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WAREHOUSES IN CITY COULD BECOME A CATALYST FOR GROWTH

TIACA QUICK RESPONSE TIME MADE A DIFFERENCE



Jaideep Raha



Rajesh Jaggi



Naveen Rawat



Abhishek Bhardwaj

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Distribution Redefined

EMIRATES TO SET UP AIRSIDE CARGO HUB IN DUBAI FOR DISTRIBUTION OF VACCINE

Emirates SkyCargo has announced that it will be reopening its Emirates SkyCentral DWC cargo terminal in Dubai South to serve as a dedicated anchor hub for cold chain storage and distribution of the vaccine. The carrier has also set up a dedicated rapid response team to coordinate requests from the various partners involved in the international vaccine distribution ecosystem and to streamline the carrier's response to vaccine transportation requests. Emirates SkyCentral DWC has over 4,000 square metres

of temperature-controlled GDP certified dedicated pharma storage area allowing for large-scale storage and distribution of the potential COVID-19 vaccines. Overall, it is estimated that the facility can hold around 10 million vials of vaccine at a 2-8 degrees Celsius temperature range at any one point of time. The facility is also complemented by one of the world's largest fleet of cool dollies helping protect temperature sensitive cargo during transit between the aircraft and cargo terminal.



ETIHAD CARGO APPROVES CSafe RAP CONTAINER FOR FLIGHT ACROSS ITS FLEET

Etihad Cargo has announced that the high-performing temperature-controlled containers from CSafe Global will be introduced across all flights to deliver additional payload protection for large pharmaceutical shipments. The air cargo carrier has partnered with CSafe Global to introduce its latest high-performing container, the CSafe RAP, across its global fleet of wide-body and freighter aircraft. The CSafe RAP uses innovative heating and compressor-driven cooling technologies, along with advanced VIP insulation, to maintain constant payload temperatures even at extreme ambient temperatures spanning from -30°C to +54°C – the broadest operating range in the industry. Its large payload compartment of 6.68m³ easily accommodates up to four standard U.S. pallets or five standard Euro pallets.



DACHSER ADDS WEEKLY FRANKFURT TO SHANGHAI CHARTER FOR THE AUTUMN PEAK

Dachser Air & Sea Logistics has launched seasonal charters to cope with the expected high demand in the fourth quarter of the year. Explaining the situation, Edoardo Podestà, COO Air & Sea Logistics, says, "The market in Asia has now picked up speed again with production ramping up, and we are seeing increasing tonnages for export. With passenger flights not likely to resume to pre-coronavirus level, we can expect a lively peak season this year." He added, "Additional capacities have been created for this purpose." From mid-October until the end of the year, a Boeing 747-400 will be flying once a week as a full charter between Frankfurt and Shanghai. The company is also handling Europe-wide distribution with its own road network via the Frankfurt Import Gateway. The logistics provider is at the same time running weekly charters for the Hong Kong-Frankfurt route and the Transatlantic Frankfurt-Chicago rotation service.

DNATA LAUNCHES COOL DOLLIES OPERATIONS AT CHANGI AIRPORT, SINGAPORE

Further enhancing its pharma handling capabilities in Singapore, dnata has launched cool dollies in its operations. Dirk Goovaerts, Regional CEO for Asia Pacific, dnata, said, "It has become increasingly crucial for both airlines and freight forwarders to be supported by a reliable, certified handler that can protect their pharma shipments."

dnata's new equipment allows the company to transport temperature-sensitive cargo to the highest international standards. Providing temperature-controlled storage from -18°C up to +25°C, the cool dollies mitigate risk of temperature deviations and contamination. They have a closed structure with alarms on opening and closing, as well as alerts if temperatures fluctuate above acceptable ranges.



VOLGA-DNEPR AIRLINES MOVES 430 TONNES OF POWER PLANT EQUIPMENT TO AFGHANISTAN

Volga-Dnepr Airlines in partnership with Blue Water Shipping has carried a series of flights on its Antonov-124-100 ramp aircraft in order to support the new power plant project in Afghanistan.



The airline delivered 430 tonnes of equipment for Bayat Power's Bayat Power Phase 1 project. The equipment was transported on five flights from Al Maktoum (UAE) and Tekirdag Korus (Turkey) international airports to Mazar-i-Sharif in Afghanistan.

The cargo included a 57 tonne transformer with supporting equipment, as well as three units of the newest and world's first transported Siemens SGT-A45 mobile turbine. The turbine blocks spanned 23 to 30 metres and weighed 60 to 100 tonnes. They were installed on trailers and transported to the cargo compartment of the Ruslan using special equipment and a flyover.

BRUSSELS AIRPORT REPORTS 18.9% INCREASE IN VOLUMES IN SEPTEMBER

With a strong 18.9 per cent increase in volumes observed in September, Brussels Airport has reported an increase in cargo volumes for the fourth consecutive month. The volumes from January to September this year were 0.6 per cent higher than in the same period in 2019.

According to Brussels Airport, the growth in all-cargo and express services balanced out the effect of passenger flights being grounded due to the pandemic. Express services maintained growth compared with last year (+33.8%), while the increase in volumes in the cargo sector (+88.8%) accelerated growth in airfreight volumes.

Also in September 2020, there was a 40 per cent year-on-year increase in the number of freighter flights operated at the hub. The hub reported a 28 per cent year-on-year increase in number of freighter flights during the first nine months of this year.

Brussels Airport added that the number of cargo-only passenger flights (preighters) remains constant.



CCA, IATA PARTNER FOR SAFE TRANSPORTATION OF PERISHABLES AND PHARMA

With an aim to improve the sustainable transport of perishables and pharmaceuticals, The Cool Chain Association (CCA) and IATA have signed a Memorandum of Understanding (MOU). As partners, the two groups will develop joint programmes including temporary task forces and round tables, for specific initiatives such as the transport of vaccines and life science products. They will also share feedback, experiences, knowledge, and best practice.

Nicola Caristo, Secretary General, CCA and Airline Partner Manager, SkyCell, said, "Both CCA and IATA have a common interest in ensuring the secure handling and transport of perishables and pharmaceuticals by means of robust standards."

"Through this agreement we are establishing a formal basis of collaboration to better assist the global industry to improve, as well as increasing sustainability and reducing waste. "We will be working together to promote the implementation of methodologies and quality criteria such as the Center of Excellence for Independent Validators (CEIV) Fresh and Pharma programmes." Meanwhile, CCA members are planning a new series of data sharing tests, under a project called the LAX Initiative, to monitor perishable shipments on global trade lanes.



COLOGNE BONN AIRPORT CARGO TONNAGE RISES BY 17% IN SEPTEMBER



The air cargo tonnage handled by Germany's Cologne Bonn Airport (CGN) rose by 17 per cent in September to 77,000 tonnes, the highest volume ever handled in a month. The freighter movements increased by eight per cent to more than 3,000 flights. **Torsten Wefers**, Director – Sales Cargo, Cologne Bonn Airport, said, "All CGN-operating scheduled cargo airlines registered higher traffic results and additionally, based on their recently launched freighter friendly initiative, a rapidly increasing number of cargo carriers are moving their (ad-hoc) cargo charters via Cologne Bonn Airport."

He further added that the international airport in Cologne still offers plenty of capacity, unrestricted 24/7 operation/handling and customs services, perfect market location and access, dedicated incentive programmes for all-cargo carriers and tailor-made solutions for your business.

Quick response time made a difference: TIACA

Air cargo did a great job in the past months in keeping this world moving but what is crucial to focus on is the lack of integration and transparency in our fragmented chain. **Steven Polmans**, Chairman, The International Air Cargo Association (TIACA) shares the strengths and weaknesses of the industry and how the pandemic has created a unique situation for air cargo.



Kalpana Lohumi



Q How is TIACA supporting the stakeholders of the air cargo supply chain amidst the pandemic? What would be the possible roadmap?

The coronavirus has brought passenger business in aviation almost to a standstill, this is however not the case for air cargo. Not only because more than 50 per cent of our business is being flown on full cargo aircraft, but also because many passenger aircraft are operated for cargo purposes with no or limited passengers. This has helped cargo to reach reasonable capacity availability to ship goods around the world, but not enough compared to the demand. This crisis created a rather unique situation for air cargo and is different from what we have seen before and different from other industries these days.

Organisations that were much more focused or dependent on passenger business needed to tackle a different challenge than we as TIACA that represents and unites all parts of the air cargo industry: shippers, forwarders, ground handlers, airports, airlines, manufacturers, IT providers, to name just a few. Especially in the beginning, there were a lot of requests for support in operating cargo aircraft to countries going on lockdown. Connecting airlines or local associations with governments and civil aviation was an important task at that time. But soon after, it was

clear that cargo was operating at a new normal and many companies were very active but confronted with broken supply chains due to limited air cargo capacity on certain routes. After that, our role and priorities shifted to informing members and preparing them and our industry for the challenges to come. I would summarise this as, preparing all for the new normal we are in and will be in for many more months.

Q COVID-19 has possibly brought out the strengths and weaknesses of the air cargo industry. Could you please shed some light on the strengths and weaknesses of the air cargo industry?

The main weakness was clearly the fact that we depend heavily on the belly capacity of passenger aircraft. On the other hand, who would have foreseen a global grounding of passenger aircraft

of this scale? We have also seen that based on demand and higher yields, capacity improved again, although not to the pre-COVID-19 levels. Another weakness of our industry, one we have discussed already for many years, is the lack of integration and transparency in our very fragmented chain. In times of crisis this issue became even clearer. But let's also not forget to look at our strengths: air cargo did a great job in the past months in keeping this world moving; transport of necessary goods, medical equipment, food, spare parts. Not only the health industry but also many factories could only survive because of air cargo. Our flexibility and agility to act so quickly and adequately made a difference.

