding cargo capacity in Spain, Ireland and Germany to support overall passenger and cargo growth," said **Shawn Cole**, Vice President – Cargo, Delta, in adding, "There is high demand for pharmaceutical shipments from India because of the COVID-19 pandemic, and this cargo solution ensures we can keep vital supply chains moving to the United States."

LA COUVERTURE; FIRST HYBRID SOLUTION, HALFWAY BETWEEN A THERMAL DOLLY AND A COVER



Marco Del Giudice
Owner
la COUVERTURE

la COUVERTURE is the hybrid solution for protecting temperature-sensitive shipments in airports. It offers the benefit of both a temperature controlled dolly and a thermal cover at a much lower cost and is also as easy to use as a standard thermal cover. **Marco Del Giudice**, Owner, la COUVERTURE talks about this unique solution.

How is la COUVERTURE changing the face of temperature-sensitive shipment handling at airports?

la COUVERTURE is a hybrid solution that is totally unique in the air cargo market; it offers a level of protection near to that of a thermal dolly at a much lower cost, while also being as easy to use as a standard thermal cover. It protects temperature-sensitive shipments (+15°C to +25°C) from temperature variations (heat or cold) during the tarmac handling phase thanks to the use of innovative materials.

It is the first hybrid solution, halfway between a thermal dolly and a cover, to meet the specific need to protect temperature-sensitive products (+15°C to +25°C) from the airport's cargo warehouse to the airport apron.



What makes it different from the other solutions available in the market?

The solutions currently on the market are either very expensive (refrigerated trolleys and trucks) or are not suited to the specific requirements of airport handling (demanding both robustness and protection against extreme thermal variations). la COUVERTURE addresses both of these issues by combining the best of both solutions while also eliminating their limitations.

It took one year of development to create la COUVERTURE, with testing of prototypes in real airport handling conditions (including in mid-summer in Rome) and in refrigerated containers. Following this R&D, la COUVERTURE can now offer five-hour protection for ULDs on the tarmac thanks to innovative cooling materials (PCMs – phase change materials) that absorb heat. And the innovation doesn't stop there: la COUVERTURE is fitted with a GPS tracker, allowing its location within the airport to be identified. In addition to its technical innovation, another key feature of la COUVERTURE is its sustainability.

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QATAR AIRWAYS CARGO APPOINTS WEXCO, ECS GROUP SUBSIDIARY AS GSA IN AUSTRALIA

Qatar Airways Cargo has appointed Wexco, part of ECS Group, as its general sales agent (GSA) in Australia. Through the new agreement, Qatar Airways and ECS Group are extending their strategic partnership which today covers 20 countries worldwide. The partnership will leverage Qatar Airways' strong presence in Australia, promoting destinations to the Middle East,

Europe, the Americas and Africa to the Australian exporters. The carrier serves five major Australian cities: Melbourne, Perth, Sydney, Brisbane and Adelaide and operates 30 passenger and freighter flights per week. The main market for Qatar Airways in Australia remains the perishable exports to the Middle East, but also growing outbound pharmaceuticals

traffic to Europe and the Americas. The carrier can also capitalise on the opportunities from Australia to the neighbouring market of New Zealand thanks to its scheduled services between Brisbane and Auckland.



SINGAPORE AIRLINES TO USE IBS SOFTWARE'S iCARGO

With an aim to bring its global cargo operations onto a single integrated digital cargo platform to improve operational insight across its entire network, Singapore Airlines (SIA) has appointed IBS Software. This will be achieved through the deployment of IBS Software's iCargo SaaS-based cargo management solution.

The implementation will see SIA transitioning from its existing air cargo systems to iCargo to support its cargo business units, which include sales, import and export operations, air mail handling and revenue accounting. This will serve to strengthen its ability to better manage cargo capacity, gain enhanced visibility of shipment yields and revenues, optimise network performance and seamlessly collaborate with partners' systems, as well as drive efficiencies and improve operational resilience.





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The right approach for generating revenue

ECS Group has set up over 500 charter flights between March and August 2020. **Adrien Thominet**, CEO, ECS Group talks about the changing dynamics of air cargo industry and how the company has survived the pandemic by facilitating customers without any delay. The Group has always benefited from strong synergies, but the crisis has brought everyone closer.



Kalpana Lohumi

What changes have you seen in the movement of cargo during this pandemic?

Since the beginning of the crisis, ECS Group has worked hard to adapt its service offering to the new ways of working and to airlines' needs, which have changed with the crisis. The drop in capacity led us to adopt a more flexible and responsive approach to set up new custom operations. Between March and June, the priority was to transport PPE to fight the pandemic, with very high demand for charters to meet the needs of countries worldwide. We organised a lot of these kinds of operations for our clients and we are continuing to offer them these solutions. Between March and August, we set up over 500 charter flights.

What are the long-term complexities we are likely to see in the air cargo business?

There are a lot. The first is the lack of visibility, which makes it very difficult to predict when the recovery will be in terms of air cargo operators, routes and capacities. This has a major impact. With the collapse in commercial flights, only those airlines that are able to convert passenger aircraft into freighters are continuing to generate revenue. We are seeing airlines expand and restructure their cargo activities. ECS Group is the ideal partner to help airlines increase

their revenue via cargo on account of custom-made solutions that are adapted to the market and to each individual airline's situation.

What practices have been adopted by you to survive the pandemic?

Of course, we've changed the way we work to facilitate remote working and to continue working for our clients in the best possible way – which means offering them the right solutions at any given moment, without any delay.

Accelerating our process of digitalisation has also helped us to support our clients and meet their new needs. An example of this acceleration is the creation of our new in-house e-learning platform, Discovery, which allows us to train our 1200+ employees all over the world. All of our teams, whether they're in the office or working from home, now have the resources they need to train themselves on the digital tools we offer them (including revenue



Adrien Thominet
CEO
ECS Group

Asia and Latin America remain our geographic priorities in terms of expansion and we have undergone significant development in both of these regions by acquiring GSAs and opening subsidiaries. We have even bigger ambitions, because our clients' needs in these markets are growing



The most effective best practice for us is undoubtedly the synergies between all of our offices worldwide. We have a dense global sales network that means we can offer business solutions for any and all requests – regardless of destination. It also means we can create new routes. ECS Group has always benefited from strong synergies, but with the crisis, we've created even more. It's brought us all closer.

management and commercial planning, quote issuing, business intelligence, and load optimisation tools) and master their use.

How do you see the post COVID-19 scenario?

It's very difficult to determine what a post-COVID-19 scenario would be like, as the situation is too unstable at the moment. However, it is possible to



envisage a very slow return to normal, with a reduction in airlines' fleets and networks of at least 30 per cent.

What is your USP that makes you different from other GSSAs?

Without a doubt, our USP is the comprehensiveness of our offering, which stems from 30 years of GSSA expertise. We have a structure and an organisation that are identical to those of an airline – and all the skills to go with it. What that means is that via our services as an outsourcer, we offer all the activities of an airline, whether in their entirety (TCM) or as a bespoke selection: ops, sales, Quality, Safety and Security (QSS), customs, revenue management, pricing, commercial planning, performance management, load optimisation, data centre services, etc. We now also offer our mail expertise in letters and e-commerce

parcels with our GSA Mail Solutions service. Our sales strength is bolstered by the digital solutions developed by our Cargo Digital Factory, such as a track and trace system (PathFinder), a business intelligence tool (Apollo), and the automation of certain operations via Robotic Process Automation. We also offer our clients e-booking and e-quoting thanks to our partner platforms. So our teams have been able to develop our services as our clients' needs have developed. This is the key to our success, and it's what makes our global sales network the world's best. Our 1200+ employees in our 155 offices across 50 countries offer both field expertise and in-depth knowledge of their respective markets. And our goal is to diversify and strengthen this expertise to offer our clients more outsourcing solutions to optimise their costs and maximise their cargo revenue. We're

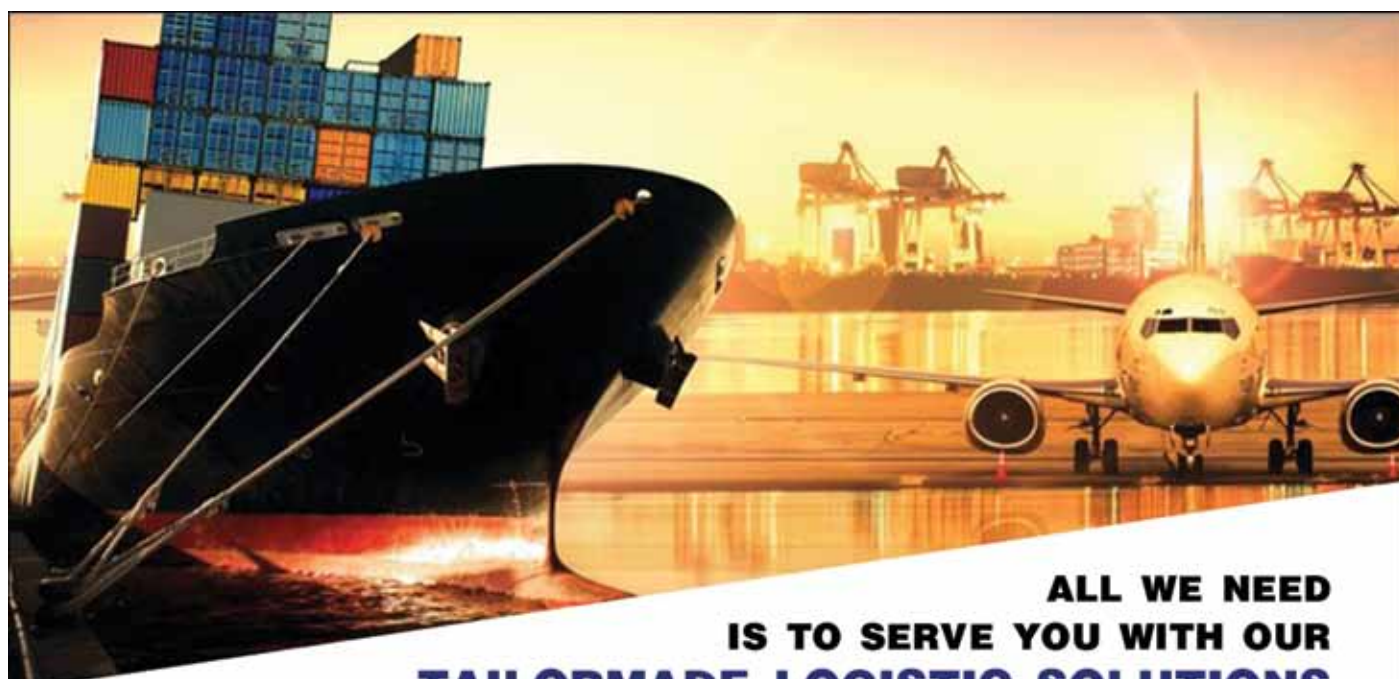
offering additional services outside of the scope of an airline's activities with handling and trucking, which ultimately make our service offering the most comprehensive available on the market.

What are your expansion plans?

Asia and Latin America remain our geographic priorities in terms of expansion. Over the last five years, ECS Group has undergone significant development in both of these regions by acquiring GSAs and opening subsidiaries. But we have even bigger ambitions, because our clients' needs in these markets are constantly growing.

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Are we ready to supply vaccine to the world?

With the hope of a COVID-19 vaccine around the corner; the next big challenge is the delivery of the vaccine across the world. **Viraj Vohra**, Director, Continental Carriers talks about the various components involved in the supply of vaccine and how to handle this enormous operation.



Kalpana Lohumi

Where does India stand in the world's race of producing and transporting COVID-19 vaccine?

Globally approximately more than 150 companies are working day and night on developing a vaccine for COVID-19. After the final stage of developing a vaccine is over, the most challenging next stage would be to produce and provide the same at a competitive price to the world. Undoubtedly, India is the first choice to produce vaccines as it is the largest manufacturer of vaccines with a major market share. Russia and the USA have already announced to produce COVID-19 vaccine in collaboration with India. We are confident that vaccine manufacturing companies are geared up to manage this challenge. But are we ready with our logistics service to supply the

same to the world and entire domestic population? The most important aspect of COVID vaccine is that it is required for the entire population and not only for kids or women of a particular age.

Do you think India has the infrastructure to move vaccine?

There is a big difference between routine freight forwarding and vaccine supply management. Vaccine supply is quite complex and requires a temperature-controlled atmosphere throughout the shipping process, starting from the manufacturing unit until the delivery point. We cannot afford to ignore vaccine freight. We need enough cold chain trucks, freighters and a good freight management scenario and expert handling of the same. Airlines should

convert passenger planes to freighters to increase the freight capacity.

Good numbers of cold chain trucks are required to fulfil the last-mile delivery of the vaccine. A number of the leading COVID-19 vaccines under development will need to be kept at temperatures as low as minus 80 degrees Celsius from the bottling stage till they are injected into patients. A good number of planes, trucks, warehouses and health centres will need to be outfitted with freezers. The erratic electric supply at the final point where the vaccination will be stored for the public will be another challenge. We just cannot ignore the risk factor and security concerns involved in logistics for the vaccines. Vaccine logistics would require

Keeping vaccine at low temperatures

→ A number of the leading COVID-19 vaccines under development will need to be kept at temperatures as low as minus 80 degrees Celsius from the bottling stage till they are injected into patients

special planning, secured loading and protection throughout its movement.

Another important aspect which needs utmost attention is related to cargo terminals. Cargo terminals are congested and lack of cold storage facilities; almost all activities related to air cargo processing are being done at the cargo terminals in the airport area. With the growth of cargo volume, the current space at most cargo terminals in India is miserably insufficient, leading to severe congestion issues. The concept of Air Freight Station (AFS) was conceived as a solution to reduce congestion in the airport terminals, to improve efficiency, reduce dwell time, maximise the utilisation of installed capacity and reduction in logistics cost.

AFS is an innovative solution that would complement an air cargo terminal. This concept is a success globally and has been proved as an equally successful model in the shipping cargo sector in India. But it is disappointing to mention that AFS has not been made operational for certain unknown reasons. Interestingly, there are logistics companies like Continental Carriers, who have already invested heavily in the AFS infrastructure



Vaibhav Vohra, *Managing Director, Continental Carriers* and **Viraj Vohra**, *Director, Continental Carriers*

✦ **The concept of Air Freight Station (AFS) was conceived as a solution to reduce congestion in the airport terminals, to improve efficiency, reduce dwell time, maximise the utilisation of installed capacity and reduction in logistics cost** ✦

development and are waiting for the go-ahead from the relevant government authority. There is an urgent need to remove barriers which impede the functioning of AFS.

A policy needs to be implemented as soon as possible to decongest terminals & cater to the ever-increasing

demand for sensitive cargo. Storage and delivery of COVID vaccine will certainly be a challenge and it is high time that manufacturing units, supply chain companies and the government join hands, work in coordination and take calculative effective measures to avoid last minute chaos.



AFS operations need a go-ahead

✦ There is an urgent need to remove barriers which impede the functioning of AFS. A policy needs to be implemented as soon as possible to decongest terminals & cater to the ever-increasing demand for sensitive cargo

10th ALMAC assesses supply chain challenges

The 10th ALMAC was jointly organised by the Government of the Hong Kong Special Administrative Region (HKSAR) and the Hong Kong Trade Development Council (HKTDC). According to the experts, the collaboration between governments is crucial for vaccine's air logistics. The authorities should expedite the release and clearance of goods to avoid bottlenecks at borders.



CT Bureau

In the Air Freight Forum on Day One of the 10th Asian Logistics, Maritime and Aviation Conference (ALMAC), air cargo community stakeholders shared their views on the industry's outlook. In a discussion moderated by **Yvonne Ho**, General Manager, Hong Kong and Macau, International

Air Transport Association, **Frédéric Léger**, Director APCS Products, International Air Transport Association, said that collaboration between governments was crucial for vaccine air logistics, suggesting that authorities arrange fast-track vaccine delivery and expedite the release and clearance of goods to

avoid bottlenecks at borders. "The key factors depend on where the vaccines will be produced, where they are going, where they will transit, how many doses per person, and the time between injections," Léger explained.

Alaina Shum, General Manager, Aviation Logistics, Airport Authority Hong Kong, said, "COVID-19 vaccines would generate about 65,000 tonnes of airfreight but with challenging requirements such as ultra-cold storage, cool dollies, apron shelters and airport-wide IATA certification." She added that Hong Kong International Airport (HKIA) was already fully equipped to meet these requirements well before the pandemic outbreak.

