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A DDP Publication

Published from : ★ India

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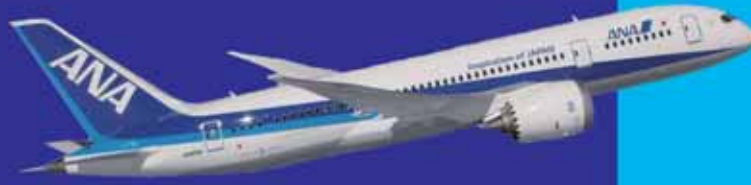
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The Only Direct Flight from Chennai to Tokyo

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

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NARITA - CHENNAI	NH825	• Wed • Fri • Sun	11:10 - 17:45

*As for departure and arrival time in Narita, from October 27 until November 30, it will be delayed 30minutes, and from March 1 until 28 March, it will be delayed 10 minutes.

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

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DDP is printed, published and edited by Sanjeet on behalf of DDP Publications Pvt. Ltd., printed at Super Cassettes Industries Ltd., C-85, 86, 94, Sector-4, Noida, Dist.: Gautam Budh Nagar, U.P. - 201301 and published at 72, Todamal Road, New Delhi - 110 001; Tel.: +91 11 23234177, E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

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Distribution Redefined

Schiphol sees drop in cargo volumes

Schiphol saw its cargo traffic drop last year because of the reduced freighter flights and weaker market conditions. The total cargo volumes for 2019 dropped by nine per cent year-on-year in 2019 to 1.6 million tonnes. Full freighter volumes fell by

13.2 per cent to 0.85 million tonnes while belly cargo volumes dropped 2.3 per cent to 0.7 million tonnes. The airport is currently facing a slot shortage that has resulted in some freighter operators switching to nearby alternatives. The three main

destinations for cargo tonnage were Shanghai, Moscow and Nairobi. "The figures in 2019 were in line with our expectations as we continue to face full freighter slot challenges, on top of a weakening of the global air cargo market.

Operating in a slot constrained environment is challenging and it is having an impact on our results," said **Maaïke van der Windt**, Director – Aviation Marketing, Cargo and Customer Experience, Amsterdam Airport Schiphol.



Traffic

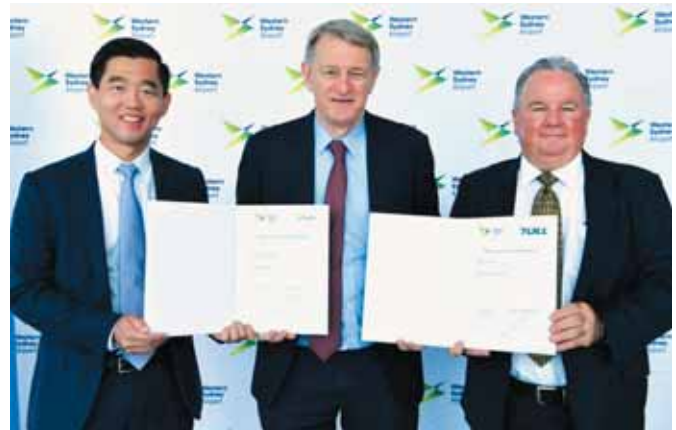
- Outbound traffic to the Asian region was down 14.1 per cent to 260,245 tonnes and inbound declined 10.3 per cent to 268,242 tonnes
- The outbound North American market fell 2.2 per cent to 164,603 tonnes, while inbound was down 14.2 per cent to 112,019 tonnes
- Cargo inbound to Latin America declined 11.3 per cent to 115,506 tonnes and outbound dropped 6.3 per cent to 76,159 tonnes
- European figures show outbound traffic fell 2.3 per cent to 119,635 tonnes and inbound decreased 8.5 per cent to 106,480 tonnes
- The Middle East inbound market showed a positive story as inbound was up 4.7 per cent to 93,089 tonnes, but outbound was down 3.8 per cent to 106,178 tonnes
- Outbound traffic to Africa was down 2.9 per cent to 51,828 tonnes and inbound declined 14.3 per cent to 96,278 tonnes

dnata & Toll Group join Western Sydney Airport freight project

dnata and Toll Group collaborated with Western Sydney Airport and have joined 10 other freight industry stakeholders on the design of the freight precinct at the new Western Sydney International Airport. The airport will have the capacity to process approximately 220,000 tonnes of air cargo each year through its proposed fit-for-purpose, on-airport cargo facility upon the completion of its first stage of development and opening in 2026. The facility will include multiple dedicated cargo aircraft stands. This freight precinct is then

Cargo figures

- Australian airports currently transport more than 1 million tonnes of air cargo annually, this number is forecasted to grow considerably over the next decade
- Western Sydney Airport has also signed Memorandum of Understanding for operations at the international freight precinct with 10 major freight companies, including Australia Post, DB Schenker, DHL Express, DSV Air and Sea, FedEx, Menzies Aviation, Swissport, Qantas Freight, Skyroad Logistics and Wymap



planned to scale up with demand and could see 1.8 million tonnes of air cargo per annum in the future. dnata will provide ground handling and airline support services for passenger and cargo flights, while Toll Group is expected to contribute its operational experience to develop the new freight hub.



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LATAM Cargo commences perishable hub in GRU

LATAM Cargo has opened a new perishable hub in Brazil's Guarulhos (GRU) worth US\$ 3.5 million. The facility is intended to support the carrier's fresh shipment programme for perishable products en route from South America to destinations worldwide.

The perishable hub occupies a space of 1,637 square metres and increases carrier's storage capacity at GRU by 33 per cent; 50 per cent of the total space is equipped with variable temperature cooling

chambers with refrigeration ranges of 0 to 2°C and 2 to 12°C for storage and repalletising. The system also allows temperatures in the chambers to be increased up to 22°C. "Our perishable hub will help us reduce the time perishables are exposed to non-controlled temperatures by up to 20 per cent because of its capacity to offer variable temperature ranges and its strategic location closer to the loading areas," said **Claudio Torres**, International Commercial Director – South America, LATAM Cargo.



Csafe opens service centre at Incheon Airport



To accommodate the growing demand for its specialised air cargo containers for pharmaceutical and other temperature-sensitive products in South Korea and the Asia-Pacific region, Csafe Global has expanded its service centre at Incheon Airport (ICN). "With the expanded warehouse space and increased repair service throughout, not only can we easily accommodate

the increasing product demand from South Korea, but also strengthen our ability to flex as needed for repositioning large number of temperature-controlled containers to other Csafe hubs within Asia-Pacific to meet unexpected or immediate surge demand from our customers and partners across the region," said **Tom Weir**, Global Vice President – Operations, Csafe.

CH Robinson launches tech innovation



Participants

Companies like L'Oreal and Target have already participated in programmes connected to the incubator, known informally as 'Robinson Labs' during the pilot phase of its online business intelligence software, Navisphere Insight.

CH Robinson has launched its CH Robinson Labs called innovation incubator in order to work with its customers to develop technology solutions, built especially for individual supply chains. The software uses technologies like big data analytics to help companies streamline their supply chains and improve their on-time performance. This incubator is representative of an increasing trend in the third-party logistics space, where major forwarders and 3PLs are

adding new programmes to support their customers' more complex trade and operational needs.

DHL expands in US, facility to be around 41,000 sq ft in size

DHL has announced to invest US\$ 3.8 million to expand its Cleveland facility in response to a further anticipated surge in demand for international shipping and e-commerce, and to support the region's manufacturing industries. The expanded DHL facility will be located near the Cleveland Hopkins International Airport (CLE) and will

be 20,000 square feet larger than the original facility, nearly doubling its size to 41,000 square feet. As part of the expansion, it will include a higher capacity interior conveyer system and space to accommodate 32 vans and trucks to maximise processing capabilities and enable earlier deliveries for international and local shippers.



Qatar Cargo launches freighter service to Japan

Qatar Cargo has launched a freighter service in Kansai International Airport, Osaka. The scheduled service will operate twice per week, operating on a loop of Doha, Kansai and Hong Kong. **Guillaume Halleux**, Chief Officer Cargo, Qatar Airways, said, "We are glad to start 2020 with the announcement of freighters to Osaka, a major financial centre in Japan. With direct flights to Osaka, our customers are offered dedicated freighter capacity for

their cargo to and from Japan." Qatar Airways Cargo currently offers more than 250 tonnes of belly-hold cargo capacity each way to Haneda and Narita airports in Tokyo per week. General cargo, hi-tech goods, electronics, pharmaceuticals and perishables will form the majority of exports and imports on the new route. Overnight truck routes are available connecting Osaka with Tokyo Haneda, Tokyo Narita and Nagoya Chubu, six days a week.