Q What have we learned in the past months and how the industry is going to grow in future? Every crisis is different, so we have seen



Steven Polmans
Chairman, The International Air Cargo Association (TIACA)





🔥 It was worrying to discover that only 28% of our industry feels well prepared for the transportation of COVID-19 vaccines worldwide. Collaboration between pharma shippers, air cargo players, governments, NGOs and healthcare institutions 🔥

our ability to react towards a crisis. This crisis has not been the first one. We have learned how quickly can we adjust capacity if needed, something that will stay and could prove valuable in future. I also hope that our agility and flexibility is not used against the fact that we desperately need more digitisation and transparency in our industry to overcome the very fragmented logistics chain. Some of us could compensate lower volumes with higher yields, but some industry stakeholders have suffered more than others, and this is important to keep in mind. If we want to come out of this stronger as an industry, all actors have to come out stronger.

Q According to you, how can industry offer long-term sustainable products and services to the shipper?

Our industry is doing this already. If you are active in that very small niche market called air cargo, being less than one per cent of logistics, you need to keep in mind that a small wave on a global scale can be a storm in that one per cent segment. Furthermore, we are in a crisis. That changes the rules of the game, something you cannot avoid. In such

an unseen crisis, it would be ignorant to think there will be no impact whatsoever. However, I do think that being more transparent and open to shippers as an industry will help us in times of crisis. We should use less excuses, and spend more time educating shippers, making them part of our journey. This transparency will force us to act and take action, but that can only be a good thing for all of us. Some companies today are already offering more digitisation; transparency and customer focus are showing it works and pays off.

Q TIACA & Pharma.aero has decided to develop COVID-19 vaccine transportation guidance. What is the update on the same?

To date, we have collected feedback from pharma manufacturers on the specifications of the vaccines in trials and surveyed the airfreight industry on its preparedness. It was worrying to discover that only 28 per cent of our industry feels well prepared for the transportation of COVID-19 vaccines worldwide. And so we are calling for a stronger, more transparent and inclusive collaboration between pharma shippers, air cargo players, governments, NGOs and healthcare

institutions. Delivering COVID-19 vaccines will require a combination of skilled people, adequate infrastructure, uniform standards, packaging solutions and collaboration. We need to ensure everyone in this industry is ready, as we are only as strong as our weakest link.

Q As the Chairman of TIACA, what appeal would you like to make to the Government of India and the Ministry of Civil Aviation for the hassle-free continuation of air cargo business in the present scenario?

Governments play an important role in our business. On one hand, they provide our industry and companies with enough maneuvering space to do business, in an easy way without too much protection or administration. At the same time, governments are also ideally placed to support air cargo communities and initiatives such as digitisation. With the COVID-19 vaccine distribution challenge coming up, all stakeholders will need to work as aligned as possible, sufficient capacity needs to be available, and processes integrated. 🔥

Logistics of COVID-19 vaccine

➔ Delivering COVID-19 vaccines will require a combination of skilled people, adequate infrastructure, uniform standards, packaging solutions and collaboration

➔ We need to ensure everyone in this industry is ready, as we are only as strong as our weakest link

Comprehensive digitisation; an answer to all queries



There are several issues that are plaguing the smooth operation of the EXIM logistics in India. **Jaideep Raha**, President – Northeast, Supply Chain & Logistics Agglomerate (SCLA), talks about the bottleneck and stumbling blocks of the trade.



Kalpana Lohumi

What are the issues dogging the import and export business of the country?

The basic issue today which has plagued the import and export business is the customs computer operating systems; ICEGATE. It is purely a systems issue and needs immediate rectification on a war footing. The online systems of Customs have serious issues in interacting with other agencies like FSSAI, DGFT, IGST, plant quarantine systems and other government agencies involved including the custodians. Even at times the movement of files within the Customs department does not get transmitted as quickly as it is supposed to be. For example; the file on online ICEGATE systems does not reflect in

other agencies portal, as a result the shipments gets stuck for clearance for several days and the shipments incur demurrages resulting in irate customers and tremendous loss of executive manhours for the forwarder. It is also reported that several export shipping bills and import bills of entries are not generated and transmitted online and get into the registered email addresses of the CHAs.

Another issue is that the IGST clearance is held up for several months for the exporters since when you file your export shipping bills the ICEGATE shows as 'RISKY Exporter' even though the exporter does not have any non-compliance neither has defaulted on any statutory dues ever. One really

cannot blame Customs officers for such technical glitches. The individual officers at times go out of their way but they too have to work within the ambit of their systems. This is a matter of grave concern and needs immediate review audit of the ICEGATE systems by NIC. A committee of experts need to analyse these cases and come out with a permanent solution. This EDI system needs complete overhauling and a more user-friendly module to be implemented. Certain Customs Commissionerate is not fully compliant of various aspects of EDI systems and hence a big impediment for transshipment cargo is that the transit permit gets held.

Likewise, many such issues are plaguing the smooth operation of the EXIM logistics in India. This not only increases the logistics costs but also causes delays which at times are very costly for both the exporters, importers and Customs House Agents or forwarders.

What can be done to conquer these glitches?

We must have a system which has complete digital pre-clearance prior to shipment arrival and departure. With e-Sanchit and faceless assessment in place it can easily be implemented. This will save huge amount of time in Customs Clearance for both import and exports and save huge amount of demurrage or rent at the cargo terminals. A proper SOP should be made available online with exact requirement of the paperwork and

documents and permits needed. All the quality certifying or inspection authorities must have their full-fledged office within the terminal building or at the terminal gateways, like FSSAI, PQ, wildlife, animal quarantine etc. This will speed up the process of inspection much faster. Since an element of physical inspection is involved by technically qualified personnel of these agencies; the various files between Customs Commissionerate must be online and can be accessed by any of the designated officers of IRS rank in order to speed up the process.

What are current challenges in the air cargo and ocean industry?

There are severe cash flow shortages in the EXIM industry and in the forwarding industry, low morale of manpower, and compounded shortages of staff, basic local transportation costs, huge capacity constraints in air cargo. In the ocean freight, there is severe equipment imbalance leading to extreme slowdown of movement and also increased freight rate by carriers makes it very difficult for small-time exporters and importers.

Freighter capacity shortage

→ The restriction of foreign and ad-hoc freighters to six airports is simply putting Indian carriers from frying pan into the fire situation

Moreover, import from China is badly hit, as a result the component and ancillary units' imports are badly affected and thus in turn impacting exports out of India.

Will the restriction imposed by DGCA on foreign and ad hoc freighters impact the export from other airports of the country?

Indian carriers are trying their best but are plagued by shortages of freighter aircraft fleet capacity. It is simply putting Indian carriers from frying pan into the fire situation.

Where do you see the potential lies in the logistics industry?

The potential lies in the revival of the complete economic cycle and 'Make in India' initiative becoming fully operational as fast as possible.

What are your top three concerns that need attention from the government and stakeholders?

I have been harping from day one that some comprehensive financial assistance packages must be given to the logistics industry from the Finance Ministry. Secondly, freight rates need to be regulated; drastic fluctuation of freight rates causes huge difficulties to the forwarders and to the EXIM industry, and cargo space capacity constraint are the basic three components that need immediate attention from government. 

 **We must have a system which has complete digital pre-clearance prior to shipment arrival and departure. With e-Sanchit and faceless assessment in place it can easily be implemented. This will save huge amount of time in Customs Clearance for both import and exports** 



Jaideep Raha
President – Northeast
Supply Chain & Logistics Agglomerate (SCLA)

Demand for multi-location warehouses to rise

Over 110 mn sq ft Grade-A warehousing stock available in India, 3PL & e-commerce are the largest warehousing occupiers. Key emerging trends include de-centralisation, urban multi-level warehousing, rise of automation, high demand for Grade-A properties & business consolidation increase, says Binswanger-ANAROCK Report.



CT Bureau



According to a joint report by Binswanger Commercial Real Estate Services and ANAROCK Group themed 'Indian Industrial & Logistics – Gearing Up a Global Manufacturing Hub', high-intensity focus on making India a global manufacturing hub has caused warehousing clusters to expand rapidly beyond the top cities and into tier-2 and 3 cities. The report says

that demand for small and multi-location warehouses is expected to rise significantly. Most of these emerging clusters are aligned with the industrial and freight corridors being developed in the country. The emerging tier-2 and 3 warehousing clusters include Ludhiana, Ambala, Lucknow, Siliguri, Guwahati, Bhubaneswar, Vishakhapatnam, Vijaywada, Coimbatore, Kochi, Nagpur, Indore, Jaipur and Dholera. **Shobhit Agarwal**, MD & CEO, ANAROCK Capital, says, "The rising demand for Grade-A warehousing properties across the country is a key trend. Our data indicates that there is more than 110 mn sq. ft. of Grade-A warehousing stock available across the country – most of it in the top eight cities. 3PL (third-party logistics) and e-commerce are the largest occupiers of warehousing space. There is a massive opportunity for Grade-A warehousing development in the smaller cities amidst rising demand."

expected to de-centralise to mitigate future disruption, ensure business continuity and ease operations. To contain costs and maintain social distancing norms, automation will become a major focus area. Also, e-commerce will flourish in the post-COVID-19 era, giving an edge to online businesses which will eventually boost new warehousing demand – particularly multi-level warehouses within city limits."

The current government has created a fertile arena for growth, with the total approvals needed to set up a warehouse in India reducing from 33 in 2015 to 15 by 2019-end. Likewise, the time taken to construct a warehouse has reduced to 3.5 months from the previous six months during the same period. Meanwhile, India's high logistics cost – at 14 per cent of its GDP is still better than China's 15 per cent.



Shobhit Agarwal
MD & CEO
ANAROCK Capital

Our data indicates that there is more than 110 mn sq. ft. of Grade-A warehousing stock available across the country – most of it in the top eight cities



Jeff Binwanger
Managing Partner
Binswanger International

e-commerce will flourish giving an edge to online businesses which will boost warehousing demand – particularly multi-level warehouses within city limits

The report highlights that nearly US\$ 7 billion worth platforms have been created for the warehousing sector since 2015. Over US\$ 2 billion in PE investments have been infused in the industrial and logistics sector between 2017 and Q1 2020.