MAGNITUDE AND SCOPE OF INDIA'S LOGISTICAL MOVEMENT IS HUGE

Explaining the nature of Indian logistics industry, **Xerrxes Master**, Vice President, Association of Multimodal Transport Operators of India, said, "The size of the Indian logistics industry is US\$250 billion; it's a highly fragmented industry with hardly 10-15 per cent owned by organised players. So, one can imagine the magnitude and sheer scale of industry and what it is really capable of. However, slow but steady progress has been made at every



Frédéric Léger
Director APCS Products, International Air Transport Association



Alaina Shum
General Manager, Aviation Logistics
Airport Authority Hong Kong



Xerrxes Master
Vice President, Association of Multimodal
Transport Operators of India

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The size of the Indian logistics industry is US\$250 billion; it's a highly fragmented industry with hardly 10-15 per cent owned by organised players

step. Indian government, in the last five to 10 years, has really supported multi-modalism; one of the prime examples is the development of inland waterways and the coastline which has been neglected all these years and which is really not being used to its full potential.”

“AMTOI also have worked tirelessly to submit a Whitepaper to the government to appoint SRO or self-regulatory organisations. It is not the business of the government to govern the industry, we have to self-regulate ourselves and report to the government that everything is correct and well and ensure that businesses are being done in a transparent, legal and proper manner,” he adds.

HONG KONG AS AN INTERNATIONAL MARITIME CENTRE

The pandemic has also created concerns for the maritime industry. During the Maritime Forum held on Day One of the conference, **Kitack Lim**, Secretary-General, International Maritime Organization, shared his thoughts on business prospects and said the industry faces two major challenges – digitisation and carbon-dioxide emissions reduction. The industry could not avoid the issue of energy transition and the reduction of greenhouse-gas emissions and had to meet the Paris Agreement target of halving fossil-fuel usage. Lim said investment in research and development and infrastructure is one of the solutions, adding that innovations through digitisation and artificial intelligence (AI) were also necessary.

Vincent Clerc, CEO of Ocean and Logistics, A.P. Moller – Maersk, said, “The shipping industry had begun to rebound at the end of the second quarter of 2020 and demand from October to November had even exceeded expectations. The most relevant services and technologies had



Kitack Lim
Secretary-General
International Maritime Organization

✦ **The industry could not avoid the issue of energy transition and the reduction of greenhouse-gas emissions and had to meet the Paris Agreement target** ✦

been digitised for some time, but the COVID-19 pandemic has accelerated the process with customers also looking for more digital solutions.”

He believed the industry has already achieved higher standards than required by the International Maritime Organization in terms of sustainable development and carbon emissions reduction.

WTO ADDRESSES INDUSTRY RECOVERY

In the Closing Plenary session, **Yonov Frederick Agah**, Deputy Director-General, World Trade Organization (WTO), said, “The impact of the pandemic on the logistics industry has been widespread, with global air-freight and ocean-freight volumes shrinking substantially amid land border closures, along with a halt to business travel that is crucial for



Vincent Clerc
CEO of Ocean and Logistics
A.P. Moller – Maersk

✦ **The most relevant services and technologies had been digitised for some time, but the COVID-19 pandemic has accelerated the process** ✦

connecting trade and managing global value chains. There is an unusually high level of economic uncertainty right now. If the second wave of COVID-19 is better managed and vaccines are available soon, it could add three percentage points to trade growth.” ✦



Yonov Frederick Agah
Deputy Director-General
World Trade Organization (WTO)

✦ **If the second wave of COVID-19 is better managed and vaccines are available soon, it could add three percentage points to trade growth** ✦



Building fresh food supply chain network

In order to preserve perishables and keep them in excellent condition when they reach the final consumer, everyone, right from the airport operator to airline and freight forwarder in the logistics chain plays a crucial role. **CARGOTALK** discusses the present market share of perishable movement by air, challenges and more with industry experts.



Kalpana Lohumi

Keeping fish or fruit from another region or country in an excellent condition when they arrive to the consumer's table is not an easy task. It requires a complex, quality system throughout the entire logistics process, from origin to the final point of distribution. These products have short lifespans because of their chemical and/or physiological characteristics and are more susceptible to severe and irreparable damage during transport, especially if temperature is not kept consistent. Moreover, India is a land where roughly 70 per cent of the population resides in rural areas and agriculture sector cannot be overlooked. Since these products are perishable in nature, speed becomes crucial in their movement and air cargo offers the speed to the market.

Sharing his views on increasing domestic air cargo volume, movement of agri-horticulture, fruits, vegetables and other perishable goods,

Manoj Singh, Senior Vice President & Head – Cargo, Mumbai International Airport, says, "Agri, horti and perishable products by nature have short lifespans and thereby require a

quicker mode of transportation to the final destination. Market and supply chain dynamics along with pricing factors and alternative transport arrangements offer stiff competition to domestic air freight."

"At Chhatrapati Shivaji Maharaj International Airport (CSMIA), the average percentage of agro products and perishables of overall domestic air freight is four per cent as compared to 10-12 per cent in terms of international air freight. An industry-wide collaborative approach and policy support to regulate domestic airfreight and provide competitive pricing will play a strong role in increasing domestic air cargo volumes," Singh adds.

Stressing on the need of sustainable supply chain in the present scenario, GMR Hyderabad Air Cargo (GHAC) Spokesperson, says, "Agriculture continues to be one of the cornerstones of the Indian economy. In the current time, it is all the more pertinent that we have a sustainable supply chain across the country and offshore to efficiently mobilise agri-horticulture, fruits, vegetables and other perishable goods from the farmer to the end of the value chain in a seamless manner. As part of the supply chain, air cargo's

role is pivotal and perishable cargo is the second largest commodity exported from Hyderabad. At GMR Hyderabad Air Cargo we are focusing to leverage the opportunities in terms of handling the export of perishable agri-products from the state of Telangana and other catchment regions in the south. Plans are on the anvil for a dedicated perishable cargo terminal."

"As per the Government of Karnataka, the state has 10 different agro-climatic zones and 46 geo-indicators. In addition, the state has immense potential to contribute towards perishable cargo movements, both domestically and internationally. Karnataka accounts for approximately 75 per cent of flowers grown in India, of which roses and marigold are significantly moved by air to other parts of the country. From BLR Airport, coriander has been one significant commodity that has been moved in the domestic market. In FY 2019-20, during the season 5,260,645 kgs were processed and in FY 2020-21, 3,508,000 kgs have been processed till date. Other commodities such as pineapple, pomegranate, mango, watermelon, chilly, etc., have also been moved by air from BLR Airport during COVID-19. Perishable cargo has

Belly capacity needs to increase

→ The packing structure of perishable goods is quite large and presently most of the Indian carriers operate narrow body flights

→ There is a need to increase the belly capacity to attract perishables and other potential commodities

historically contributed about five per cent of BLR Airport's domestic outbound air cargo volumes and we expect this to grow at a CAGR of approximately 7.5 per cent over the next 15 years," explains **Satyaki Raghunath**, Chief Strategy & Development Officer, Bengaluru International Airport. "30 per cent of our export cargo constitutes perishables," he adds.

Explaining the potential perishable commodities have in order to contribute in the domestic air cargo volume, **Suraj Agrawal**, Director, Monopoly Carriers and Cargo, says, "There is huge potential from different locations, for example, we have green peas & apples from Chandigarh, there is seafood movement from Chennai, Bhubaneswar, Vishakhapatnam and Kolkata, flowers and vegetables from Bengaluru and Pune, to name a few. Currently, the market share is not much but there is huge potential to increase which can also help farmers to get good prices for their goods and the consumer gets fresh products."

"Cargo is one of the most important business units for Cathay Pacific," says **Rajesh Menon**, Regional Head Cargo – South Asia, Middle East and Africa, Cathay Pacific Airways, in adding, "Over the last few months, we saw a healthy share of our business being attributed to perishable products, predominantly seafood, meat and vegetables, while most of the demand was ex. Kolkata, Chennai, Mumbai and into Asian countries. Given the recent government initiatives, we are optimistic that this segment will continue to grow in the future."

Wastage has always been an issue in handling perishables. Explaining further how can airlines help or come out with a solution to help reduce waste, Menon expounds, "Perishable goods such as flowers, fruits, vegetables, meats, deteriorate over time, especially under extreme temperatures. It is important for airlines across to understand and cater to the individual temperature and storage needs of such products,

to avoid produce from going to waste. Fresh LIFT not only includes specific temperature-controlled rooms and containers, but our teams are also highly trained and experienced in cold chain management. Furthermore, we have ensured that all our policies are in line with several international regulations including IATA'S Perishable Cargo Regulations (PCR)."

"It is important to take a more sustainable approach for future generations, across our cargo and passenger business," believes Menon. "We have also worked closely with various stakeholders to introduce the Sustainable Development Cargo Carriage Policy that allows various partners to gain an understanding of where we stand to protect the environment in the area of cargo carriage," he adds.

What is stopping the perishable movement?

According to Agrawal, lack of space in passenger aircraft is one of the main



Manoj Singh
Senior Vice President & Head – Cargo
Mumbai International Airport and
DDP Game Changer, India Cargo Awards 2016

At Mumbai Airport, the average percentage of agro products and perishables of overall domestic air freight is four per cent as compared to 10-12% in terms of international air freight





Satyaki Raghunath
Chief Strategy & Development Officer
Bengaluru International Airport

✦ Perishable cargo has historically contributed about five per cent of BLR Airport's domestic outbound air cargo volumes and we expect this to grow at a CAGR of approximately 7.5 per cent over the next 15 years ✦

challenges being faced by freight forwarders of the country. Union Minister Nitin Gadkari has suggested special cargo flights for perishables with comparative prices and reduced cut off time and clearance time because cargo comes from rural areas to the mandi which needs to be delivered in minimum possible turnaround time.

Under the Krishi Udaan programme, 43,000 metric tonnes of perishable cargo was moved by air. Stressing on airfreight charges, Agrawal notes, "This tonnage can increase a lot if net airfreight is competitive, as perishable has to reach in time and farmers prefer airfreight but high prices of freight is affecting growth."

"Also, agri and perishable goods are exempted from GST on road transport; 18 per cent GST inflates the cost and in many cases, it is not viable. GST needs to be exempted on perishable goods," stresses Agrawal.

"As an airport operator, we have several initiatives for the seamless and efficient processing for all types of cargo; the current infrastructure at CSMIA provides an added advantage for processing agro and perishable commodities. From the airport perspective, we have overcome the challenges in processing perishable products and adhere to committed dwell times. Within the air cargo community, the packing, cold chain management

and refrigerated road transport has considerably improved over the years to guarantee quality product to the final consumer," says Singh.

"The packing structure of perishable goods is quite large and presently most of the Indian carriers operate narrow body flights. There is need to increase the belly capacity to attract the perishables and other potential commodities. Thus, this is one area that the industry can consider for future," advises Singh.

Correspondingly, the focus of Hyderabad Air Cargo is to build a robust supply chain from the farmer to the end of the value chain. In context to the challenges in the movement of perishables, GHAC Spokesperson, says, "We need to decrease gaps in the fragmented supply chain of food products while ensuring quality and minimising waste. There is a need for stronger integration of the various players in the entire supply chain cycle to ensure seamless movement of perishables."

"Time always plays a critical part in perishable logistics. To ensure that products reach their destination while still offering the same freshness, quality, and appeal for consumers, common challenges faced are lack of standardised packing solutions, availability of temperature-controlled infrastructure for storage and temperature-controlled

trucks to ensure freshness during transportation," highlights Raghunath.

Explaining where Kempegowda International Airport, Bengaluru (KIAB) is making a difference, he continues, "All farm-fresh commodities such as mango, capsicum, baby corn, papaya, sweet corn, pomegranate, chilly, gourds, cabbage, cauliflower and exotic vegetables such as zucchini and celery reach their destinations within 24 hours of harvest.

Perishable cargo has been one of the major drivers of growth this year. Even as COVID-19 impacted the movement of people and goods, during the period between April and September 2020, approximately 17,200 metric

Major driver of growth

✦ Perishable cargo has been one of the major drivers of growth this year. During the period between April and September 2020, approximately 17,200 metric tonnes (MT) of international and domestic perishable cargo were uplifted from BLR Airport

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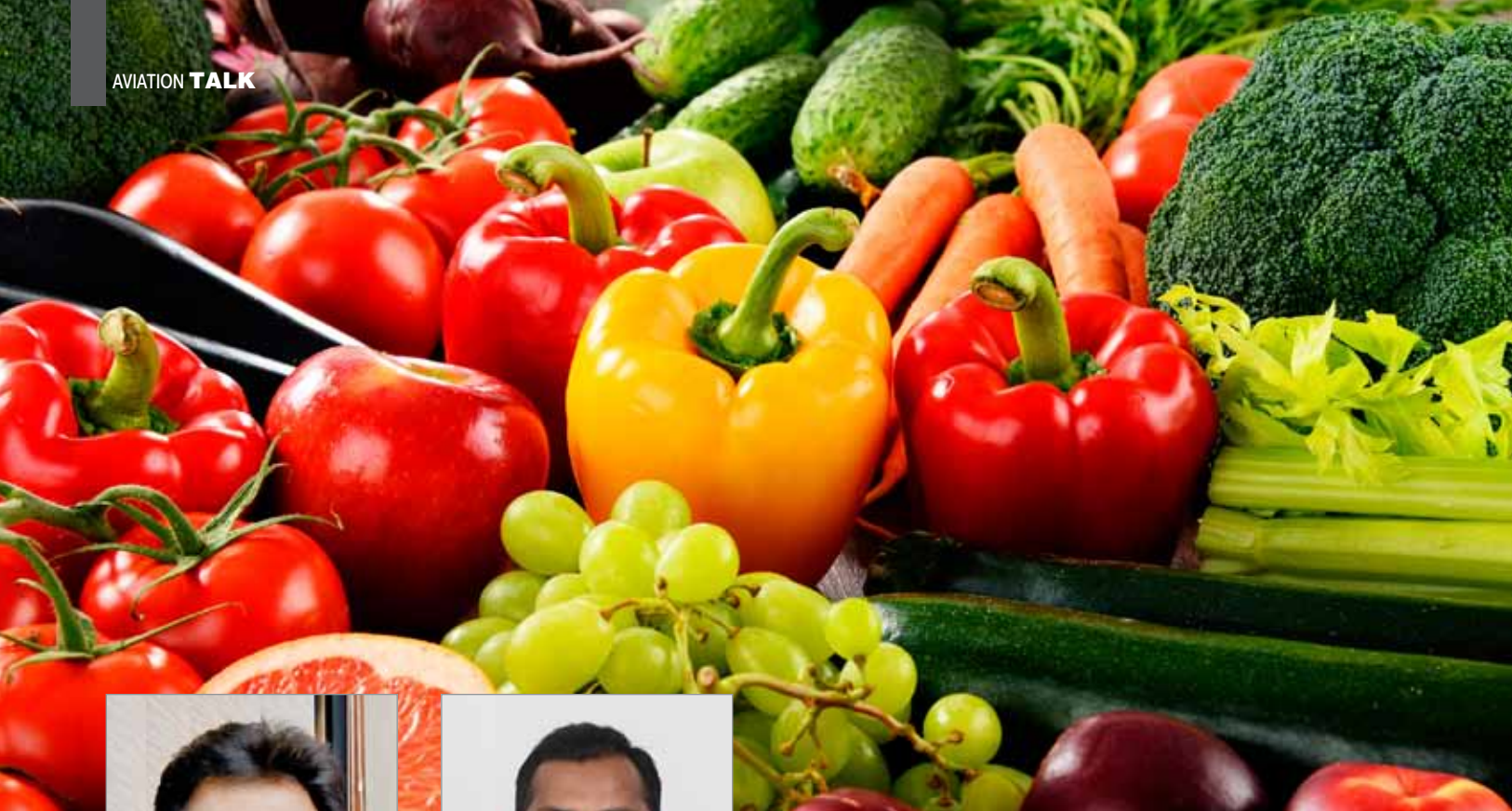
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Suraj Agrawal
 Director
 Monopoly Carriers and Cargo

🔥 **Agri and perishable goods are exempted from GST on road transport; 18 per cent GST inflates the cost and in many cases, it is not viable. GST needs to be exempted on perishable goods** 🔥



Rajesh Menon
 Regional Head Cargo – South Asia, Middle East and Africa, Cathay Pacific Airways

🔥 **Over the last few months, we saw a healthy share of our business being attributed to perishable products, predominantly seafood, meat and vegetables, while most of the demand was Asian countries** 🔥

tonnes (MT) of international and domestic perishable cargo were uplifted from BLR Airport. Cargo has been carried on 24 airlines to 46 destinations during this period. As per APEDA, the airport accounted for the highest exports of perishables among Indian airports for FY 2020-21, until June 2020. It also processed approximately

180 MT of pomegranate from April to August 2020, to emerge as the leading airport for pomegranate export from India.”

“The dedicated on-Airport perishable handling centres – AISATS Coolport (with an annual capacity of about 40,000 MT) and the Cold Zone at Menzies Aviation Bobba Bangalore – (with an annual capacity of about 20,000 MT) give BLR Airport the capability to handle approximately 60,000 MT annually. These facilities have 22 cold rooms with temperature-controlled zones ranging from -15 to +25 degrees Celsius. The Master Plan Update of the Airport has incorporated additional space for the development and building of an integrated air cargo and logistics hub in the future,” states Raghunath.

