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DIGITAL CONCLAVE

**LOGISTICS
OUTLOOK**
revised to
negative

**E-COMMERCE
BOOM**
impact on
warehousing



Session
1



Session
2



IS LOGISTICS GOING CONTACTLESS?

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Distribution Redefined

TIACA partners with Pharma.Aero

In order to develop global guidance for the air cargo industry of optimal transportation of the COVID-19 vaccine, The International Air Cargo Association (TIACA) has partnered with Pharma.Aero. The guidance will be developed gradually in four work packages through a joint working group to ensure feedback from all stakeholders in the supply chain of air cargo and pharmaceuticals.

The aim of this programme is to provide the air cargo industry with more clarity of the demands, expectations and quality supply chain requirements, including but not restricted to critical trade lanes, air cargo capacity, handling and storage, track and trace requirements, for the transportation of the vaccines.



At the same time, shippers will gain more understanding about the capabilities of the various logistics players. This will ensure that once the vaccine is available in the market, the air cargo

industry will be ready to respond to the needs of the shippers.

"COVID-19 vaccine delivery will be one of the biggest logistical challenges in modern history. No one company can own the end-to-end vaccine supply chain," said

Neel Jones Shah, TIACA board member & Global Head (Airfreight), Flexport, in adding, "We need to start working together now to ensure the industry is prepared when the time comes."

"Setting up reliable end-to-end air transportation for pharma shippers is part of the vision and mission of Pharma.Aero. Amongst our members i.e. life sciences and pharmaceutical shippers, certified airport communities and air cargo operators, we have a track record of project-based collaboration. As a result, Pharma.Aero is well-positioned to make a valuable contribution in preparing the air cargo industry for this immense challenge," said **Nathan De Valck**, Chairman, Pharma.Aero.



FactFile

- The aim of this programme is to provide the air cargo industry with more clarity of the demands, expectations and quality supply chain requirements, including but not restricted to critical trade lanes, air cargo capacity, handling and storage, track and trace requirements, for the transportation of the vaccines.

AFKLMP creates taskforce



In order to define the steps needed to ship COVID-19 vaccines, Air France KLM Martinair Cargo (AFKLMP) has formed a taskforce. The airline has assessed specific requirements for shipping COVID-19 vaccines, when they become available, in close consultation with the pharma industry and related forwarders.

It has adapted its operation in terms of equipment and dedicated monitoring and service, as well as the capacity it can offer.

Enrica Calonghi, Global Head – Pharmaceutical Logistics, AFKLMP, said, "AFKLMP Cargo is ready to play a key role in the distribution of COVID-19 vaccines, thereby helping

to ensure that as many people as possible around the globe will have access to vaccines in these challenging times."

GertJan Roelands, Senior Vice President – Sales and Distribution, AFKLMP Cargo, said, "Shipping pharma and other medical-related goods is one of our core activities

and a strategic priority. From the start, we prioritised pharma commercially and operationally. AFKLMP Cargo currently offers a network spanning more than 95 long-haul destinations."

The airline spokesperson added, "In recent years, we have continuously improved our pharma and healthcare-related services by improving processes, training staff and forming dedicated service teams for pharma customers."

FactFile

- We not only offer all required infrastructure and capabilities at our CDG and AMS hubs, but also have partnerships with GHAs at all relevant pharma destinations

CSP Abu Dhabi starts direct service

CSP Abu Dhabi has announced the start of a direct, weekly service to several ports across Europe and the Indian Subcontinent. The new direct service will be served by a fleet of eight vessels on rotation, ranging in capacity between 10,000 to 13,000 TEU.

Direct exports from Abu Dhabi to the ports of Rotterdam, Hamburg, London, Antwerp, and Le Havre, will consist primarily of polymers while returning vessels will carry a mix of general and project cargo imports. The ports of Karachi, Nhava Sheva, and Mundra will also benefit from the new service.

Naser Al Busaedi, Deputy CEO, CSP Abu Dhabi Terminal, said,



"Our new services will significantly increase the movement of cargo exports and imports between Abu Dhabi, Europe and India, providing our customers with solutions to tackle their international shipment needs, as well as the opportunity to target new markets."