Jeff Binwanger, Managing Partner, Binswanger International, says, "COVID-19 has exposed the challenges of consolidation within the warehousing sector. The market is

Warehousing beyond top cities

High intensity focus on making India a global manufacturing hub has caused warehousing clusters to expand rapidly beyond the top cities and into tier-2 and 3 cities



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WAREHOUSES

in city could become a catalyst for growth

Indian e-commerce sector is rapidly increasing and shrinking delivery times are highlighting the need to have fulfilment centres in the city. **CARGOTALK** explores the possibilities of having small fulfilment centres in the middle of the city or Grade-A warehouse in the outskirts of the city or having a mix of both to keep pace with e-commerce demand.



Kalpana Lohumi

The warehousing sector in India has gained prominence in last few years, predominantly with the implementation of Goods and Service Tax (GST) in 2017. The Central government has also granted infrastructure status to the logistics sector including warehousing, in the same year. As the warehousing sector in the country was moving towards formalisation, the sector has also explored many new formats and one of them is in-city warehouses.

E-commerce has been the major driver of innovation in warehousing and the idea of setting up warehouses in the middle of a city will fulfil the requirement of being able to be as close to the customer as possible. Commenting on the role location plays in the game of 90-minutes delivery

to the customer, **Rajesh Jaggi**, Vice Chairman — Real Estate, Everstone Group, says, "Growing urbanisation and e-commerce penetration has resulted in customers demanding faster and timely fulfilments. In highly populous and urban locations within India, the e-commerce sector is rapidly transforming from a two-day delivery to a two-hour delivery model for select SKUs. Presently, this is mostly popular for grocery /FMCG & other time-sensitive SKUs. A two-hour or 90-minute delivery is only possible if e-commerce and logistics companies invest in a fulfilment centre or stocking point within the city, in close proximity to high consumption/spend locations, and with good accessibility that ensures smooth movement of inbound and outbound traffic. For warehousing facilities outside the city, a two-hour delivery is nearly impossible as inbound

trucks face severe traffic congestion and time restrictions while entering the city."

"A 'new normal' is emerging when it comes to the delivery speed that customers expect while ordering online. The narrative is being driven by the likes of Amazon, placing increasingly more pressure on others to respond accordingly. The one central requirement for a 90-minute delivery promise is a dense network of fulfilment centres located within the consumption hubs. The distance between the fulfilment facility and customer must be kept to a minimum to ensure quick deliveries are possible within the promised delivery windows," says **Naveen Rawat**, Director & Co-founder, Holisol Logistics.

Calling location an important factor in 90-minute delivery promise, **Abhishek**

Grade-A warehouse

→ It is important to have a Grade-A warehouse strategically located in the outskirts of the city or at important locations acting as gateways to newer geographies

Bhardwaj, Chief Marketing Officer, Shristi Infrastructure Development Corporation, explains, "With the ongoing global pandemic in view, the warehouse industry sector in India has seen a high rate of growth. As exposure to the virus is a great cause of worry, more consumers are seen to shift from buying goods physically to buying the same through online portals. It is in this regard, that the warehouse sector is witnessing a rise in demand in the country. For a 90-minutes delivery promise, the key lies in the location. As in our case, warehouses of Shristi Infrastructure are strategically located in Siliguri and Raniganj that are the respective gateways to North and South Bengal. This will give the e-commerce companies a better scope to fulfil their delivery promise."

Presently, having fulfilment centres in the middle of the city is yet to make a mark in the country and developers are moving out of the city to peripheral markets where abundant land is available at a relatively cheaper rate. However, rapidly increasing sales and shrinking delivery timelines in the e-commerce sector highlight the need to have small fulfilment centres within the city. Considering the complexities related to cost and availability of land, the question remains what is more meaningful; a small fulfilment centre in the middle of the city or Grade-A warehouse in the outskirts of the city or having a mix of both to keep pace with e-commerce demand. On this, Rawat says, "A hub and spoke network involving both are required to be able to serve the burgeoning e-commerce demand and the challenges it is bringing to the supply chains in terms of speed, complexity, and efficiency. Regional fulfilment centres are required to replenish the multiple city fulfilment centres. These facilities will store much larger inventory in terms of SKUs and quantities. These will act as central stocking points for a region and offer efficiency and economies of scale. On the other hand, city fulfilment centres

are required to enable on-demand fulfilment to end customers. These facilities will store smaller inventories both in terms of SKUs & quantities and will be frequently replenished from the regional fulfilment centre. These centres will enable on-demand deliveries."

According to Jaggi, "Both of these warehousing formats are relevant as they serve different purposes depending on customer delivery time expectations. A warehouse on the outskirts enables organisations to build inventory stock for the entire city/region spanning consumer verticals (FMCG/FMCD/ Chemicals/ Pharma/Auto parts, etc.) and SKUs. This will typically allow organisations to make deliveries to their customers within 24 hours. On the other hand, an in-city fulfilment centre enables organisations to make faster and more frequent B2C deliveries throughout the day (no time restrictions) for very select time-sensitive SKUs."

"It is important to have a Grade-A warehouse strategically located in the outskirts of the city or at important locations acting as gateways to newer geographies. This can be coupled with smaller fulfilment centres in metros. This will ensure a 360-degree

solution for the e-commerce customers who are looking for warehousing solutions," says Bhardwaj.



What are the challenges?

Sharing the challenges of setting up fulfilment centres in the middle of the city, Jaggi explains. "Being closer to consumption hotspots is always desirable, however the biggest challenge is to find decently sized, compliant land parcels at feasible pricing. For standardised automation facilities to be put up; the required area also needs to be standardised and such magnitude of land is predominantly available outside of the major cities."

Explaining the cost factor, Bhardwaj says, "While smaller fulfilment centres with automation facilities in and around the city will provide the necessary impetus for the growth of organised warehousing, the cost will definitely increase if it is located in the middle of the city. So, a detailed cost benefit analysis needs to be worked out."

The in-city fulfilment centres facilitate the shrinking delivery timeline requirements of e-commerce especially in fast-moving segments like grocery, FMCG & perishables etc. Rawat lists the



Rajesh Jaggi
Vice Chairman – Real Estate
Everstone Group

A two-hour or 90-minute delivery is only possible if e-commerce and logistics companies invest in a fulfilment centre or stocking point within the city, in close proximity to high consumption/spend locations





major challenges in setting up in-city fulfilment centres:

- Availability of suitable land/facilities; land usage policies in cities are usually not favourable to warehousing and hence industrial/commercial land/facilities will have to be used
- High cost of land and rentals
- High cost of construction for multi-storeyed RCC structures as compared to PEB structures
- High automation requirements and costs to ensure optimal storage capacity utilisation and throughput maximisation.

"However, the major benefits of setting up these in-city fulfilment centres are that it serves the requirement of on-demand deliveries and minimises order to the delivery time and the last mile transportation costs," Rawat adds.

WHY LAND IS SUCH A CHALLENGE?

Explaining the nitty-gritties, Jaggi notes, "There is a lack of data on small towns for better benchmarking and only local brokers and intermediaries deal in land and not major IPCs. Buying large land parcels is always a challenge due to low availability or when many small land parcels need to be aggregated. The scale of opportunity in smaller towns is not much; hence it is not very



Naveen Rawat
Director & Co-founder
Holisol Logistics

✦ The distance between the fulfilment facility and customer must be kept to a minimum to ensure quick deliveries are possible within the promised delivery windows ✦

feasible to set up large parks. For large institutional players, it is very important that the scale of opportunity is bigger to provide a modern quality product and bandwidth, and for the management of international standards. Also, the local HNIs and developers engage in old

age practices and follow undercutting in business model, which makes institutional product less competitive."

"To address the challenges related to land acquisition, our investment strategy is to strengthen the regional presence of our investment teams. This has enabled us to focus our efforts towards completing multiple due diligences processes parallel and in a time bound manner," he adds.

According to Bhardwaj, "For smaller centres land is not an issue and is generally available, though cost might be an issue. Availability of continuous stretch of larger volumes of land can be a constraint," in adding, "We have been ahead of the times in this regard since we already have our warehouses at strategic locations. With the increase in demand for organised warehousing during and post-COVID times, we are ready to cater to the existing surge. In fact, as a part of our expansion plan we are looking at expanding our existing facilities as well as exploring for newer spaces closer to the metros so as to provide one stop solution to the customers."

Explaining further, Rawat says, "One of the challenges regarding land for setting up warehouses in the city is the existing zoning laws. The current zoning laws in

On-demand delivery

✦ Setting in-city fulfilment centres serves the requirement of on-demand deliveries and minimises order to the delivery time and the last mile transportation costs



cities are not suitable for warehousing and hence these facilities will have to be set up in industrial/commercial zones and hence would be expensive.”

“But land /real estate costs in cities are what they are. The way to overcome this costly real estate challenge is to maximise the storage capacity utilisation ensuring every possible cubic inch space within the facility is optimally utilised. As many a times, existing industrial/commercial buildings may have to be retrofitted, there needs to be a very strong focus on scientific layout and design covering vehicle access and vertical movement of goods. The other consideration would be to bring the handling costs down by maximising the throughput. Innovative automation must be used to meet the objective of serving customers quickly as required and at the same time keep the costs under control,” he elucidates.

