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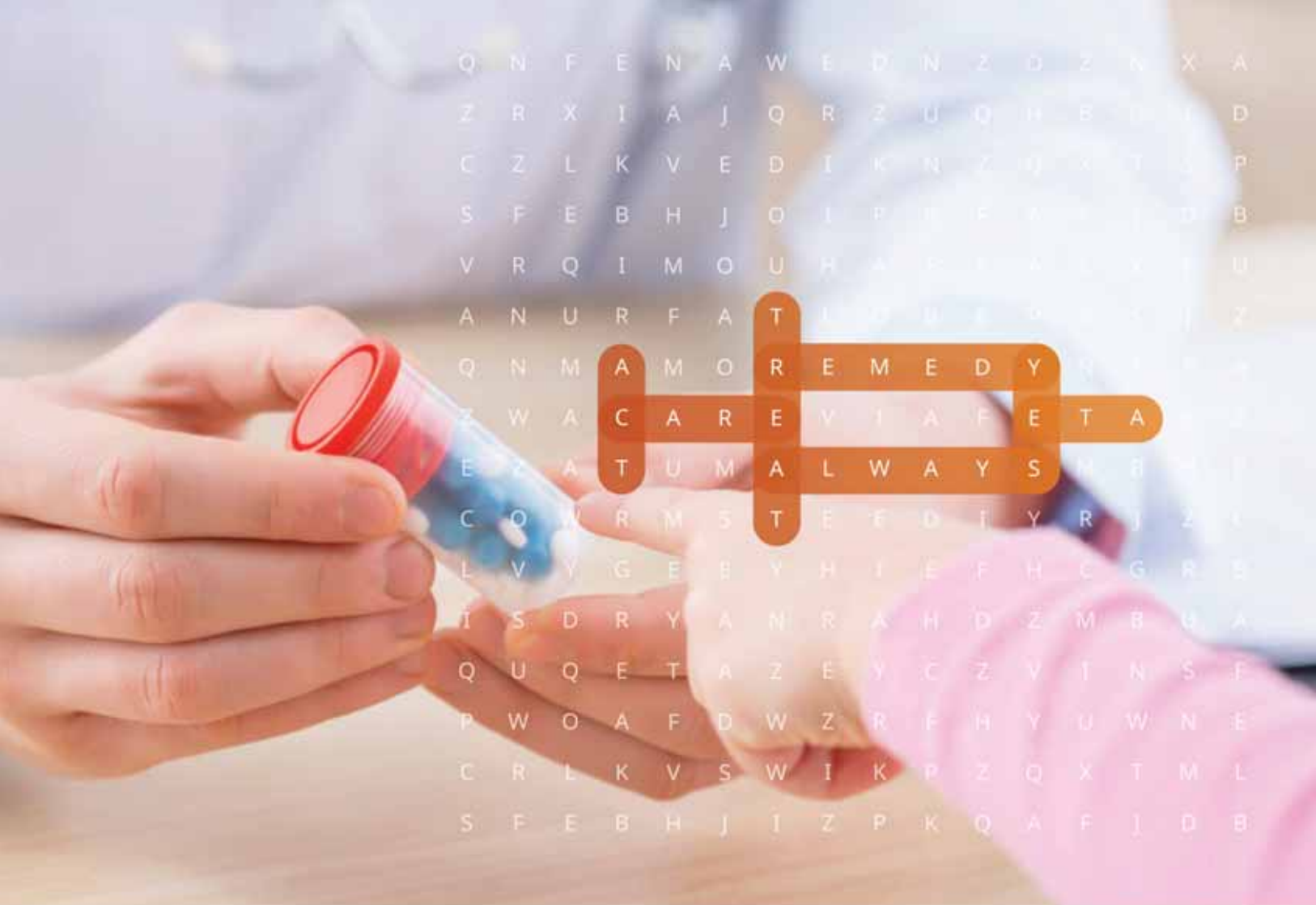
Pages 40 | ~ 50

Air cargo goes
'TURANT'

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What makes
Continental the
Customers' Favourite

Vaibhav Vohra
Managing Director, Continental Carriers



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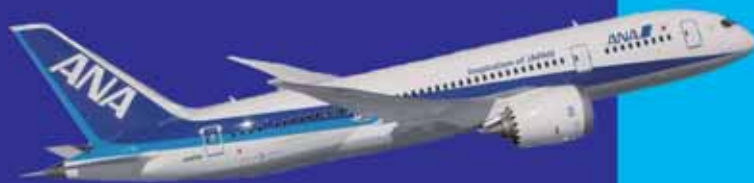
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Cargo to JAPAN



The Only Direct Flight from Chennai to Tokyo

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

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

Chennai - Narita Timetable

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

*As for departure and arrival time in Narita, from October 27 until November 30, 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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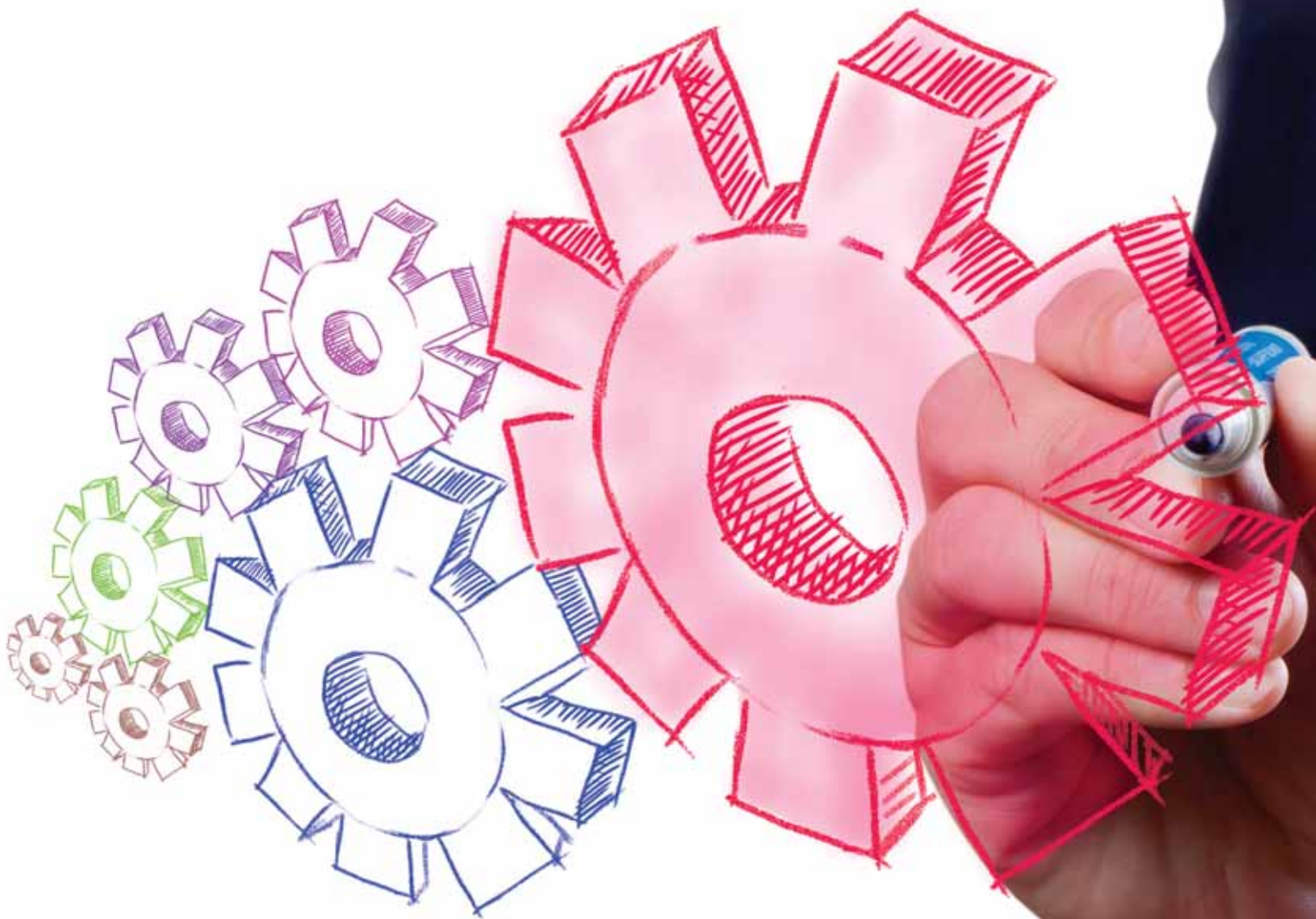
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Distribution Redefined

Swiss WorldCargo opens Cancun station for export

Swiss WorldCargo has commenced its Cancun (CUN) station for export orders. The airline is now offering capacity for freight on all inbound and outbound flights between Cancun (CUN) and Zurich (ZRH). Swiss WorldCargo's schedule hosts a thrice-weekly CUN-ZRH service flown by the carrier's A340-300 aircraft; each flight will offer a payload of around 15 tonnes. Flights will depart ZRH in the afternoon and arrive at CUN

in the evening, before leaving CUN later the same evening to return to ZRH the following morning. This schedule will not only benefit customers in Mexico by allowing for later delivery times to CUN but also cut down transfer times for goods arriving at ZRH from Cancun by enabling same-day connections on flights to other Swiss WorldCargo destinations.