Mohamed Eidha Tannaf Al Menhali, Acting Director, Khalifa Port, said, "This new dedicated service marks an important strategic step in Abu Dhabi Ports' vision to transform Khalifa Port's end-to-end logistics capability. The ability to connect with some of the world's

most important maritime hubs in Europe and the Northwest Indian Subcontinent will enhance Abu Dhabi's reputation as a leading facilitator and enabler of global trade in the 21st century. Not only does this announcement bolster our existing partnership with COSCO SHIPPING Ports Limited (CSP), but it also ensures our other customers will be well positioned to broaden their horizons by engaging with new trading and logistics opportunities all around the world."

FactFile

- The new direct service will be served by a fleet of eight vessels on rotation, ranging in capacity between 10,000 to 13,000 TEU



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American appoints GSA for Indian ops

American Airlines has appointed Air Logistics Group as its Cargo General Sales Agent (GSA) for its operations in India. The new GSA representation will bring added benefits to American's Cargo customers as the airline continues to expand its cargo capacity and frequency between the two nations. American Airlines Cargo has served the Indian market with a GSA for more than two decades.

"India is an important market for American's cargo operations," said **Tim Isik**, Director Cargo Sales – Europe, Middle East and Africa, in addition, "As we prepare

to launch our new Seattle to Bengaluru service in 2021, we are delighted to be strengthening our position in India through this exclusive partnership with Air Logistics Group." "India is a very important part of our worldwide network,

with a high demand for both inbound and outbound cargo traffic such as pharmaceuticals, auto parts and fabrics," said **Shanna Abbott**, GSA Contracts Manager, American Airlines Cargo, in addition, "Having Air Logistics Group

represent us throughout India will enhance service for our customers who ship from key cities. A local presence is a sure-fire way for us to ensure that each customer's needs are being met."

"We are excited to represent American Airlines' Cargo in India," said **Sakshi Gupta**, Country Manager, Air Logistics Group. "India is a fast growing and strategic market for American and we are looking forward to promoting and strengthening the exports and imports trade between the two nations through our skills and expertise," she adds.



Scoot increases modified cargo capacity with A320



To make up the shortfall and maintain global supply chains during the pandemic, Scoot has operated hundreds of cargo flights using passenger aircraft, including many where cargo was placed on passenger seats. Now, to better serve cities with smaller airports, Scoot has modified one of its A320ceo aircraft (9V-TAZ) to carry cargo in the cabin by removing all seats, doubling its cargo-carrying capacity to nearly 20 tonnes. **Campbell Wilson**, Chief Executive Officer, Scoot, said,

"With many passenger aircraft sitting idle due to the pandemic, Scoot started operating cargo charters to carry essential supplies as an alternative revenue stream.

Since then, we have been growing our cargo capacity and capabilities to remain competitive while providing more value for our customers. The modification works carried out on 9V-TAZ are our biggest undertaking to date, and we thank the Civil Aviation Authority of Singapore (CAAS) for their support in this endeavour."

Ethiopian Cargo partners with RTS



Ethiopian Cargo & Logistics Services has partnered with RTS on cargo revenue management (velocity) and pricing (AcceleRate) solutions. **Fitsum Abady**, MD, Ethiopian Cargo & Logistics Services, states, "We are very optimistic that having revenue management and pricing system will help us to maximise revenue by utilising the available capacity for high yield cargos. This revenue maximisation would be achieved using an automated decision-making system

that would be accurately forecasting cargo capacity by flight and a price range for evaluating pricing requests. It also helps allocate capacity to the appropriate products in such a way that maximises profit."

According to **Mukundh Parthasarathy**, Senior Vice President for Revenue Technology Services, "At the rate at which Ethiopian Cargo is growing, the solution would be instrumental in automating the revenue and pricing management."



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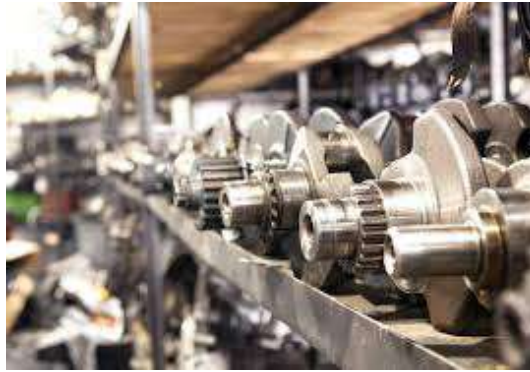
Report card: Indian auto component industry

Automotive Component Manufacturers Association of India (ACMA) announced the findings of its Industry Performance Review for the fiscal year 2019-20. The turnover of the automotive component industry stood at ₹ 3.49 lakh crore (US\$ 49.2 billion) for the period April 2019 to March 2020.