POLICY INFRASTRUCTURE

The warehousing sector has made tremendous progress in the past few years due to backing of both union as well as state governments. Jaggi highlights the policy reforms and initiatives to boost infrastructure development across the country to



Abhishek Bhardwaj
Chief Marketing Officer, Shristi Infrastructure
Development Corporation

✦ **For a 90-minute delivery promise, the key lies in the location are strategically located in Siliguri and Raniganj that are the respective gateways to North and South Bengal** ✦

streamline the logistics cost. He points, “Many state governments also offer incentives such as subsidies on capital interest and infrastructure interest as well as waiver of stamp duty, to set up warehousing and logistics parks in their respective state. Moreover,

the warehousing sector comes under ‘infrastructure’ – the introduction of GST few years back and the push in terms of infrastructural development initiatives such as highway construction or Bharatmala and Sagarmala programmes have contributed to the growth of warehousing industry in India.”

“There are areas where the government’s support will help to strengthen the warehousing sector. If the process of finalisation of NCZ areas speeds up, the lands that could be diverted for purposes other than environmental conservation can be identified faster,” he continues.

“Policy initiatives like GST, 100 per cent FDI in warehousing and the increased government emphasis on augmenting trunk infrastructure have been a plus for the warehousing sector. The draft logistics policy is under discussion and various states are also coming up with their own independent comprehensive logistics policies. What needs to be done on priority is to have a fully operational statutory framework in place at the earliest. Also, an attractive fiscal incentive mechanism and a friendly regulatory environment would go a long way towards India realising its logistics potential,” concludes Rawat.

Initiatives

✦ Policy initiatives like GST, 100 per cent FDI in warehousing and the increased government emphasis on augmenting trunk infrastructure have been a plus for the warehousing sector

Safexpress operations up & running

Rubal Jain, Managing Director, Safexpress, expects the logistics sector to rebound in volumes. He says, "We've seen demand come back to 60 per cent levels in the first couple of weeks of this month and are expecting a further improvement in the coming days."



Kalpna Lohumi



Rubal Jain
Managing Director, Safexpress
and India Cargo Awards Winner 2016

Q What are the long-term changes or complexities we are likely to see because of the impact of COVID-19 on India's warehousing and road logistics sector?

The world as we know it has changed. The present state of affairs has created certain challenges for the Indian logistics sector but has also made the sector more attractive for investors and manufacturers with a rise in demand and digital acceptance.

Technologies like the Internet of Things, Blockchain, 3D printing, and autonomous transportation have gained renewed interest in helping companies endure and thrive during a pandemic like the present one. Further, multimodal logistics solutions, digital integration, flexible solution models, and warehousing infrastructure are some areas that are expected to present lucrative opportunities.

Q What has been your strategy in order to sustain this pandemic?

The pandemic is a reality we must live with for a long time now. Amidst the COVID-19 outbreak and the resultant lockdown, Safexpress has adroitly managed business continuity to ensure stable, secure and effective workflows in such challenging times by working in a proactive and planned manner. In the current pandemic, when other players were either non-operational or cutting down their strengths, we stood with our partners, customers and employees; created a thriving work culture and were working continuously without any relaxation, expanding its strengths in full and paying the associated members of the community on time.

Q What can Indian logistics and supply chain industry learn from this crisis?

This is a time of learning and rumination for everyone. While the fight continues, the industry needs to explore

technologies and operational efficiencies to insulate it from future shocks. Measures such as decision-making tools for multi-modal logistics, the right mix of intermodal transportation, building the right carrier ecosystem, and ensuring an agile supply chain can help companies in the sector better manage the problem in the present and near future.

Q How do you see the post COVID scenario? Do you expect the industry to be more organised?

Post COVID, unorganised players are likely to merge with organised players to sustain and withstand operations resulting from challenging demands of customers. This will largely be due to lack of scale of business, as unorganised players will find it difficult to scale up operations quality by investing on technology and also coping up with the requirements for 100 per cent GST compliance. This will result in the consolidation of the otherwise fragmented logistics sector



None of the other players have been able to resume their full network, while Safexpress is fully operational across all 31,083 pin codes of the country, plying its 7500+ vehicles over 1770 direct, daily routes

through merger and acquisition and the industry will get organised with better technology, better infrastructure, manpower etc. 'Make in India' and easy FDI policies in India will also pave the way for organised logistics market as all MNCs will be on the lookout for organised logistics players only, making organised logistics market come at par with reality.

Businesses in the logistics arena would need to come up with drastic measures to keep their operations up and running. There are a few ways businesses can bring their supply chain and delivery operations up to speed:

New pandemic policies – Indian logistics players have woken up from their complacency, and we will see systematic policies being put in place to shield them from future shocks.

Deeper penetration of technology

– Artificial Intelligence, Machine Learning, Blockchain and technologically enabled operations will move from concept-based testing and experiments to mainstream adoption as businesses deal with manpower shortage and on-ground disruptions in the near future. This will lead to deeper technology penetration in the longer run for the logistics industry.

Our customer-centric and people-centric philosophies of ensuring growth, continuity & wellbeing of the entire community that works with us, our local

nature of operations and pan-India coverage, working in full alignment and compliance with the law of the land and our endeavour to drive growth of the industry and economic growth of the country are all in perfect agreement with the government's philosophy. In order to serve as one of the important pillars in this Indian economic growth saga of the 21st century, we've already aligned with Atmanirbhar Bharat philosophy and the five pillars of economic growth as outlined by PM Narendra Modi, namely:

Quantum growth in the economy

– At Safexpress, we've supported the growth of the Indian economy through moving goods, delivering over 10 crore packages last financial year. Our network is equipped to support our customers in their quantum growth in the coming months and years.

Infrastructure – With over 16 million square foot of state-of-the-art warehousing space and logistics parks, Safexpress has continued to invest in building the supply chain network across the vast reaches of India.

Tech-driven system – Safexpress has been at the forefront of technology innovation and implementation in the industry. We are the only organisation scanning every package at every point in the network, including in the deepest parts of our country, and are completing 100 per cent deliveries through last-mile tablets. Data and analytics have

pushed us to optimise our network for the fastest transit time.

Vibrant demography – Safexpress

is present across every square inch of India, with a dedicated warehouse in 611 different cities and towns of India. We work closely with the native and local population, and the communities around us, and have a very deep understanding of the different cultures, different priorities and different ideals that make up a common India.

Supply chain to meet demand –

Finally, of course, Safexpress is and always has been a complete end-to-end Supply Chain organisation, serving the needs of India.

Safexpress has proved itself to be a leader in the industry and especially the resiliency it has shown in such unprecedented times to resume its full network in the shortest possible time in comparison to the other players in the industry, has strengthened its position countrywide. None of the other players have been able to resume their full network, while Safexpress is fully operational across all 31,083 pin codes of the country, plying its 7500+ vehicles over 1770 direct, daily routes.

Lucrative opportunities

→ Multimodal logistics solutions, digital integration, flexible solution models, and warehousing infrastructure are some areas that are expected to present lucrative opportunities



Pronk holds up BEL in crisis; gets recognition

Pronk Multiservice India has successfully delivered 19,500 boxes of ventilators and accessories to Bharat Electronics, Bengaluru (BEL). **Shailender Anand**, Managing Director-India & Director-Dubai, Pronk Multiservice India, talks about the successful completion of the project amid the lockdown.



Kalpana Lohumi



Pronk Bengaluru team along with BEL team



Shailender Anand
Managing Director-India & Director-Dubai
Pronk Multiservice India and
India Cargo Awards Winner 2016

BEL issued us an employee essential service pass issued as per the notification of the Ministry of Home Affairs so that we could execute the job 🦋

When the entire nation went on lockdown from March 26, BEL got the order of manufacturing and supplies of ventilators from the Government of India. BEL had to manufacture a total 30,000 ventilators for India. After getting qualified for the L1 category for compressor boxes and accessories, Pronk Multiservice India delivered a total 19,500 boxes with 39,000 bottom and top covers, 39,000 EPE Foam, 19,500 polybags and 19,500 wooden pallets. The 30,000 boxes quantity was shared between L1 & L2 categories.

Pronk Multiservice was given 19,500 boxes and accessories supplies with the

BEL logo and quality specifications. The company was told to submit the sample boxes immediately for approval. After various tests and scrutiny, the sample box was approved on May 7, 2020. The company started the supplies on May 20, 2020 and completed the supplies on August 14, 2020.



Commenting on the successful packaging and supply of the boxes of ventilators and accessories, **Shailender Anand**, Managing Director-India & Director-Dubai, Pronk Multiservice India, says, "It was difficult to procure the raw materials and enable movement of the employees as everything had come to a standstill in India. Hence, BEL issued us an employee essential service pass issued as per the notification of the Ministry of Home Affairs so that we could execute the job. This helped our employees and vehicle movement across Bengaluru so we could support the BEL during this pandemic situation." 🦋

COVID-19

Prevention

Stay home

Lorem ipsum dolor sit amet,
consectetur adipiscing elit.



Use a mask

Lorem ipsum dolor sit amet,
consectetur adipiscing elit.



Keep the distance

Lorem ipsum dolor sit amet,
consectetur adipiscing elit.



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Revolutionising supply chains



In a bid to orchestrate their supply chains and gain real-time visibility with predictive insights for intelligent decision-making that affects their bottom line, NebulARC is offering predictive logistics technology to large-scale companies in India.

Alok Sharma, CEO & Co-founder, NebulARC talks about how he is making a difference in the industry.



Kalpana Lohumi

Q How are you helping the enterprises automating their supply chain?

To remove the visibility black box for B2B shipments, we have created a one-stop-shop for our customers, catering to their varied needs right from vendor assessment and optimisation, order fill rate analytics, inventory optimisation, signature and traceability of high-value assets, freshness and shelf-life management for perishables, effective route planning, to location tracking in real-time. We are working with large enterprises, helping

Q Please elaborate on the technique that provides complete control of goods when they are in transit, at-rest, and operation. What is it and how does it work?

There are different companies working in the same domain. However, NebulARC stands out on the following major pillars:

BEO – BEO introduces transparency and traceability across the entire supply chain, helping in Zone and Individual level asset monitoring for enterprises. It provides complete supply chain visibility for physical assets that are either,

specific use cases.