"With this new development, we will create additional export options for numerous customers shipping a wide variety of products from the Yucatan Peninsula to Switzerland, Europe and the rest of the world," said **Hendrik Falk**, Head – Cargo for USA West, South, and Latin America, Swiss International Airlines.



GTR launches cargo hub at Kuala Lumpur Airport

Ground Team Red (GTR), a joint venture between Air Asia and SATS, has launched an air cargo hub at Kuala Lumpur International Airport's (KUL's) Air Cargo Terminal 1 (KACT1). The move is meant to support both the airport and Malaysia's aligned goals of developing into a regional logistics hub. The new facility consists of 93,000 sqft and cost over US\$5.5 million to build.

The space will supplement GTR's existing 40,000-sqft warehouse at KUL, with the combined operations expected to handle around 300,000 tonne of air freight per annum. Commenting on the facility, **Loke Siew Fook**, Minister of Transport, Malaysia, said, "I would like to see GTR replicate this facility, in particular cold-room capabilities, at other airports in Malaysia."



DB Schenker opens solar-powered logistics centre in Dubai

DB Schenker has opened a new logistics and distribution centre, named DLC II, in Dubai near Dubai World Central International Airport (DWC). Located in the Dubai South logistics area free trade zone (FTZ), the temperature-controlled logistics facility comprises 33,000 sqm total, with 3,000 sqm in mezzanine space for value-added

services and warehouse space for 90,000 Euro pallets. In addition to various value-added and distribution services, the facility can provide storage for hazardous materials in transit and offers direct connections to local cargo hubs - DWC and Jebel Ali Port.

The building is the company's



first fully solar-powered logistics centre in Dubai and will serve as a base for the company's long-term plans to develop a logistics hub in the Middle East. The facility helps fulfil two of DB Schenker's larger initiatives targeted at supporting environmental

sustainability and developing a Middle Eastern regional logistics hub. Currently, the facility hosts the operations of one of DB Schenker's major local partners - Unilever. By 2021, the company plans to achieve a total capacity of 80,000 sqm in logistics space in the city.

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DHL Express launches express logistics hub at AUH

DHL Express has broken ground on its new express logistics hub at Abu Dhabi Airports Free Zone (ADAFZ) authority in partnership with Middle East General Enterprises (MGE). DHL Express and MGE will jointly invest up to nearly US\$100 million in the

new facility, which is in the ADAFZ's East Midfield Development Zone. The space will cover 30,000 sqm and is planned to be operational by the fourth quarter of 2021.

The new space will provide a massive increase in capacity for

DHL Express, which currently operates from a 4,300 sqm facility at Abu Dhabi Airport's (AUH's) Logistics Park. The new space will also provide both airside and landside access to the airport for the express carrier. The move is intended to

support both DHL Express' plans to expand its presence in the Middle East, as well as Abu Dhabi Airport (AUH), and Abu Dhabi's aim to develop into a gateway for regional logistics operations. This follows the recent inking of a 27-year Musataha Agreement (a type of lease allowing for construction on rented property in the United Arab Emirates) between MGE and ADAFZ. DHL Express will be a key client within ADAFZ's Express Integrator cluster and will work closely with MGE to develop a new express logistics hub at the location.

Commenting on the development, **Rowan Michael Kelly**, Senior Vice President, Abu Dhabi Airports, said, "Working with DHL will contribute to the continued expansion of air cargo traffic through Abu Dhabi and the long-term growth and diversification of UAE's economy."



FedEx opens expanded pharma centre in Tokyo

FedEx has confirmed the renovation of the TNT Life Science Center in Tokyo. The newly-expanded centre will provide better logistics services for pharma products used in clinical trials. The centre will allow for shipments by overseas pharmaceutical customers of investigational medication products in bulk, with subsequent delivery to hospitals across Japan. Following the end of a clinical trial, unused pharma products can be retrieved from hospitals and stored at the Life Science Center for return or eventual destruction.



Improvements include

- Increase in clinical drug storage capacity to 3,500 sqm
- Expanded chiller and ambient rooms with separate temperature zones
- New allocation room where investigational products and placebos can be assigned
- Introduction of humidity controls to the chiller, ambient and allocation rooms
- Frozen storage unit for storage between -30°C to -20°C
- Improved security systems, a renovated back-up power generation system and compliance with earthquake resistance standards

QA Cargo expands South American network

Doha-based Qatar Airways (QA) Cargo made an announcement of adding scheduled 777F flights to destinations in Brazil, Chile, Colombia and Peru beginning January 16, 2020. The planned network expansion follows the delivery last week of the carrier's 21st 777F from Boeing. Qatar Airways Cargo already has stations at each of the four South American cities identified for freighter service expansion. New flights include:

- Twice-weekly flights from Doha (DOH) to Bogotá (BOG) via Luxembourg (LUX) and Miami (MIA), returning to DOH via Liège (LGG).
- Twice-weekly flights from DOH to Campinas (VCP) via LUX,



Guillaume Halleux
Chief Officer Cargo, Qatar Airways

with return flights to DOH via Santiago (SCL), Lima (LIM), Dallas (DFW) and LUX

Guillaume Halleux, Chief Officer Cargo, Qatar Airways, said, "With the introduction of our twice-weekly Boeing 777 freighter services, we offer exporters in South America a direct route for their cargo and a global network. Importers also stand to gain from the huge capacity to bring in their cargo to South America."

Silk Way West Airlines invests in safety

Silk Way West Airlines has invested in Mantle fire containment covers (FCCs) to maximise safety during the transportation of volatile cargo, such as lithium ion batteries and related products. Jason Abbott, President, AmSafe Bridport, says that the FCC products reduce risk, improve safety and

save lives. **Emile Khasanshin**, Vice President - Global Cargo Logistics, SWW, adds, "We are further investing into cargo and flight safety measures that are paramount for our airline." The airline aims to be 100 per cent covered in all areas of fire containment within the next year.



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Indian logistics space to surpass int'l benchmark

The JLL report titled 'India: Evolution of Integrated Logistics – Aiming Transformation through PAGI' says optimised use of roads is possible by building up enhanced hinterland infrastructure and specialised storage space spread over the country. Attractive investment opportunities are looking at an integrated and efficient solutions approach.



CT Bureau



Yogesh Shevade
Head – Industrial Services, JLL India

“Over the last 10 years, the country's road, rail, port, airport and inland waterways have added a new dimension to the growth story”

According to the JLL Industrial Services Research report, in Indian logistics sector, 60 per cent of transportation happens through a strong road network against the global average of 30-40 per cent. Warehouse, one of the prime elements of the industry, has become one of the most attractive real estate asset segments for domestic and foreign investors. It has witnessed 38 million sqft of absorption in 2019. According to the research paper, India is pre-dominantly dependent on roads for connecting production centres to warehouses and consumers.

The central government's focus is on developing a comprehensive plan to invest in infrastructure ports, airports and rail among others, with an estimated investment outlay of about ₹100 lakh crore by the next five years. The initiatives, besides creating a platform for hinterland infrastructure and other components, are gaining immense momentum among investors. The report also foresees rail-linked logistics facilities, focusing on multi-modal connectivity, to be a focus.

Commenting on the same, **Yogesh Shevade**, Head – Industrial Services, JLL India, says, "India's intermediate logistics framework is not a new phenomenon. Over the last 10 years, the country's road, rail, port, airport and inland waterways added a

A well-integrated industry

- India's logistics Industry is one of the most widely spread sector with multiple stakeholders
- Country is pre-dominantly dependent on its road network, which has the highest tonne per kilometer cost. Against this, rail and waterways are cheaper modes of transportation
- Creating the effective first and seamless last-mile connectivity, availability of land, developing financially sustainable logistics infrastructure and utility, introducing investment friendly policy framework and skill development will make the sector more attractive for private capital for efficient integration of the industry
- JLL Industrial Services launches its Port, Airport and Global Infrastructure (PAGI) Practice

Modal Efficiency Indicators from Indian Context

Modal Heads	Ship	Rail	Road	Air
Tonne km cost (in INR)	0.25	1.41	2.58	
Carrying capacity (tonne)	50000	2200	25	110
Average speed (km/hr)	25	24	12	750

new dimension to the growth story complemented by the government-sponsored Bhartmala and Sagarmala initiatives, Jal Marg Vikas Project, as well as railway station re-development, creating a huge platform for future expansion of logistics infrastructure. Through the National Logistics Policy, the central government is focusing on development of a fully-integrated logistics network with modern technology and automation."