CT Bureau

The turnover of the automotive component industry stood at ₹ 3.49 lakh crore (US\$ 49.2 billion) for the fiscal year 2019-20, registering de-growth of 11.7 per cent over the previous year," informs Automotive Component Manufacturers Association of India (ACMA). Commenting on the performance of the auto component industry in India, **Vinnie Mehta**, Director General,



policy for electrification of vehicles and slowdown in key export markets, among others, had an adverse impact on the performance of the components sector in India as also on its expansion plans."

"However, with unlocking of economy, growth seems to be returning to the industry with uptick in

vehicle consumption especially in the two-wheelers, passenger vehicles and the tractor segments, although sales of commercial vehicles continue to be challenged. The component industry's performance is expected to return to pre-COVID levels by the festive season should the ramp-up be not stymied by lockdowns in manufacturing zones and lack of availability of manpower. Going forward, to allow for uninterrupted production in the automotive value chain, despite local lockdowns, ACMA has recommended to the government to accord 'continuous production industry' status to the automotive industry," Jain elaborated.

The auto component industry and the vehicle industry are closely working together for 'deep-localisation' and import substitution, which will result in higher value-addition by the auto component manufacturers making the sector exports competitive", he added. ↴

ACMA, said, "The overall vehicle industry witnessed a severe downturn in 2019-20 that saw its sales slump by 18 per cent. Auto Component aftermarket at ₹ 69,381 crore (US\$ 9.8 billion) remained stable while sales to OEMs in the domestic market at ₹ 2.87 lakh crore (US\$ 40.5 billion) declined 17 per cent. Both imports and exports declined by 11.4 per cent and 3.2 per cent respectively; imports stood at ₹ 1.09 lakh crore (US\$ 15.4 billion), while exports at Rs 1.02 lakh crore (US\$ 14.5 billion)".

Sharing his insights on the performance of the auto component industry in the year gone by, **Deepak Jain**, President, ACMA, said, "The automotive industry faced a prolonged slowdown in FY 2019-20 with vehicle sales in all segments plummeting significantly. Subdued vehicle demand, investments made for transition from BSIV to BSVI, liquidity crunch, lack of clarity on

Key findings of the ACMA Annual Industry Performance Review for 2019-20:

- **Exports:** Exports of auto components witnessed de-growth of 3.2 per cent to ₹ 1.02 lakh crore (USD 14.5 billion) in 2019-20 from ₹ 1.06 lakh crore (USD 15.2 billion) in 2018-19. Europe accounting for 30 per cent of exports saw a decline of 11 per cent, while North America and Asia, accounting for 30 per cent and 27 per cent respectively remained stable.
- **Imports:** Slowdown in the domestic market also reflected on imports of components into India. Component imports fell by 11.4 per cent to ₹ 1.09 lakh crore (US\$ 15.4 billion) in 2019-20 from ₹ 1.23 lakh crore (US\$ 17.7 billion) in 2018-19. Asia accounted for 65 per cent of imports followed by Europe and North America at 26 per cent and 8 per cent respectively. Imports from Asia declined by 7 per cent, while those from Europe by 22 per cent and from North America by 17 per cent.



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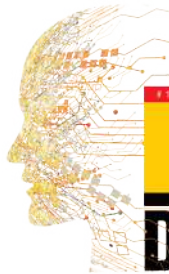
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REALITY CHECK

Is logistics going contactless or still a distant dream?

Digitalisation threatens to fundamentally disrupt logistics but could also help industry to reduce its inefficiency to shrink its environment impact. With a focus on how contactless logistics has become a necessity of the industry, **CARGOTALK**'s digital conclave looked at the factors which are stopping the logistics industry to move to data and automate.