SEKO Logistics & AGWorld partner for cross-border prospects

To create new cross-border growth opportunities for shippers doing business between Asia and the United States, SEKO Logistics and Air & Ground World Transport (AGWorld) have established a partnership

by inking a new deal. The move is intended to provide customers, based in or shipping to these regions alternative options to transport goods amid evolving global trade disputes.

"SEKO customers will gain from greater access to the Southeast Asia market with AG World's significant airfreight tonnage and scalable capacity platform, while



AGWorld clients in the high-tech, retail, manufacturing, health care and other industries can plug into our coast-to-coast US network and SEKO's 3PL and forwarding expertise, cross-border parcel platform with Section 321 and Type 86 express clearance capabilities and portfolio of services bundled with technology," said **James Gagne**, President and CEO, SEKO Logistics.

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India Cargo Awards raises a toast

The India Cargo Awards 2019 hailed the achievements of the cargo industry at Hotel Crowne Plaza Greater Noida on January 27, in the presence of stalwarts of the cargo and logistics industry. The chief guest of the ceremony was **N Sivasailam**, Special Secretary – Logistics, Department of Commerce, Government of India.

Full report in next issue

S. No.	Category	Name
1	Gallery of Legends	Mr. P S Atree
2	DDP Game Changer	Mr. Vipin Jain
3	DDP Trailblazer	Mr. Parvinder Singh
4	Best Cargo Professional of the Year	Mahesh Trikha, Aargus Global Logistics
5	Best Greenfield Airport - Cargo	Kempegowda International Airport, Bengaluru
6	Best Railside warehousing company	Central Railside Warehouse Company Limited
7	Best Air Cargo Services	AAI Cargo Logistics and Allied Services Company
8	Leading Freight Forwarding Company	Emirates Logistics India
9	Best 3PL Company - Aerospace	Continental Carriers
10	State-of-the-Art Air Cargo Terminal	Delhi Cargo Service Center India
11	Emerging Industrial & Logistics Developer	Warehouser
12	Leading Freight Forwarding Company - Pharma	Cargo Partner Logistics India
13	Best Online Freight Market Place	LogYcode Tech Solutions
14	Best B2B Express Distribution Company	TCI Express Ltd.
15	Best Air Cargo Terminal Operator - Cold Chain	Air India Sats Airport Services
16	Best Technology Solution Provider - Supply Chain Management	Softlink Global
17	Best Integrated Logistics Provider	DTDC Express
18	Best Air Cargo Terminal Operator (North & East)	Celebi Delhi Cargo Terminal Management
19	Best Digital Trade Facilitator - Technology	Kale Logistics Solutions
20	Best Logistics Service Provider - International	Fast Forward Logistics India
21	Best Project Cargo Handler	Mata Group
22	Best Training Institute - Logistics & Aviation	Nextstep Institute of Logistics & Aviation.
23	Excellence in Supply Chain Management & Logistics	Jeena & Co.
24	Best IT & Software Service provider	Hans Infomatic
25	Most Admired Cargo Company of the Region	SA Consultants and Forwarders
26	Excellence in Supply and Services for Designer / Bespoke Tiles	Soil
27	Leading Transport Agent	SSK Smart Move Logistics
28	Most promising Start Up - Logistics	Awot Global Logistics (India)
29	Best Air Cargo Terminal Operator (West & South)	Cargo Service Center India
30	Best logistics Service Provider - Air	Continental Carriers
31	Best Supply Chain Management Company	Tiger Logistics
32	Best Custom House Agent - Sea	Masters Logistics Solutions
33	Best Technology Solution Provider	Softlink Global
34	Best Custom Bonded Trucking Operator	Shreeji Translogistics
35	Best Ocean Freight Forwarding Company	Tiger Logistics
36	Best Container Tracking Solution Company	DMICDC Logistics Data Services
37	Hospitality Partner	Crowne Plaza, Greater Noida







AI

shapes future of supply chain

With its predictive capabilities, Artificial Intelligence (AI) is improving the logistics world by having a tool which can help with capacity planning and accurate demand forecasting. **CARGOTALK** explains how AI is bringing the change across the industry and what can be expected in the future.



Kalpana Lohumi

The logistics industry has seen many advancements in recent years, be it, infrastructure or technology. The industry is even making all the efforts in upping the logistics game with the adoption of technology and making the processes smooth. AI will no longer be considered as the technology of future, as it has already started shaping everyday lives and even taken pace

in global logistics and supply chain management. While AI is making waves across industries, **CARGOTALK** delves into how Indian logistics and supply chain industry is making benefits out of it.

Adding to this, **Parvinder Singh**, Managing Director, Hans Infomatic shares, "AI has been a catchword in the supply chain world recently. Worldwide,

logistics and supply chains are undergoing a transformation as more AI is being employed to manage both domestic and international movement of goods. There are vast opportunities, from improving performance to creating customer satisfaction, and the logistics service providers are increasingly seeing the benefits of being a part of digitally integrated value chain which

is truly global, scalable, agile, and cost-effective.”

Logistics industry always registers influx of tonnes of data and volumes of shipments gathered from every touch point. **Amit Maheshwari**, CEO, Softlink Global shares its ground-breaking advantages. He says, “Logistics industry requires several decisive factors for immediate business decision like suitable carrier, possible routes and scheduling which can be decided in few minutes with average human mind and with the help of AI we can make accurate decision within seconds. Intelligent warehousing helps to bring efficiency by enabling smart data-driven insights integrated with AI in segregating, sorting and moving. In future AI will automate the entire logistics & supply chain operations where

the routine repetitive tasks will be redundant and hence employees can focus on core functions of the businesses.”

According to **Nihar Parida**, Industry Expert, “The core issue today in supply chain and logistics is to bridge the gap between demand and supply and how fast can the orders be fulfilled. Currently, most or may be all the organisations use multiple software or ERPs for different functionality of supply chain and logistics. By virtue of this, the systems work in silos and do not talk to each other. The human intervention or interpretation of data and its co-relation to business plays a huge role. As humans we have a limited bandwidth to correlate between number of data tables.

With Big Data and AI or Machine Learning (ML), the data from all the systems are being analysed and the results are much sharper and beneficial.”

Mentioning logistics and the supply chain is a complex process which requires a lot of planning along with flexible and customer friendly solutions. **Vaibhav Vohra**, Managing Director, Continental Carriers, believes, “With recent technological advancements, logistics industry is exploring AI and its solutions in terms of resource management, distribution systems, cost reduction and better customer services and experience etc. Growth of digitisation in the logistics and supply chain sector has made people interested in using AI to maximise their resources by accurately calculating the time and money involved in the distribution process of a package to a certain place.”

Ashish Asaf, MD & CEO, SA Consultant and Forwarders, explains how the technological tools have the potential to make the air freight forwarding cheaper, safer and simpler. He explicates, “Automation of the business processes paves path to achieve the agility and scalability required to compete with time, thereby increasing productivity, driving revenue growth and breaking through the confinements of stereotypes. Technology is transforming the freight forwarding, logistics and supply chain ecosystem in multiple ways, from automated systems to augmented reality and the use of big data, machine learning and AI.”

MAKING PROCESSES EFFICIENT

The on-going evolution in the areas of technologies like AI and ML are said to seize the potential to bring in disruption and lead



Parvinder Singh
Managing Director, Hans Infomatic and
DDP Trailblazer, India Cargo Awards 2019

“
AI can analyse
warehouse processes
and optimise the
sending, receiving,
storing, picking and
management of
individual products
”





Amit Maheshwari
CEO, Softlink Global and
India Cargo Awards Winner 2019



Nihar Parida
Industry Expert



The logistics and supply chain industry, fuelled with Big Data & AI is gaining momentum to streamline the huge amount of data flow



With Big Data and AI or Machine Learning, the data from all the systems are being analysed and the results are much sharper and beneficial



innovation within industry. Sharing his experience, Parida adds, "The industry is still learning how to use AI. Most of the customers I have dealt with or introduced AI are more inclined towards business intelligence from the historical data. They are yet to understand how the predictive analysis of AI can not only optimise their supply chain but can increase their sale substantially."