For exploring this sectoral opportunity, JLL Industrial Services is launching

PAGI (Port, Airport and Global Infrastructure) practice, says Shevade. "Aligned with global experience, the practice will aim at multi-dimensional service opportunity for our global and domestic clients," he adds.

The report also highlights the challenge of creating efficient last-mile connectivity, availability of land to develop financially-sustainable logistics infrastructure, capacity building for human resource, an investment-friendly policy framework and seamless compliance process. 📌



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What makes Continental the Customers' Favourite

Continental Carriers is soon announcing an Air Freight Station (AFS) in Delhi to transform the business as per the changing scenario of the industry. **Vaibhav Vohra**, Managing Director, Continental Carriers, stresses on automation, skilled professionals and policy implementation in order to bring in efficiency at work.





Kalpana Lohumi

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

The logistics industry is evolving everywhere and facing its own challenges in the domestic as well as international markets. Challenges are in the form of infrastructure, warehouses, adaption of technology; software-based process, skilled professionals and ever-increasing customer expectations in terms of cost-effective efficient services from logistics providers. Today, in the Indian and global logistics market, a logistics service provider becomes a favourite by providing value-added services rather than his expertise in transportation and warehousing.

The Indian logistics industry has seen decent development in the last few years due to the right policies and customers' demand of quality products. With the Make In India policy in place, India is emerging as the global manufacturing hub. MNCs of various industries are establishing world-class manufacturing facilities in India. These facilities will be catering not only to the domestic market, but also to the international market.

With an ever-increasing demand of online purchasing, e-commerce is showing nothing other than the way forward for the logistics industry. However, with growth, we have our own challenges and I strongly believe that in due course, with the right government policies in place and the determination of industry players, we will overcome these challenges soon. In the global scenario, the use of robotics and drones in the logistics industry is being seen, and I believe this will be a reality soon in India, too. Automation will certainly reshape the logistics industry in our country, though I understand automation will also come with its own challenges.

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

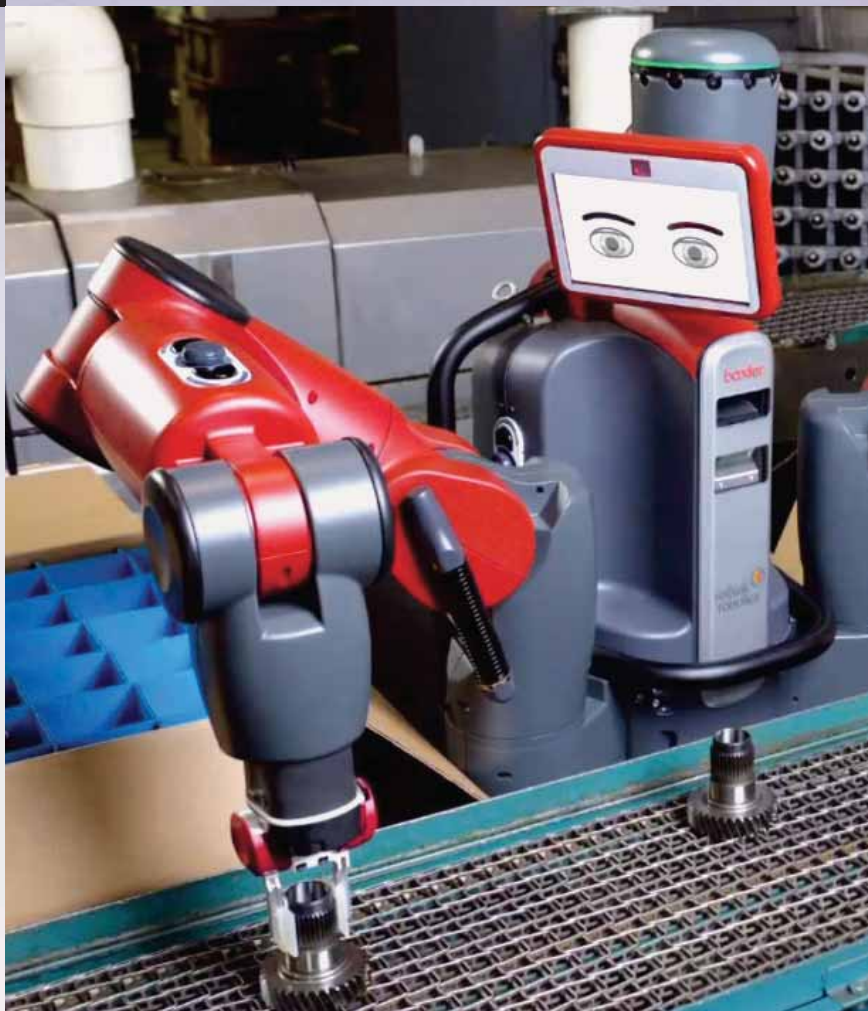
Indian logistics industry is growing at a rapid pace, the challenges, in such a situation, are bound to be there. Some of the challenges that we face are lack of improvement in infrastructure, change in various related policies, influential management practices, lack of adoption of technology, and need for better warehouse facilities and innovation. These all entail a continuous improvement process and for this, the government and the industry must always work together. The government is doing a lot by bringing in various policies and it becomes equally important for industry leaders to show their enthusiasm to remain in the same dialogue with government agencies to get the best out of these policies and implement them.

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

With increase in e-commerce, cost-effective and customer-centric



Vaibhav Vohra
Managing Director
Continental Carriers



solutions to provide last-mile delivery is the vision of any logistics service provider. To achieve that, we need to invest heavily in infrastructure, warehouses, digitisation, software-driven processes, and skilled professionals. Undoubtedly, the industry is slowly and steadily bringing

about these changes to provide efficient customer centric and cost-effective delivery solutions.

How would you like to contribute towards these changes?

A better investment in R&D and training & development centres to create skilled professionals for the industry is the need of the hour and this is what I seriously want to do for the industry. Continental has always been a pioneer in adapting technology and implementing policies.

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

Continental Carriers has always worked on customer-centric and cost-effective policies. Our innovative spirit to transform the business as per the changing scenario of the industry keeps us in the fast lane and makes us the customers' favourite. The soon-to-be-introduced Air Freight Station (AFS) by Continental is one of the examples of our endeavour towards the same. AFS will help to reduce the handling cost at airports and subsequently, bring logistics cost down. Once implemented properly, AFS will certainly improve the air cargo scenario in India.

How the global economic scenario in the year 2019 have impacted air cargo industry in India and what can be done to better the situation?

Global economic slowdown in the year 2019 has hit Indian air cargo industry with close to 5.3 per cent decline in freight traffic. Order cancellations and discounts in freight rate demand and no increase in new buyers is an everyday story. As per many research cargo firms have scaled down their growth projections for the full financial year. As per the ministry reports, aircraft movements and freight traffic have decreased by 1.2 per cent and 4.7 per cent, respectively. Due to these external factors and low demand in the home market, the Indian economy has been slowing down.

But we are quite hopeful as a lot is being already done to overcome this situation. The Indian air cargo industry has the potential to become a global hub. The government's ongoing effort to develop infrastructure, ease of doing business through single window system, the introduction of cargo hubs & special economic zones, Make in India, digitisation, skilled India along with upcoming Air freight Stations, all are endeavors to provide momentum for the growth of air cargo in the coming years. Also, as an air cargo operator it's important for us to review and update our product offerings to meet the market needs. 📈

“AFS will help reduce the handling cost at airports and subsequently, bring logistics cost down; once implemented, it will certainly improve the air cargo scenario in India”



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Industry gathers at LOGIX 2019

The second LOGIX India 2019 – International Buyer Seller Meet was held from December 12-14 in New Delhi. Launched by the Federation of Indian Export Organisations (FIEO) with active support from Ministry of Commerce & Industry, the event had several keynote addresses by industry experts.





FAMILY ALBUM







It's LOGIX-al once again

The 2nd LOGIX India 2019 – International Buyer Seller Meet saw more than 120 international delegates from 26 countries develop superior logistics linkages with their Indian counterparts. The event also focused on investment in infrastructure development, warehouse consolidation, technology integration and IT enablement, skilling, etc.



Kalpana Lohumi

The three-day mega event saw well over 3500 business-to-business meetings along with parallel sessions on different issues, challenges and above all, opportunities in the logistics sector across India and the world. Inaugurating the event, **Som Parkash**, Minister of State for Commerce & Industry, Government of India, said, "Logistics is the backbone of any trade and industry. Currently, the logistics cost in India is 30-40 per cent higher than the global benchmark, which is a big challenge for the government. However, the government aims at reducing it to 10 per cent of the GDP. The government is also planning to invest around ₹100 lakh crore in logistics infrastructure in the next five years. We are also in the process of coming out with a new National Logistics Policy and creating a databank by getting feedback from different stakeholders."