Sharing the airline perspective, Menon says, “One of the major challenges that we face is the inadequate infrastructure and the lack of formalised training to handle perishables. Given the nature of these products, it is imperative that they are stored appropriately. The government along with Airport Authority India Cargo Logistics and Allied Services Company

(AAICLAS) has been addressing these challenges by developing infrastructure and opening new storage facilities across India, thereby catering to the demand for perishable products in the domestic and international market.”

AIRFREIGHT PRICES

The airfreight cost is comparatively higher than the other modes. Sharing what is needed to be done to reduce the airfreight cost of moving perishables, Agrawal points out, “Terminal charges are very high at most of the airports which need to be reduced; there has to be a special cost for perishable goods.”

On this, Raghunath says, “Freight cost is generally an output of demand and supply and controlled by airlines, rather than by an airport. However, BLR Airport was the first airport in India to have implemented a Variable Tariff Plan (VTP) to provide benefits to carriers to fly on new routes or bring in additional frequencies on existing ones. Additionally, BLR Airport also created the concept of a ‘home carrier’, thereby providing significant benefits to airlines, which use BLR Airport as their base. Over the years, BIAL has worked with various domestic carriers to enable



the setup of their primary or secondary hub at BLR Airport. This has led to a significant growth in cargo volumes at BLR Airport and we expect this to increase even further over the coming months and years."

According to GHAC Spokesperson, "Airfreight provides high value in terms product quality integrity, greater reliability, speed and safe mode of transport that outweighs cost aspect. However, airline rates are determined by free market underpinnings, which are based on demand-supply factors linked to market forces of the destination countries. The fact that air travel is

one of the fastest growing forms of transportation and that India is on its way to be among the top aviation markets globally, speaks a lot about the utility and acceptance of air travel for both cargo and passenger. Even in this difficult time, when other modes of transportation were impacted, the air cargo movement continued uninterrupted and supported the essential life-lines of our economy."

"One of the primary concerns in the movement of perishable products is the impact of the storage and transportation time on the quality of the product by the time it reaches the final user. Airfreight alleviates these concerns and offers a more reliable, transparent and faster supply chain experience to the cargo community. Thus, the benefits of airfreight in the movement of perishable commodities, when compared to the other modes of transportation, far outweigh any other considerations. Currently, the airfreight industry is working towards an unbroken cold chain from manufacturing to end-user, competitive pricing, real-time supply chain information and additional

capacity along with policy support to the air cargo industry," explains Singh.

Calling airfreight cost dynamic, Menon says, "Perishable goods are both, time and temperature-sensitive goods. Air cargo being the fastest mode of transportation is always a preferred means of transport for many shippers, especially when it comes to perishable products. The cost of airfreight is very dynamic and depends on various factors, most importantly the fuel costs and the available capacity vis-a-vis the demand. Given the current scenario, wherein the demand to transport cargo has been strong, but the overall reduction in capacities due to the suspension of passenger flights and grounding of aircrafts has caused an imbalance in the demand and supply chain, resulting in the prices of airfreight to increase. However, our teams across the region work closely with all the relevant stakeholders to provide our customers with the best possible solution to bridge this gap. Additionally, to cater to this increase in demand and to supplement our regular freighter operations, we have also been operating cargo-only-passenger flights ex. India and ex. Hong Kong." ✈️



Major issues

✈️ The airfreight cost is comparatively higher than the other modes. Terminal charges are very high at most of the airports which need to be reduced; there has to be a special cost for perishable goods

✈️ Currently, the airfreight industry is working towards an unbroken cold chain from manufacturing to end-user, competitive pricing, real-time supply chain information and additional capacity along with policy support to the air cargo industry

Air cargo volumes to contract in FY 21: ICRA

Air cargo volumes are expected to decline by 17-20 per cent in FY21, says ICRA Ratings. The recovery has been faster in metros with Delhi, Bengaluru, Chennai and Hyderabad reaching closer to pre-COVID levels in September 2020, that of Mumbai and Kolkata remain constrained at 73 per cent and 52 per cent of September 2019 levels.



According to ICRA Ratings, air cargo volumes are expected to decline by 17-20 per cent in FY21 with meaningful recovery in cargo volumes expected only in FY22. **Anupama Arora**, Vice President and Sector Head, ICRA Ratings, says, "Despite faster ramp-up, the total cargo volumes declined by 45 per cent YoY in H1 FY2021, with slow recovery in passenger aircraft traffic leading to loss of the earlier available cargo belly space constraining cargo growth."

"In October 2020, the cargo volumes are likely to show significant improvement sequentially owing to the expected higher domestic air traffic movement due to the festival season." As per the report, the cargo volumes in September 2020 reached to 89 per cent of pre-COVID levels when compared to passenger traffic at 29 per cent.

Besides, the ratings agency cited that on the supply side, airlines adopted cargo on seats and dedicated freighters to meet demand while there was inherent fear to travel during the COVID-19 pandemic amongst business and leisure travellers -- the major contributors to passenger traffic historically, which kept travel demand subdued. "The domestic cargo volumes witnessed significant improvement to 94,598 tonnes in September 2020 from 7,280 tonnes in April 2020. The ramp up in domestic cargo transportation in aircraft bellies of commercial passenger flights aided volume growth. With the restrictions on the passenger capacity, domestic airlines followed 'cargo-on-seats' model thereby utilising some aircrafts of their grounded fleet for cargo operations." Besides, the report pointed out that airports in metro cities have contributed to around 90 per cent of the overall cargo traffic over the last few years.

tonnes in September 2020 from 7,280 tonnes in April 2020. The ramp up in domestic cargo transportation in aircraft bellies of commercial passenger flights aided volume growth. With the restrictions on the passenger capacity, domestic airlines followed 'cargo-on-seats' model thereby utilising some aircrafts of their grounded fleet for cargo operations." Besides, the report pointed out that airports in metro cities have contributed to around 90 per cent of the overall cargo traffic over the last few years.

"While the recovery has been faster in metros with Delhi, Bengaluru, Chennai and Hyderabad reaching closer to pre-COVID levels in September 2020, that of Mumbai and Kolkata

remain constrained at 73 per cent and 52 per cent of September 2019 levels," Arora said.

"We note that the recovery in the non-metros in September 2020 has reached to around 73 per cent of September 2019 cargo volumes."



Anupama Arora
Vice President and Sector Head
ICRA Ratings

Despite faster ramp-up, the total cargo volumes declined by 45 per cent YoY in H1 FY2021, with slow recovery in passenger aircraft traffic leading to loss of the earlier available cargo belly space constraining cargo growth



LoRRI Benchmark for contracted freight

With a vision to bridge the gaps of logistics space in India, LogisticsNow has launched the country's first freight benchmark, 'LoRRI Benchmark', for contracted freight. **Raj Saxena**, Founder & CEO, LogisticsNow talks about the importance and need of this platform for contracted freight charges.



Kalpna Lohumi

What is LoRRI Benchmark?

LoRRI benchmark is India's first freight Benchmark for contracted freight, covering 20,000+ lanes (origin, destination, truck-type combinations), all major truck-types and over 8,000 crores of freight spend nationally.



It is a truly unique platform, part of the LogisticsNow ecosystem, focused on enabling better logistics globally. Our vision is of a connected world, where we will expand LoRRI for the major logistics markets around the world and enable the digitisation and democratisation of logistics.

Why did you feel the need of coming up with a platform for contracted logistics?

This platform has been built collaboratively with over two dozen of India's leading manufacturers and

transporters, in response to industry's need for transparency in contracted freight. While more than 90 per cent of organised logistics spends in most Fortune 500 and leading Indian companies are contracted, there is no trusted benchmark to support the freight procurement and budgeting. In the absence of such a trusted benchmark, inefficient lengthy negotiations and delays in contracting have become the norm rather than trusted value creation discussions. LoRRI Benchmark also enables immediate lane specific tendering to relevant transporters already working on that lane, to close the loop for quick results

What all locations would you be catering to?

LoRRI Benchmark covers 20,000+ lanes spanning 600 districts of India focused on route distances of >150kms

How LoRRI Benchmark will make a difference in the logistics space?

LoRRI Benchmark seeks to build a foundation of trust and enable the industry to effectively collaborate and achieve a common understanding of the current freight and value creation opportunities. Along with LoRRI Benchmark, LoRRI also provides manufacturers with SynergyNow, India's pioneering platform to leverage backhauls & scale across companies,

LoRRI-Procure, India's first integrated freight procurement and contracting solution and LoRRI-Profiles, master RFIs for India's leading logistics service providers, crowd-sourced from over 650 Transporters, all in one place, LoRRI.in

Why should one enrol in this platform?

For manufacturers, LoRRI Benchmark provides online visibility into contracted freight rates nationally while also enabling immediate lane specific tendering to relevant transporters, already working on that lane, to close the loop for quick results online. The cost benefits are immediate and finding the best fit vendor improves service levels. The team behind LoRRI has procured over 900 crores of freight, delivering ₹44 crores+ in savings. The first 50 subscribers to LoRRI Benchmark will also get a free two-week trial of LoRRI-Procure, LoRRI-Profiles and LoRRI-Auctions to experience the power of the integrated LoRRI platform to drive multi-crore cost and service benefits.

For transporters, LoRRI democratises transporter discovery, enabling transporters, to get discovered by leading manufactures for multi-crore business, based on their merit; their LoRRI-Profile, ratings and lanes/network.



Raj Saxena
Founder & CEO
LogisticsNow

LoRRI Benchmark provides online visibility into contracted freight rates nationally while also enabling immediate lane specific tendering to relevant transporters, already working on that lane, to close the loop for quick results online

Warehousing Space demand increases in tier-2 & 3 cities

With continuous technological advancement and reform-led policy measures, warehousing has become an integral part of logistics network. Moreover, the crisis has brought smaller cities into the limelight to emerge as preferred locations for the warehousing industry. The warehousing sector, which was mainly concentrated in tier-1 cities, had started shifting to tier-2 locations after certain policy initiatives.



Kalpna Lohumi

Mini warehousing hubs

→ The warehousing sector has witnessed a threefold transaction growth during FY 2017 and 2019, across top eight metro cities. However, with the pandemic being a reality now and with movement of people being restricted, smaller cities could be the mini warehousing hubs

Warehousing industry in India has come a long way from seeing a strong demand for warehousing space in top eight metro cities to tier-2 and 3 cities gaining attention. The warehousing sector has witnessed a threefold transaction growth during FY 2017 and 2019, across top eight metro cities.

Early this year the sector was expected to add around 40 million sq ft space across the top eight cities. However, with the pandemic being a reality now and with movement of people being restricted, smaller cities could be the

mini warehousing hubs. Cargo Talk delves into the research and discusses some important facts like whether developing Grade-A warehousing in smaller cities would be successful, reasons behind the rise in demand for Grade-A warehousing in the smaller cities and what opportunities could it bring to the country.

As revealed in ANAROCK's latest report titled 'Indian Industrial & Logistics – Gearing up a Global Manufacturing Hub', amidst growing clamour for making India a global manufacturing hub, warehousing clusters are seen

to be expanding rapidly beyond the top cities to the tier-2 and 3 cities of India. Commenting on this, **Shobhit Agarwal**, MD & CEO, ANAROCK Capital, says, "Demand for small and multi-location warehouses is expected to rise significantly. Majority of these emerging clusters are in line with the industrial and freight corridors being developed in the country. The emerging tier-2 and 3 warehousing clusters include Ludhiana, Ambala, Lucknow, Siliguri, Guwahati, Bhubaneswar, Vishakhapatnam, Vijaywada, Coimbatore, Kochi, Nagpur, Indore, Jaipur and Dholera."

Explaining the need of the hour, **Abhijit Malkani**, Co-CEO & Country Head, ESR India, says, "Tier-2 & 3 cities are becoming emerging markets for warehousing due to the rapid adoption of e-commerce during the pandemic. Logistics sector was already on a consolidation path, the pandemic has led companies to rethink their supply chain strategies and optimise their delivery time to reach customers. Tier-1 cities were the key focus area for developers, the current expansion needs driven by e-commerce and 3PL companies have led to the development of Grade-A logistics real estate in tier-2 cities. At ESR India, we have expanded into tier-2 markets such as Nagpur, Rajpura and Jhajjar to cater to an increasing demand for Grade-A spaces in these markets and we are actively looking at opportunities in other key tier-2 markets."

Expounding the changed dynamics of logistics industry, **Alexandre Amine Soufiani**, Managing Director, FM Logistic India, points out, "Over the years, the Indian warehousing and logistics industry has achieved significant growth in terms of both size and scope. Gone are the days when warehousing was only about providing space to store products and basic handling. Today, businesses are on the

lookout for logistics service providers who are capable of integrating more technology, process and automation in their warehousing solutions and helping them to move closer to their end consumers. Faster time to market and ever increasing demand from time-sensitive e-commerce sector has changed the dynamics of the logistics industry. The logistics sector has become more organised as well as standardised. Grade-A warehouses and increasing use of technology are the stepping stones in this process as they provide ease in time-bound supply, customer satisfaction and risk-free environment.

The booming e-commerce market and a robust demand for the strengthening of retail supply chains across industries, has bolstered the demand for Grade-A warehousing facilities across the country. More so the ongoing COVID-19 pandemic has led to the increase in demand for quality warehousing space. E-commerce and omni-channel operations have fuelled this growth. Today, there has been a tremendous shift in consumer behaviour as the majority of customers across the country – even those in tier-2 and tier-3 cities, have resorted to online shopping. Customers today need to have access to their required products within the shortest

period of time. In order to deal with such situations, companies have understood the importance of having a real-time pulse of the market and are investing in Grade-A warehousing facilities in smaller cities. This has helped them to cater to the rapidly increasing customer base in these cities. FM Logistic India is focussed on developing Grade-A Multi Clients Facilities (MCF) in the most important economic zones in India."

According to **R K Narayan**, Chief Operating Officer, Allcargo Logistics and Industrial Parks, "Tier-1 and 2 cities in India have emerged as key epicentres of consumption and drivers of economic growth in recent years. It is led by rising levels of disposable income, demographic dividend of a young brand-conscious population and heightened aspirations for a better standard of living. Building a robust Grade-A warehousing infrastructure across the smaller cities of India can offer seamless intra-state and inter-state cargo movement. By reducing lead times in last-mile deliveries, it can facilitate optimisation of costs. A well-maintained and efficiently run Grade-A warehousing network across the small towns of India can play a crucial role in rebalancing supply chains and restoring economic growth to pre-pandemic levels."



Shobhit Agarwal
MD & CEO
ANAROCK Capital

🔥 Demand for small and multi-location warehouses is expected to rise significantly. Majority of these emerging clusters are in line with the industrial and freight corridors being developed in the country 🔥





Abhijit Malkani
Co-CEO & Country Head
ESR India

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Alexandre Amine Soufiani
Managing Director
FM Logistic India

🔥 Companies have understood the importance of having a real-time pulse of the market and are investing in Grade-A warehousing facilities in smaller cities. This has helped them to cater to the increasing customer base 🔥

“The COVID-19 pandemic has heightened the demand of warehousing and logistics due to a shift in the buying patterns in tier-2 locations on e-commerce,” says **Jasmine Bhatia**, National Head – Industrial, Land & Logistics Services & Senior Executive Director, Advisory & Transaction Services

India, CBRE. He continues, “CBRE believes that brands and manufacturers, especially those engaged in the production of essential items & FMCG, may tend to manage higher inventory levels closer to consumption points. Along with this, a faster turn-around-time (TAT) for better service level offering to consumers will push the demand for Grade-A warehouses and infrastructure in smaller cities.”