"Lately the term 'Big Data' has been under the limelight. It is said that businesses around the world generate nearly 2.5 quintillion bytes of data daily. So, for sure it has penetrated almost every industry today and is a dominant driving force behind the success of

enterprises and organisations across the globe. The same is the case with the logistics industry the world over. There are many air and ocean carriers and multinational logistics companies, who have adopted AI in their quest to technological advancement. There are online portals provided by these players which offer pricing and business prospects based on predictive analysis, customer behaviour, seasonal aspects thereby filtering the right business, increasing revenue and mitigating risks. The best fact is that out of almost 900 organisations that have adopted or initiated working towards blockchain technology, with the use of AI and predictive analysis, 30 per cent are from the logistics and supply chain sector," notes Asaf.

"Government's policy with stress on digitisation is making people interested in adopting new technological advancements. It is need of the hour for logistics players in India to invest in technologies to make the processes efficient. Globally, logistics companies have made significant investments in AI and technologies in transportation and warehousing of goods. It should also be considered that adoption of technology needs an equal

support of better infrastructure along with transparent and efficient documentation," opines Vohra.

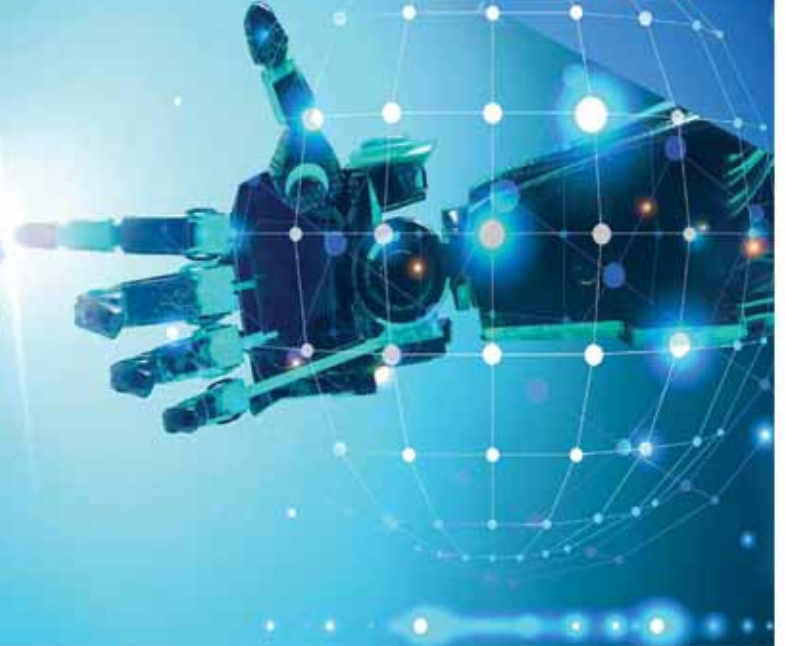
"While the industry is suddenly flooded with data like never, before digitisation of processes continues to remain a challenge. Despite this, the industry is waking up to the potential transformation that it can undergo by leveraging the new-age technologies that can drive the sector soon," points Singh.

Commenting on the present status of industry adopting technologies like AI, Maheshwari informs, "AI in logistics has come a long way where we can imagine driverless cars, pilotless aircrafts, drone delivery and predictive analysis in future. The logistics and supply chain industry, fuelled with Big Data and AI is gaining momentum to streamline the huge amount of data flow in the industry. So far, the data has been tracked, utilised, cleaned, sorted and analysed with limited scope. The difference today, however, is not only the presence of huge data but availability of complex algorithms in technologies that enable computing, sorting, evaluating and in taking actions. Slowly, AI is being used to extract contextual intelligent reports such as availability of trucks

Findings

■ Out of almost 900 organisations that have adopted or initiated working towards blockchain technology, with the use of AI and predictive analysis, 30 per cent are from the logistics and supply chain sector

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Vaibhav Vohra
Managing Director, Continental Carriers and
Face of the Future, India Cargo Awards 2017



Ashish Asaf
MD & CEO, SA Consultant and Forwarders and
Face of the Future, India Cargo Awards 2018

“Globally, logistics companies have made significant investments in AI and technologies in transportation and warehousing of goods”

“Technology is transforming the freight forwarding, logistics & supply chain ecosystem in multiple ways, by the use of big data, ML & AI”

for delivery, accurate delivery time and costing in real time to minimise the inventory and operational costs. One of the widespread adoptions of AI in the industry is the Graphical Processing Units (GPUs) which is the exponential functioning of CPUs.”

Digitisation

■ Growth of digitisation in the logistics and supply chain sector has made people interested in using AI to maximise their resources by accurately calculating the time and money involved in the distribution process of a package to a certain place

SHORTEN DISTRIBUTION PROCESSES

AI is being used to calculate the fastest routes which enhance productivity and reduce transportation costs. Commenting on how AI shorten the distribution processes, Vohra says, “There are apps available that help in keeping track of the vehicle and provide last-mile visibility that allows



logistics companies to optimise routes using real-time traffic data, improve vehicle utilisation and provide cost effective routes. Such technology is also being effectively used for keeping a check on fuel consumption, operational planning and in providing accurate delivery schedule to the customer.”

According to Asaf, predictive analytics in businesses can be highly instrumental to assess the market for new products, target audience, forecasting consumer demand, rationalising supply, improving timelines and schedules, instant data processing, as well as keeping fleet running at peak performance levels.

Elaborating the roles AI plays in optimising the modern supply chain, Singh tells, “It extracts important data from customers, suppliers and documents. It helps to manage the flow of goods throughout the supply chain, ensuring that raw material and products are in the right place at the right time. AI can analyse warehouse processes and optimise the sending, receiving, storing, picking and management of individual products. It can also analyse fleet performance and ensure the right distribution

channels to get goods to retailers and other customers in good time.”

Maheshwari calls it the most vital technology that will enable the first to the final link in the supply chain by providing visibility about the manufacturing, shipping, inventory management, accounting and customer relations to make accurate and timely decision for the businesses. He continues, “Logistics and supply chain technologies are adding abundance of algorithms to facilitate operational standards, to spot errors with a higher level of accuracy than humans and reduce the overall distribution time of the industry.”

“AI can lead to proactive approach to supply chain risk management with increased visibility and control over tiered networks of suppliers to guide risk management activities and resources to the most critical areas,” Asaf adds. On the other hand, Parida is not sure if AI can shorten the distribution process or not till the time the constraints of Indian logistics are mapped properly. He continues, “Theory of Constraints is important for AI to think and give any proper analysis. Going ahead with it will definitely make the distribution leaner and profitable.” 📌

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India puts its **best** foot forward

Government initiatives and measures have helped the Indian logistics industry to compete in the international market. As logistics and cargo industry continues to grow big and maintain its buzz, **Mahesh Trikha**, Managing Director, Aargus Global, shares the company's 25-year journey towards bringing efficiency while adapting to new market conditions.



Neha Rawat

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

The logistics is and shall remain the buzz for minimum of five years from now on. I believe it's on a strong footing and will continue to grow this year onwards again.

What changes you have seen in the industry, since the inception of Aargus Global Logistics?

Aargus Global is now in its 25th year of inception

and a lot of water has flowed since. One of the most impacting factors is the mode of communications which has drastically changed. With the introduction of mobile phones, email, etc. the turnaround time has improved drastically resulting in overall efficiency and speed.

The advanced IT systems and software for the industry, whether in the field of tracking, invoicing, EDI filing, freight forwarding, warehousing etc. has put the country's logistics scenario on global hubs attracting lot of financial assistance/FDI for many in the fraternity.

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

We are among the top seven economies of the world and our target is to be on the 4th position by 2025. This is really a good sign as India's industry stand vis-a-vis the international market is going to be ever strong.

We can hope and see spurt in Indian manufacturing figures, under 'Make In India' programme of our government, putting Indian logistics industry on a strong footing with others.

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

Government and its agencies play vital roles in this as the policies flow from there. Here are some of the measures taken by the government which I feel have helped the industry. One of the most pleasing factors in this regard is that the government has created a separate department for logistics and now we have Secretary - Logistics in Department of Commerce, Government of India. It shows the commitment of the government to help the industry and more importantly the foreign companies

Mahesh Trikha
Managing Director, Aargus Global and
Best Cargo Professional of the Year 2019
India Cargo Awards



who are eager to set up the business here. The Single Window concept of the Government of India has put India on an appreciable position in world ranking, on ease of doing business list; the introduction of GST is a welcome step and has helped the industry in a big way on transit times of transportation across India, hence helping the efficiency levels further.

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

One of the most important changes in current systems is the advancement of IT and support system. With regard to import and exports, another important aspect shall be to hook up all government agencies on EDI of

“
One of the most important changes in current systems is the advancement of IT and support system
 ”

customs. This makes the international logistics/forwarding more efficient. We would like to see the advantage of Skill India initiative. This should lead to more skilled workers/staff at all levels and will boost efficiency.