UBICUO – We equip our customers with a personalised AI-based Virtual Assistant. UBICUO can take actions, provide detailed workflows, real-time alerts & analytics, and make supply chain management actually smarter.

NAPA – We use NAPA software to provide 24x7 monitoring and control of assets, even from remote locations. It provides real-time alerts via single dashboard monitoring. This is highly configurable and beneficial for enterprises.



them automate the entire supply chain management.

We have also helped businesses in pharma, agriculture, retail, warehousing, manufacturing, and the logistics space to save huge costs resulting from inefficiencies and lack of real-time visibility across the entire supply chain.

in transit, stationary or operational via comprehensive asset lifecycle management.

Insights – The state-of-the-art ML-based predictive insights help in demand/supply forecasting, first & last-mile dynamic routing, and product freshness index. This helps us to provide easy to adopt solutions to industry

We ensure profitable supply chains by providing IoT and AI-based analytics for predictive decision making.

Q How supply professionals can better manage their operations with NebulARC?

Unlike most players in India, we are also providing Ocean Freight Visibility Challenge for domestic and international logistics companies. Unlike other players, we do not rely on secondary data or manual reporting. Instead, NebulARC combines its own IoT-based sensors along with its AI engine to convert traditional asset tracking into smart supply chains. With this, the supply professionals can better manage their operations and unlock value through a single, consistent visibility platform, regardless of international and domestic responsibilities.



Alok Sharma
CEO & Co-founder
NebulARC

NebulARC combines its own IoT-based sensors along with its AI engine to convert traditional asset tracking into smart supply chains

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Traffic statistics (Domestic Freight)

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

(A) 19 International Airports

1	Chennai	6,182	6,339	-2.5	21,779	41,687	-47.8
2	Kolkata	5,768	12,664	-54.5	25,900	48,770	-46.9
3	Ahmedabad	4,306	4,839	-11.0	13,559	29,659	-54.3
4	Goa	335	362	-7.5	873	2,059	-57.6
5	Guwahati	1,581	1,864	-15.2	5,235	10,891	-51.9
6	Lucknow	1,107	1,238	-10.6	3,282	6,034	-45.6
7	Jaipur	1,176	1,432	-17.9	3,677	7,446	-50.6
8	Trivandrum	82	132	-37.9	271	1,126	-75.9
9	Bhubaneswar	679	922	-26.4	2,167	4,840	-55.2
10	Calicut	12	49	-75.5	286	522	-45.2
11	Varanasi	271	311	-12.9	830	1,753	-52.7
12	Coimbatore	608	835	-27.2	1,684	4,910	-65.7
13	Srinagar	924	196	371.4	2,180	4,704	-53.7
14	Amritsar	78	44	77.3	222	709	-68.7
15	Mangalore	219	0	-	793	24	-
16	Portblair	262	632	-58.5	1,517	3,276	-53.7
17	Trichy	0	0	-	0	2	-
18	Imphal	353	614	-42.5	1,031	3,862	-73.3
19	Vijayawada	106	182	-41.8	743	1,251	-40.6
Total		24,049	32,655	-26.4	86,029	173,525	-50.4

(B) 6 JV International Airports

20	Delhi (DIAL)	28,954	30,269	-4.3	96,635	182,342	-47.0
21	Mumbai (MIAL)	13,674	24,643	-44.5	47,272	141,968	-66.7
22	Bangalore (BIAL)	13,335	14,081	-5.3	43,627	77,574	-43.8
23	Hyderabad (GHIAL)	5,036	5,336	-5.6	17,278	30,551	-43.4
24	Cochin (CIAL)	753	1,232	-38.9	3,139	7,163	-56.2
25	Nagpur (MIPL)	684	605	13.1	1,593	4,519	-64.7
Total		62,436	76,166	-18.0	209,544	444,117	-52.8

(C) 9 Custom Airports

26	Pune	3,066	3,363	-8.8	7,772	18,261	-57.4
27	Patna	1,211	1,196	1.3	4,510	6,458	-30.2
28	Bagdogra	724	763	-5.1	1,869	3,976	-53.0

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

29	Indore	605	872	-30.6	1,602	5,084	-68.5
30	Visakhapatnam	237	512	-53.7	1,406	2,992	-53.0
31	Chandigarh	738	603	22.4	2,167	4,719	-54.1
32	Surat	264	231	14.3	1,723	2,087	-17.4
33	Madurai	194	128	51.6	481	691	-30.4
34	Aurangabad	66	40	65.0	106	345	-69.3
Total		7,105	7,708	-7.8	21,636	44,613	-51.5

(D) 20 Domestic Airports

35	Ranchi	502	532	-5.6	1,684	2,963	-43.2
36	Raipur	416	495	-16.0	1,448	2,938	-50.7
37	Agartala	85	416	-79.6	480	2,403	-80.0
38	Jammu	92	127	-27.6	278	751	-63.0
39	Bhopal	102	104	-1.9	340	617	-44.9
40	Dehradun	3	17	-82.4	11	81	-86.4
41	Udaipur	1	1	0.0	1	3	-66.7
42	Vadodara	73	292	-75.0	229	1,680	-86.4
43	Leh	145	135	7.4	425	1,021	-58.4
44	Jodhpur	0	0	-	0	1	-
45	Dibrugarh	49	82	-40.2	220	473	-53.5
46	Hubli	4	6	-33.3	49	54	-9.3
47	Silchar	47	73	-35.6	217	441	-50.8
48	Tuticorin	0	4	-	0	31	-
49	Kanpur (Chakeri)	1	17	-94.1	1	88	-98.9
50	Rajkot	0	3	-	0	14	-
51	Jharsuguda	5	6	-16.7	9	18	-50.0
52	Dimapur	20	25	-20.0	81	146	-44.5
53	Juhu	10	33	-69.7	45	188	-76.1
54	Jorhat	2	0	-	2	0	-
55	Agatti	0	8	-	0	27	-
Total		1,557	2,376	-34.5	5,520	13,938	-60.4

(E) 2 St Govt./ Pvt Airports

56	Lengpui (Aizwal)	55	40	37.5	147	209	-29.7
57	Nasik (Hal Ozar)	0	0	-	0	7	-
Total		55	40	37.5	147	216	-31.9

Grand Total (A+B+C+D+E) **95,202** **118,945** **-20.0** **322,876** **676,409** **-52.3**

* Estimated

Traffic statistics (International Freight)

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

(A) 15 International Airports

1	Chennai	21,862	22,940	-4.7	83,204	143,032	-41.8
2	Kolkata	3,481	4,981	-30.1	13,504	30,459	-55.7
3	Ahmedabad	980	3,893	-74.8	7,677	25,483	-69.9
4	Goa	2	86	-97.7	15	653	-97.7
5	Guwahati	0	1	-	18	1	-
6	Lucknow	86	247	-65.2	484	1,842	-73.7
7	Jaipur	49	208	-76.4	93	1,183	-92.1
8	Trivandrum	1,381	2,214	-37.6	7,885	13,467	-41.4
9	Bhubaneswar	0	7	-	18	11	63.6
10	Calicut	937	2,265	-58.6	4,776	14,381	-66.8
11	Varanasi	0	0	-	0	5	-
12	Coimbatore	17	226	-92.5	340	1,352	-74.9
13	Amritsar	25	72	-65.3	77	676	-88.6
14	Mangalore	60	239	-74.9	352	1,295	-72.8
15	Trichy	263	749	-64.9	884	4,211	-79.0
Total		29,143	38,128	-23.6	119,327	238,051	-49.9

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

(B) 6 JV International Airports

16	Delhi (DIAL)	48,037	51,951	-7.5	190,929	311,042	-38.6
17	Mumbai (MIAL)	38,303	46,415	-17.5	173,598	293,260	-40.8
18	Bangalore (BIAL)	19,123	18,268	4.7	87,990	114,248	-23.0
19	Hyderabad (GHIAL)	5,954	6,427	-7.4	28,531	42,255	-32.5
20	Cochin (CIAL)	3,241	4,832	-32.9	17,884	34,019	-47.4
21	Nagpur (MIPL)	9	59	-84.7	9	656	-98.6
Total		114,667	127,952	-10.4	498,941	795,480	-37.3

(C) 4 Custom Airports

22	Pune	0	32	-	0	73	-
23	Indore	0	38	-	16	487	-96.7
24	Visakhapatnam	0	50	-	1	225	-99.6
25	Madurai	4	176	-97.7	9	858	-99.0
Total		4	296	-98.6	26	1,643	-98.4

Grand Total (A+B+C) 143,814 166,376 -13.6 618,294 1,035,174 -40.3

(Source: AAI)

SCLA endeavours project Northeast

SCLA, in association with ASSOCHAM, organised an international conference titled NorthEast – New Business Opportunities and Logistics Achievability, to focus on new business opportunities in the region.

Emphasising on working towards an atmanirbhar logistics vertical, **Anamika Sinha**, Chairperson, SCLA, said, "The EXIM interest of private sector and their respective futuristic dispositions along with logistics streamlining will surely help achieve the bigger picture down to the level-zero in complete sync with the state and government agenda. In view of same, the Project NorthEast (NE) has been endeavoured at SCL."

K K Dwivedi, IAS, Secretary Industries, Government of

Assam shared the initiatives by the government on building trilateral highways connecting India, Myanmar and Thailand and trade movement through waterways via Brahmaputra river from India to Chattogram and Monglapur Port in Bangladesh to ease the movement of small vessels/barge in NorthEast." He also emphasised that Guwahati needs an international airport to facilitate international connectivity.

H K Sharma, IAS, Secretary Industries, Government of Sikkim talked about various opportunities of tourism, IT, handlooms & handicrafts, horticulture & agro produce and its dependency on road connectivity, airport connectivity. The airport connectivity will ease both cargo



passenger movements. **Hage Taki**, IAS, Secretary Industries, Government of Arunachal Pradesh also emphasised on the development of MSMEs in the field of organic produce and pharmaceuticals etc.