Talking about the challenges which might come in developing Grade-A warehousing in smaller cities, **Venkat Reddy**, Business Head – Warehousing, Chowgule Brothers, says, “Grade-A warehousing with basic amenities in smaller cities can facilitate reverse migration and address the issue of shortage of workforce. The logistics provider does not have to worry about increasing real estate construction costs and can provide prospective customers a mechanised and automated warehouse facility to improve the efficiency and optimise costs by going vertical and using Material Handling Equipment (MHEs) etc. Currently, smaller cities lack Grade-A warehouse infrastructure. However, given India’s growth trajectory and increasing consumer demand, the requirement for such warehouse infrastructure is expected to grow.

Warehouse users are looking at centralising their warehouses to benefit from economies of scale but the end consumers’ requirement for quick delivery would mean small warehouse facilities would be required closer to consumption areas which currently are smaller cities.”

Praveen Vashistha, Founder & Director of Gxpress, explains the benefits of setting up Grade-A warehouses in smaller cities. He says, “The e-commerce market is growing four times faster than the world economy and is projected to grow to US\$ 4.88 trillion in 2021. Due to the growth of e-commerce segment, the need for the state-of-the-art warehouses has grown leaps

Compliant spaces

➔ The formalisation of the I&L sector in India, coupled with increasing demand for quality space, would result in developers building compliant, large-sized spaces and would attract global as well as domestic investors



R K Narayan
 Chief Operating Officer
 Allcargo Logistics and Industrial Parks



Jasmine Bhatia
 National Head – Industrial, Land & Logistics
 Services & Senior Executive Director, Advisory
 & Transaction Services India, CBRE

🔥 **A well-maintained and efficiently run Grade-A warehousing network across the small towns of India can play a crucial role in rebalancing supply chains and restoring economic growth to pre-pandemic levels** 🔥

and bounds in India with estimates predicting the construction of Grade-A warehouses over 300 million square feet of land by 2022. It can be really successful in the longer run as this can contribute in increasing the GDP of the country. Moreover, India can increase its manufacturing share, thus generating

🔥 **CBRE believes that brands and manufacturers, especially those engaged in the production of essential items & FMCG, may tend to manage higher inventory levels closer to consumption points** 🔥

more sellers. Since the warehouses will be developed in smaller cities, sellers can reach more customers, thus giving a ballooning effect on demand of their products. Since the transit team will decrease, it will help them give a superior customer experience, thus increasing the revenue of the company.

Sellers can avail better distribution facilities and return management. Also, they can benefit with the costs in the smaller cities as compared to high fees charged in the warehouses in big cities.”

“With the infusion of artificial intelligence, companies want to adopt automation to further increase their efficiency, consolidate their businesses, and increase safety initiatives and increase contactless business processes, adaptability to implement newer construction technology and Grade-A spaces are more adaptive for such implementations. Grade-A spaces provide better environment for their workforces. Rising demand from 3PLs, pharma, e-commerce players is the key growth driver of consolidated, efficient and strategically located Grade-A warehouses as contactless and digitally managed spaces are gaining prominence due to the pandemic,” says Malkani.

Explaining how the trend which started in tier-1 cities is now cascading to tier-2 cities as well, Bhatia shares, “Large integrated parks offering expandability across the country, backed by institutional investors are expected to see traction in demand. Better standards and specifications, availability

Government's relentless efforts
 → Due to the current government's incessant efforts, total approvals needed to set up a warehouse in the country have been reduced from 33 in 2015 to 15 as on 2019-end



Venkat Reddy
Business Head – Warehousing
Chowgule Brothers

Warehouse users are looking at centralising their warehouses but the end consumers' requirement for quick delivery would mean small warehouse facilities would be required closer to consumption areas

of technology and certification, project management and monitoring services by professional agencies, has led to warehouses which are not only planned better but also offer better productivity and throughput.”

Sharing a different angle to this, Soufiani adds, “The Government of India’s focus on making India a global manufacturing hub has caused warehousing clusters to expand rapidly beyond the top cities and into tier-2 and 3 cities. Also, as most of the tier-2 and 3 cities in India are aligned with industrial hubs the demand for Grade-A warehouses in these cities has increased substantially. Correspondingly, the increasing internet penetration in rural areas, in addition to rising household income and the government’s push on digital in rural areas, has increased the pressure on manufacturing organisations to move closer to their customer base in these areas. In this endeavour to cater to the hugely untapped rural customer base, organisations have realised the importance of developing quality and world-class warehousing facilities as these facilities not only offer operational excellence but also facilitate cost optimisation.”

Echoing similar views, Narayan adds, “The demand for Grade-A warehousing by e-commerce companies in smaller

cities of India has increased significantly and is likely to gain greater traction as the e-commerce players place emphasis on stocking large amounts and wider array of inventories near customer locations. With space constraints in big cities like Mumbai and Bengaluru, e-tailers are scouting for warehousing sites in smaller cities for building multi-level Grade-A warehouses that serve as spokes to the large regional distribution centres. As a large number of consumers in small cities across India demand same-day deliveries, in-city warehouses are also fast emerging as distribution hubs.”

“One key emerging trend recently is increased demand for Grade-A warehousing properties across the country,” shares Agarwal, in adding,

“Notably, as per ANAROCK data, there is more than 110 mn sq ft of Grade-A warehousing stock available across the country, of which majority is in the top eight cities. 3PL and logistics and e-commerce are the largest occupiers of warehousing space. Thus, there is a high opportunity for Grade-A warehousing development in the smaller cities amidst rising demand. Investors are also upbeat on the growth of warehousing in India and are presently working closely with developers to identify and invest in the sector. So far, nearly US\$ 7 billion worth platforms have been created for the warehousing sector since 2015.”

“The drastic increase can also be attributed to the implementation of various rules for the people working





in warehouses. Also, the government has rolled out various policies like GST, assigning infrastructure status; all factors have laid the platform for the fuelling demand for Grade-A warehouses," says Vashistha.

What opportunities could it bring to the country?

"Since warehouses are important nodal points in the e-commerce supply chain, it is a necessity for logistics companies and enterprises to develop more Grade-A warehouses, thus increasing the export share for India and more sellers will be able to showcase their products overseas. With warehouses in smaller cities, more employment can be generated, improving the overall economy of the country," feels Vashistha.

"A resilient Indian supply chain and warehousing ecosystem could position India as a pivotal player in the global value chain," believes Narayan. He says, "The increasing consolidation and institutionalisation in logistics and warehousing industry is attracting increased thrust not just by Indian companies but several global supply chain companies. This has also facilitated increased inflows of funds from global investors in the country's warehousing sector."



Praveen Vashistha
 Founder & Director
 Gxpress

Due to the growth of e-commerce segment, the need for the state-of-the-art warehouses has grown leaps and bounds in India with estimates predicting the construction of Grade-A warehouses over 300 million square feet of land by 2022

"COVID-19 has also exposed the challenges of consolidation within the warehousing sector. Going forward, the market is expected to decentralise to mitigate future disruption, ensure business continuity, and ease operations. To contain the cost and

maintain social distancing norms, the rise of automation is also expected. Moreover, with e-commerce likely to flourish in the post-COVID regime, there may be a rise in the online businesses. This may eventually lead to surge in new warehousing demand along with rising trend of multi-level warehouses within the city limits," notifies Agarwal.

"Investors are upbeat on warehousing sector and are working closely with developers to identify investment opportunities with initiatives such as 'Atmanirbhar Bharat' by the government to encourage usage of locally manufactured goods. Owing to robust demand of e-commerce and other consumer-led goods in smaller cities, the segment is likely to bounce back quicker than other segments as developers are keen on setting up fulfilment centres and Grade-A warehouses to absorb demand. According to a recent report by Collier International, the inflow from both foreign and domestic funds is expected to grow over the next 2-3 years as existing participants expand their portfolio and new players enter the market. With its large labour force and domestic consumer market, India is going to be a big benefactor and is expected to garner its fair share of the global supply chain market in the next 3-5 years," concludes Malkani.

Cost of logistics

- ➔ India's high logistics cost – at 14 per cent of its GDP – is still better than China's 15 per cent
- ➔ The time taken to construct a warehouse has been brought down to 3.5 months from the previous 6 months during the same period

Logistics calls for upskilling workforce

The coronavirus outbreak has shown the need for contactless delivery and hence the demand for a skilled workforce in warehousing and logistics space is growing more than ever before. **Sanjay Tiwari**, Co-Founder, 21CC Education explains how 21CC platform is addressing the need for upskilling and reskilling workforce in the logistics and warehousing industry.



Kalpana Lohumi

What is your comment on the growing need of a skilled workforce in the logistics and warehousing industry?

As Indian logistics and warehousing grows in response to a robust industrial demand, the sector has evolved from mere transportation to include more complex and multi-layered tasks. It is becoming apparent across modes how the dearth of an efficient workforce with cross-functional skills is holding the industry back. As things stand, India aspires to become a global manufacturing hub. Alongside India

is the fastest growing e-commerce market, projected to grow at 1200 per cent by 2026 according to IBEF. This evolving business landscape is pushing demand in the sector and making it imperative for the logistics service providers to simultaneously grow in quality and capabilities.

How the coronavirus pandemic created the need for a skilled workforce in the warehousing and logistics space?



The lockdown triggered events that catapulted the logistics sector

from the sidelines to the center stage. As physical retail suffered, e-commerce saw increased adoption as more consumers moved online and more companies moved to omni-channel distribution to maintain business continuity.

The sector came through despite an acute shortage of manpower owing to the return of immigrant workers to their hometowns. Challenges notwithstanding, the logistics companies kept the supply chain going, delivering essentials and practically keeping the economy running.



Sanjay Tiwari
Co-Founder
21CC Education

 **The jobs and qualification packs and required skills link to 21CC's extensive digital library of e-learning modules, allowing us to tell an employer when a prospective employee has acquired a specific skill** 



For the warehousing industry too, the rise in e-commerce is revealing a similar effect of fuelling demand. This is because more retailers are feeling the need for warehousing spaces closer to their customers to ensure prompt deliveries.

A few short weeks revealed how unacknowledged and without much fanfare, logistics and warehousing had been functioning as the very backbone of modern-day retail. It comes as no surprise then that the logistics sector also emerged as the top employment-generating sectors in India in the aftermath of the pandemic, according to the National Skill Development Corporation (NSDC).

With the Indian e-commerce market expected to grow to US\$ 200 billion by 2026 from US\$ 38.5 billion in 2017, logistics needs to brace for the surging demand curve. There is an urgent need for mass hiring in the sector and to ensure those hired are capable and efficient, the industry must invest in skilling, reskilling and upskilling measures.

What is your take on giving the due importance to the logistics and warehousing industry by putting it in a syllabus and creating awareness among the youth?

India does offer transport & logistics courses at degree, postgrad and diploma levels. However, these are mostly available in private institutes. The blue-collar workers coming from small cities or villages don't get any exposure or knowledge through their education system on the workings of this sector. Interestingly, these are the people who go on to form a major chunk of the workforce in logistics.

As the sector rapidly matures, companies continue to face a shortage of trained logistics and supply chain management professionals at all levels. Considering India's logistics industry is undergoing a revolution of sorts, institutes, ed-tech startups and government initiatives must offer flexible and effective skill development avenues to prepare a future-ready workforce with not just degrees but real-world skills. The need for educational reform is evident from the findings of a study that revealed that of the close to 55 million people with at least a graduate degree in the labour market, 9 million were estimated to be unemployed. Clearly, the education system needs an overhaul.

How are you bridging the massive skill deficit and enabling businesses to accelerate their profitability with a future-ready workforce?

Our app-based training modules use tech-enabled experiential techniques to deliver industry-relevant content effectively. Putting the control for learning in the hands of the user through actionable and measurable insights as they progress, the high-engagement methods of gamification and audio-visual content also guarantee higher retention than traditional training methods. We

offer tailor-made, expert-led and flexible solutions to fit the unique needs of the organisations we work with to provide a holistic approach to the skill development needs of any L&D manager:

- Making available continual learning
- Developing scalable training solutions
- On-demand cost-effective learning platforms
- Quality and effective curriculums

Our solutions help businesses build a motivated future-ready workforce driving productivity and efficiency while reducing losses incurred owing to accidents and errors.

Please elaborate on a platform that addresses the need of upskilling and reskilling workforce in the logistics and warehousing industry

The (re)-skilling challenge ahead of us is massive and it is therefore imperative to create a platform that can bring together scalable resources. The jobs for the industry have been described in detail by the NSDC through its sector skill councils and their qualification packs, each detailing up to ten required skills for that job. Companies in this sector have multiple locations at which they are looking for people, hundreds and sometimes thousands spread across tens of job roles.

The best and perhaps only way to meet the demand of hundreds of employers for thousands of employees across tens of locations and covering hundreds of specific skills is by creating a platform, and that is what 21CC Education has done. The jobs and qualification packs and required skills link to 21CC's extensive digital library of e-learning modules, allowing us to tell an employer when a prospective employee has acquired a specific skill.



Department of Commerce

Export Import Data Bank | Export : Commodity-wise

* ITC HS Code of the Commodity is either dropped or re-allocated from April 2019

Dated: 27/11/2020, Values in Rs. Lacs

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|--------|--|--------------|--------|---------------------|--------|
| 1. | LIVE ANIMALS. | 23,801.40 | 0.0107 | 2,691.02 | 0.0029 |
| 2. | MEAT AND EDIBLE MEAT OFFAL. | 2,337,503.99 | 1.0530 | 1,037,158.47 | 1.1026 |
| 3. | FISH AND CRUSTACEANS, MOLLUSCS AND OTHER AQUATIC INVERTABRATES. | 4,362,694.95 | 1.9653 | 1,801,504.94 | 1.9152 |
| 4. | DAIRY PRODUCE; BIRDS' EGGS; NATURAL HONEY; EDIBLE PROD. OF ANIMAL ORIGIN, NOT ELSEWHERE SPEC. OR INCLUDED. | 250,308.08 | 0.1128 | 116,962.50 | 0.1243 |
| 5. | PRODUCTS OF ANIMAL ORIGIN, NOT ELSEWHERE SPECIFIED OR INCLUDED. | 66,449.32 | 0.0299 | 31,025.42 | 0.0330 |
| 6. | LIVE TREES AND OTHER PLANTS; BULBS; ROOTS AND THE LIKE; CUT FLOWERS AND ORNAMENTAL FOLIAGE. | 54,161.09 | 0.0244 | 25,436.17 | 0.0270 |
| 7. | EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS. | 776,227.75 | 0.3497 | 565,372.97 | 0.6010 |
| 8. | EDIBLE FRUIT AND NUTS; PEEL OR CITRUS FRUIT OR MELONS. | 1,060,475.02 | 0.4777 | 358,594.15 | 0.3812 |
| 9. | COFFEE, TEA, MATE AND SPICES. | 2,337,908.94 | 1.0532 | 1,392,781.32 | 1.4807 |
| 10. | CEREALS. | 4,733,348.88 | 2.1323 | 3,290,983.83 | 3.4987 |
| 11. | PRODUCTS OF THE MILLING INDUSTRY; MALT; STARCHES; INULIN; WHEAT GLUTEN. | 236,865.28 | 0.1067 | 144,596.38 | 0.1537 |
| 12. | OIL SEEDS AND OLEA. FRUITS; MISC. GRAINS, SEEDS AND FRUIT; INDUSTRIAL OR MEDICINAL PLANTS; STRAW AND FODDER. | 1,258,504.24 | 0.5669 | 589,820.70 | 0.6270 |
| 13. | LAC; GUMS, RESINS AND OTHER VEGETABLE SAPS AND EXTRACTS. | 583,032.76 | 0.2626 | 258,005.91 | 0.2743 |
| 14. | VEGETABLE PLAITING MATERIALS; VEGETABLE PRODUCTS NOT ELSEWHERE SPECIFIED OR INCLUDED. | 33,568.44 | 0.0151 | 13,888.00 | 0.0148 |
| 15. | ANIMAL OR VEGETABLE FATS AND OILS AND THEIR CLEAVAGE PRODUCTS; PRE. EDIBLE FATS; ANIMAL OR VEGETABLE WAXEX. | 825,068.00 | 0.3717 | 465,127.09 | 0.4945 |