How would you like to contribute towards making these changes?

The way forward, we have started investing in focussed training of our team. We have updated our software to be among the best in industry in India or comparable to best in the world. Increasing efficiency in the company is our objective. We are flexible in adapting to new technologies and market conditions.

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

We shall be celebrating silver jubilee on June 1, 2020. We have gone

through all weathers of business environment and been successful in professionally managing our company. It's only because of the team members who have been with us for more than 20 years, team consisting of stalwarts and professionals of the industry, with mix of experienced and new blood.

After my son, Saurabh Trikha, taking took over since 2010, we have grown three times and are well set to grow further. Our ability to adapt to changes required from time to time, support of customers, well balanced team, introduction of latest technologies, specialisation of handling of niche products mainly pharma, DG, Aircraft on Ground (AOG), ecommerce and auto parts along with project cargo etc. gives us additional advantage and confidence to stay on top of the given situations. 🚀


India's roadmap

- India's logistics scenario on global hubs is attracting a lot of financial assistance/FDI for many in the fraternity
- We are among the top seven economies of the world and the target is to be on the 4th position by 2025
- The Single Window concept of the Government of India has put India on an appreciable position in world ranking, in the ease of doing business list



Cold chain gets 'smart'

The cold chain ecosystem plays an important role in providing end-to-end visibility, while data transparency and traceability also ensure product quality and process efficiency. **CARGOTALK** discusses transparency via AI & IoT in the cold chain industry and finds out if implementation cost is still a barrier to further business in India.

 Kalpana Lohumi

HARPREET SINGH MALHOTRA

Chairman & Managing Director, Tiger Logistics India and India Cargo Awards Winner 2019



Today, the IoT is changing the process of inventory, logistics, manufacturing, and more. Contextual intelligence provided by technology such as Intelligent Robotic Sorting, AI-powered visual inspection, etc. which are transforming warehouse management, shipping, tracking, logistics, packaging and so on. Supervised and unsupervised learning, and reinforcement learning technologies are facilitating real-time decision-making, enhanced fraud detection, predictive insights, etc. AI-led automation in the form of self-driving forklifts, automated sorting, self-managing intelligent inventory systems, autonomous/driverless ground vehicles, etc. are revolutionising warehousing, logistics, distribution, inventory

“
Internet-connected trackers use long-range networks or Low Power Wide Area Networks (LPWANs) to let companies track specific items throughout their delivery journeys
 ”

management, etc. intelligent software solutions are enabling better supplier selection, product design, audits, evaluations, production planning, B2B sourcing, etc.

The implementation cost should not be worked as a barrier for IoT and AI. Internet-connected trackers use long-range networks or Low Power Wide Area Networks (LPWANs) to let companies track specific items throughout their delivery journeys. In the same vein, satellite trackers provide location data on an item almost anywhere on the planet, even in areas that do not have cellular coverage. Also, near-field communication (NFC) tags, based on RFID standards, allow workers to use their mobile devices as readers for the NFC tags, which provides an advantage over RFID tags and readers.

VIKASH MOHAN

CEO, DHL SmarTrucking India



IoT is already transforming the way logistics is done in India and is particularly important for the cold chain industry. Companies in sectors such as pharmaceutical, agriculture, dairy and confectionary, floriculture, quick-service restaurants, and processed foods, often face challenges in preserving the shelf life of their products and moving it swiftly and seamlessly across the supply chain, due to inadequate temperature management. Consequently, they require a high degree of transparency in the process, to ensure the integrity of their goods.

IoT helps accomplish this through a connected ecosystem that facilitates smart monitoring and continuous communication.

Our trucks have IoT-enabled sensors that track shipments and monitor the temperature. The data is sent to a centralised control tower, providing real-time updates on the location of the shipments and its estimated arrival time on the system, allowing the operations team to take immediate action if irregularities arise and enhancing transparency in the shipment process for customers. The doors of the SmarTrucks are also monitored by sensors to ensure security. The implementation cost of these

“
Companies in sectors such as pharmaceutical, processed foods, etc. often face challenges in preserving the shelf life and swift movement of their products across the supply chain
 ”

solutions has reduced since they were first developed. Sensor technology has become cost-efficient, and wireless connectivity is increasing, making current IoT networks cheaper to implement and maintain. This gives an opportunity for logistics companies to deploy IoT solutions at scale and become future-ready.



PANKAJ MEHTA

Managing Director, Carrier Transicold, India & South Asia



IoT-powered cold chains not only help combat product loss but are also a proof of quality and compliance to various stakeholders. Everyone is now keen to learn the source and steps taken to ensure the safety and quality of the products they would be consuming. Businesses effectively use IoT to help translate data into meaningful actions using data analytics. In absence of cold chain technology, problems such as compromised and reduced shelf life of product have plagued the cold chain. Effective root cause analysis,



A cold chain is only as strong as its weakest link, and one way to enable an uninterrupted cold chain going forward is to turn to IoT solutions



corrective and preventive action, predictive analysis and faster resolution times are few of the many benefits of adopting IoT solutions for cold chain warehousing and logistics, which are enabled by data analysis. A cold chain is only as strong as its weakest link, and one way to enable an uninterrupted cold chain going forward is to turn to IoT solutions.



SUNIL KOHLI

Managing Director, Rahat Cargo



There is no doubt that incorporating IoT-based solutions requires ongoing cold chain transformations. Migration from outdated cooling containers to other shipping packages has become crucial to ensure better temperature control, real-time data monitoring, automated reporting, and predictive analytics. Apart from real-time asset tracking, the data obtained through the IoT-powered sensors allows stakeholders to better understand the risks involved, improve operational output and distribution schedules. This inevitably translates into high customer retention, as cold chain logistics becomes more streamlined and visible.



The data obtained through the IoT-powered sensors allows stakeholders to better understand the risks involved, improve operational output and distribution schedules



When IoT-based solution emerges, there is no need to check environmental conditions of cold storage manually. What is more, even goods freshness can be verified without human assistance. However, in my opinion, implementing both AI & IoT solutions seem to be still far away since the stakeholders engaged in the cold chain supply industry have been struggling with the financial issues at various stages. Hence, they may not like to enter in a new arena at this point of time.



No zip, zap, zoom in auto world

The automotive industry has one of the highest multiplier effects and many industries are allied to its fortunes; one such industry is automotive logistics. Logistics experts talk to **CARGOTALK** about the impact of unprecedented decline in the auto industry and its repercussion on the logistics sector.



figure close to 13 per cent. However, the industry has seen a major slowdown for over a year. Logistics is an integral part of the automotive manufacturing industry and it is important to mention that supply chain of automotive is complex and requires constant attention to details. **CARGOTALK** explores where the Indian automotive logistics is heading and how the current scenario of automotive industry has impacted the logistics industry.

Commenting on the present scenario, **Aditya Shah**, Executive Director, V Trans India, says, "The Indian auto logistics industry is going through a tough phase for quite a time now; best of the best companies' plant have been reported idle for five days to a few weeks. One prominent reason of slowdown is unpreparedness of the industry to meet the BS VI norms along with sentimental slowdown in demand and liquidity crisis in the form of lack of easy lending. This also affected the ancillary industry segments. Many of the ancillary industries are MSMEs which do not have shock absorbing capacity to a bigger extent and are finding it difficult to sustain and continue the operations. Naturally, the logistics business related to auto industry has also been affected badly. There are many companies specialised in auto logistics that were having a large chunk of business from auto industry. Adding to the trouble, there is no clear sign of how long this slowdown will take to recover. Auto logistics had its proportion of supply for auto part and vehicles which has cascaded with downturn in the overall economy and resulted in big impact on logistics, especially on transport business."

"India's economy is facing the slowdown for almost a year and the automotive industry is one of the worst hit by the slowdown,"

points, **Huned Gandhi**, Managing Director – Air & Sea Logistics Indian Subcontinent, Dachser. "From two-wheelers to cars and heavy duty trucks, all segments of the sector have seen a dip. It is expected that the slowdown will cause the industry to close the FY 2019-20 with a decline of 13-17 per cent in wholesale dispatches as compared with last financial year."