Kabir Ahmed, President, BAFFA touched upon trade balance between India and Bangladesh and less dependency on a third country.

Vandana Agarwal, IES, Sr. Economic Advisor, MoCA, appreciated the optimism of Ahmed's viewpoint on trade growth between both the countries by US\$ 3-4 billion with emphasis on cargo movement through various channels. Agarwal encouraged the logistics industry to come forward and get connected with the government for more partnerships.

Smart warehousing to stay in business

With fewer workforces on-site, logistics and warehousing companies are turning to Industrial Internet of Things (IIoT), Artificial Intelligence (AI), Machine Learning (ML) and robotics. **Nanda Kumar K**, General Manager – India, Honeywell Safety and Productivity Solutions talks about how smart warehousing is moving fast in a connected world.



Look beyond the existing possibilities

→ Therefore, to increase productivity, efficiency and safety for these warehouses, it is imperative for the industry to look beyond the existing possibilities and adopt smarter technological solutions to adapt to an on-going evolution

The impact of COVID-19 is being felt globally across industries. One of the sectors, which is severely impacted by this outbreak is logistics and warehousing. Companies are at risk of losing tens of millions of dollars or more from reductions in productivity due to potential illness and spread of disease. However, achieving self-reliance and self-sustainability in warehousing is critical to making India 'Atmanirbhar.' The industry has undergone major transition in recent times, creating a demand for better policies and breakthrough technologies.

INCREASED AUTOMATION FOR NEXT-GEN WAREHOUSING

The ongoing pandemic has created a need for advanced technologies,

making it an enabling factor for growth during this time of crisis. Today, people are resorting to e-commerce to procure everything from essential household items to healthcare products. As demand increases rapidly, challenges emerge in uptime of product handling and repetitive issues in operations. To meet these challenges and run warehouses more efficiently, companies are turning to robotics to gain a competitive advantage in supply chain management. Robotics automates warehouse processes by freeing workforce from repetitive tasks and increasing their productivity. As staffing challenges and the continued growth of e-commerce put pressure on supply chains, robotics can significantly make large integrated distribution centres operate with minimal manpower.

Moreover, the integration of platforms such as Enterprise Resource Planning (ERP) systems with existing warehouses help logistics players simplify processes and solve problems associated with high transportation and technology costs, fragmented processes and inventory management.

In fact, successful warehouse operators are today overhauling warehouse process efficiencies with technologies such as real-time tracking and integrated Warehouse Management Systems (WMS) that run on AI and ML. For example, warehouses with dimensioning systems are effectively reducing the time spent in measuring boxes or pallets by 68 per cent by automatically entering dimensions in warehouse receipts.

STAYING CONNECTED, REAL-TIME

An enormous amount of data is generated every day in modern warehouses, requiring analysis to identify snags and increase efficiencies. Connected technologies are enabling warehouse operators to get real-time, actionable data. For example, sensors embedded into conveyors can measure motor vibration and power consumption, and notify equipment malfunctions. Similarly, the use of connected distribution centres brings together machine-level sensors, smart controllers and connected devices to deliver real-time information on asset health and facility performance. Voice picking is another technology connecting warehouse operators with the overall operations, transforming the way workers interact with devices. For instance, voice enabled wearables increase the productivity of warehouse operators by minimising errors and speeding mundane tasks such as picking, packing, and replenishment.

Such access to both real-time and historical information on throughput, read rates, motor temperature and vibration, control panel temperature, ambient conditions and product locations help in improving operational performance. The data so gathered can help operators make comparisons and correlations like examining the relationship of throughput and temperature or system utilisation and electrical power consumption. In case of an operational breakdown, the system is equipped to send immediate alerts based on which warehouse operators can deploy relevant support and reduce time lags.

As consumers turn to e-commerce and click-and-collect for groceries and general merchandise, many now expect next- and same-day delivery or curbside pick-up. In fulfillment centres, employees need assurances that they will have the necessary equipment and protocols in place. Not only are

fulfillment operations required to increase productivity to meet this demand, they are also tasked with implementing new measures aimed at worker and workplace safety.

With evolving consumer needs, the warehousing industry will continue to expand as large warehouses become logistical hubs in key strategic locations. Therefore, to increase productivity, efficiency and safety for these warehouses, it is imperative for the industry to look beyond the existing possibilities and adopt smarter technological solutions to adapt to an ongoing evolution. As technologies shape business strategies, warehouses will soon be able to ensure faster delivery at a minimal or no cost for warehouse owners. This will shape the future of warehouses by making same-day delivery not just a possibility but also increase profitability for businesses.

Successful warehouse operators are today overhauling warehouse process efficiencies with technologies such as real-time tracking and integrated Warehouse Management Systems (WMS) that run on AI and ML



Nanda Kumar K
General Manager – India
Honeywell Safety and Productivity Solutions

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

EVENTS

ALMAC to go online on Nov 17-18

The 10th Asian Logistics, Maritime and Aviation Conference (ALMAC) will be held online on November 17-18. Themed "Capturing Opportunities Amidst Volatility", over 40 luminaries from the logistics, maritime and aviation sectors will share their insights towards industries' prospect and business opportunities.

In light of the global pandemic, the 10th ALMAC, an annual signature event for the industries jointly organised by the Government of the Hong Kong Special Administrative Region (HKSAR) and the Hong Kong Trade Development Council (HKTDC), will go online for the first time. Running on November 17 and 18 under the theme "Capturing



Opportunities Amidst Volatility", ALMAC Online will focus on three key areas – rebuilding supply chain resilience under the new normal, Asia's evolving role in global supply chains, and the trendsetting technologies and innovations for reinvigorating logistics operation and management – to help industries navigate through a challenging business environment. More than 40 leaders from the logistics, maritime

and aviation sectors will share their insights at the event, which is expected to attract around 2,000 industry elites from 25 countries and regions.

"The COVID-19 pandemic is creating significant obstacles to the global business environment, making this an unsettling year for the logistics, maritime and aviation industries," said Patrick

Lau, Deputy Executive Director, HKTDC. "Industry representatives, professionals and stakeholders from across the globe will be able to participate and interact during the online conference. Industry leaders and experts will share their valuable experiences and strategies on supply chain resilience in the new normal and forecast global economic development in the post-pandemic world." Lau added that various new functions will be launched on the ALMAC Online platform, including business matching empowered by artificial intelligence (AI) and virtual meetings to bring together experts, shippers and participants to facilitate international exchanges and connections at any time.

COVID-19 edify airlines to not ignore cargo

Airfreight industry has shown maturity, in the times of need, by working in total coordination to ensure the hassle free movement of cargo. **Pramod Menon**, Vice President, Atlas Aviation India, talks about the importance of air cargo and why it is important to be better planned.



Kalpana Lohumi

AIRFREIGHT DYNAMICS POST-COVID

There is a total change in airfreight dynamics post COVID-19. Airfreight tonnages for both domestic and international have gone down by more than 50 per cent. Airfreight capacity has reduced considerably thereby increasing the airfreight rates out of India as well as globally; lots of carriers have converted passenger aircrafts into P2C freighters to reduce losses and move perishables, medicines in passenger cabins. The survival of aviation industry depended totally on cargo and logistics and sent a very clear picture to airline operators not to ignore cargo business in the future. Shortage of labour, loss of jobs, closing down of many industries globally also had a huge impact.



Pramod Menon
Vice President
Atlas Aviation India

Air cargo operations will be of greater importance due to geographical and infrastructure challenges in many countries and this needs to be better planned. Continuity of air cargo business is essential not only for the common man but also for the industries and global economy at large

CHANGES IN THE AIR CARGO INDUSTRY DUE TO THE PANDEMIC

Digitalisation in all essential services has seen an increase during the period from April-September 2020 when Indian government had allowed exports of perishables and vaccines to be exported during the lockdown.

Secondly, all parties involving transporters, airlines, shippers, forwarders, CHAs etc. have worked in coordination to ensure the cargo operations are functioning without any hurdles which showed the maturity of



airfreight industry in India. This is a positive sign for the future.

LONG-TERM COMPLEXITIES TO SEE IN THE AIR CARGO BUSINESS

We may have to concentrate in improving logistics support for timely transportation of medical supplies, food and basic necessities of people. Air cargo operations will be of greater importance due to geographical and infrastructure challenges in many countries and this needs to be better planned. Continuity of air cargo business is essential not only for the common man but also for the industries and global economy at large.

STRATEGY FOR SURVIVAL

Due to nationwide lockdown, it has become challenging for companies to keep their financial wheels turning. It has become of utmost importance for businesses to conduct proper

assessment of their fixed and variable expenses as well as actual revenues. This assessment will give a clear picture of where a company stands financially and help them in the planning ahead. This strategy can be implemented even after everything settles down post the pandemic. Companies should require a revision of sales revenue goals and all communications should be transparent as much as possible with the employees.

POST COVID-19 SCENARIO

With the expected launch of Indian vaccines, demand for COVID medicines in Europe, USA and Asian regions will see a huge increase in vaccine exports and it is expected to continue till 2023-24 as per the demand projected worldwide. Other commodities for exports are also expected to increase gradually to Asian countries and Europe. We expect a boom in business for the logistics and aviation industry in India, effective 2021.

AIR LOGISTICS GROUP & ALITALIA UPLIFT 58 TONNES ON B777-300 FROM DELHI TO ROME

Uplifting a whopping 57,616 kgs, Air Logistics Group with its partner Alitalia Cargo have surpassed their own record, within a week, of 54 tonnes in Delhi (DEL) to Rome (FCO) on October 3 and 53 tonnes from Mumbai (BOM) to Rome (FCO) on October 4. This is notably the highest ever tonnage for any airline to have achieved on a newly reconfigured B777-300ER. The selection of an optimum mix of high density cargo comprising of heavy auto parts & engineering goods together with pharmaceuticals, garments & spare parts carefully planned by the highly experienced and professional sales team, with efficient ULD planning, ensuring the ground handling and loading was done with great precision, is the secret behind this mammoth achievement of 58 tonnes of freight on a single sortie ex DEL-FCO.