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|--------|---|---------------|---------|---------------------|---------|
| 16. | PREPARATIONS OF MEAT, OF FISH OR OF CRUSTACEANS, MOLLUSCS OR OTHER AQUATIC INVERTEBRATES | 340,859.36 | 0.1536 | 214,203.29 | 0.2277 |
| 17. | SUGARS AND SUGAR CONFECTIONERY. | 1,558,246.55 | 0.7020 | 1,098,612.14 | 1.1679 |
| 18. | COCOA AND COCOA PREPARATIONS. | 127,468.91 | 0.0574 | 47,981.21 | 0.0510 |
| 19. | PREPARATIONS OF CEREALS, FLOUR, STARCH OR MILK; PASTRYCOOKS PRODUCTS. | 376,413.85 | 0.1696 | 199,404.20 | 0.2120 |
| 20. | PREPARATIONS OF VEGETABLES, FRUIT, NUTS OR OTHER PARTS OF PLANTS. | 442,747.83 | 0.1994 | 239,361.67 | 0.2545 |
| 21. | MISCELLANEOUS EDIBLE PREPARATIONS. | 591,501.81 | 0.2665 | 305,928.36 | 0.3252 |
| 22. | BEVERAGES, SPIRITS AND VINEGAR. | 180,551.39 | 0.0813 | 131,816.18 | 0.1401 |
| 23. | RESIDUES AND WASTE FROM THE FOOD INDUSTRIES; PREPARED ANIMAL FODER. | 826,303.68 | 0.3722 | 465,549.02 | 0.4949 |
| 24. | TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES. | 640,939.23 | 0.2887 | 315,712.37 | 0.3356 |
| 25. | SALT; SULPHUR; EARTHS AND STONE; PLASTERING MATERIALS, LIME AND CEMENT. | 1,416,011.34 | 0.6379 | 637,299.80 | 0.6775 |
| 26. | ORES, SLAG AND ASH. | 2,240,051.12 | 1.0091 | 1,733,156.33 | 1.8425 |
| 27. | MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION; BITUMINOUS SUBSTANCES; MINERAL WAXES. | 30,236,717.45 | 13.6210 | 9,506,029.48 | 10.1059 |
| 28. | INORGANIC CHEMICALS; ORGANIC OR INORGANIC COMPOUNDS OF PRECIOUS METALS, OF RARE-EARTH METALS, OR RADIOELEM. OR OF ISOTOPE. | 1,251,219.30 | 0.5636 | 537,612.02 | 0.5715 |
| 29. | ORGANIC CHEMICALS | 12,386,671.32 | 5.5799 | 6,552,710.99 | 6.9662 |
| 30. | PHARMACEUTICAL PRODUCTS | 11,547,303.20 | 5.2018 | 7,057,881.77 | 7.5033 |
| 31. | FERTILISERS. | 83,676.46 | 0.0377 | 36,655.53 | 0.0390 |
| 32. | TANNING OR DYEING EXTRACTS; TANNINS AND THEIR DERI. DYES, PIGMENTS AND OTHER COLOURING MATTER; PAINTS AND VER; PUTTY AND OTHER MASTICS; INKS. | 2,440,943.90 | 1.0996 | 969,142.43 | 1.0303 |

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|--------|--|--------------|--------|---------------------|--------|
| 33. | ESSENTIAL OILS AND RESINOIDS; PERFUMERY, COSMETIC OR TOILET PREPARATIONS. | 1,558,523.38 | 0.7021 | 675,218.07 | 0.7178 |
| 34. | SOAP, ORGANIC SURFACE-ACTIVE AGENTS, WASHING PREPARATIONS, LUBRICATING PREPARATIONS, ARTIFICIAL WAXES, PREPARED WAXES, POLISHING OR SCOURING PREP. | 445,959.35 | 0.2009 | 237,574.24 | 0.2526 |
| 35. | ALBUMINOIDAL SUBSTANCES; MODIFIED STARCHES; GLUES; ENZYMES. | 158,213.92 | 0.0713 | 81,499.43 | 0.0866 |
| 36. | EXPLOSIVES; PYROTECHNIC PRODUCTS; MATCHES; PYROPHORIC ALLOYS; CERTAIN COMBUSTIBLE PREPARATIONS. | 83,221.33 | 0.0375 | 43,212.46 | 0.0459 |
| 37. | PHOTOGRAPHIC OR CINEMATOGRAPHIC GOODS. | 7,934.05 | 0.0036 | 3,057.42 | 0.0033 |
| 38. | MISCELLANEOUS CHEMICAL PRODUCTS. | 3,566,292.62 | 1.6065 | 1,678,929.46 | 1.7849 |
| 39. | PLASTIC AND ARTICLES THEREOF. | 4,896,966.62 | 2.2060 | 2,675,159.22 | 2.8440 |
| 40. | RUBBER AND ARTICLES THEREOF. | 2,240,237.88 | 1.0092 | 994,015.13 | 1.0567 |
| 41. | RAW HIDES AND SKINS (OTHER THAN FURSKINS) AND LEATHER | 371,762.64 | 0.1675 | 115,603.14 | 0.1229 |
| 42. | ARTICLES OF LEATHER, SADDLERY AND HARNESS; TRAVEL GOODS, HANDBAGS AND SIMILAR CONT. ARTICLES OF ANIMAL GUT(OTHER THAN SILK-WRM)GUT. | 1,718,022.47 | 0.7739 | 555,711.30 | 0.5908 |
| 43. | FURSKINS AND ARTIFICIAL FUR, MANUFACTURES THEREOF. | 8,980.57 | 0.0040 | 3,620.53 | 0.0038 |
| 44. | WOOD AND ARTICLES OF WOOD; WOOD CHARCOAL. | 313,463.46 | 0.1412 | 134,936.69 | 0.1435 |
| 45. | CORK AND ARTICLES OF CORK. | 2,246.11 | 0.0010 | 1,220.49 | 0.0013 |
| 46. | MANUFACTURES OF STRAW, OF ESPARTO OR OF OTHER PLAINTING MATERIALS; BASKETWARE AND WICKERWORK. | 35,440.83 | 0.0160 | 12,042.26 | 0.0128 |
| 47. | PULP OF WOOD OR OF OTHER FIBROUS CELLULOSIC MATERIAL; WASTE AND SCRAP OF PAPER OR PAPERBOARD. | 6,248.46 | 0.0028 | 4,391.94 | 0.0047 |

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|--------|--|--------------|--------|---------------------|--------|
| 48. | PAPER AND PAPERBOARD; ARTICLES OF PAPER PULP, OF PAPER OR OF PAPERBOARD. | 1,382,164.81 | 0.6226 | 599,966.65 | 0.6378 |
| 49. | PRINTED BOOKS, NEWSPAPERS, PICTURES AND OTHER PRODUCTS OF THE PRINTING INDUSTRY; MANUSCRIPTS, TYPESCRIPTS AND PLANS. | 241,128.25 | 0.1086 | 81,653.11 | 0.0868 |
| 50. | SILK | 59,541.12 | 0.0268 | 25,651.26 | 0.0273 |
| 51. | WOOL, FINE OR COARSE ANIMAL HAIR, HORSEHAIR YARN AND WOVEN FABRIC. | 113,428.91 | 0.0511 | 28,428.34 | 0.0302 |
| 52. | COTTON. | 4,071,481.13 | 1.8341 | 1,708,240.37 | 1.8160 |
| 53. | OTHER VEGETABLE TEXTILE FIBRES; PAPER YARN AND WOVEN FABRICS OF PAPER YARN. | 317,124.11 | 0.1429 | 161,201.29 | 0.1714 |
| 54. | MAN-MADE FILAMENTS. | 1,696,169.21 | 0.7641 | 412,915.27 | 0.4390 |
| 55. | MAN-MADE STAPLE FIBRES. | 1,182,416.11 | 0.5327 | 404,301.26 | 0.4298 |
| 56. | WADDING, FELT AND NONWOVENS; SPACIAL YARNS; TWINE, CORDAGE, ROPES AND CABLES AND ARTICLES THEREOF. | 292,488.32 | 0.1318 | 150,475.23 | 0.1600 |
| 57. | CARPETS AND OTHER TEXTILE FLOOR COVERINGS. | 1,179,984.07 | 0.5316 | 547,915.11 | 0.5825 |
| 58. | SPECIAL WOVEN FABRICS; TUFTED TEXTILE FABRICS; LACE; TAPESTRIES; TRIMMINGS; EMBROIDERY. | 296,891.09 | 0.1337 | 92,381.16 | 0.0982 |
| 59. | IMPREGNATED, COATED, COVERED OR LAMINATED TEXTILE FABRICS; TEXTILE ARTICLES OF A KIND SUITABLE FOR INDUSTRIAL USE. | 206,510.63 | 0.0930 | 107,876.65 | 0.1147 |
| 60. | KNITTED OR CROCHETED FABRICS. | 299,230.64 | 0.1348 | 154,413.57 | 0.1642 |
| 61. | ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED. | 5,319,925.32 | 2.3965 | 1,898,675.32 | 2.0185 |
| 62. | ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, NOT KNITTED OR CROCHETED. | 5,664,479.80 | 2.5517 | 1,683,915.60 | 1.7902 |
| 63. | OTHER MADE UP TEXTILE ARTICLES; SETS; WORN CLOTHING AND WORN TEXTILE ARTICLES; RAGS | 3,549,458.41 | 1.5990 | 1,553,207.42 | 1.6512 |
| 64. | FOOTWEAR, GAITERS AND THE LIKE; PARTS OF SUCH ARTICLES. | 1,861,356.15 | 0.8385 | 616,048.71 | 0.6549 |

CARGO STATISTICS

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|--------|---|---------------|---------|---------------------|--------|
| 65. | HEADGEAR AND PARTS THEREOF. | 42,610.42 | 0.0192 | 15,200.58 | 0.0162 |
| 66. | UMBRELLAS, SUN UMBRELLAS, WALKING-STICKS, SEAT-STICKS, WHIPS, RIDING-CROPS AND PARTS THEREOF. | 2,199.78 | 0.0010 | 843.90 | 0.0009 |
| 67. | PREPARED FEATHERS AND DOWN AND ARTICLES MADE OF FEATHERS OR OF DOWN; ARTIFICIAL FLOWERS; ARTICLES OF HUMAN HAIR. | 184,913.49 | 0.0833 | 101,855.82 | 0.1083 |
| 68. | ARTICLES OF STONE, PLASTER, CEMENT, ASBESTOS, MICA OR SIMILAR MATERIALS. | 1,194,414.64 | 0.5381 | 583,704.04 | 0.6205 |
| 69. | CERAMIC PRODUCTS. | 1,357,371.55 | 0.6115 | 650,047.17 | 0.6911 |
| 70. | GLASS AND GLASSWARE. | 594,110.65 | 0.2676 | 268,479.22 | 0.2854 |
| 71. | NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMIPRECIOUS STONES, PRE. METALS, CLAD WITH PRE. METAL AND ARTICLES THEREOF; IMIT. JEWELRY; COIN. | 25,544,085.35 | 11.5071 | 6,529,815.65 | 6.9419 |
| 72. | IRON AND STEEL | 6,577,473.50 | 2.9630 | 4,689,405.66 | 4.9853 |
| 73. | ARTICLES OF IRON OR STEEL | 4,984,309.75 | 2.2453 | 2,028,050.35 | 2.1560 |
| 74. | COPPER AND ARTICLES THEREOF. | 606,005.03 | 0.2730 | 425,314.23 | 0.4522 |
| 75. | NICKEL AND ARTICLES THEREOF. | 65,324.86 | 0.0294 | 17,122.18 | 0.0182 |
| 76. | ALUMINIUM AND ARTICLES THEREOF. | 3,610,467.11 | 1.6264 | 1,963,550.89 | 2.0875 |
| 77. | LEAD AND ARTICLES THEREOF. | 264,225.04 | 0.1190 | 136,265.00 | 0.1449 |
| 78. | ZINC AND ARTICLES THEREOF. | 403,729.47 | 0.1819 | 279,618.71 | 0.2973 |
| 79. | TIN AND ARTICLES THEREOF. | 7,408.67 | 0.0033 | 3,298.91 | 0.0035 |
| 80. | OTHER BASE METALS; CERMETS; ARTICLES THEREOF. | 35,734.43 | 0.0161 | 13,269.28 | 0.0141 |
| 81. | TOOLS IMPLEMENTS, CUTLERY, SPOONS AND FORKS, OF BASE METAL; PARTS THEREOF OF BASE METAL. | 617,428.58 | 0.2781 | 247,017.45 | 0.2626 |
| 82. | MISCELLANEOUS ARTICLES OF BASE METAL. | 462,974.59 | 0.2086 | 189,991.14 | 0.2020 |
| 83. | NUCLEAR REACTORS, BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF. | 14,766,129.00 | 6.6518 | 5,977,262.17 | 6.3544 |

| S. No. | Commodity | 2019-2020 | %Share | 2020-2021 (Apr-Sep) | %Share |
|-----------------------------|---|-----------------------|--------|----------------------|--------|
| 84. | ELECTRICAL MACHINERY AND EQUIPMENT AND PARTS THEREOF; SOUND RECORDERS AND REPRODUCERS, TELEVISION IMAGE AND SOUND RECORDERS AND REPRODUCERS, AND PARTS. | 10,766,974.22 | 4.8503 | 4,114,659.54 | 4.3743 |
| 85. | RAILWAY OR TRAMWAY LOCOMOTIVES, ROLLING-STOCK AND PARTS THEREOF; RAILWAY OR TRAMWAY TRACK FIXTURES AND FITTINGS AND PARTS THEREOF; MECHANICAL | 182,257.26 | 0.0821 | 39,048.70 | 0.0415 |
| 86. | VEHICLES OTHER THAN RAILWAY OR TRAMWAY ROLLING STOCK, AND PARTS AND ACCESSORIES THEREOF. | 11,840,349.41 | 5.3338 | 3,704,535.76 | 3.9383 |
| 87. | AIRCRAFT, SPACECRAFT, AND PARTS THEREOF. | 1,009,633.54 | 0.4548 | 403,081.27 | 0.4285 |
| 88. | SHIPS, BOATS AND FLOATING STRUCTURES. | 3,212,324.57 | 1.4471 | 2,015,114.49 | 2.1423 |
| 89. | OPTICAL, PHOTOGRAPHIC CINEMATOGRAPHIC MEASURING, CHECKING PRECISION, MEDICAL OR SURGICAL INST. AND APPARATUS PARTS AND ACCESSORIES THEREOF; | 2,388,284.14 | 1.0759 | 1,064,864.55 | 1.1321 |
| 90. | CLOCKS AND WATCHES AND PARTS THEREOF. | 63,203.30 | 0.0285 | 20,893.74 | 0.0222 |
| 91. | MUSICAL INSTRUMENTS; PARTS AND ACCESSORIES OF SUCH ARTICLES. | 19,552.34 | 0.0088 | 5,837.24 | 0.0062 |
| 92. | ARMS AND AMMUNITION; PARTS AND ACCESSORIES THEREOF. | 93,409.48 | 0.0421 | 72,933.08 | 0.0775 |
| 93. | FURNITURE; BEDDING, MATTRESSES, MATTRESS SUPPORTS, CUSHIONS AND SIMILAR STUFFED FURNISHING; LAMPS AND LIGHTING FITTINGS NOT ELSEWHERE SPECIFIED OR INC | 1,317,095.26 | 0.5933 | 538,935.45 | 0.5729 |
| 94. | TOYS, GAMES AND SPORTS REQUISITES; PARTS AND ACCESSORIES THEREOF. | 285,965.66 | 0.1288 | 147,457.83 | 0.1568 |
| 95. | MISCELLANEOUS MANUFACTURED ARTICLES. | 441,246.03 | 0.1988 | 175,241.24 | 0.1863 |
| 96. | WORKS OF ART COLLECTORS' PIECES AND ANTIQUES. | 88,403.00 | 0.0398 | 9,554.71 | 0.0102 |
| 97. | PROJECT GOODS; SOME SPECIAL USES. | 39,504.30 | 0.0178 | 2,771.89 | 0.0029 |
| 98. | MISCELLANEOUS GOODS. | 141,463.09 | 0.0637 | 42,738.17 | 0.0454 |
| India's Total Export | | 221,985,418.10 | | 94,064,243.76 | |

Source: Ministry of Commerce & Industry

www.cargotalk.in

Creating a compliant Grade-A warehouse

The Indian warehousing and logistics scenario has advanced manifold over the years and one of the most common ways of benchmarking an international form of standardisation is through the construction and use of 'Grade-A' warehouses. **Vineet Vaibhav**, Chief Development Officer, Welspun One explains the 'What, Why and How' of Grade-A warehousing.

Despite 'Grade-A' being the buzzword, there is no standard definition available which can clearly categorise a warehouse into various grades such as A, B or C. Essentially, Grade-A warehouses are spaces which facilitate efficient operations of the supply chain of any business. Grade-A warehouses lead to lowest Total Cost of Ownership (TOC) for the development.