"Despite the continued discounts and freebies for over a year, the year-end sale didn't help much in stimulating any major demand. The growth of the auto component industry is totally reliant on vehicle industry, a current 15-20 per cent cut in vehicle production has led to a crisis like situation in the auto component sector too. It's like a ripple effect and if such a big industry will remain on a downward spiral for such long period, it's most definitely that the logistics industry will face the heat of the slowdown. The sales slump and the drop in auto manufacturing has affected the business in both the transportation and warehousing. However, with industries like Life Science and Healthcare (LSH) and e-commerce is still growing in the country, it helped logistics players to subsidise the effect due to the auto slowdown," he continues.

India being a prominent exporter of automotive vehicles has strong export growth expectations for the near future. Sharing a positive perspective, **Amit Tandon**, Managing Director, AS India, informs, "Several policy initiatives in investment and technology development by the government as well as the major automobile players in the Indian market are expected to make India a leader in the two-wheeler and four-wheeler market in the world by 2020. The Government of India has been encouraging foreign investment



Aditya Shah
Executive Director
V Trans India

“
India has 60 per cent load on roads whereas in developed countries as high as 60 per cent of entire transportation happens through railways
”

 Kalpana Lohumi

The Indian automobile industry is one of the driving forces of Indian economy which contributes around 49 per cent to the country's manufacturing Gross Domestic Product (GDP) and 7.5 per cent to its overall GDP, according to the Indian Auto Industry Report Status 2020. With the Automotive Mission Plan (AMP) 2026, government aims to take this

Trivia

■ Maruti Suzuki has got into an agreement with Indian Railways to transport its new cars from a factory in Gujarat, to other locations including the remote ones, having capacity of 2.5 million vehicles



Huned Gandhi
Managing Director – Air & Sea Logistics Indian Subcontinent, Dachser



Amit Tandon
Managing Director, AS India and India Cargo Awards Winner 2016



Growth of industries like LSH and e-commerce in the country is helping logistics players to subsidise the ill-effect of auto slowdown



The GOI has been encouraging foreign investment in the automobile sector by allowing 100 per cent FDI under the automatic route



in the automobile sector by allowing 100 per cent FDI under the automatic route. The Ministry of Heavy Industries, Government of India has also shortlisted 11 cities in the country for introduction of electric vehicles (EVs) in their public transport systems.”

“In line with general slowdown in the Indian economy, the automotive industry in India is facing a slackening of the demand which has led to inventory pile-up, stalled production lines, disturbance in supply chains, languishing dealership operations, etc. The manufacturers are also looking for cost reduction, inter alia, on logistics, to meet the challenges of excess stocks, competition and availability of more advanced models,” Tandon adds.

Adding to these lines, **Alexandre Amine Soufiani**, Managing Director – India Operations, FM Logistic, says, “A dip in the sales volume of commercial vehicles in the end of 2018, immediately after the regulatory change in axle load norms, has turned into a full-blown conflagration in a year, engulfing at least five segments of the automotive industry in

India, comprising commercial vehicles, passenger cars, two-wheelers, tractors, and construction equipment. These segments are down by more than 15 per cent in their sales volumes.”

On the other hand, seeing it as a prospect for new age logistics companies, **Manish Ahuja**, Director, Holisol, tells, “The slowdown in the auto industry is not only impacting the OEMs but the support industries are also facing the brunt. For new-age logistics companies, this is an opportunity to work with industry to make supply chain logistics agile and lean for long term benefits. Industry players are open to evaluate and replace the conventional methods with new practices such as looking at ‘packaging of the product from a logistics perspective’ for overall benefit in the line-to-line supply chain. We are living in a time where the industry is gearing itself to answer this agile requirement to respond and adapt better to consumer demands, government policies & environment.”

ROAD OR RAIL?

Indian Railways has recently emerged as the most preferred





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Alexandre Amine Soufiani
Managing Director – India Operations
 FM Logistic



Manish Ahuja
Director
 Holisol



The government's increased focus on reducing carbon footprint leads to more demand for transporting vehicles through railways



For new-age logistics companies, this is an opportunity to work with industry to make supply chain logistics agile and lean for long term benefits



mode of transportation given the low cost of transportation, faster service, reliability and safety offered by railway system and needless to mention that railways are the green mode of transportation. However, the country is more into modal mix for automotive logistics. On this Tandon says, "The railways have been constantly improving their connectivity to various industrial and manufacturing hubs with the gateway ports in India, particularly with the development of the dedicated freight corridors in the country, both in the private and the public sector. This has, to a very large extent, replaced the movement of the vehicular cargo from the traditional road movement

to rake movements by rail for export consignments, as this is a cheaper and faster mode."

Soufiani adds, "The Automobile Freight Train Operator (AFTO) policy was liberalised to encourage more private investment in special wagons, procurement of Indian Railway's own BCACBM (high-capacity railway wagons) and NMG wagons. With the government increasing its focus on promoting alternative means of transportation to reduce carbon footprint, demand for transporting vehicles through railways is also increasing."

However, Gandhi feels, "The model mix for automotive logistics in India is largely dependent on road transport, followed by rail transport. It's the global rise in fuel prices and the cut down in automobile production, which played more significant role in putting pressure on road transport than the decision of automobile companies to transport vehicles via railways. As the automobile sector shows little signs of revival, we will soon see the situation getting back to normal."

Stressing on the challenges part, Ahuja says, "Railways has its own set of challenges. Opting rail mode is not going to be enough, relooking into first and last-mile connectivity catered by transport industry is also required. So, what is needed today is an integrated solution which can seamlessly connect the rail and road."

"The automobile companies are increasing their transportation through railways because of cost cutting pressure. In Indian scenario, the model mix is not as good as of developed countries. India has 60 per cent load on roads whereas in developed countries as high as 60 per cent of entire transportation happens through railways," explains Shah.

Shah believes the shift will certainly affect the logistics business. He adds, "The infrastructure development, mainly of warehousing, will take place near railways hubs and the LSPs will have to deliver under the cost pressure and should bring increased efficiency to counter the shift towards railways. Even collaborating with railways and making the first mile and last mile delivery in sync will also see rise in coming times"

Requisites

- Better transport infrastructure that involves, better roads, and better standards of transportation in comparison to global level
- Product quality of vehicles manufactured in India must improve
- Connectivity with major ports and related infrastructure demands a lot of attention and improvement
- Deployment and use of technology in warehouses be improved to support intricate and highly time-sensitive supplies and inventory control
- Labour and tax regulations must change to become amicable for all parties
- Mediator authorities must be empowered to take fast decision to ensure the smooth operations
- All the new trucks should come with built-in GPS technology for higher visibility

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TRAFFIC STATISTICS

DOMESTIC FREIGHT

S. No.	Airport	Freight (in tonnes)					
		For the Month			For the period April to November		
		November 2019	November 2018	% Change	2019-2020	2018-2019	% Change

(A) 19 International Airports

1	Chennai	7,072	6,975	1.4	56,102	66,140	-15.2
2	Kolkata	8,149	7,657	6.4	69,296	66,975	3.5
3	Ahmedabad	4,748	4,299	10.4	40,081	38,288	4.7
4	Goa	411	223	84.3	2,919	1,766	65.3
5	Guwahati	1,799	1,983	-9.3	14,601	15,530	-6.0
6	Lucknow	678	507	33.7	8,023	2,779	188.7
7	Jaipur	1,463	1,282	14.1	10,543	10,391	1.5
8	Trivandrum	162	140	15.7	1,458	1,033	41.1
9	Bhubaneswar	846	786	7.6	6,546	6,128	6.8
10	Calicut	0	41	-	578	404	43.1
11	Coimbatore	799	718	11.3	6,667	7,372	-9.6
12	Varanasi	308	285	8.1	2,509	1,666	50.6
13	Srinagar	480	588	-18.4	5,548	5,650	-1.8
14	Amritsar	43	60	-28.3	810	665	21.8
15	Mangalore	291	36	-	570	274	108.0
16	Portblair	623	621	0.3	4,612	3,660	26.0
17	Trichy	0	0	-	2	7	-71.4
18	Imphal	717	507	41.4	5,377	4,128	30.3
19	Vijayawada	132	91	45.1	1,550	382	305.8
Total		28,721	26,799	7.2	2,37,792	2,33,238	2.0

(B) 6 JV International Airports

20	Delhi (DIAL)	29,283	33,811	-13.4	2,46,276	2,50,639	-1.7
21	Mumbai (MIAL)	24,954	25,182	-0.9	1,93,090	1,91,063	1.1
22	Bangalore (BIAL)	12,642	11,357	11.3	1,05,310	1,00,424	4.9
23	Hyderabad (GHIAL)	5,077	4,848	4.7	41,871	40,325	3.8
24	Cochin (CIAL)	1,161	1,041	11.5	9,522	9,369	1.6
25	Nagpur (MIPL)	600	689	-12.9	5,962	5,904	1.0
Total		73,717	76,928	-4.2	6,02,031	5,97,724	0.7