BENGALURU AIRPORT RECORDS 4.5% Y-O-Y GROWTH IN INTERNATIONAL CARGO

With cargo leading the recovery, cargo volumes at Kempegowda International Airport, Bengaluru (KIAB/ BLR Airport) are gathering momentum. This resurgence in cargo movement powered BLR Airport to become the first metro airport in India to record growth in freight in September 2020, compared to the same period last year. In the first two quarters of FY2020-21, between April and September, BLR Airport cargo terminals processed 131,603 metric tonnes (MT) of freight. The cargo processed in September was 32,449 MT, a growth of +0.3 per cent, against same period last year. September 2020 witnessed a +4.5 per cent growth in international cargo, of which export cargo grew by +7.6 per cent. Meanwhile, domestic cargo is showing a slower recovery at -5.2% lower than the same period in the previous year.

Perishable cargo has been one of the major growth drivers, with BLR Airport having processed 17,212 MT during this period.



BLUE DART BOLSTERS ITS TEMPERATURE CONTROLLED LOGISTICS SOLUTION

With its commitment to help improve the supply chain and ensure timely medical provisions, Blue Dart is ramping up its infrastructure with its pre-existing specialised Temperature Controlled Logistics (TCL) to combat the pandemic. The company will further offer complete supply chain solution for the Life Sciences and Clinical Trials Sector and reefer vehicles (cold chain) services to the vaccine sector to ensure seamless transport of shipments. As the development of the COVID-19 vaccine leaps across development phases, stringent temperature requirements (up to - 80°C) will be a critical factor for its transportation and warehousing at every stage. An efficient and specialised logistics network will be a prerequisite, to ensure safe and rapid delivery of billions of COVID-19 vaccine doses for mass immunisation, and other temperature sensitive pharma products on a national and global scale.



BEEHIVE LOGISTICS DELIVERS OVER 150 TONNES OF PHARMA SUPPLIES TO THE CIS COUNTRIES

Carrying essential pharma supplies to the CIS countries via Uzbekistan Airways, Beehive Logistics (India) has sent more than 1,36,078 kg of pharma supplies in the first week of October from Uzbekistan Airways' Boeing 767 aircraft. The company has achieved a target of 2,54,012 kg of pharma supplies in record time in September 2020 also. Beehive Logistics also flew the first cargo flight to Tashkent on April 21, 2020 carrying more than 27,000 kg of essential supplies to the Central Asia region.



Anish Khatri, GM (Uzbekistan Airways – GSA Beehive Logistics), says, "During this ongoing pandemic, essential pharma supplies are very crucial for any nation to provide other medicines on time. Due to lockdowns in almost every nation from time to time, keeping stock of medicines has become even more important. We are just working hard to fulfil these gaps for CIS countries by running regular cargo flights."

FIRST-EVER MULTI-MODAL LOGISTICS PARK TO BE SET UP IN ASSAM



Nitin Gadkari
Union Minister for Road Transport & Highways, Government of India

Nitin Gadkari, Union Minister for Road Transport and Highways, Government of India has virtually laid the foundation stone for the country's first-ever multi-modal logistic park in Assam. The park will be constructed at a cost of ₹ 700 crore at Bongaigaon district. "The government is planning 35 new multi-modal parks across the country. The ₹ 693.97 crore park will provide direct connectivity to air, road, rail and waterways to the people. It

will be developed under the ambitious Bharatmala Pariyojana of the Government of India," stated Gadkari in his address. The fund for the logistics park will be spent on three components – railway and road connectivity as well as infrastructure and building work. An MoU will also be signed to implement the project successfully.

Country's first multi-modal logistics park

- The park will be constructed at a cost of ₹ 700 crore at Bongaigaon district
- It will be developed under Bharatmala Pariyojana of the Government of India

BILL TO PROMOTE COASTAL SHIPPING IN PARLIAMENT SOON: MANSUKH MANDAVIYA



Mansukh Mandaviya
Union Minister of State (Independent Charge)

Mansukh Mandaviya, Union Minister of State (Independent Charge), informed, "A coastal shipping Bill which is expected to be tabled in Parliament will see an increase in the demand for manufacturing of inland vessels. We are bringing a separate Bill in Parliament in the coming days to promote coastal shipping so that coastal movement and transportation increases."

The Union Minister lamented that India was lagging behind in shipbuilding globally. He also said

that his Ministry was geared towards making the shipbuilding sector more competitive in the international market. "Why are we not moving ahead in the shipbuilding sector? First, we are not competitive in the international market; second, there is no domestic demand.

How do we increase domestic demand and become more competitive in the international market?" Mandaviya asked, adding that a thrust on coastal shipping will encourage domestic demand. "This will see an increase in the demand for inland vessels and through increase in coastal movement, demand for coastal shipping will also increase," Mandaviya said.

SPOTON LOGISTICS EXPANDS LOGISTICS HUBS IN NAGPUR, BENGALURU AND CHENNAI

Spoton Logistics has expanded its logistics network by scaling up logistics hubs in Nagpur, Bengaluru, and Chennai respectively. The hubs offer comprehensive facilities to expand the horizon of deliveries during the festive season and support future growth in the regions.

With its comprehensive delivery network, Spoton Logistics will continue to enable timely deliveries for e-commerce and retail giants in India. Currently enabling the delivery of 17,500 consignment notes (around 1,40,000 pieces) each day, the company is expecting a significant surge this festive season with retail, e-commerce, and FMCG sectors driving this spike. "With an increased adoption of e-commerce in the country, companies are betting big on online sales this festive season. The just-in-time expansion will



Abhik Mitra
MD & CEO
Spoton Logistics

help us significantly increase scalability for our customers while our web portal for them would ensure paperless and quick transactions," says **Abhik Mitra**, MD & CEO, Spoton Logistics.

Timely deliveries

- Spoton Logistics enables the delivery of 17,500 consignment notes each day

COLD STORAGE REAL ESTATE STOCK LIKELY TO REACH 1,400-1,500 MILLION SQFT BY 2023: CBRE

According to the findings by CBRE the cold storage segment in India is expected to witness significant growth over the next few years on the back of a strong consumer and industrial base. Following the COVID-19 outbreak, the demand for cold storage is also being further fuelled by a wider omnichannel distribution of F&G across tier-I and tier-II cities in the country. Further, the cold chain network would also play a vital role in reducing the loss of the produce and improving cold storage efficiencies.

States including Uttar Pradesh, West Bengal, Gujarat, Punjab, Andhra Pradesh, Bihar, Madhya Pradesh, Maharashtra, Haryana and Karnataka accounted for 91 per cent of the total CS capacity in India in 2019. The overall cold storage real estate stock in the country is estimated to reach 1,400-1,500 million sqft by 2023.

Anshuman Magazine, Chairman, India & South East Asia, Middle East & Africa, CBRE, said, "CS facilities play an integral role in improving the shelf-life of products and are an important enabler for several industries working across fresh food production and delivery; along with healthcare and other products such as flowers and chemicals."



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

RAJAN NIJHAWAN IS THE NEW PRESIDENT OF AIR CARGO CLUB OF DELHI



Air Cargo Club of Delhi (ACCD) has announced **Rajan Nijhawan** as new President of the club and also announced the newly elected Managing Committee team. "I am so grateful for this remarkable opportunity. When I look back at the many years as a member of ACCD I cannot be prouder of what we have accomplished. ACCD is a club we are all so proud to associate with. This transition comes at a challenging time and there is still considerable uncertainty in our everyday lives. However, I know the future is bright and holds great things in store for ACCD. We will need all of your support to be successful and I am sure, together, we will be," says Nijhawan.

INDIAN RAILWAYS APPROVES ALSTOM'S E-LOCOS TO RUN FREIGHT TRAINS AT 120 KMPH

The Ministry of Railways has approved Alstom-built 12000 HP electric locomotives and RDSO to run freight trains at a maximum speed of 120 kmph. Indian Railways had inducted the WAG 12B e-locos, which are the most powerful locomotives to run on Indian tracks, earlier in the year. These electric locos will allow faster and safer movement of heavier freight trains capable to haul ~6,000 tonnes at a top speed of 120 kmph. Planned to be deployed for operations on major freight routes of Indian Railways including the Dedicated Freight Corridors (DFCs), they are expected to increase the average speed of freight trains in India by at least 20-25 kmph.

Alain Spohr, Managing Director, Alstom India & South Asia said, "Equipped with Insulated Gate Bipolar Transistors (IGBT) based propulsion technology, it would lead to considerable savings in energy consumption due to use of regenerative braking."



ADANI PORTS ACQUIRE KRISHNAPATNAM PORT AT ENTERPRISE VALUE OF ₹12 CR



To have a controlling stake of 75 per cent in KPCL from the CVR Group and other investors, Adani Ports and Special Economic Zone (APSEZ) has completed the acquisition of Krishnapatnam Port Company (KPCL) for an enterprise value of ₹12,000 crore. In FY21, the port is expected to generate an EBITDA of approximately ₹1,200 crore, resulting in an acquisition EV/ EBITDA multiple of 10x. This acquisition will accelerate APSEZ's stride towards 500 MMT by 2025.

Karan Adani, Chief Executive Officer and Whole Time Director, APSEZ, said, "We will target to enhance throughput at KPCL to 100 MMT by FY25 and double its EBITDA by FY23. With a vast waterfront and land availability of over 6,700 acres, KPCL is capable of replicating Mundra and would be future ready to handle 500 MMT."