There are several factors that are responsible for driving the shift in demand from supposed Grade-B and Grade-C warehouses to Grade-A spaces. But more than anything else, it is scale and complexity that drives the need for Grade-A warehouses. This, therefore, means, that if there is no scale, wherein the minimum size is more 100K SF, and there is no complexity, which comprises of supply chain processes such as automation, packages handled, throughput and others, there is principally no need for a Grade-A warehouse. But for any large or even emerging business, the scale is inevitable and is usually the penultimate goal for many. Therefore, it is crucial for them to move to using Grade-A warehouses.

This entire process and need-based assessment, therefore, surmises that the key occupiers of a Grade-A warehouse would be all businesses under the e-commerce, retail, 3PL, FMCG/FMCD and pharmaceutical

segments, mostly. Once the identification of potential customers is done, it is critical to understand their operations to truly arrive at a broad definition of Grade-A warehouses and what would constitute a suitable Grade-A warehouse, designed to suit their business needs.

In most cases, the true, technical design considerations for Grade-A warehouses are fairly standardised.

- With a minimum height at an eave of 11m,
- The building aspect ratio of a Grade-A park would range from 1:1.5-1:3.
- The number of docks in such a park is 1 in 10000 SF on plinth area or lesser
- The warehouse flooring is at a level of FM2 with a minimum floor load (UDL) of 5T/SQM.
- An apron length of a minimum of 25.5 m in concrete
- Grade-A park area should support at least 40 FT trailers and all the internal roads should also support the

unhindered movement of the trailers. The number of lanes in total should be two to four, depending on the size of the warehouse.

- Amenities like fire-fighting systems, CCTV surveillance, building insulations, LED lights, security system and other crucial factors should be planned well in advance to ensure efficient operations.
- In addition to sustainability features, an efficient Grade-A park should have an adequate number of entry/exit gates and parking spaces basis a thorough traffic study of the park as even a minute's delay could be a direct business impact.

Thus, to identify and match the needs of a customer across businesses and ensure smooth operation across the supply chain, it's important that unless the design considerations are executed in entirety through best construction processes and teams, achieving a truly Grade-A space suitable for clients' needs can be a distant dream.

Therefore, in a nutshell, the ideal process of creating a truly compliant Grade-A warehouse, designed to match and exceed the customers' expectations would be to map the clients, understand their operations, establish design considerations, execute the project through best construction teams and processes and finally, continue to manage the park for unhindered warehouse operations.

Once the identification of potential customers is done, it is critical to understand their operations to truly arrive at a broad definition of Grade-A warehouses and what would constitute a suitable Grade-A warehouse, designed to suit their business needs



Vineet Vaibhav
Chief Development Officer
Welspun One

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

Growth drivers in logistics & warehousing

Fuelled by possibilities around India becoming one of the top manufacturing hubs in the world, the Indian logistics and warehousing landscape is set to become a strong supportive infrastructure pillar in the country's growth narrative, post-COVID. **Aditya Vazirani**, CEO, Robinsons Global Logistics Solutions shares the factors that will drive growth in 2021.

The Indian logistics and warehousing sector is set to witness a 35 per cent growth by 2021, instead of the earlier estimate of 25 per cent, and will be fastest to recover from the COVID aftermath, as per the Welspun One Logistics Part (WOLP) report released in May 2020. The Indian logistics and warehousing landscape is set to become a strong supportive infrastructure pillar in the country's growth narrative, post-COVID. Listed here are some of the key areas that will drive this growth:

ROBUST COLD CHAIN NETWORK

As per the 'Indian Cold Chain Industry Outlook 2022', the Indian cold supply chain sector is set to grow at a CAGR of 17-18 per cent, till 2022, driven mostly by the seafood, meat, and biopharmaceutical sectors.

E-COMMERCE BOOM

Driven by the comfort of ordering from home, paying online and receiving safe, contactless deliveries, e-commerce continues to be the preferred mode of shopping in the post-COVID era, which is helping strengthen the logistics and supply chain network, specialised warehousing, and reverse logistics.

INVESTMENT IN WAREHOUSING REAL ESTATE

As the economic slowdown hampers the residential and commercial real



estate, industrial and warehousing real estate has gained attention of the investors. With factors like 100 per cent FDI and larger/ safer returns on industrial and warehousing real estate, the monetary investment is further facilitating a robust growth of state-of-the-art warehouses with provisions for specialised storage, digital adoption, and smart management features.

BOOST IN MANUFACTURING

India is on its way to create a self-reliant economy but also vying to be a preferred manufacturing hub for global businesses seeking alternative destinations that offer affordable labour and friendly business policies. This development is set to further boost the logistics and warehousing segment. Growth in sectors like automobiles, who are already relying on specialised warehousing for kitting and final assembly of parts etc., are

paving the way for the warehousing and supply chain sector to evolve into a major support infrastructure for manufacturing.

While the pandemic impacted international trade and transport of cargo, the domestic supply chain for essential goods, powered by an aggressive e-commerce growth, kept the domestic warehousing and logistics sector afloat. Further, supportive government policies like conferring infrastructure status to the logistics sector, and initiatives to create logistics parks, etc. Additionally, with the shift in real estate investment from residential and retail to industrial and warehousing real estate, FDI in logistics, digital adoption and application of emerging technology, it is not a surprise to learn that the sector has not only been a lifeline during the pandemic but will soar higher at the double digit growth rate, in the coming year.

🔥 The Indian logistics and warehousing sector is set to witness a 35% growth by 2021, instead of the earlier estimate of 25%, and will be fastest to recover from the COVID aftermath, as per the Welspun One Logistics Part report released in May 2020 🔥



Aditya Vazirani
CEO

Robinsons Global Logistics Solutions

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

AFS policy lacks clarity

In spite of an AFS Policy framed by The Ministry of Civil Aviation (MoCA) in 2014, the concept of AFS, by and large remains a non-starter. Moreover, CBIC has issued the revised guidelines for setting up of ICDs, CFSS and AFSs. **Vipin Vohra**, Chairman, Continental Carriers talks in detail why operationalising AFSs is the need of an hour and how it can contribute in such crisis.

The policy governing setting up and running of Air Freight Stations (AFSs) has been issued by the government in the year 2014, however, no AFS is operational till date due to lack of clarity in policy. The revised guidelines for setting up of CFSS, CDs and AFSs have no relevance till problems related to AFSs operations are sorted out. The objective of AFS has

There is an urgent need to interact with terminal operators to find the solution connected with terminal handling charges. Terminal, Storage and Processing (TSP) issue has caused unexplainable delay and huge financial burden to the aspiring entrepreneur. Presently, TSP charges of cargo are provided to the airport operator. With the setting up of AFS

Civil Aviation, Ministry of Commerce, Scope Air, AERA and all the concerned ministries since 2014. Unfortunately, all through the years this issue still remains unresolved. AFS is an innovative solution that would decongest air terminals and help in better cargo management and will certainly give easy space for vaccine logistics management. Air freight stations are the need of the hour and an essential step towards making India a manufacturing hub under the Hon'ble Prime Minister's ambitious 'Make in India' scheme.

Today, when everyone is gearing up for COVID vaccine delivery management, we are still not sure about the future of AFS and facing unnecessary hurdles and roadblocks in making it operational, whereas, in other countries the concept of Off-Airport Cargo handling has been in practice for decades

always been to create a facility where cargo can be cleared from customs and to build pallets outside the airport and bring the cargo two to three hours before the flight departure. For example, 94 per cent cargo in Hong Kong comes to the airport in BUPs (load unit that is built up at AFS and handed over ready for carriage as a complete unit and delivered to consignee) that's why Hong Kong handles more cargo than total cargo export of all Indian airports. AFS would certainly help to increase air cargo volumes by decongesting the air cargo terminals at the international gateway airports, thereby reducing air logistics costs for companies engaged in foreign trade. Today, when everyone is gearing up for COVID vaccine delivery management, we are still not sure about the future of AFS and facing unnecessary hurdles and roadblocks in making it operational, whereas, in other countries the concept of Off-Airport Cargo handling has been in practice for decades.

most of the activities related to the cargo will be performed at AFS. Representatives of FFAI also feel that it is necessary to have clarity in the distribution of the charges as this would affect the revenue models of cargo movement to the airport through the AFS.

Continental Carriers has taken up the issue of reduced terminal charges in all the meetings with air cargo, Logistics Promotion Board, Ministry of

To make these new guidelines effective it is important to resolve pending issues related to AFS policy. Continental Carriers, even after investing heavily on AFS, is still waiting for the clearance on fixation of TSP charges by AERA and compliance from airport terminal operator for built up and loose cargo. It is high time that we must understand that AFS is a contemporary solution that would complement an air cargo terminal and would make air cargo handling at par with the UK, Germany, USA and Hong Kong.



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

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



Traffic statistics (Domestic Freight)

| S. No. | Airport | Freight (in tonnes) | | | | | |
|--------|---------|---------------------|----------|----------|---------------------------------|-----------|----------|
| | | For the Month | | | For the period April to October | | |
| | | Oct 2020 | Oct 2019 | % Change | 2020-2021 | 2019-2020 | % Change |

(A) 19 International Airports

| | | | | | | | |
|--------------|-------------|---------------|---------------|--------------|-----------------|-----------------|---------------|
| 1 | Chennai | 7,291 | 7,343 | -0.7 | 29,070 | 49,030 | -40.7% |
| 2 | Kolkata | 7,181 | 12,377 | -42.0 | 33,081 | 61,147 | -45.9% |
| 3 | Ahmedabad | 5,232 | 5,674 | -7.8 | 18,791 | 35,333 | -46.8% |
| 4 | Goa | 390 | 449 | -13.1 | 1,263 | 2,508 | -49.6% |
| 5 | Guwahati | 1,736 | 1,911 | -9.2 | 6,971 | 12,802 | -45.5% |
| 6 | Lucknow | 1,305 | 1,311 | -0.5 | 4,587 | 7,345 | -37.5% |
| 7 | Jaipur | 1,404 | 1,634 | -14.1 | 5,081 | 9,080 | -44.0% |
| 8 | Trivandrum | 111 | 170 | -34.7 | 382 | 1,296 | -70.5% |
| 9 | Bhubaneswar | 769 | 860 | -10.6 | 2,936 | 5,700 | -48.5% |
| 10 | Calicut | 25 | 56 | -55.4 | 311 | 578 | -46.2% |
| 11 | Varanasi | 429 | 448 | -4.2 | 1,259 | 2,201 | -42.8% |
| 12 | Coimbatore | 751 | 958 | -21.6 | 2,435 | 5,868 | -58.5% |
| 13 | Srinagar | 855 | 364 | 134.9 | 3,035 | 5,068 | -40.1% |
| 14 | Amritsar | 144 | 58 | 148.3 | 366 | 767 | -52.3% |
| 15 | Mangalore | 222 | 255 | -12.9 | 1,015 | 279 | 263.8% |
| 16 | Portblair | 239 | 713 | -66.5 | 1,756 | 3,989 | -56.0% |
| 17 | Trichy | 0 | 0 | - | 0 | 2 | - |
| 18 | Imphal | 511 | 798 | -36.0 | 1,542 | 4,660 | -66.9% |
| 19 | Vijayawada | 140 | 167 | -16.2 | 883 | 1,418 | -37.7% |
| Total | | 28,735 | 35,546 | -19.2 | 1,14,764 | 2,09,071 | -45.1% |

(B) 6 JV International Airports

| | | | | | | | |
|--------------|-------------------|---------------|---------------|--------------|-----------------|-----------------|---------------|
| 20 | Delhi (DIAL) | 32,184 | 34,651 | -7.1 | 1,28,819 | 2,16,993 | -40.6% |
| 21 | Mumbai (MIAL) | 16,628 | 26,168 | -36.5 | 63,900 | 1,68,136 | -62.0% |
| 22 | Bangalore (BIAL) | 14,714 | 15,094 | -2.5 | 58,341 | 92,668 | -37.0% |
| 23 | Hyderabad (GHIAL) | 5,277 | 6,243 | -15.5 | 22,555 | 36,794 | -38.7% |
| 24 | Cochin(CIAL) | 965 | 1,198 | -19.4 | 4,104 | 8,361 | -50.9% |
| 25 | Nagpur (MIPL) | 812 | 843 | -3.7 | 2,405 | 5,362 | -55.1% |
| Total | | 70,580 | 84,197 | -16.2 | 2,80,124 | 5,28,314 | -47.0% |

(C) 9 Custom Airports

| | | | | | | | |
|----|----------|-------|-------|------|--------|--------|--------|
| 26 | Pune | 3,997 | 3,828 | 4.4 | 11,769 | 22,089 | -46.7% |
| 27 | Patna | 1,310 | 1,345 | -2.6 | 5,820 | 7,803 | -25.4% |
| 28 | Bagdogra | 822 | 686 | 19.8 | 2,691 | 4,662 | -42.3% |

| S. No. | Airport | Freight (in tonnes) | | | | | |
|--------|---------|---------------------|----------|----------|---------------------------------|-----------|----------|
| | | For the Month | | | For the period April to October | | |
| | | Oct 2020 | Oct 2019 | % Change | 2020-2021 | 2019-2020 | % Change |

| | | | | | | | |
|--------------|---------------|--------------|--------------|------------|---------------|---------------|---------------|
| 29 | Indore | 721 | 930 | -22.5 | 2,323 | 6,014 | -61.4% |
| 30 | Visakhapatnam | 263 | 409 | -35.7 | 1,669 | 3,401 | -50.9% |
| 31 | Chandigarh | 972 | 839 | 15.9 | 3,139 | 5,558 | -43.5% |
| 32 | Surat | 513 | 295 | 73.9 | 2,236 | 2,382 | -6.1% |
| 33 | Madurai | 257 | 192 | 33.9 | 738 | 883 | -16.4% |
| 34 | Aurangabad | 129 | 80 | 61.3 | 235 | 425 | -44.7% |
| Total | | 8,984 | 8,604 | 4.4 | 30,620 | 53,217 | -42.5% |

(D) 20 Domestic Airports

| | | | | | | | |
|--------------|-----------------|--------------|--------------|--------------|--------------|---------------|--------------|
| 35 | Ranchi | 542 | 635 | -14.6 | 2,226 | 3,598 | -38.1% |
| 36 | Raipur | 532 | 678 | -21.5 | 1,980 | 3,616 | -45.2% |
| 37 | Agartala | 283 | 374 | -24.3 | 763 | 2,777 | -72.5% |
| 38 | Jammu | 116 | 120 | -3.3 | 394 | 871 | -54.8% |
| 39 | Bhopal | 135 | 148 | -8.8 | 475 | 765 | -37.9% |
| 40 | Dehradun | 9 | 13 | -30.8 | 20 | 94 | -78.7% |
| 41 | Udaipur | 0 | 0 | - | 1 | 3 | -66.7% |
| 42 | Vadodara | 182 | 313 | -41.9 | 411 | 1,993 | -79.4% |
| 43 | Leh | 169 | 178 | -5.1 | 594 | 1,199 | -50.5% |
| 44 | Jodhpur | 0 | 0 | - | 0 | 1 | - |
| 45 | Dibrugarh | 87 | 101 | -13.9 | 307 | 574 | -46.5% |
| 46 | Hubli | 3 | 8 | -62.5 | 52 | 62 | -16.1% |
| 47 | Silchar | 64 | 66 | -3.0 | 281 | 507 | -44.6% |
| 48 | Tuticorin | 0 | 5 | - | 0 | 36 | - |
| 49 | Kanpur(Chakeri) | 4 | 3 | 33.3 | 5 | 91 | -94.5% |
| 50 | Rajkot | 1 | 3 | -66.7 | 1 | 17 | -94.1% |
| 51 | Jharsuguda | 5 | 9 | -44.4 | 14 | 27 | -48.1% |
| 52 | Dimapur | 18 | 43 | -58.1 | 99 | 189 | -47.6% |
| 53 | Juhu | 15 | 30 | -50.0 | 60 | 218 | -72.5% |
| 54 | Jorhat | 4 | 0 | - | 6 | 0 | - |
| 55 | Agatti | 0 | 11 | - | 0 | 38 | - |
| Total | | 2,169 | 2,738 | -20.8 | 7,689 | 16,676 | -53.9 |

(E) 2 St Govt./ Pvt Airports

| | | | | | | | |
|--------------|------------------|-----------|-----------|-------------|------------|------------|---------------|
| 56 | Lengpui (Aizwal) | 43 | 34 | 26.5 | 190 | 243 | -21.8% |
| 57 | Nasik (Hal Ozar) | 0 | 0 | - | 0 | 7 | - |
| Total | | 43 | 34 | 26.5 | 190 | 250 | -24.0% |

| | | | | | | | |
|--------------------------------|--|-----------------|-----------------|--------------|-----------------|-----------------|---------------|
| Grand Total (A+B+C+D+E) | | 1,10,511 | 1,31,119 | -15.7 | 4,33,387 | 8,07,528 | -46.3% |
|--------------------------------|--|-----------------|-----------------|--------------|-----------------|-----------------|---------------|