(C) 9 Custom Airports

26	Pune	3,242	3,321	-2.4	25,331	35,043	-27.7
27	Patna	932	872	6.9	8,735	7,760	12.6
28	Bagdogra	623	476	30.9	5,285	4,406	20.0
29	Visakhapatnam	304	325	-6.5	3,705	3,513	5.5

S. No.	Airport	Freight (in tonnes)					
		For the Month			For the period April to November		
		November 2019	November 2018	% Change	2019-2020	2018-2019	% Change

30	Chandigarh	1,003	448	123.9	6,561	3,747	75.1
31	Madurai	179	291	-38.5	1,062	2,421	-56.1
32	Surat	147	107	37.4	678	660	2.7
33	Aurangabad	86	162	-46.9	511	1,508	-66.1
34	Indore	792	920	-13.9	6,806	8,172	-16.7
Total		7,308	6,922	5.6	58,674	67,230	-12.7

(D) 25 Domestic Airports

35	Ranchi	458	356	28.7	4,056	3,769	7.6
36	Raipur	575	422	36.3	4,191	3,200	31.0
37	Agartala	165	432	-61.8	2,942	3,663	-19.7
38	Udaipur	0	0	-	3	2	50.0
39	Jammu	113	205	-44.9	984	1,334	-26.2
40	Dehradun	17	20	-15.0	111	137	-19.0
41	Vadodara	306	124	146.8	2,299	1,628	41.2
42	Leh	159	236	-32.6	1,358	941	44.3
43	Bhopal	129	189	-31.7	894	1,169	-23.5
44	Jodhpur	0	0	-	1	5	-80.0
45	Hubli	8	0	-	70	0	-
46	Rajahmundry	0	6	-	0	47	-
47	Silchar	62	94	-34.0	569	560	1.6
48	Dibrugarh	89	82	8.5	663	583	13.7
49	Rajkot	4	20	-80.0	21	177	-88.1
50	Jabalpur	0	0	-	0	1	-
51	Dimapur	44	60	-26.7	233	349	-33.2
52	Bhuj	0	3	-	0	22	-
53	Tuticorin	3	4	-25.0	39	26	50.0
54	Jorhat	0	4	-	0	30	-
55	Juhu	29	26	11.5	247	228	8.3
56	Kanpur (Chakeri)	2	0	-	93	0	-
57	Jamnagar	0	1	-	0	3	-
58	Agatti	9	2	350.0	47	18	161.1
59	Jharsuguda	7	0	-	34	0	-
Total		2,179	2,286	-4.7	18,855	17,892	5.4

(E) 2 St Govt./ Pvt Airports

60	Lengpui (Aizwal)	69	45	53.3	312	351	-11.1
61	Nasik (Hal Ozar)	0	30	-	7	129	-94.6
Total		69	75	-8.0	319	480	-33.5

Grand Total (A+B+C+D+E)		1,11,994	1,13,010	-0.9	9,17,671	9,16,564	0.1
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TRAFFIC STATISTICS – INTERNATIONAL FREIGHT

* Estimated

S. No.	Airport	Freight (in tonnes)					
		For the Month			For the period April to November		
		November 2019	November 2018	% Change	2019-2020	2018-2019	% Change

(A) 15 International Airports

1	Chennai	22,502	24,247	-7.2	1,88,858	2,18,300	-13.5
2	Kolkata	5,371	5,253	2.2	40,424	41,426	-2.4
3	Ahmedabad	4,307	5,128	-16.0	34,022	31,623	7.6
4	Goa	60	129	-53.5	778	1,356	-42.6
5	Guwahati	2	1	100.0	3	19	-84.2
6	Lucknow	241	207	16.4	2,304	1,969	17.0
7	Jaipur	214	213	0.5	1,577	1,687	-6.5
8	Trivandrum	1,623	1,716	-5.4	17,129	15,028	14.0
9	Bhubaneswar	8	3	166.7	28	18	55.6
10	Calicut	2,068	1,375	50.4	18,616	9,535	95.2
11	Coimbatore	209	203	3.0	1,797	1,456	23.4
12	Varanasi	0	0	-	5	0	-
13	Amritsar	87	66	31.8	848	469	80.8
14	Mangalore	336	186	80.6	1,928	2,212	-12.8
15	Trichy	597	521	14.6	5,549	4,438	25.0
Total		37,625	39,248	-4.1	3,13,866	3,29,536	-4.8

S. No.	Airport	Freight (in tonnes)					
		For the Month			For the period April to November		
		November 2019	November 2018	% Change	2019-2020	2018-2019	% Change

(B) 6 JV International Airports

16	Delhi (DIAL)	50,724	51,854	-2.2	4,12,966	4,46,269	-7.5
17	Mumbai (MIAL)	48,988	56,398	-13.1	3,91,308	4,56,084	-14.2
18	Bangalore (BIAL)	18,732	18,201	2.9	1,52,177	1,64,654	-7.6
19	Hyderabad (GHIAL)	7,088	6,530	8.5	56,076	56,377	-0.5
20	Cochin (CIAL)	4,164	4,815	-13.5	42,965	35,938	19.6
21	Nagpur (MIPL)	37	126	-70.6	792	647	22.4
Total		1,29,733	1,37,924	-5.9	10,56,284	11,59,969	-8.9

(C) 4 Custom Airports

22	Pune	19	12	58.3	134	34	294.1
23	Visakhapatnam	42	0	-	315	0	-
24	Madurai	122	140	-12.9	1,140	1,085	5.1
25	Indore	42	0	-	571	0	-
Total		225	152	48.0	2,160	1,119	93.0

(D) Total 9 St Govt./ Pvt Airports	0	0	-	0	12	-
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Grand Total (A+B+C+D)	1,67,583	1,77,324	-5.5	13,72,310	14,90,636	-7.9
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(Source: AAI)

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

	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes
JAN to APR	Air Asia			Air India			Air India Express			Alliance		
APR	8,667.1	0.0	8,667.1	23,595.2	3,035.6	26,630.8	217.9	0.1	218.0	37.6	0.0	37.6
MAY	3,123.9	0.0	3,123.9	6,954.6	849.1	7,803.8	50.0	0.0	50.0	15.1	0.0	15.1
JUN	2,857.6	0.0	2,857.6	6,208.2	673.3	6,881.5	82.4	0.1	82.6	13.6	0.0	13.6
JUL	2,837.8	0.0	2,837.8	6,081.4	709.6	6,791.1	84.1	0.0	84.1	11.7	0.0	11.7
AUG	3,110.9	0.0	3,110.9	5,940.0	755.1	6,695.1	49.1	0.0	49.1	21.6	0.0	21.6
SEP	3,415.5	0.0	3,415.5	5,936.4	684.2	6,620.6	60.6	0.0	60.6	25.0	0.0	25.0
OCT	3,857.5	0.0	3,857.5	6,740.8	630.8	7,371.6	89.6	0.0	89.6	25.8	0.0	25.8
NOV	3,246.2	19.1	3,265.3	5,913.4	755.9	6,669.4	82.3	0.0	82.3	22.8	0.0	22.8
TOTAL	31,116.7	19.1	31,135.8	67,370.1	8,093.8	75,463.9	716.1	0.2	716.3	173.2	0.0	173.2
JAN to APR	Blue Dart			GoAir			SpiceJet			Indigo		
APR	36,978.0	0.0	36,978.0	23,575.3	0.0	23,575.3	30,667.7	0.0	30,667.7	45,573.1	5,832.1	51,405
MAY	10,311.0	0.0	10,311.0	7,918.5	0.0	7,918.5	9,149.3	0.0	9,149.3	20,557.9	1,610.3	22,168.2
JUN	10,110.7	0.0	10,110.7	7,445.3	0.0	7,445.3	9,841.7	0.0	9,841.7	19,024.6	1,548.6	20,573.1
JUL	11,224.2	0.0	11,224.2	8,094.7	0.0	8,094.7	10,706.2	0.0	10,706.2	20,020.0	1,730.2	21,750.2
AUG	10,921.1	0.0	10,921.1	8,752.8	0.0	8,752.8	11,256.8	0.0	11,256.8	20,637.4	1,499.9	20,637.4
SEP	10,502.6	0.0	10,502.6	9,086.7	0.0	9,086.7	10,962.9	0.0	10,962.9	21,670.8	1,291.9	22,962.7
OCT	10,430.4	0.0	10,430.4	10,082.4	0.0	10,082.4	12,337.4	0.0	12,337.4	22,166.4	1,303.0	23,469.4
NOV	10,375.4	0.0	10,375.4	8,673.2	0.0	8,673.2	10,811.6	0.0	10,811.6	19,120.1	1,540.7	20,660.8
TOTAL	110,853.3	0.0	110,853.3	83,628.9	0.0	83,628.9	105,733.6	0.0	105,733.6	64,491.9	7,389.6	71,881.5

(Source: DGCA)

Kakinada's agri-export hit

Kakinada's business faces a sharp fall as the port fails to compete with global rice prices as per the market standards.