While addressing the gathering, **Mahesh Chandra Keyal**, Vice President, FIEO, stated, "Without efficient logistics, it is impossible to be successful in marketing, production and international trade. In advanced industrial societies, logistics competence is of great importance and customers expect that the products they bought will be delivered as promised."

Ajay Sahai, Director General & CEO, FIEO, in his inaugural address, said, "India is making significant progress in various fields like improvement of quality of transport and logistics infrastructure, efficiency of regulatory processes, safety and security of cargo movement, as well as ease of arranging logistics at competitive prices. We are also improving in ease of track and trace, timeliness of cargo delivery and in the overall quality of services offered

by logistics service providers. The favourability of operating environment and acceptability of best global practices in the entire logistics chain are also important factors."

"India needs to almost double its annual spending on infrastructure at US\$ 200 billion and in order to achieve the target of a US\$ 10 trillion economy by 2032, a robust and resilient logistics infrastructure system is required, supported by adequate private investment. The increasing maturity of the logistics sector, as it embeds itself in India's economic growth story, lends to the emergence of complex value chains across various sub-sectors, such as transportation, supply chain management, warehousing & distribution," added Sahai.

Speaking at the last session, **Anant Swarup**, Joint Secretary (Logistics), Department of Commerce, Government of India, said, "The projected CAGR of logistics is over 10 per cent. The government's role is to provide infrastructure and policy support. The need of the hour is to have an end-to-end solution for cost-effective and efficient logistics, and the government is working on further improving port and airport efficiency, thereby improving the sector overall."





Air cargo goes 'TURANT'



The industry has been crying hoarse about the ease in customs clearance for a very long time. And now, with the government announcement of implementing faceless assessment of cargo in the next few months in India, there is a possibility of bringing in accountability and transparency in the business. **CARGOTALK** attempts to assess to what extent the process will be faceless and how it will affect the employment quotient.



Peden Doma Bhutia

From the time that a shipment leaves the vendor till the time that it reaches the distributor, the process is not an easy one. Ask any operator about the issues pertaining to the operation of the customs department and he will recite a litany of woes. From delay in processing export cargo out of the cargo terminal and identifying export packages meant for examination, to the cumbersome transshipment process, the hurdles are abundant.

However, it sure seems like it's time to rejoice! In a bid to enter the 50th ranking in World Bank's Ease of Doing Business (EoDB) Index, the customs department is set to implement faceless assessment of cargo in the next few months. Central Board of Excise Duty has issued a circular regarding the launch of virtual assessment of the

cargo under the 'Turant custom scheme'. Under this scheme, the specialised custom houses based in every country can perform the task irrespective of where they file the bill. The assessment will no longer be required to be done at the place of filing of Bill of Entry. **CARGOTALK** digs deeper into how this scheme can ease the customs-clearing process for import and export of goods, and how much of a bearing will it have on the employment rate of the sector.

Sunil Arora, President, ACAAI, calls it a dream come true situation for the industry as it had been pending for long, "Some trials on faceless assessment have been very successful and hopefully, this will be launched as a mandatory module at all custom ports. Faceless assessment will be a major leap towards transparency

and accountability in the sector of governance. It will also ensure speed and accuracy."

Calling it a major step to ensure a corruption-free governance and a serious initiative taken by the Ministry of Finance (MoF) and Ministry of Commerce (MoC), he says, "The export or import documents will be assessed by those who possess knowledge about the respective chapter or commodity and can understand the genuineness of the transaction. For example, in case of IT-related imports, an expert sitting in any part of the country or in an IT Exim zone will assess the product on the basis of all information available electronically, without meeting the agent, broker or the importer/exporter physically."

According to **S Ramakrishna**, President, Delhi Customs Brokers' Association (DCBA), faceless assessment is a great move by the government but it would predominantly be for imports. "It is presumed that the officers who would be handling the documents would be experts in the Harmonised System Nomenclature (HSN) where the goods are being assessed. It is also presumed that there will be universal valuation," he says.

Samir J Shah, Partner, JBS Group of Companies, welcomes the initiative and expects it to expedite processes, "The ability of the customs broker to work without personal interaction and the response from the customs will need some time for synchronisation. But, once that is in place, we will get to see the difference."

Jaideep Raha, Regional Chairman (Eastern Region), ACAAI, opines that this system is at a very nascent stage. He adds, "One needs to see to what extent the process is faceless. Things are fine till anyone



Sunil Arora
President, ACAAI and
Mentor, India Cargo Awards 2016

“
**Faceless assessment
will be a major
leap towards
transparency and
accountability in
the sector of
governance**
”



S Ramakrishna
President
Delhi Customs Brokers' Association (DCBA)

“
If everything is through the system, time and cost saving should be apparent; there would be no need for a deputed personnel for assessment
”

files S/B or BoE online, generates checklist, generates queries and uploads on E-Sanchit portal. The most critical stage is to figure out whether the concerned customs officer still makes a fat file of papers and moves the file to his senior officers physically, or will that be done electronically? If in the real sense, we do implement a faceless assessment system like the one that is in place in Europe/ US or in the Far East, then will it benefit the trade to a great extent.”

SAVING TIME & MONEY

With everyone counting the advantages, the most important thing to note is whether through this one can save on time and cost. Adding to this, Arora says, “Digital interface is the most important tool for overall development. In case of supply chain management, faceless assessment will also help in reducing dwell time significantly along with transaction cost. We

might face certain delays at the onset, but it will gradually move to being a smooth and faster mode of assessment which can also be termed as ‘minimum government and maximum governance’. With this, a regulator will become a facilitator in the true sense.”

Ramakrishna also resonates the saving of time and cost advantage. “If everything will be through the system, then time and cost saving should be apparent. There would be no need for a deputed personnel for assessment. As of now, there are many hitches which are all being addressed both by the trade and the government,” he says.

Not just the saving of cost and time, Raha says that this will also help in making the process transparent and secured. He explains, “In the event of any irregularity, either by CHA or by the customs officer, one can very easily

pinpoint who is at fault. Secondly, these systems will be cloud-based and can easily extricate old files for ready reference. It has been a practice that at a drop of a hat, the CHA is blamed for anything that goes wrong and his licence is suspended instantly, whereas the importer or exporter as well as the customs officer involved goes practically scot free. This practice will stop and transparency will improve.”

Since it is a new mode, Shah says it will be difficult to estimate the saving on cost and time, however, he hopes that it will be in line with the desires of the EXIM trade and service providers. He is confident that the new system will bring in standardisation in the process.

“Presently, different customs houses follow different patterns within the legal framework. This won’t carry on for a long time. It may be a disturbing



intervening period, but will bring in much more compliance from all stakeholders. It would take away the human angle and the readings of the department to facilitate in case of genuine needs," Shah says.

Digital empowerment is the backbone of any economy, and with this, India will be on a par with many of its international counterparts. Arora says, "With faceless assessment of cargo, Foreign Direct investment (FDI) will increase. Many multinational manufacturing companies will once again venture to set up their production hubs in India. The same way in which we say 'money saved is money earned', it applies to time as well. Time saved is time earned to grow more."

LOSS OF EMPLOYMENT, A CONCERN?

Surely, the move has won a thumbs up from the industry, but with technology coming in and

everything going digital, what about the loss of human employment? Not too confident about the loss of human employment, Ramakrishna comments, "We did have a similar apprehension when the EDI started in 90s. As a matter of fact, employment in EDI has increased. If the government runs the process flawlessly and the officers do a diligent job, the EXIM trade won't see any change. The only disadvantage we see is that the HSN are predetermined with the location which defeats the process of being faceless."

Sharing his concerns, Shah adds, "Loss of enterprise is a possibility and with it, loss of employment. There will be a need for large-scale up-skilling and the staff will have to be ready for different job roles. Customs clearance from the field will shift to the office and usage of English will increase



Samir J Shah
Partner, JBS Group of Companies and
DDP Trailblazer, India Cargo Awards 2017



Jaideep Raha
Regional Chairman (Eastern Region)
ACAAI

“It would take away the human angle and the readings of the department to facilitate in case of genuine needs”

which may pose a challenge to the existing workforce.”

However, Raha begs to differ. He strongly feels that all we need to do is to train the same staff in system technology and use them effectively,

“The impact will be very temporary and I firmly believe that once our economy touches US\$ 5 trillion, it is clear and evident that the EXIM volume will go up and so will our business volumes, then we don't need to hire extra staff and this will give us more productivity yield.”