Traffic statistics (International Freight)

* Estimated

| | | Freight (in tonnes) | | | | | |
|--------|---------|---------------------|----------|----------|------------------------------------|-----------|----------|
| | | For the Month | | | For the period April to October | | |
| S. No. | Airport | Oct 2020 | Oct 2019 | % Change | 2020-2021 | 2019-2020 | % Change |

(A) 15 International Airports

| | | | | | | | |
|--------------|-------------|---------------|---------------|--------------|-----------------|-----------------|---------------|
| 1 | Chennai | 22,937 | 23,324 | -1.7 | 1,06,141 | 1,66,356 | -36.2% |
| 2 | Kolkata | 3,979 | 4,594 | -13.4 | 17,483 | 35,053 | -50.1% |
| 3 | Ahmedabad | 1,151 | 4,232 | -72.8 | 8,828 | 29,715 | -70.3% |
| 4 | Goa | 20 | 65 | -69.2 | 35 | 718 | -95.1% |
| 5 | Guwahati | 0 | 0 | - | 18 | 1 | - |
| 6 | Lucknow | 97 | 221 | -56.1 | 581 | 2,063 | -71.8% |
| 7 | Jaipur | 92 | 180 | -48.9 | 185 | 1,363 | -86.4% |
| 8 | Trivandrum | 893 | 2,039 | -56.2 | 8,778 | 15,506 | -43.4% |
| 9 | Bhubaneswar | 0 | 9 | - | 18 | 20 | -10.0% |
| 10 | Calicut | 781 | 2,167 | -64.0 | 5,557 | 16,548 | -66.4% |
| 11 | Varanasi | 0 | 0 | - | 0 | 5 | - |
| 12 | Coimbatore | 22 | 236 | -90.7 | 362 | 1,588 | -77.2% |
| 14 | Amritsar | 67 | 85 | -21.2 | 144 | 761 | -81.1% |
| 15 | Mangalore | 73 | 297 | -75.4 | 425 | 1,592 | -73.3% |
| 17 | Trichy | 285 | 741 | -61.5 | 1,169 | 4,952 | -76.4% |
| Total | | 30,397 | 38,190 | -20.4 | 1,49,724 | 2,76,241 | -45.8% |

| | | Freight (in tonnes) | | | | | |
|--------|---------|---------------------|----------|----------|------------------------------------|-----------|----------|
| | | For the Month | | | For the period April to October | | |
| S. No. | Airport | Oct 2020 | Oct 2019 | % Change | 2020-2021 | 2019-2020 | % Change |

(B) 6 JV International Airports

| | | | | | | | |
|--------------|-------------------|-----------------|-----------------|-------------|-----------------|-----------------|---------------|
| 1 | Delhi (Dial) | 48,817 | 51,200 | -4.7 | 2,39,746 | 3,62,242 | -33.8% |
| 2 | Mumbai (Mial) | 42,463 | 49,060 | -13.4 | 2,16,061 | 3,42,320 | -36.9% |
| 3 | Bangalore (Bial) | 19,620 | 19,197 | 2.2 | 1,07,610 | 1,33,445 | -19.4% |
| 4 | Hyderabad (Ghial) | 5,222 | 6,733 | -22.4 | 33,753 | 48,988 | -31.1% |
| 5 | Cochin (Cial) | 1,942 | 4,782 | -59.4 | 19,826 | 38,801 | -48.9% |
| 6 | Nagpur (Mipl) | 0 | 99 | - | 9 | 755 | -98.8% |
| Total | | 1,18,064 | 1,31,071 | -9.9 | 6,17,005 | 9,26,551 | -33.4% |

(C) 4 Custom Airports

| | | | | | | | |
|--------------|---------------|-----------|------------|--------------|-----------|--------------|---------------|
| 22 | Pune | 0 | 42 | - | 0 | 115 | - |
| 23 | Indore | 5 | 42 | -88.1 | 21 | 529 | -96.0% |
| 24 | Visakhapatnam | 0 | 48 | - | 1 | 273 | -99.6% |
| 25 | Madurai | 22 | 160 | -86.3 | 31 | 1,018 | -97.0% |
| Total | | 27 | 292 | -90.8 | 53 | 1,935 | -97.3% |

Grand Total (A+B+C) **1,48,488** **1,69,553** **-12.4** **7,66,782** **12,04,727** **-36.4%**

(Source: AAI)

Monthly Traffic And Operating Statistics During 2020 (Provisional) (Scheduled Domestic Services) (Cargo Carried)

| | Freight in Tonnes | Mail in Tonnes | Total in Tonnes | Freight in Tonnes | Mail in Tonnes | Total in Tonnes | Freight in Tonnes | Mail in Tonnes | Total in Tonnes | Freight in Tonnes | Mail in Tonnes | Total in Tonnes |
|--------------|-------------------|----------------|-----------------|-------------------|----------------|-----------------|--------------------------|----------------|-----------------|-------------------|----------------|-----------------|
| | Air Asia | | | Air India | | | Air India Express | | | Alliance | | |
| JAN | 3,780.8 | 72.4 | 3,853.1 | 6,797.8 | 751.9 | 7,549.7 | 68.9 | - | 68.9 | 17.8 | - | 17.8 |
| FEB | 3,484.7 | 77.8 | 3,562.5 | 6,036.5 | 789.4 | 6,825.9 | 90.6 | 0.0 | 90.6 | 20.2 | - | 20.2 |
| MAR | 2,388.4 | 69.4 | 2,457.8 | 3,971.5 | 368.9 | 4,340.5 | 68.3 | 0.0 | 68.3 | 15.5 | - | 15.5 |
| APR | - | - | - | - | - | - | - | - | - | - | - | - |
| MAY | 153.9 | 11.0 | 164.9 | 199.9 | 12.2 | 212.1 | 0.0 | - | 0.0 | 85.0 | - | 85.0 |
| JUN | 1,522.1 | 159.5 | 1,681.6 | 2,050.8 | - | 2,050.8 | - | - | - | 8.0 | - | 8.0 |
| JUL | 1,590.0 | 118.6 | 1,708.6 | 1,937.3 | - | 1,937.3 | - | - | - | 23.6 | - | 23.6 |
| AUG | 1,963.7 | 127.9 | 2,091.6 | 2,378.5 | - | 2,378.5 | - | - | - | 32.5 | - | 32.5 |
| TOTAL | 14,883.5 | 636.6 | 15,520.1 | 23,372.4 | 1,922.5 | 25,294.9 | 227.8 | 0.0 | 227.8 | 202.6 | 0.0 | 202.6 |
| | Blue Dart | | | GoAir | | | SpiceJet | | | Indigo | | |
| JAN | 10,362.0 | - | 10,362.0 | - | - | - | 13,795.9 | - | 13,795.9 | 22,075.6 | 1,785.9 | 23,861.4 |
| FEB | 9,862.7 | - | 9,862.7 | 797.1 | - | 797.1 | 12,350.9 | - | 12,350.9 | 21,597.0 | 1,666.5 | 23,263.5 |
| MAR | 7,532.0 | - | 7,532.0 | 2,482.3 | - | 2,482.3 | 8,909.9 | - | 8,909.9 | 15,280.6 | - | 15,280.6 |
| APR | 3,341.0 | - | 3,341.0 | - | - | - | - | - | - | - | - | - |
| MAY | 6,219.9 | - | 6,219.9 | - | - | - | 3,850.0 | - | 3,850.0 | 782.3 | 192.7 | 974.9 |
| JUN | 10,359.3 | - | 10,359.3 | 887.3 | - | 887.3 | 5,965.9 | - | 5,965.9 | 7,861.0 | 1,410.2 | 9,271.2 |
| JUL | - | - | - | 1,036.6 | - | 1,036.6 | 2,863.6 | - | 2,863.6 | 10,776.5 | 1,797.6 | 12,574.1 |
| AUG | - | - | - | 1,746.7 | - | 1,746.7 | 3,533.4 | - | 3,533.4 | 11,349.1 | 1,959.6 | 13,308.7 |
| TOTAL | 47,676.9 | 0.0 | 47,676.9 | 6,949.9 | 0.0 | 6,949.9 | 51,269.7 | 0.0 | 51,269.7 | 89,722.0 | 8,812.5 | 98,534.5 |

(Source: DGCA)

Streamlining hard and soft infrastructures

CBIC has issued revised policy and guidelines for setting up of Inland Container Depots, Container Freight Stations and Air Freight Stations. The idea is to bring uniformity, transparency and seamless approval process. **CARGOTALK** speaks to industry veterans to understand their perspective on this.



Kalpana Lohumi

In a bid to meet the requirement of a new paradigm and the aspiration of the trade, CBIC has issued revised policy and guidelines for setting up new Inland Container Depots (ICDs), Container Freight Stations (CFSs) and Air Freight Stations (AFSs). "In the last two decades, both the cargo volumes and capacities of ICDs/CFSs have increased manifold.

A few key initiatives transforming the manner of trade in recent years, such as implementation of the Authorized Economic Operator (AEO) programme, rising penetration of the Direct Port Delivery (DPD) and Direct Port Entry (DPE) initiatives, Self-Sealing (RFID seals), Self-Assessment, Electronic Cargo Tracking System (ECTS) and RMS based facilitation have completely changed the operation of Export-Import logistics," says the CBIC circular.

The CBIC is also targeting higher DPD, DPE numbers with minimum but more effective Customs interventions aided by technological measures. "Therefore, on account of the plethora of changes in the policy, technology landscape and the logistics ecosystem over time, there is a need for revising the policies and procedures for setting up of new ICDs/CFSs/AFSs to meet the requirement of the changing

paradigm and the aspirations of the trade," according to CBIC.

The new policy takes into account the present capacity, future growth potential and regional imbalances and also addresses the need for bringing uniformity, transparency and seamless approval process. It further addresses the identified regulatory and logistics concerns associated with the hard and soft infrastructures of ICDs/CFSs/AFSs in India. The new policy establishes a framework of functional requirements pertaining

to the design and operation of dry ports as well as establishes certain processes to enable sustainable growth of the sector.

Lastly, the new policy aims to lay down appropriate institutional, administrative and regulatory frameworks for development and smooth operation of ICDs/CFSs/AFSs, including procedures for regulatory inspection and the execution of applicable customs control and formalities. Let's hear from industry experts what their reaction on this initiative is...



Pramod Kumar Srivastava
President, National Association of Container Freight Station (NACFS)

Through this notification CBIC has acknowledged that the business scenario has drastically transformed in recent years, thanks to trade-friendly measures such as AEO programme, RFID e-seals, RMS, etc.



REVISED POLICY AND GUIDELINES LAYS A CLEAR PICTURE WITH PRECISE DEFINITIONS

Pramod Kumar Srivastava, President, National Association of Container Freight Station (NACFS), welcomes the move and says, "Previously, the guidelines for setting up a new ICD/ CFS/ AFS were not so clearly explained and this led to a lack of transparency for potential investors in setting up such infrastructure. With the revised policy and guidelines, a clear picture has been laid out with precise definitions. It is highly appreciated that through this notification CBIC has acknowledged that the business scenario has drastically transformed in recent years, thanks to trade-friendly measures such as AEO programme, RFID e-seals, RMS, etc. The process of grouping zones by different categories (green, blue, and red) gives a clear picture of region-based infrastructural requirement to the trade. Moreover, investors now understand the performance benchmark as well as renewal, and de-notification norms of ICD/ CFS/ AFS. The revised guidelines will greatly promote establishments of AFSs, and existing CFS and ICD

operators will be encouraged to extend their infrastructure and set up AFS. With the changing logistics scenario, the handling of cargo in Customs Areas Regulations, 2009 also needs to be reviewed and updated. The revision will be beneficial for the trade as it will encourage more private players to participate in building logistics infrastructure."

"However, CBIC must further clarify whether the cost recovery charges waiver criterion for ICDs and CFSs is on either the completion of containers handled and documents filed or any one of the two above-mentioned criteria. Trade is looking forward to a clarification from the Board on this matter to eradicate any misunderstandings on such a key matter. Overall, the revised CBIC guidelines will bring effective changes in the logistics trade," he adds.

According to **Bharat R Joshi**, Director, ACTL & Vice President, NACFS, "It provides further clarity on regulations and this important sector of logistics and infrastructure, after a long time. Among the many new initiatives, it would help attract further investment, by encouraging infrastructure creation in under-served areas."

"NACFS looks forward to working closely with the relevant authorities, to provide inputs to further refine the few elements of this circular, which could be made even more helpful to the trade," he says.

ISSUES LIKE OVERCAPACITY IN THE INDUSTRY WILL GET ADDRESSED

The revised policy aims to boost investment in CFS/ICD sector in underdeveloped regions in India, while the approvals in regions where already high concentration is there will be discouraged except in exceptional cases. Commenting on the policy, **K Ravichandran**, Senior



Bharat R Joshi
Director, ACTL & Vice President
NACFS

✦ **The revised policy provides further clarity after a long time. Among the many new initiatives, it would help attract further investment, by encouraging infrastructure creation in under-served areas** ✦

Vice President and Group Head, Corporate Ratings, ICRA, says, "The new policy considers the issues faced by the sector; including regional disparities in concentration of facilities, with high concentration of CFS in Western and Southern regions and the adverse impact of new initiatives like Direct Port Delivery (DPD)/ Direct Port Delivery (DPE) on the CFS sector. While, the impact on volumes due to DPD implementation has stabilised to some extent, the margins have witnessed pressure and with growing investments in warehousing space, only CFS players with larger logistics offerings allowing them to re-position their services will be able to continue in the long-term.

Hence, the zoning and distance rules in the revised policy will aid in more balanced development in the sector and prevent concentration of facilities which will improve the viability of existing/upcoming facilities by reducing competitive pressure."



K Ravichandran
Senior Vice President and Group Head
Corporate Ratings, ICRA

✦ **The zoning & distance rules will aid in more balanced development & prevent concentration of facilities which will improve the viability of existing/upcoming facilities by reducing competitive pressure** ✦



Seamless approval process

- The new policy takes into account the present capacity, future growth potential and regional imbalances
- It also addresses the identified regulatory and logistics concerns associated with the hard and soft infrastructures of ICDs/ CFSs/AFSs in India

TBO Group forays into cargo business

With an established background in the travel trade, Nijhawan Group has launched TBO Cargo with its first-ever office in New Delhi, India. The company will act as a facilitator for agents to get the best prices for shipping cargo via airlines. Its unique capability is that airlines will have the same company talking for cargo as well as passengers.



Manas Dwivedi

With this amalgamation of the brand, TBO will not only be able to serve the travel agents who are assisting in transporting cargo but also will act as a new opportunity for travel agents to tap into a new stream of business. On this new venture, **Ankush Nijhawan**, Co-Founder, TBO Group and Managing Director, Nijhawan Group shares details on the business and why they ventured into cargo. "During the course of the pandemic, I realised that the cargo business has immense potential. During every adverse situation the industry has faced, whether it be 9/11 tragedy, SARS breakout or the Gulf war, cargo has never stopped, it always moves on constantly. So it is something which is a very big revenue earner which is unexplored by many large players. That's why it was a big reason to get into this business that God forbid, if COVID happens again, we are ready with a constant source of revenue.



Ankush Nijhawan
Co-Founder, TBO Group and Managing Director
Nijhawan Group

We have started just the air cargo business in Delhi, but I think in the next six months we will be expanding into Western India followed by foraying into the South with focus on ocean cargo as well

I think there's a lot of opportunity for cross sell also because we can teach and empower a lot of our travel agent partners, if we can get that business for let's say an export house or pharmaceutical company where they can also pick up their goods and actually serve them with cargo needs along with travel; it will empower them and also earn them revenue and make sure that this revenue stream continues.



Apart from this, another important reason to foray into this business is that I don't see large and organised cargo players in the Indian industry. I've seen how the airlines and the travel agents in the airline business have evolved in the last 20 years but cargo still hasn't reached that stage yet.

SK Bansal, Head, TBO Cargo says the cargo industry is a very fruitful business, and most of the companies are looking to diversify as most of the travel agencies want to start their own cargo business. "Before COVID, around 30,000 to 32,000 tonnes cargo was being transported only from Delhi per month and during COVID also it didn't stop. As export business is booming, many airlines want to come to India as freighters and passenger flights," he said.