M Satyanarayana, Vice Chairman, FFFAI and President, Kakinada Custom Brokers Association, shares how he will be guiding the association's members in all aspects relating to anchorage port, deep water port and customs or GST.



Neha Rawat

Could you please give an overview of the prevailing business scenario in and around Kakinada pertaining to customs broking and freight forwarding?

Kakinada's prevailing business is reduced from previous years due to international recession and export price disparity for customs brokers.

“
As the Vice Chairman of FFFAI my responsibility has been increased to fulfill the expectations of 28 associations

maize has a high domestic price compared to global prices, similarly, rice also has such disparity and faces much competition, thereby global rice prices are less and do not match Indian markets. Hence, exporters are unable to procure rice to compete with global market. However, the government has provided farmers procuring paddy with minimum support price.

You have recently been elected as Vice Chairman, FFFAI. Could you please elaborate on your added responsibilities for your region as well as for the apex body at the national level?

As the Vice Chairman of FFFAI, my responsibility has been increased to fulfill the expectations of 28 locations / associations. From my association, I was the first person elected as Vice Chairman, and thanks to all EC members of FFFAI for giving me the opportunity to serve the national body, FFFAI.

I will take forward the ideals of our Chairman AV Vijaykumar and other office bearers to the members of the association. 🐦

When exports are reduced, naturally customs brokers business will also be reduced, whereas there were many other reasons due to which imports were reduced. We have to face the bad weather due to reduced exports and imports. Kakinada Port is not much exposed to freight forwarding, but in future the customs brokers will take part in it.

Are you facing any challenges specific to your region?

Kakinada port is basically based on agri exports of rice, maize etc. Now



Shipsy's international freight module gets 300+ customers

Shipsy has launched a new suite of solutions for international freight digitisation and automation. The solution which has a free tier usage of up to 50 shipments per month, has seen over 300+ customers actively using this solution. By just adding an excel sheet of BL/container numbers, the solution gives insights across all containers that are stuck at transshipment ports, arriving at destination port and the ones that are delayed. It also allows for automated communication of daily shipment reports to clients. The system intelligently alerts on the containers that are about to incur detention/demurrage penalties and predicts delays across shipping lines based on the overall trends. All this is possible for freight movement across 35+ global shipping lines.

The software has intelligent reference rates, multiple bidding rounds and dashboards around cost-saving and vendor participation

To further help reduce costs, the rate of procurement module was launched two months ago. The software has intelligent reference rates, multiple bidding rounds and dashboards around cost-saving and vendor participation. Shipsy maintains a sync with all shipping lines and ensures local charges are updated on actuals and no errors come in quotes. The cost savings report gives an overview of the negotiation process and cost that has been saved due to multiple bidding rounds. Vendor participation analytics ensures transparency and fairness across the vendor base.

The most recently launched Shipment Execution module allows for the digitisation of all documentation and cargo

related tasks. It allows for onboarding not just users across internal teams but also freight forwarders, custom house agents, transporters and other vendors. With alerts when any task is missed, the system helps reduce incidental costs in the domestic movement of containers.



JNPT and Antwerp Port Authority initiate seamless trade



Jawaharlal Nehru Port Trust (JNPT) and Antwerp Port Authority organised a knowledge session on 'Gateways for trade between the India-Europe corridors' in Indore. The session focused on the role of ports in international trade and supply chain ecosystem, innovations impacting the sector and the various initiatives to be undertaken for seamless gateway to customers trading via ocean between the India-Europe corridors. While addressing the delegates at the knowledge session, **Sanjay Sethi**,

IAS, Chairman, JNPT said, "Indore is a significant market for us, therefore connectivity from here is important and it will further increase the market economy of Indore and Madhya Pradesh.

The EXIM community in Indore can now take advantage of JNPT's facilities to trade across the world. This will definitely open up an opportunity for enhancing cargo generation between Indore and JNPT." Indore is well connected with JNPT through rail; CONCOR

(Container Corporation of India) connects traffic of ICD Pithampur & Ratlam at JN Port and Distribution Logistics connects traffic of ICD Dhannad at JNPT. The trade fraternity in Madhya Pradesh can take advantage of JNPT's facilities and will also boost the trade volumes from Indore to the global markets.

The Port of Antwerp positioned itself as a unique gateway offering the best possible combination of efficiency and cost to customers



in Europe. The port's DNA of cargo handling-logistics-industry, smooth customs procedures, unique services such as fiscal representation, value-added logistics offered at the port premises and excellent port connectivity to the European hinterland & worldwide reinforced the case.



ACCD hosts glitterati at annual ball

The Air Cargo Club of Delhi (ACCD) hosted yet another breathtaking and magnificent Annual Ball on the 43rd Founders day on January 11, 2020 at Hotel Andaz Aerocity, New Delhi. The managing committee took to the stage to acquaint the members about the activities.





Delhi Airport is exclusive cargo hub for China

Delhi International Airport (DIAL) has announced that it has been chosen as the exclusive cargo transshipment centre in India by China. As per this significant development, Chinese cargo to the Central Asian countries is now being routed through Delhi Airport's Transshipment Excellence Centre (TEC). Delhi has emerged as a cargo hub for businesses in North India and neighbouring countries. An Air Asia X (D7) freighter, carrying garment

and accessories, brought the consignment from Beijing to Delhi for onward delivery to Ukraine in the last week of 2019. This was the first instance of international-to-international movement of China's cargo via Delhi airport.

This new movement of international transshipment cargo connecting China to Ukraine via Delhi Airport will give a significant impetus to the air cargo and regional logistics sectors.



SF Airlines's 2nd freighter between Shenzhen & Delhi



SF Airlines has launched its second freighter service between Shenzhen and New Delhi. Airlines' B747-400F, the new route will see two flights per week, providing a weekly round-trip capacity of 400 tonne. The company has added a new flight between Shenzhen and New Delhi in addition to its Shenzhen-Chennai service launched earlier in 2019. "As the capital of

India, New Delhi is an important location for Chinese companies to invest, develop and expand their business in the country," said, **Sam Sun**, Head, SF Express India. "To leverage these advantages, SF Express has launched an all-new direct air freight route to New Delhi to fully penetrate the Indian market and provide comprehensive cross-border logistics coverage," he added.

Walmart, Amazon & Reliance to set up logistics hubs in MP

Seeing the improved connectivity of Madhya Pradesh with other states in all directions, Walmart, Amazon and Reliance are preparing to tap into the strategic location of Madhya Pradesh to set up logistics bases by locating national distribution centres and warehouses in the state. The state is likely to see intense activity on this front in March and April. The business heads of the retailers are planning visits in a couple of months to figure out details of logistics business.



According to **Rajesh Rajoura**, Principal Secretary to the State Government for Industrial Investment Policy and Promotion,

"Walmart, Amazon and Reliance have expressed interest in building logistics hubs and warehouses in the state. Setting up retail outlets

is neither their priority nor the state governments'. But logistics hubs will get due consideration." In addition, Amazon also plans to enter fresh

fruit and vegetable markets in a big way and would want to set up centres for supply in Madhya Pradesh and the rest of the country.

Blackstone to invest ` 380 crore in Allcargo

To develop logistics parks in key consumption hubs in India, Allcargo Logistics has partnered with Blackstone Group. Blackstone will invest up to ` 380 crore in Allcargo Logistics to develop industrial and logistics parks across India. Blackstone proposes to make its investment in the platform, by way of debt and equity. Allcargo will retain a minority stake in the various logistics assets and transfer its debt as it relates these specific assets to their relevant subsidiaries. The transaction is expected to conclude in a phase-wise manner over the next 12 months, subject to satisfaction of customary closing conditions and



achievement of certain milestones. "Through this strategic tie-up, we will reiterate our commitment, position

to create a global benchmark in warehousing infrastructure and provide state-of-the-art warehousing

solutions to our customers," states **Shashi Kiran Shetty**, Chairman, Allcargo Logistics.