In all this uncertainty and fear, there is surely a ray of hope. However, time alone will tell. 📈

“In the event of any irregularity, either by CHA or by the customs officer, one can very easily pinpoint who is at fault”



A digital ecosystem for India

The logistics industry in India will evolve from being just a cost centre to a supply chain knowledge partner, as companies start to leverage new business models and technology to achieve scale and weed out inefficiencies, says **Detlev Mohr**, Senior Partner, Travel, Transport and Logistics (TTL), McKinsey India.



Hazel Jain

How do you see the Indian logistics industry growing and evolving?

Indian logistics is surely on the growth curve and is expected to grow at around 10 per cent CAGR. Driving efficiency in this sector is critical to meet the overall growth aspirations to reach the US\$ 5 trillion target set by the government. The logistics industry will evolve from being just a cost centre to a supply chain knowledge partner as companies start to leverage new business models

and technology to achieve scale and weed out inefficiencies. Players have the potential to double their margins by leveraging scale and further reduce cost by five to seven per cent by removing inefficiencies. Indian start-ups are disrupting this space and new business models are evolving: platformisation, SAAS players, warehouse automation, last-mile delivery.

What are the opportunities that private players here should try and tap?

There are three big opportunities that could define the logistics sector here. One is platformisation, where players create a large network and digital ecosystem for road transportation in India for cost leadership. A digital ecosystem is a one-stop shop for all trucking needs from identifying load to buying tyres. The second is the transition of logistics players from service providers to tech-enabled supply chain partners who can not only execute with the highest quality but also partner their customers to jointly target efficiency improvements across the supply chain. Finally, Indian players will also need to look at multi-modal

logistics to create differentiation and seamlessly offer end-to-end solutions. Rail and waterways are a cheaper mode of transport in many cases, which could be explored by them.

Do you think creating a digital ecosystem will work in the Indian market?

A digital ecosystem could be the way forward for road transportation in India. This would not only help end consumers but would also help the service providers as they get better clarity of return load and economies of scale lead to lower procurement cost of other truck-related products and services. The process has already begun, both in India as well as globally. Start-ups are the ones to lead this and now we are seeing traditional logistics players also entering this space either through acquisitions or organically. Apart from logistics player, conglomerates, financing players, and OEMs could also leverage their unique strengths to build a formidable play in this space.

What is the amount of investment you see being made by VCs/investors via start-ups?

In the last financial year, the logistics

Detlev Mohr
Senior Partner, Travel
Transport and Logistics (TTL), McKinsey India

sector received funding in excess of US\$ 250 million and the funding has seen a significant growth in last five years. We feel this would only increase in the coming years due to many reasons. At the macro level, logistics will prove to be the cog in the wheel for the India growth story, and inherent inefficiency and fragmentation of the sector could lead to continued increase in funding in logistics. Moreover, player consolidation could happen and winners may emerge. VCs and PE players now have a fair idea on which horse to bet on. This is also visible in the drastic increase of average size of funding round and only select few players getting more than 60 per cent of the total funding. This also ties to the importance of creating a network and digital ecosystem that requires significant financial investment.

The underlying growth expected in sectors such as e-commerce (both B2B and B2C) and hyperlocal services could create a need for growth in logistics services, thus driving growth in funding. A shift in customer requirement from vanilla logistics services to supply chain partnerships and digitisation has led to emergence of SAAS (software as a service) players who help companies identify supply chain issues, digitise transactions, manage performance of existing service providers, etc. These business models could attract funding. As shift in modal mix happens, we could see rail and waterways evolving as new areas for funding.

What hurdles could private players face?

Apart from high fragmentation, private players still need to get over a few hurdles. There is heavy reliance on middle men (regional brokers). There is also a shortage of drivers in India. There needs to be a shift in mindset as well as a cultural shift from service provider to supply chain partner of operating level employees, both

as customer and logistics players. India also needs to set up the right organisation and talent for digital and analytics, and sales and solutioning of large and complex deals. Their approach to network creation must be based on what works best and achieving scale at speed.

A move towards industry consolidation could solve many hurdles and the government is also taking the right steps in helping remove inefficiencies in the sector. GST and e-Way bill could help remove inefficiencies and fuel digitisation of supply chains. Data would become central to this shift and analytics would help identify issues and bottlenecks in supply chains. Apart from this, the national logistics plan, multi modal parks, dedicated freight corridors and Sagarmala project, among others, seem to be steps in the right direction.

Why is a comparison made between India's and China's logistics industry?

Being the fastest growing nations, there has always been a comparison between India and China. On the logistics front, even though China logistics is mature compared to India in terms of digitisation and supply chain efficiency, there are still overlapping themes which can be seen.

A move towards end-to-end logistics provider and supply chain partner would be true for logistics players of both countries. Even though the degree of digitisation varies, both economies would need to accelerate digitisation and smart logistics innovation with business. Also, platformisation as a

trend is rampant in both economies and will remain so.

In China, urban and rural customers are undergoing different levels of 'consumption upgrade'. After an explosive growth, China's 'online pure-play' e-commerce market is now entering an online and offline 'New Retail' stage. New business models are emerging, opening new arenas for logistics players well equipped with technology capabilities.

Digital technology has created another opportunity for Chinese logistics players. China has already become one of the greatest incubators of many disruptive digital innovators and is a leading global investor in disruptive technologies. The next wave of digital transformation will re-shape the industry structure and boost productivity of the entire value chain.

With the promotion of the 'One Belt, One Road Initiative', cross-border trade will continue to boom, providing a new platform for Chinese logistics players in traditional B2B commodities and X2C e-commerce. 📈

Ready Reckoner

- Two most dominant and extremely fragmented segments in India are road transportation and warehousing
- Indian logistics is 13-14% of GDP compared to 8-10% in developed countries, primarily due to high indirect costs like inventory carrying, theft and damages
- Indian modal mix is heavily skewed towards road with 60-65% transportation happening through road compared to 25-30% in developed nations





Protecting the rights of customs brokers

Kakinada Customs Brokers Association hosted the second Executive Committee (EC) meeting of FFFAI (for the tenure 2019-21) from December 13 to 14. It also organised a knowledge session on 'Customs Brokers Protection Measure and Way Forward', followed by Kakinada Port visit by the office bearers and EC members of FFFAI.





Big opportunity in pharmaceutical

Devang A. Joshi, President, Ahmedabad Customs House Agents' Association (ACHAA), provides an insight into challenges and opportunities for customs brokers and freight forwarders in and around Ahmedabad, along with an update on ACHAA's initiatives.



Kalpana Lohumi

Please give an overview of the prevailing business scenario in and around Ahmedabad pertaining to customs broking and freight forwarding?

Ahmedabad, being in close proximity to port infrastructure like Mundra, Kandla, Pipavav and Hazira, has both an advantage and a disadvantage in the maritime industry. Ahmedabad has its own ICDs at ICD Khodiyar, run by CONCOR; ICD Thar (Sanand-Kadi Road) run by HPCSL; ICD Sachana at Sanand, run by DP World; and ICD Viramgam, run by Gateway Rail.

Customs broking business is divided amongst these locations and it is quite challenging as the customs broker must cater to his services at all these locations as per the requirement of customers. Business is divided among

cargo clusters and factories, located close to this infrastructure, creating feasible and timely solutions for the EXIM industry. There is a challenge to work out the total logistics, both by road and by rail, as per the clients' requirement.

What are the new opportunities/verticals in your region for custom brokers and freight forwarders?

There is a new vertical for the automobile industry cluster in and around Ahmedabad, which will boost the activity of customs brokers and freight forwarders. Simultaneously, the pharma sector provides a big opportunity to cater to cargo by air and sea along with both general movements and reefer movements. There is a possibility for one to cater

to tailor-made logistics solutions by evaluating cost and transit by rail/road/air through ICDs or cater to it directly by road port movements on round-trip basis. The expertise and acumen of working cost matrix with all these probabilities and parameters will define the success story for custom brokers and freight forwarders.

Are you facing any challenges specific to your region? What would be your recommendations to resolve those issues for the greater interest of the logistics industry as well as Exim trade?


A need has been felt for the optimum and feasible utilisation of available infrastructure near Ahmedabad. To extend a value addition, time-bound performance of shipments, safety and security of fraternity members and the cargo they handle will be a big challenge. The final feasibility of the end-cost to the EXIM trade is the need of the hour.

Gujarat has always been a pioneer to set up big industry conglomerates, which will further enhance growth to this region. A challenge would be to provide the skilled manpower to run this industry. One will have to enhance self-discipline, skills



Devang A. Joshi
President, Ahmedabad Customs House Agents' Association (ACHAA)

A new vertical for the automobile industry cluster in and around Ahmedabad will boost the activity of customs brokers. Simultaneously, pharma sector provides an opportunity to cater to cargo by air and sea



for computers, EDI and online portals to give timely output to actual users.

How does your association help its members in view of these challenges and upcoming opportunities?