TBO GROUP EXPANDS INTO CARGO TRADE, AHEAD OF CHANGED AIR CARGO DYNAMICS

The COVID-19 pandemic has altered the air cargo dynamics. TBO Group is one of India's largest B2B travel companies, servicing travel agents, DMC's, Tour Operators around the globe. With an established background in the travel trade, the Group has launched TBO Cargo with its first ever office in New Delhi, India. The company will act as a facilitator for agents to get the best prices for shipping cargo via airlines. With this amalgamation to the brand, TBO will not only be able to serve the travel agents who are assisting in transporting cargo, but also will act as a new opportunity for travel agents to tap into a new stream of business.

ANKUSH NIJHAWAN, Co-founder, TBO Group and Managing Director, Nijhawan Group said, "With increased consumer demand, logistics and supply chain management is the need of the hour." The company will assist in arranging commercial transportation for the cargo of other firms. At the moment, TBO Cargo will be catering to requests for only airway logistics, but will diversify into ocean cargo in the long future.



Shortage of containers a major bottleneck

The reduction in India's imports from China has had a major impact on the availability of containers for exports. This has created a major imbalance in the equipment situation, says **Sunil Vaswani**, Executive Director, Container Shipping Lines Association India (CSLA).

This year the pandemic has created unprecedented circumstances for the trade globally. The shipping lines on their part have kept servicing the trade with vessel calls despite exports having been practically non-existent during the lockdown. Besides, the lines also independently offered extended free time on import containers and did all that they could to keep the supply chains functioning.

The pandemic has nevertheless distorted the demand and supply situation globally. From India's perspective, the trade which was dominated by imports has seen a sudden surge in exports and a drastic reduction in imports, something that no one had really anticipated. The

reduction in India's imports from China has had a major impact on the availability of containers for exports. This has created a major imbalance in the equipment situation.

During the period July / Sept 2020, India's exports in terms of volumes grew by 24 per cent while its imports reduced by 28 per cent compared to the same period in 2019. As a result, the shipping lines which until July 2020 used to ship out empty containers from India, had to start repositioning empty containers into the country and move them inland to demand locations at a huge cost for the shipping lines. This distortion in demand & supply, with its resultant impact on costs & rates, has not happened just in the case of India

but in the case of the rest of the world too. Besides, this is not just unique to container shipping but applies to airfreight as well.

Congestion at transshipment ports like Colombo for instance only adds further to the lead time. The rail-road system in the US too is currently congested causing delays of up to two days per container. With the kind of throughputs the US has, the effect on the turnaround time of containers in totality is significant, which in turn adversely impacts the eventual availability of boxes in other countries including India.

Under the circumstances, the Container Shipping Lines Association (India), also known as CSLA, has offered some

Reduce free time on import containers

→ FIEO suggest to the government that the shipping lines reduce the free time on import containers so that empty containers could be made available for exports faster



suggestions to the government to help improve the situation.

Currently there are about 50,000 Long Standing Containers waiting to be cleared across the country, some of them for years together. These need to be cleared by Customs on priority so that they can be made available by the shipping lines for exports. The cargo should be destuffed in the CFSs / warehouses and auctioned thereafter. Meanwhile, the boxes should be delivered to the shipping lines so that they can be made available for export shipments. This drive needs to be a consistent one and not just a one-off knee jerk reaction.

The implementation of the 'Carotar Rules', which allow Customs to check the antecedents of the importers have caused delays of seven to 10 days in the assessment of the Bills of Entry, resulting in slow clearance and return of empty containers to the lines.

Move empty containers from ports to ICDs

→ It would also help if Railways move empty containers from ports to ICDs free of cost to reduce empty repositioning cost for the exporters in the hinterland

Added to this is the delay caused by the Faceless Clearance introduced by Customs which takes up to six or seven days to clear a Bill of Entry. This aggravates the shortage of containers for exports.

Associations like FIEO have gone a step further to suggest to the government that the shipping lines reduce the free time on import containers so that empty containers could be made available for exports faster.

The 14-day quarantine imposed on vessels arriving from Chinese ports has resulted in their having to wait for up to three to four days before berthing at Indian ports. This not only delays the discharge and the destuffing of import loads but also delays the availability of containers for export shipments. On a continuous basis, this delays the whole cycle of several sailings put together & eventually results in a reduction in the number of sailings over a period of time and thereby causes a significant reduction in the number of export shipments being effected. The quarantine period for vessels arriving from Chinese ports therefore needs to be reduced to seven days as in the case of vessels arriving from other countries.

It would also help if the Railways moved empty containers from ports to ICDs free of cost so as to help reduce the empty repositioning cost for the exporters in the hinterland. Besides, the benefit of the five per

cent reduction in the freight for loaded containers announced by the Railways should be passed on to the shipping lines / end users.

From the country's standpoint, it is also recommended that India start manufacturing marine containers within the country. This would assist in the security of supply chains for exports. As a matter of fact, the government could consider starting manufacture of containers at government shipyards which already have the equipment and the expertise to do so. The government would have to make this business viable though through the lifting of fiscal hurdles.

In the meanwhile, at a time when the position of both space & equipment is tight, it would help if the trade bodies / Export Promotion Councils collected data from their respective members and furnished realistic advance projections of exports, origin / destination-wise, along with the type of equipment required, for at least an eight to 12 weeks period, to the shipping lines, to enable them to try and arrange for empty containers accordingly.

The current situation is not expected to last permanently but is unlikely to change overnight either. The CSLA member lines, in the meanwhile, have offered to do their best to cooperate with the government and assist the trade to help meet their export commitments.

Currently there are about 50,000 Long Standing Containers waiting to be cleared across the country, some of them for years together. These need to be cleared by Customs on priority so that they can be made available by the shipping lines for exports



Sunil Vaswani
Executive Director
Container Shipping Lines
Association (India)

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

GATI-KWE INDIA

Adarsh Hegde, Jt. Managing Director, Allcargo Logistics, has been appointed as the Managing Director of Gati-KWE which is a 70:30 joint venture between Gati and Kintetsu World Express (KWE), Japan. In his role as the Managing Director at Gati-KWE, Hegde will oversee the strategic and operational aspects of all the businesses and be involved in the implementation and execution of the transformation project that is currently underway. He will report directly to Shashi Kiran Shetty, Chairman, Allcargo Logistics and Gati.



ECOM EXPRESS GURUGRAM

Ecom Express has announced the appointment of **B. Krishnaraj** as Country Head, Operations. Krishnaraj comes with 34 years of experience in core logistics and operations management. In his current role, Krishnaraj will be leading the operations for Ecom Express, in continuously augmenting logistics solutions for the e-commerce industry. He will lead and drive the team of logistics professionals on strategy and in ensuring process compliance, productivity, and efficiencies on the ground.



QATAR AIRWAYS CARGO DOHA

Qatar Airways Cargo has announced the appointment of **Kirsten de Bruijn** as Senior Vice President, Cargo Sales and Network Planning. With 13 years of experience in management in the air cargo industry, she shares Qatar Airways belief that the pace of change brought about by recent global events demands value centred leadership around revenue and margin management. According to Guillaume Halleux, Chief Officer Cargo at Qatar Airways, Bruijn was the obvious choice.



CHAPMAN FREEBORN UK

Chapman Freeborn has appointed Russi Batliwala as its new Chairman. Batliwala began working at Chapman Freeborn 33 years ago, initially as a trainee aviation broker. In 2009 he became the chief executive and since then, has overseen an exciting period of growth and expansion. He will no longer be involved in day-to-day operations, which has been his focus for the last 33 years, moving to representing the group at a board high level, working on further acquisitions.

CMC CGM FRANCE

CMA CGM has announced the appointment of IBM veteran **Nicolas Sekkaki** as Executive Vice President IT, Digital & Transformation. Sekkaki joined IBM in 1991 and after numerous roles around the world, had been chairman of IBM France since 2015. His mission will be to lead digital transformation projects and foster the group's partnerships with external companies, ranging from start-ups to major digital groups. The company said he would accelerate the implementation of its digital.



CHAPMAN FREEBORN UK

Chapman Freeborn welcomes back **Eric Erbacher** to take up Batliwala's former role of Chief Executive. Erbacher, who arrives from Cargolux Airlines where he was director charter services and ACMI, previously spent three years working for Chapman Freeborn as regional director Asia and returns with a remit to continue the company's growth strategy. Erbacher, said, "I am excited to be back. We will continue to differentiate ourselves further and focus on the end result of our services."



LATAM CARGO BRAZIL

LATAM Airlines Group has appointed **Otávio Meneguette** as LATAM Cargo Brazil Vice President, responsible for leading the company's air cargo business strategy in the Brazilian market. Before joining the LATAM Group, he worked for large corporations such as Suzano Papel & Celulose and Votorantim Cimentos. He also has over 13 years of professional experience with roles in commercial strategy, logistics, supply chain and new business development.



IAG CARGO GLOBAL

IAG Cargo has appointed **Darren Peek** as Head of New Sales. Peek has held many senior roles with IAG Cargo and British Airways and has over 25 years' experience in the industry. His extensive knowledge will be paramount in leading IAG Cargo's global sales team helping the business to achieve further success worldwide, said the carrier. The internal promotion sees Darren Peek appointed to the newly created role of Head of Sales from his prior role as Regional Commercial Manager for Europe & Africa.

LCL PHARMA

EXCLUSIVE

26-day transit time

+2°C to +8°C

Asia Shipping is offering the **only Reefer LCL** (cold chain) for Pharma products **exclusively to Brazil**. Secure, end-to-end temperature controls!

ROUTE

Mumbai/Nhava Sheva x Santos

Fortnightly Departures **First departure November 18**

The entire cold chain complies with Anvisa standards

Perfect for anyone who does not ship much reefer container or air cargo

AEO certification at the origin and destination and GDP authorization



Warehouse details
at Nhava Sheva Port



Asia Shipping International Transport Pvt. Ltd
JWR Logistics Pvt Ltd – Reefer CFS shed
15-23, National Highway, 4B, Panvel-JNPT Highway
Village: Padeghar, Navi Mumbai – 410206, Maharashtra, India

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