GHAL & ESR to develop 66-acre logistics park in Hyderabad

GMR Hyderabad Aerotropolis (GHAL) has formed a joint venture with ESR Hyderabad 1 (ESR) to develop a 66-acre logistics and industrial park at the Hyderabad airport city. Both the companies, for the aforesaid transaction, have entered into definitive agreements with an equity interest of 70 per cent and 30 per cent respectively in the SPV viz., GMR Logistics Park. The total project outlay would be around ` 550 crore. "This collaboration will set new standards for the warehousing

and industrial real estate sector. It would also benefit the burgeoning cargo industry in the region," said **Aman Kapoor**, CEO—Airport Land Development, GMR Group. **Abhijit Malkani** and **Jai Mirpuri**, Country Heads of ESR India said, "Being strategically located, this state-of-the-art facility showcasing smart, sustainable and human-centric design, will pave the way for Indian and global companies to capitalise on the immense growth opportunities available in the Indian market."



Adani Ports and SEZ to acquire 75% stake in Krishnapatnam Port

Adani Ports and Special Economic Zone (APSEZ) will be acquiring a 75 per cent stake from the existing shareholders of Krishnapatnam Port and Company (KPCL). This acquisition will accelerate APSEZ's stride towards 400 MMT by 2025. The acquisition value of KPCL is approximately ` 13,500 crore. The acquisition is subject to regulatory approvals and the transaction is expected to be completed in 120 days.



Karan Adani
Chief Executive Officer and Whole Time Director
APSEZ

Karan Adani, Chief Executive Officer and Whole Time Director, APSEZ, said, "Given the best-in-class infrastructure and the distinct hinterland catered by KPCL, this acquisition will not just increase our market share to 27 per cent but also add remarkable value to our pan-India footprint. We are confident of harnessing the

potential of KPCL and improving returns to stakeholders." Adani added that APSEZ will target to enhance cargo volume at KPCL to 100 MMT in around seven years and will double its EBIDTA in around four years.



FEBRUARY 2020

► Domestic

ACFI Annual Event on Air Cargo	New Delhi	5
Green Supply Chain Summit	New Delhi	7
Logistics & Supply Chain Tech Innovation Summit	Mumbai	11
National Conference on Supply Chain and Logistics	Chennai	15
Asia Pharma Supply Chain Summit	Mumbai	25-26
Global Logistics Show	Mumbai	25-27
CTL Conference	Mumbai	27-28

► International

Supply Chain & Logistic Arabia	Dubai	3-4
Reverse Logistics Conference & Expo in Las Vegas	Las Vegas	4-6
Cargo Logistics Canada	Vancouver	4-6
Retail Supply Chain Conference	Dallas	23-26

MARCH 2020

► Domestic

Shipping, Marine & Ports World Expo	Mumbai	4-6
Pharma Logi Meet	Mumbai	6
WINGS India	Hyderabad	12-15
Supply Plus South	Hyderabad	20-22

► International

MODEX	Atlanta	9-12
IATA WCS 2020	Istanbul	10
LogiMAT 2020	Stuttgart	10-12
2020 IWLA Convention & Expo	San Diego	15-17
6 th America Freight Cargo Conference	Sao Paulo	15-19
SAP-Centric Supply Chain	San Antonio	16-18
Supply Chain Conference	London	17-18
IntraLogisteX	Coventry	31-Apr 1

ASSOCIATION TALK

MCCI & FFFAI focus on India's trade with neighbouring countries



Sudip Dey, Vice Chairman, FFFAI along with other dignitaries at MCCI Logistics Forum held in Kolkata

The MCCI Logistics Forum 2019 emphasised on regular communication between importers of Nepal and the service providers in India to bring down logistics cost. **Sudip Dey**, Vice Chairman, Federation of Freight Forwarders Associations in India (FFFAI), suggests, "There must be regular interactions between the importers of Nepal and Kolkata service providers to bring down cost of Nepal imports. It was only due to lack of communication that anomalies were happening such as port ground rent, penalty by Railways etc. Kolkata Port Trust (KoPT) may keep a liaison officer in Nepal for dealing with day-to-day issues. Border restrictions for transit into Nepal should be done away with and vigilance should be done with the help of risk management & IT."

Highlighting the importance of Indo-Nepal as well as regional trade MCCI officials maintained an efficient logistics and transportation infrastructure that would be critical

for strengthening India's trade and economic engagement with its neighbouring countries like Bangladesh, Nepal, Bhutan and Myanmar. Of India's total trade



Sudip Dey is being felicitated at the MCCI Logistics Forum held in Kolkata

with the neighbouring countries, over 55 per cent is through land-based trading points. CBIC has designated 109 border trading locations as 'Land Customs Stations' (LCS), of which 85 are operational. The adequacy of infrastructure at these LCSs, including warehousing, examination sheds, parking bays etc. as well as seamless movement and faster clearances by regulatory agencies like customs, FSSAI, plant and animal quarantine will be critical to increase the overall trade across India's borders.



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MOVEMENTS



ESSAR PORTS LONDON

Essar Oil UK announced the appointment of **Mark Wilson** as Chief Executive Officer. Wilson has international experience in both the downstream and petrochemical industries. During his time at BP p.l.c. he held a number of senior leadership positions. He previously worked for Innovene LLC as Vice President, Solutions BU (Brussels, Belgium). Wilson has a first-class honours degree in Electronic Engineering from the University of Southampton and is a member of the Chartered Institute of Management Accountants (CIMA) UK.

HELLMANN APAC

Sven Raudszus is appointed as Regional Chief Executive for Asia Pacific (APAC) at Hellmann Worldwide Logistics, effective March 1, 2020. Raudszus will be responsible for the operative and strategic business within the Asia Pacific region, including Southeast Asia, Australia and New Zealand. He has been working in the logistics industry for 25 years and has held various management positions in the Asian region. Since 2016 he was Chief Executive Asia Pacific for Panalpina.



DHL EXPRESS JAPAN

DHL Express has appointed **Tony Khan** as President and Representative Director, DHL Express Japan. With the appointment, Khan becomes a member of the management board of DHL Express Asia Pacific. He takes the helm with a stellar track record of over 17 years in Operations and General Management. In that role, he oversaw the hub's management and overall operations which included its expansion of capabilities, connectivity within the global network, cost control, as well as transit time performance.

ATLAS AIR WORLDWIDE USA

John Dietrich is appointed as Chief Executive of Atlas Air Worldwide. Dietrich take over from William Flynn, who retires from the position after a 13-year tenure and will move over to become Chairman of the Board. Dietrich, who is also President of the company, previously held the role of Chief Operating Officer and Executive Vice President. He has more than 30 years of experience in the aviation and air cargo industries, including more than 20 years with Atlas Air Worldwide. He has served in his current COO role since 2006.



JDA SOFTWARE INDIA

JDA Software announced the appointment of **Umesh Gaur** as Managing Director of JDA's Centers of Excellence (CoE) in India. In his new role, Gaur will be responsible for providing leadership of the two CoEs in Bengaluru and Hyderabad and continue to be instrumental in interacting with regional customers underlining the JDA value proposition from the sales cycle to delivery and implementation.

JDA SOFTWARE ASIA-PACIFIC

Vinok Sequeira is appointed as Senior Vice President, Associate Success for the Asia-Pacific region including the India CoEs. He will align the Associate Success team in APAC with the marketing and sales force in the field, customer success teams working with its customers and product development teams and other functions, all with an eye towards JDA's laser focus on customer success. He is responsible for leading business growth through hiring, engaging and developing supply chain talent.



CHAPMAN FREEBORN NORTH AMERICA

Chapman Freeborn has appointed **Norris Hiraki** as Cargo Sales Director for the North America region. Norris will play a crucial role in developing the cargo sales strategy. He began his career in logistics over 25 years ago, gaining experience from leadership roles at FedEx and UPS in the US and the Middle East. He will be responsible for building out a sales team and business acquisition strategy that complements growth plans for Chapman Freeborn's global product portfolio.

DAMCO EMEA

Damco has appointed **Naomi Landman** as Head of Europe, Middle East and Africa (EMEA) and network strategy to drive growth in 2020. Landman brings two decades of forwarding experience and airfreight expertise in senior management roles, most recently as Managing Director at Gefco Netherlands. The appointment comes as the Netherlands-based freight forwarder continues to diversify its service offerings, developing new air cargo solutions, investing in further digitalisation projects, and opening new facilities.



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