ACHAA has always been an innovator in establishing the best standards of work amongst their members, customs and allied authorities, and the trade. The proficient leaders from customs broking fraternity at Ahmedabad have showcased their contributions and foresightedness in the country

as well as on global forums, not restricting them to only Ahmedabad or Gujarat.

The association takes care of the technical upgrade of members' knowledge with local trainings, and organises social gatherings and welfare functions for customs brokers. We will strive hard to conduct more training programmes to create awareness of the latest customs laws, policy and procedures to bring in flawless and error-free workings with all trade partners like customers, customs, shipping lines and freight forwarders.

We look forward to more e-learning programmes to enhance the capacity building of the members at large.

Need of the Hour

- Optimum and feasible utilisation of the available infrastructure near Ahmedabad is required
- Time-bound performance of shipments, safety and security of fraternity members and the cargo they handle will be a big challenge
- The final feasibility of the end-cost to EXIM trade is the need of the hour

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BOOK
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What lies in store for air

In recent times, there have been several setbacks, twists and turns that have posed challenges to the air cargo industry. India Cargo Award winners talk about opportunities to look forward to in 2020.



Smita Kulshreshth

Face of the Future (2018)



SA CONSULTANTS & FORWARDERS

Digitisation and globalisation: More airlines and IATA freight forwarders are getting into multilateral IATA e-AWB 360 programme and moving towards paperless transactions. Digital portals and platforms in web and mobile App versions integrating the supply chain is making air freight forwarding equally handy as its closest counterparts – air travel. We can look forward to digital integration of stakeholders with single-window solutions for smoother and hassle-free movement of trade. Also, new entrants coming into the fray in the form of start-ups are making endeavours in linking the various stakeholders of the air cargo ecosystem. The entry of Machine Learning, Artificial Intelligence and Internet of Things has the potential to make air freight forwarding cheaper, safer and simpler. We can see blockchain technology coming into existence, providing utmost transparency and visibility of air cargo.

Effective warehousing solutions: The global investment for warehousing is estimated at approximately US\$ 10 billion in the next four to five years. We can see a jump-start to the initiative and further progress in the year 2020, thereby improving the supply chain network, which will subsequently increase air freight.

Government policies: We can see that GST has already brought in changes in movement of goods across India, improving connectivity and reducing dwell times at state-borders. The relaxation in FDI policies is another aspect that will open more avenues for enhancing trade. The government is also expected to implement the National Air Cargo Policy (NACP).

Launch of new airlines: The sad closure of Jet Airways has opened many vacant slots in all domestic and international airports across India. The AAI and DGCA are permitting foreign carriers to avail the slots and operate flights and freighters. We have seen freighter carriers getting slots and starting operations in 2019, other carriers like NokScoot, Vietjet have also started their operations. We can expect more capacity enhancement at major Indian airports, thereby opening more gateways for international trade through air freight.

Ashish Asaf, MD & CEO, SA Consultants & Forwarders

There may not be a peak season: For airfreight, by August-September, shipping begins to ramp up, while the October-November period represents the peak shipping season. Demand for shipping begins to tail off by the latter part of November and into December. But, 2019 was different. Airfreight volumes started increasing in mid-July.

Freight rates will remain flat: Shippers searching for opportunities to use up some of the extra airfreight capacity on the market could see good rates for those loads in 2020. And, while airfreight will continue to be more expensive than ocean freight, existing rates could push companies to explore the latter as a shipping option.

Trade wars continue to impact market: If the political situation does continue as it is right now, it will prove to be a dampener for trade and therefore, airfreight. However, if agreements are put in place and the issues begin to get resolved, then we may see a reverse effect.

A hard Brexit could create new challenges: As we move into 2020, overall market capacity will ebb and flow along with demand – just as it would during any other year. Whether Britain agrees on a “soft Brexit” or a “hard Brexit” could impact that scenario. If there’s a hard Brexit, we could run into a challenging scenario.

Those moving production out of China, watch for bottlenecks: Shippers need to keep an eye on capacity, bottlenecks and rates, all of which could impact their airfreight planning and budgeting in the coming year.

Vineet Chadha, Managing Director, Combined Logistics Solutions

Best Ocean Freight Forwarding Company (2018)



COMBINED LOGISTICS SOLUTIONS

cargo in 2020?

Emerging Logistics Company (2015)



AARDOUR WORLDWIDE LOGISTICS

India's air cargo sector has scaled to a level where it attracts more and more international cargo operators. The airfreight services market analysis considers sales from manufacturing, retail and pharma, and other end-user industries. In 2020, the pharma industry is evaluating the numerous opportunities to speed-up product lifecycles and bring further efficiencies to drug discovery, development, manufacturing and ultimately, commercialisation. The manufacturing segment had a significant market share, and this trend is expected to continue over the forecast period. Factors such as increasing food and beverage production and growing exports will play a significant role in the manufacturing segment to maintain its market position. Despite being a costlier mode of transportation, the increasing demand for perishables, chemicals, and valuables, as well as the rising demand for just-in-time production of goods, has created a massive demand for air freight services.

Sarini Sachdeva, CEO, Aardour Worldwide Logistics

FAMILY ALBUM

Swiss aims to raise the bar in 2020



Swiss WorldCargo organised a half-day pharma event for the Mumbai pharma forwarders community at the newly-opened Pharma Excellence Centre at CSC Export Cold Zone at Sahar Cargo, Mumbai Airport. **Shankar Iyer**, Director Cargo India, Middle East & Africa, Swiss WorldCargo, announced that in 2020, he wants to raise the bar by transporting more of active units as the Indian pharma industry was building capabilities to go up the value chain. The event was followed by a tour of the warehouse.



TRAFFIC STATISTICS

DOMESTIC FREIGHT

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

(A) 19 International Airports

1	Chennai	7,343	8,444	-13.0	49,030	59,165	-17.1
2	Kolkata	12,377	6,643	86.3	61,147	59,318	3.1
3	Ahmedabad	5,674	5,519	2.8	35,333	33,989	4.0
4	Goa	449	203	121.2	2,508	1,543	62.5
5	Guwahati	1,911	2,378	-19.6	12,802	13,547	-5.5
6	Lucknow	1,311	272	382.0	7,345	2,272	223.3
7	Jaipur	1,634	1,501	8.9	9,080	9,109	-0.3
8	Trivandrum	170	129	31.8	1,296	893	45.1
9	Bhubaneswar	860	890	-3.4	5,700	5,342	6.7
10	Calicut	0	62	-	389	363	7.2
11	Coimbatore	958	1,085	-11.7	5,868	6,654	-11.8
12	Varanasi	448	416	7.7	2,201	1,381	59.4
13	Srinagar	364	631	-42.3	5,068	5,062	0.1
14	Amritsar	58	69	-15.9	767	605	26.8
15	Mangalore	255	27	-	279	238	17.2
16	Portblair	713	595	19.8	3,989	3,039	31.3
17	Trichy	0	1	-	2	7	-71.4
18	Imphal	798	569	40.2	4,660	3,621	28.7
19	Vijayawada	167	100	67.0	1,418	291	387.3
Total		35,490	29,534	20.2	2,08,882	2,06,439	1.2

(B) 6 JV International Airports

20	Delhi (DIAL)	34,651	40,445	-14.3	2,16,993	2,16,828	0.1
21	Mumbai (MIAL)	26,168	25,297	3.4	1,68,136	1,65,881	1.4
22	Bangalore (BIAL)	15,094	13,839	9.1	92,668	89,067	4.0
23	Hyderabad (GHIAL)	6,243	5,648	10.5	36,794	35,477	3.7
24	Cochin (CIAL)	1,198	1,180	1.5	8,361	8,328	0.4
25	Nagpur (MIPL)	843	890	-5.3	5,362	5,215	2.8
Total		84,197	87,299	-3.6	5,28,314	5,20,796	1.4

(C) 9 Custom Airports

26	Pune	3,828	4,433	-13.6	22,089	31,722	-30.4
27	Patna	1,345	1,099	22.4	7,803	6,888	13.3
28	Bagdogra	686	540	27.0	4,662	3,930	18.6
29	Visakhapatnam	409	365	12.1	3,401	3,188	6.7

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

30	Chandigarh	839	580	44.7	5,558	3,299	68.5
31	Madurai	192	468	-59.0	883	2,130	-58.5
32	Surat	15	177	-91.5	531	553	-4.0
33	Aurangabad	80	201	-60.2	425	1,346	-68.4
34	Indore	930	1,220	-23.8	6,014	7,252	-17.1
Total		8,324	9,083	-8.4	51,366	60,308	-14.8