Gaurav Kacker, Senior Sales Manager, TBO Cargo says this venture is like meeting of minds with technology being an additional side for the cargo business along with existing strong travel base of TBO. "We may launch a portal sooner or later probably with the kind of wavelengths that our management has and probably try to make it more technologically savvy for

people to really be interested in cargo also. After COVID, we've seen focus shift from traditional industries such as garments to pharmaceutical. We are looking forward to essentially lot of pharma moving out of India in coming times" he said.

Sharing future plans and targets, Nijhawan says, "This is a very big opportunity for travel agents, and I think 30 per cent of agents working with us will start looking at cargo very seriously, as we move forward into this year and the next year. By the end of this year we will be an IATA-recognised agency. The start has been really good for us with the amount of bookings we have received. Our unique capability is that there is no large cargo player who deals in airlines business as well. There is hardly an agency who sells both cargo and airlines. On the other hand, airlines will have the same company talking for cargo as well as passenger."

FactFile

➔ Before COVID, around 30,000 to 32,000 tonnes cargo was being transported only from Delhi per month and during COVID also it didn't stop

MOS RENAMED AS MINISTRY OF PORTS, SHIPPING AND WATERWAYS



Prime Minister Narendra Modi has renamed the Ministry of Shipping as the Ministry of Ports, Shipping, and Waterways during a launch event of Ropax ferry service between Ghogha (Bhavnagar) and Hazira (near Surat) in Gujarat, via video conferencing. "The name of Ministry of Shipping is being changed to Ministry of Ports, Shipping, and Waterways," said PM Modi. The decision to change the name of the Shipping Ministry is part of government's efforts to revamp the ports and create world-class Inland Water Transport. "The Ministry of Shipping encompasses within its fold shipping and port sectors which include Shipbuilding, Ship-repair, Major Ports, National Waterways, and Inland Water Transport," the Ministry wrote in a blog published on its official website.

V-TRANS ENTERS SAARC COUNTRIES, FOCUS ON BANGLADESH, BHUTAN, INDIA & NEPAL

With a primary focus on BBIN (Bangladesh, Bhutan, India & Nepal), V-Trans India has announced the commencement of its operations in SAARC countries on its 62nd foundation day. Initially, the service will primarily be focused on surface movement and will soon be covered with express and multimodal.



M. K. Shah
MD, V-Trans

On this **M. K. Shah**, MD, V-Trans, says, "This is one more milestone in our journey to become one of the most reliable and trusted players in the logistics business. The starting of our operations to SAARC countries is the beginning of a new chapter in the history of our company. We have been able to successfully manage the current scenario and looking forward to many more accomplishments in the near future. While the present times are challenging and tough, our team has gone all out and brought the best possible results, which are fully supported and integrated with the advanced technology and a collaborative approach."



SAFEXPRESS LAUNCHES ITS 56th ULTRA-MODERN LOGISTICS PARK IN KOLKATA

Strategically located on Durgapur Highway, National Highway-2, Safexpress has launched its ultra-modern Logistics Park in Kolkata. Kolkata is a hub for various industries in India, and several well-known brands have their manufacturing plants located here. The development of Safexpress Logistics Park in Kolkata has been done on a land area of over 2.75 lakh square feet. This Logistics Park is enabled with state-of-the-art transshipment and 3PL facilities. It will boost the industrial growth of this region. Supply chain & Logistics has a very crucial role to play in the development of numerous industries spread all over West Bengal. Safexpress Logistics Park at Kolkata will help greatly in minimising the infrastructure gaps and serve the supply chain & logistics requirements of the entire West Bengal region. The Logistics Park enables loading & unloading of over 100 vehicles simultaneously, which ensures smooth and uninterrupted movement of goods.

JSW ACQUIRES CHETTINAD GROUP'S PORT BUSINESS

JSW Infrastructure has completed the acquisition of Chettinad Group's Port Business which allows JSW Infrastructure ownership and operational control of a deep draft international coal terminal and a Bulk Terminal at Kamarajar Port Limited (KPL) as well as coal and bulk commodity terminal at New Mangalore Port Trust (NMPT). The company is investing more than ₹ 1,000 crore to acquire as well as modernise these Port assets which have a combined cargo handling capacity of 17 million tonnes per annum.



Arun Maheshwari
Joint MD & CEO
JSW Infrastructure

Arun Maheshwari, Joint MD & CEO, JSW Infrastructure, said, "The successful acquisition of these Port assets consolidates our strategic presence across South East & West coast of India. These assets also fit our strategic direction to achieve 200 million tonnes per annum cargo handling capacity over the next couple of years. The newly acquired terminals will have business synergies with our upcoming 30 MTPA coal export terminal at Paradip Port Trust which is scheduled to commence operations during first half of calendar year 2021."

BOXCO LOGISTICS HANDLES 9 HEAVY LIFT PACKAGES OF IOCL MEG PROJECT

Boxco Logistics along with Allcargo Logistics has successfully executed the first shipment of the IOCL MEG Project at Paradip for L&T Hydrocarbon Engineering (LTHE) who were the EPC contractors for IOCL. The shipment had nine heavy lift packages which were received safely on Boxco's self-propelled modular trailers. The dimensions of the packages meant that certain modifications were required to be made to PICT which was carried out by Boxco. In addition, other civil modifications were also carried out en route to the IOCL Site.

Boxco conducted a number of surveys and meetings with IOCL and LTHE personnel with the intention of finding a solution wherein the modification en route had to be minimised and the refinery also continued functioning without any shutdowns. The second shipment of this project is expected to land again in PICT in January 2021.



CSC LAUNCHES IN-AIRPORT WAREHOUSE AT BLR AIRPORT

Cargo Service Center (CSC) has virtually launched the first-of-its-kind custom bonded warehouse at Cargo Village, Kempegowda International Airport, Bengaluru. The facility was virtually launched by M Srinivas, IRS, Principal Chief Commissioner of Customs, Bengaluru. With a built area of 10,000 sq ft to provide abundant storage facility, the custom bonded warehouse aims to reduce supply chain costs and facilitate trade.

Commenting on this occasion, **Tushar Jani**, Group Chairman, CSC, said, "With a vision to serve the Indian EXIM trade, we want to grow and we want our customers to grow. In order to do a value addition service, we are launching this first unique public bonded warehouse in the country which is in the airport and one cannot have a better time than this to bring such a facility. In vaccine distribution, CSC is at the forefront; we have now created a capacity of moving almost 32,000 tonnes of vaccine out of Mumbai, Delhi and Ahmedabad."



BENGALURU AIRPORT HANDLES 34,339 MT OF CARGO IN OCT 2020

Recording a 26-month high in cargo tonnage, Kempegowda International Airport, Bengaluru (BLR Airport/ KIAB) has processed 34,339 metric tonnes (MT) of cargo in October 2020. The airport has witnessed a highest-ever domestic outbound tonnage of 8,117 MT in October, largely driven by e-commerce shipments. Perishable commodities, which have been the major growth driver for BLR Airport in FY 2020-21, continued to be the top international commodity, accounting for 12 per cent of total exports in October. Doha emerged as the top destination in October 2020, with 1,095 MT.



FINANCE MINISTER ANNOUNCES ₹ 3000 CRORE FOR EXIM BANK



Nirmala Sitharaman
Finance Minister, Government of India

Nirmala Sitharaman, Finance Minister, Government of India has made 12 announcements under the Atmanirbhar Bharat 3.0 with a stimulus size of ₹2.65 lakh crore or 15 per cent of the national Gross Domestic Product (GDP). In order to help EXIM Bank facilitate Lines of Credit development assistance activities and promote exports from India, Sitharaman says, "We will boost exports through an additional ₹3,000 crore to be given to the Exim Bank of India, for promoting exports under the Line of Credit scheme." When exports are mandated through it, most recipient countries get Indian firms executing projects such as railway lines, transmission lines and so on. US\$ 10.5 billion are provided through the Line of Credit.

ALLCARGO MOVES 76-METRE LONG SUPER-SIZED CARGO FOR L&T HYDROCARBON

Allcargo Logistics has moved a 76-metre long super-sized consignment from L&T Hazira in Gujarat to IOCL Paradip in Odisha, achieving a rare feat of successfully managing one of the largest over-dimensional cargo (ODC) movements in India. The movement of nine super ODC comprising heavy equipments such as glycol field stripper, vacuum effect evaporator and MEG column were delivered efficiently from Manufacturing Yard in Hazira to Project Location in IOCL Paradip.

"It was a huge multimodal logistics affair as the mission involved direct transportation of six packages from L&T factory to Adani Hazira Port by road, vessel voyage from Adani Hazira Port to Paradip Port (PICT) and land transportation from PICT to IOCL Refinery using shore road," the company informs.



SPICEJET COMMENCES DEDICATED CARGO FLIGHTS TO LEH FOR ESSENTIALS

SpiceJet has launched dedicated freighter services connecting Leh with the rest of the country with its first freighter flight from Delhi to Leh carrying 13 tonnes of cargo supplies. SpiceXpress, the dedicated cargo arm of SpiceJet, will deploy its Boeing 737 freighter on this route. With the launch of the cargo services, SpiceJet is the first and only airline to have dedicated freighter flights connecting Leh. The new flights launched are seasonal and will operate during the winter months when surface transportation is disrupted owing to harsh weather conditions. The dedicated cargo flights will help transport fresh fruits, vegetables, flowers, perishables, pharmaceuticals, medical equipment, and other general cargo. Besides improving logistics and connectivity, the new freighter service will ensure transportation of these essential commodities remains unaffected due to adverse weather conditions during these winter months.

IBS SOFTWARE, CARGOAI PARTNER TO BOOST AIR CARGO REVENUE



IBS Software has partnered with CargoAi, to extend their presence in new and existing markets by leveraging on digital sales and distribution services. IBS Software is offering its iCargo customers the opportunity to increase their reach to the market and thereby scale their cargo revenues through a new partnership with CargoAi. IBS Software has been working with CargoAi since July 2020 to build a rich integration between iCargo and CargoAi using a scalable, API-based architecture. "Through this partnership, CargoAi and IBS Software have invested in creating platform-level integration to give our customers more choices on channels to digitally connect with their clients, faster time-to-market for such capabilities, and to do so with very little effort," says **Ashok Rajan**, SVP & Head of Cargo & Logistics, IBS Software.

TIFFA EDI JOINS HANDS WITH KALE LOGISTICS SOLUTIONS

TIFFA EDI Services and Kale Logistics Solutions have joined hands to promote paperless trade in the maritime sector of Thailand through their integrated and comprehensive Port Community System (PCS). The integrated platform empowers the SME players in the value chain to automate their internal business processes in an end-to-end manner. Kerry Siam Seaport, SITC Container Lines and Kline Logistics, have signed up this platform for e-DO services and many more are in the process of signing up.

Talking about the development, **Vineet Malhotra**, Director, Kale Logistics Solutions, says, "Our relationship with Thailand and TIFFA is more than seven years. We have empowered the air cargo sector with digitisation of air waybills and now we look at digitising the maritime sector. Our domain expertise and experience of working in 27 countries and executing global IT projects in maritime and air cargo space will add value to our PCS platform in Thailand."

He further adds, "We are hopeful that this digital platform will play a key role in improving Thailand's Logistics Performance Index (LPI) ranking with World Bank and Trade Facilitation Agreement initiatives with World Trade Organization (WTO)".



MAHINDRA LOGISTICS LAUNCHES FACILITIES IN HYDERABAD & CHENNAI

Mahindra Logistics (MLL) has added more than 7.5 lakh sq ft area to its existing 'Built-To-Suit' warehousing capacity in Hyderabad and Chennai. The facilities are developed to sustainable standards and allow MLL to provide flexible and scalable fulfillment and integrated distribution solutions. Phase 1 of these sites is focussing on integrated solutions for e-commerce, consumer and engineering industries. In addition to this, with the anticipation of strong demand during the forthcoming festive season, MLL has set up nearly 10 lakh sq ft of flex warehousing solutions for supporting customers in anticipation of the upcoming festive season. A considerable size of this space is also catering to large pharma companies during the pandemic. MLL is already gearing itself with a massive last-mile delivery roadmap to cater to the highly anticipated COVID vaccine for its pharma clients across India.

Rampraveen Swaminathan, Managing Director and CEO, Mahindra Logistics, says, "With the launch of these large spaces, we look forward to continued business growth from existing as well as potential customers from all regions."



OM LOGISTICS UNVEILS 23-ACRE WAREHOUSE IN PUNE, INVESTS ₹125 CRORE



OM Logistics has expanded its warehousing facility with the inauguration of a novel project at Chakan, Pune. The upcoming and actively unfolding industrial hub of Chakan will serve as an ideal location through which the company hopes to serve all industries with logistics solutions. With an investment totaling ₹ 125 crore, the new warehousing facility sprawls across 23 acres and is situated near the main highway with proposed warehousing capacity of 3,50,000 square feet. During Phase 1 of construction, 1,50,000 square feet of the warehousing park has already been built, while Phase 2, aiming for another 2,00,000 square feet, is proposed to be completed soon.

INTERNATIONAL FEDERATION OF CUSTOMS BROKERS ASSOCIATION INDIA

Shankar Shinde, Chairman Elect, Federation of Freight Forwarders Associations in India (FFFAI) has been elected unanimously as Managing Director of the International Federation of Customs Brokers Association (IFCBA). Having more than 30 years of experience in logistics and customs broking industry, Shinde is well-known for his huge contribution to the industry. Apart from FFFAI and IFCBA, he has also been associated with various industry associations.



TIACA MIAMI

The International Air Cargo Association (TIACA) has announced the appointment of **Glyn Hughes** to its newly created role of Director General of the association. He will manage the team, work with the Board of Directors, the members and the industry partners to establish and implement TIACA's vision and strategic objectives and advance the overall cargo agenda. Hughes is set to start his tenure at TIACA in February 2021. He brings over 36 years of experience in air cargo, passenger, financial, training and industry affairs.



DHL EXPRESS INDIA MUMBAI

DHL Express India has appointed **Manish Patel** as Vice President – Operations. Patel has over 20 years of experience with DHL Express, growing within the ranks through roles in India, Sri Lanka and Singapore. Since 2017, he has held the role of Senior Director – Ground Operations in India. As VP – Operations, he will be responsible for delivering service performance, leading and developing a cohesive team of senior managers in Operations, and ensuring consistent employee engagement across levels.



KALES GROUP THE NETHERLANDS

Sebastiaan Scholte has been appointed as the new chief executive of GSSA the Kales Group. Scholte, who was previously chief executive of road feeder company Jan de Rijk Logistics, takes over from Dirk Hazenoot. "Sebastiaan will bring with him a wealth of relevant experience and expertise in the airline and logistics industry. We are happy to have him on board to lead the organisation successfully," said Vikram Singh, group chief executive of World Freight Company, which owns Kales Group.

GEODIS SINGAPORE

Eric Herman joins GEODIS as the new Regional Managing Director to strengthen the supply chain operator's growth in contract logistics throughout the Asia-Pacific region. His extensive logistics experience in supply chain strategy, operations and capacity assessments, as well as network and facility design will help support GEODIS' increased focus on contract logistics in APAC. Herman joins the logistics company from CBRE GROUP's Supply Chain Advisory Asia where he was a senior consultant.



DELTA USA

Delta has appointed **Rob Walpole** as a new Vice President – Cargo. Walpole joined Delta in August 2019 to lead Delta Cargo's Global Operations and Logistics organisation, "bringing extensive leadership experience in the logistics and supply chain sector", including 18 years in senior roles at DB Schenker and BAX Global – ultimately as CEO for Schenker's US business. He will report to Steve Sear, executive vice president of global sales and president international.



SKYTEAM CARGO SAUDI ARABIA

SkyTeam Cargo has announced **Omar Talal Hariri** as Chief Executive of Saudia Cargo and Saudi Arabian Logistics, as the new chairperson of its executive board. "Chairing the executive board of SkyTeam Cargo, the largest alliance in the air cargo industry, will be an honour," said Hariri, in adding, "We will continue to focus on enhancing our technologically driven operational and network capabilities to ensure an outclass experience for customers." Hariri will replace the chairman of the cargo executive board.



AIR CANADA CANADA

Air Canada has announced the appointment of **Jason Berry**, former head of Alaska Air Cargo, to lead its cargo team. Berry is currently president of McGee Air Services, a subsidiary of Alaska Airlines, where he spent seven years as head of cargo. During his tenure, Alaska became the first US passenger carrier to operate freighters in recent years. Berry, while having no international experience, has worked in the North American region, and his introduction of freighters into Alaska's fleet could be useful to Air Canada.

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