(D) 25 Domestic Airports

35	Ranchi	635	496	28.0	3,598	3,413	5.4
36	Raipur	678	505	34.3	3,616	2,778	30.2
37	Agartala	374	519	-27.9	2,777	3,231	-14.1
38	Udaipur	0	0	-	3	2	50.0
39	Jammu	120	168	-28.6	871	1,129	-22.9
40	Dehradun	13	23	-43.5	94	117	-19.7
41	Vadodara	313	202	55.0	1,993	1,504	32.5
42	Leh	178	132	34.8	1,199	705	70.1
43	Bhopal	148	192	-22.9	765	980	-21.9
44	Jodhpur	0	1	-	1	5	-80.0
45	Hubli	8	0	-	62	0	-
46	Rajahmundry	0	7	-	0	41	-
47	Silchar	66	95	-30.5	507	466	8.8
48	Dibrugarh	101	82	23.2	574	501	14.6
49	Rajkot	3	23	-87.0	17	157	-89.2
50	Jabalpur	0	0	-	0	1	-
51	Dimapur	43	45	-4.4	189	289	-34.6
52	Bhuj	0	4	-	0	19	-
53	Tuticorin	5	4	25.0	36	22	63.6
54	Jorhat	0	3	-	0	26	-
55	Juhu	30	27	11.1	218	202	7.9
56	Kanpur (Chakeri)	3	0	-	91	0	-
57	Jamnagar	0	0	-	0	2	-
58	Agatti	11	5	120.0	38	16	137.5
59	Jharsuguda	9	0	-	27	0	-
Total		2,738	2,533	8.1	16,676	15,606	6.9

(E) 2 St Govt./ Pvt Airports

60	Lengpui (Aizwal)	34	26	30.8	243	306	-20.6
61	Nasik (Hal Ozar)	0	16	-	7	99	-92.9
Total		34	42	-19.0	250	405	-38.3

Grand Total (A+B+C+D+E)	1,30,783	1,28,491	1.8	8,05,488	8,03,554	0.2
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TRAFFIC STATISTICS – INTERNATIONAL FREIGHT

* Estimated

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

(A) 15 International Airports

1	Chennai	23,324	28,105	-17.0	1,66,356	1,94,053	-14.3
2	Kolkata	4,594	5,497	-16.4	35,053	36,173	-3.1
3	Ahmedabad	4,232	5,077	-16.6	29,715	26,495	12.2
4	Goa	65	144	-54.9	718	1,227	-41.5
5	Guwahati	0	0	-	1	18	-94.4
6	Lucknow	221	221	0.0	2,063	1,762	17.1
7	Jaipur	180	212	-15.1	1,363	1,474	-7.5
8	Trivandrum	2,039	1,822	11.9	15,506	13,312	16.5
9	Bhubaneswar	9	5	80.0	20	15	33.3
10	Calicut	2,227	1,409	58.1	16,944	8,160	107.6
11	Coimbatore	236	176	34.1	1,588	1,253	26.7
12	Varanasi	0	0	-	5	0	-
13	Amritsar	85	79	7.6	761	403	88.8
14	Mangalore	297	190	56.3	1,592	2,026	-21.4
15	Trichy	741	638	16.1	4,952	3,917	26.4
Total		8,250	43,575	-12.2	2,76,637	2,90,288	-4.7

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

(B) 6 JV International Airports

16	Delhi (DIAL)	51,200	59,646	-14.2	3,62,242	3,94,415	-8.2
17	Mumbai (MIAL)	49,060	56,713	-13.5	3,42,320	3,99,686	-14.4
18	Bangalore (BIAL)	19,197	20,086	-4.4	1,33,445	1,46,453	-8.9
19	Hyderabad (GHIAL)	6,733	7,061	-4.6	48,988	49,847	-1.7
20	Cochin (CIAL)	4,782	5,294	-9.7	38,801	31,123	24.7
21	Nagpur (MIPL)	99	99	0.0	755	521	44.9
Total		1,31,071	1,48,899	-12.0	9,26,551	10,22,045	-9.3

(C) 4 Custom Airports

22	Pune	42	9	366.7	115	22	422.7
23	Visakhapatnam	48	0	-	273	0	-
24	Madurai	160	148	8.1	1,018	945	7.7
25	Indore	42	0	-	529	0	-
Total		292	157	86.0	1,935	967	100.1

(D) Total 9 St Govt./ Pvt Airports		0	0	-	0	12	-
Grand Total (A+B+C+D)		1,69,613	1,92,631	-11.9	12,05,123	13,13,312	-8.2

(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-MAR	Air Asia			Air India			Air India Express			Alliance		
APR	2,241.9	0.0	2,241.9	6,220.9	803.6	7,024.5	41.3	0.0	41.3	11.6	0.0	11.6
MAY	3,123.9	0.0	3,123.9	6,954.6	849.1	7,803.8	50.0	0.0	50.0	15.1	0.0	15.1
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
TOTAL	27,870.5	0.0	27,870	61,456.6	7,337.8	68,794.5	633.8	0.2	634.0	150.4	0.0	150.4
JAN to-MAR	Blue Dart			GoAir			SpiceJet			Indigo		
APR	9,513.0	0.0	9,513.0	6,772.5	0.0	6,772.5	7,624.3	0.0	7,624.3	18,918.9	1,557.5	20,476.4
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
TOTAL	100,477.9	0.0	100,477.9	74,955.7	0.0	74,955.7	94,922.0	0.0	94,922.0	188,569.0	16,373.4	204,942.4

(Source: DGCA)

Flywell delivers 15th satellite for ISRO

Flywell Aviation successfully carried out its 15th satellite transportation flight when it delivered the GSAT-30 satellite to Arianespace for launch. Considering the sensitive nature of the cargo, a dedicated AN-124 aircraft belonging to Antonov

Airlines was exclusively chartered for carrying the GSAT-30 satellite along with its test and allied equipment. As has been done on prior occasions, the shipment was planned from HAL Airport, Bengaluru, via Oman, Tunisia and Senegal to its destination in Cayenne, French Guiana.

The preference for HAL Airport over Kempegowda International Airport (KIAL) was due to the delicate nature of the satellite, which required it to be transported into the aircraft with minimum transit time on a smooth surface and also because of the proximity of UR Rao Satellite Centre, Bengaluru, to the HAL Airport.

GSAT-30 is expected to be launched into space on January 16, 2020, from Kourou, French Guiana.



Bollore India & CFM to transport aircraft engines

Bollore Logistics India has signed a contract with CFM Aircraft Engine Support South Asia for aircraft engine transportation. The contract also includes customs clearance documentation at the Dubai Airshow. The contract was signed between **Karthigeyan Ramaswamy**, MD, CFM Aircraft Engine Support South Asia and **Philippe Lortal**, CEO - Middle East & South Asia, Bollore

Logistics. "The contract signed is for importation into India, including customs clearance at Delhi airport. The contract also includes services related to re-export from India, which includes outbound export customs process at Khurja to re-export back to the origin. Bollore Logistics is also nominated for international freight forwarding to various origins from Delhi," said Ramaswamy.



Delta connects Mumbai to New York

Delta Air Lines has started its non-stop flight between Mumbai and New York's JFK. The airline has scheduled its renovated Boeing 777-200LR aircraft on the route. This new service between Mumbai and New York will also be important for cargo customers and freight forwarders with the aircraft being able to carry up to 12 tonne of cargo per flight. The timing of the service into New York-JFK also ensures that the main freight products of pharmaceuticals, automobile parts and general



The Mumbai-New York JFK flight schedule will be as follows:

Flight	Departs	Arrives
DL25	BOM at 12:55 am	JFK at 6:25 am
DL24	JFK at 9:05 pm	BOM at 10:35 pm (next day)

cargo will be able to access Delta's domestic network.

KWE India's 'Slip Sheet Handling' for airfreight

KWE India has launched 'Slip Sheet Handling' for airfreight shipments ex-Bengaluru to address material handling issues of cargo and enhancing ULD optimisation. The idea is to transform air transport and storage challenges by offering an economical material handling solution for cargo handling and storage applications.

Also, when combined with a push-pull attachment and buffers, PVC or cardboard slip sheets allow customers to ship, receive and warehouse unit loads on inexpensive slip-sheets rather than pallets. **Karthi Baskar**, Deputy MD, KWE India, says, "Slip

sheet handling is our innovative offering for the pharmaceutical industry. Our first trial shipment ex-Bengaluru was moved on December 12, 2019, for our customer, and was supported by Air India SATS CoolPort facility and Emirates Airlines."

Products typically handled with push/pull include bagged products such as pharmaceuticals, seeds, agricultural products and cement, cased food, electronics, cosmetics and bottled beverages. This helps customers save cost and space, ship more volume, ensure damage-free operations and also helps them be ISPM-compliant.

JNPT and CONCOR announce weekly export train from Ludhiana

Jawaharlal Nehru Port Trust (JNPT), along with CONCOR, has announced the commencement of a weekly scheduled export train from Inland Container Depot (ICD) Ludhiana to JN Port to ensure faster evacuation of export containers destined for JNPT. The service enhances the trade requirement of Ludhiana with Mumbai. The Ludhiana ICD caters to a vast interior market that includes the states of Himachal Pradesh, Haryana, and Rajasthan. With an extensive network of more than 80 ICDs nationwide, CONCOR commands the bulk of Indian containerised rail transportation.



Commenting on the trade connectivity between Ludhiana and Maharashtra, **Sanjay Sethi**, IAS, Chairman, JNPT, said, "This

will definitely open an opportunity for enhancing cargo generation between Ludhiana and JNPort through rail. JNPT handles most

of India's container freight and connectivity between the two cities is extremely significant for the emerging market economy."

IndoSpace signs on Jabil in Ranjangaon, Pune

IndoSpace has signed Jabil Circuit India as a client at IndoSpace Ranjangaon, Pune. Jabil has leased approximately 60,000 sqft of customised modern facility for light manufacturing and assembly. **KA Lee**, Senior Vice President and Chief Operations Officer, Jabil Green Point, said, "This facility will help Jabil Green Point, a division of Jabil Inc, in leveraging the growth potential of the Indian market which is continuing to emerge as a key manufacturing hub for our global customers."

Rajesh Jaggi, Vice Chairman, Real Estate, Everstone Group, said, "We are very pleased to have

Jabil as a tenant and look forward to working with them on future expansion in India. Our global industrial real estate experience along with local execution capabilities enable us to anticipate the needs of Jabil and structure solutions that support their business plan." Spread across 104 acres, the IndoSpace facility in Ranjangaon is a fully integrated industrial park located in MIDC Ranjangaon. The park consists of more than 2.4 mn sqft of modern warehouses and light manufacturing facilities that are designed to meet the manufacturing, logistics and supply chain needs of global companies.



Demand for leased pallets to grow by a million

Increasing demand for warehousing from both domestic and international players is driving demand for efficient and international practices of storing and moving goods. LEAP India expects the demand for pallets on lease to go up from the current three million to four million during the year 2020-21. The company is expanding its client base to 550 spread across FMCG, beverages, auto, food, e-commerce and large logistics players. Palletising products can increase operational efficiency and on-time delivery, resulting in more visibility of FMCG and beverage products on the shelves of retail outlets. **Sunu Mathew**, MD, LEAP India, comments, "We see enough



Sunu Mathew
Managing Director, LEAP India

opportunity in both pallets and Foldable Large Containers (FLCs). We are all geared up to tap this huge opportunity as we are well-positioned to expand our pallet base. The company has a good number of veterans from logistics and other sectors, managing various functions professionally."



2020

JANUARY

► Domestic

8 Kolkata The Maritime Forum

► International

14-16 Tanzania InterModal Africa

26-28 Nashville Air Cargo 2020

29-30 Dublin Supply Chain and Logistics Expo Dublin

FEBRUARY

► Domestic

7 New Delhi Green Supply Chain Summit

11 Mumbai Logistics & Supply Chain Tech Innovation Summit

15 Chennai National Conference on Supply Chain and Logistics

25-26 Mumbai Asia Pharma Supply Chain Summit

25-27 Mumbai Global Logistics Show

27-28 Mumbai CTL Conference

► International

3-4 Dubai Supply Chain & Logistic Arabia

4-6 Las Vegas Reverse Logistics Conference & Expo in Las Vegas

4-6 Vancouver Cargo Logistics Canada

23-26 Dallas Retail Supply Chain Conference

MARCH

► Domestic

4-6 Mumbai Shipping, Marine & Ports World Expo

6 Mumbai Pharma Logi Meet

12-15 Hyderabad WINGS India

20-22 Hyderabad Supply Plus South

► International

9-12 Atlanta MODEX

15-19 Sao Paolo 6th America Freight Cargo Conference

10 Istanbul IATA WCS 2020

10-12 Stuttgart LogiMAT 2020

15-17 San Diego 2020 IWLA Convention & Expo

16-18 San Antonio SAP-Centric Supply Chain

17-18 London Supply Chain Conference

31-Apr 1 Coventry IntraLogisteX

APRIL

► Domestic

16-17 Mumbai ChemLogistics India

► International

5-7 Chicago SCOPE Supply Chain Summit

22-23 New York 5th Annual D3 Retail and Supply Chain Summit

26-29 Boston ISM 2020

MAY

► Domestic

20-22 New Delhi Transport India Expo

► International

3-6 Providence WERC 2020

3-8 Lansing Supply Chain logistics Management Executive Seminar

11-14 Orlando Gartner Supply Chain Executive Conference 2020

31-Jun 2 Naples Richmond Logistics & Supply Chain Forum USA

JUNE

► Domestic

18-20 New Delhi India Warehousing Show

► International

7-10 Nashville 2020 TMSA Logistics and Marketing Sales Conference

16-18 Chicago 3PL & Supply Chain Summit

16-18 Shanghai Air Cargo China 2020

AUGUST

► Domestic

6-9 New Delhi SupplyPlus

SEPTEMBER

► Domestic

18 Mumbai ASCTL Summit

23-25 Mumbai Food Logistics India

► International

29-Oct 1 Houston Breakbulk Americas 2020

OCTOBER

► Domestic

29-31 Greater Noida REFCOLD India

NOVEMBER

► International

10-12 Miami TIACA Air Cargo 2020

DECEMBER

► Domestic

3-5 Mumbai India Cold chain Show 2020

20-22 Chennai Shipping & Logistics India



For more details, contact: cargotalk@ddppl.com

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



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MOVEMENTS



CRWC Delhi

NK Grover has joined Central Railside Warehouse Company (CRWC) as Managing Director. He has 21 years of experience in warehousing and logistics in Central Warehousing Corporation (CWC) and 16 years of experience in the commercial field in Siemens India. Grover joined at a time when CRWC is looking for its growth and turnaround. With his experience in finance, marketing, human resource, he looks forward to a good growth of CRWC.

East Midlands Airport UK

East Midlands Airport has appointed **Steven Harvey** as Vice President – Cargo. Harvey has some 30 years' experience in air cargo, including as senior business development manager for Atlas Air, as well as Volga-Dnepr and Ruslan. His last assignment was with CargoLogic Management as Director of Business Partnership & New Market Developments. In the UK, EMA is second only to London Heathrow in terms of the annual cargo tonnage, with DHL, UPS, FedEx/TNT and Royal Mail as significant customers.



A.P. Moller – Maersk Copenhagen

A.P. Moller - Maersk has appointed **Vincent Clerc** as CEO of Ocean and Logistics, uniting the teams in operations, focused on ocean delivery, with the commercial team to ensure a better offering of integrated services. Clerc has held various roles in North America and Copenhagen. In December 2015, he was appointed CCO in Maersk Line before being appointed as member of the Executive Board as Chief Commercial Officer of A.P. Moller - Maersk in 2017.

A.P. Moller – Maersk Copenhagen

Henriette Hallberg Thygesen is appointed as CEO of Towage, Manufacturing & Others at A.P. Moller - Maersk. Thygesen is appointed as member of the Executive Board in a new role as CEO of Towage, Manufacturing & Others, where she will be responsible for all independent businesses ensuring focus on their performance as well as fleet management and other enabling functions with focus on driving additional synergies. She has been with A.P. Moller - Maersk since 1994.



GEODIS France

Stéphane Cassagne has been appointed as Executive Vice President of the Distribution & Express Line of Business at GEODIS. Cassagne began his career in the Legal Affairs Department at Calberson in 1993, becoming Department Head in 1998. In 2003, he was named Senior Vice President, Legal Affairs for the GEODIS Group. In 2007, he took responsibility for the Group's real estate, insurance and customs portfolios.

GEODIS France

Albertine Hanin is the new Executive Vice President of Legal & Insurance of GEODIS. Reporting directly to GEODIS chief executive Marie-Christine Lombard, she has become a member of the group's management board. In her new role, she will supervise the corporate legal affairs and insurance departments and will also provide legal support for GEODIS' group activities with legal affairs managers working in the regions and its verticals.



Air France-KLM France

Adriaan den Heijer becomes the head of Air France-KLM Cargo as Marcel de Nooijer leaves to become chief executive of Transavia. Heijer, who will also join the group's executive committee, was Senior Vice President - Pricing & Revenue Management for AF-KLM. Prior to that he was senior vice president at KLM Ground Services, after joining KLM in 1995 and holding a variety of positions, including director of KLM Cargo for northern and western Europe between 2000 and 2004.

CMA CGM France

CMA CGM Group has appointed **Guilhem Isaac Georges** as Sustainability Director. He will head the new Sustainable Development & Environment department, and report to the executive office. Georges began his career in 2006 as Deputy Chief of Staff of the President of the Midi Pyrénées Region. Before joining CMA CGM, he was Public Affairs Director at CITEO, a role he has held since 2017. In 2015, he joined the office of the French Minister of Environment, Energy and Sea as Senior Political Advisor.



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