DIGITAL CONCLAVE



Kalpna Lohumi



The pandemic has reiterated the need of logistics and transportation industry to automate. Now is the time to forget going paperless and considering if the industry is ready to go contactless because paperless is not enough. With an aim to focus on the significance of going contactless in the logistics industry, **CARGOTALK** organised a virtual conference to discuss how this pandemic has made contactless business environment a new normal of everyone's life. However, where does the logistics industry stand? Are we on the path to fully contactless automated supply chain or it is still a distant dream?

The session was led by **Cyrus Katgara**, President, Air Cargo Forum India; **V Raju**, Senior Vice President CL – Chemical, Pharma & Food Sector, Avvashya CCI Logistics (All Cargo Group); and **Satish Lakkaraju**, Chief Commercial Officer, Agility Global Integrated Logistics.

NOW IS THE TIME TO GO CONTACTLESS

Calling contactless logistics a dream coming true, Katgara says, "From last so many years we are asking to go paperless and adopt digitalisation but now is the time to go contactless. If we don't do it now and still rely on paper, sustaining in business for long would not be possible."

He lists few bullet points on how can we go contactless:

- Going paperless is the first step to go contactless; we have to be paperless to go contactless
- Secondly, we definitely need to embrace technology like the way we have never done before
- Smart routing, less handling and cost optimisation is the next thing on the list
- We really need to eliminate manual processes completely
- E-notification and digital signature to be used extensively; with such tools in place, we do not need custom officers or any authority for annexures or signatures. Everything has to be digital
- Real-time digital order tracking from origin destination
- Sea freight has gone one step ahead of us with the introduction of digital Bill of Lading (BL). This should be done in the air side also
- Cheque payments are so outdated; it's time everyone should embrace e-payments, NEFT, online payments, etc. We need to continuously push our vendors, suppliers, customers and even the authority to accept the e-payments
- Automation of customs process; customs has come a long way. In fact, for the first time customs is ahead of us and has taken steps in leaps and bounds. We should support this with maximum utilisation of green channels for custom clearance
- Last but not the least, embrace Blockchain technology

GOVERNMENT MOVES ARE ENCOURAGING

Keeping it simple in terms of what COVID-19 has done and what contactless means, Lakkaraju says, "It's clearly visible from the way we have been doing meetings in the past and how are we interacting now. However, it's only operations that have still been on ground but the rest of the things are now contactless." He continues, "It is highly encouraging to see government initiatives on digitalisation and contactless movement. In the past, our fear used to be that government is slow to react but for the first time, customs is the least painful

department to deal with as far as logistics is concerned. I have not gone to the custom officer in the last four years for my shipment to get cleared and my drawback to come back."

DIGITALISE EXISTING SYSTEM

According to Raju, "COVID-19 has only created disruptions for us in the supply chain and logistics and we need to learn to live in an uncertain world. Today the warehousing and last-mile distribution occupies such an important part in the entire supply chain management. What is more important for all the stakeholders to think is how can they modernise and digitalise their existing systems in a way that there is least manual intervention."

"The introduction of Warehouse Management System (WMS) in warehouses is required to find out the exact location of cargo and also plan our receipts, delivery and inventory management in time. Secondly, Blockchain technology can help in understanding and managing the inventory successfully. After this comes the racking; hence most of the warehouses now are scientifically planned and modern than the go-downs we used to have earlier. The warehouses, in order to take advantage of the vertical alleviation, are getting more and more racked and here an automatic storage and retrieval system (ASRS) works with the help of arbiter and least manual intervention and the machine is extremely successful in stacking and storing same type of cargo.

Stressing on the importance of the Traffic Management System (TMS), Raju continues, "With this in place the last-mile delivery can be planned skilfully in a route optimised model such that the least amount of time is taken by the vehicles to reach the end customer. They can be driverless vehicles which did a lot of work for China as well as US during this pandemic situation. We are talking of drones and conveyers system in the e-commerce warehouse. The robots and cobots are the final ladder in the success towards digitisation."



Cyrus Katgara

President, Air Cargo Forum India and
Gallery of Legends - India Cargo Awards 2017

✶ **Terminals play an important role in going paperless. Delhi International Terminal Airport made a system of not accepting paper at all. The airlines, freight forwarders, customs should also say we don't want paper** ✶

CUSTOMS & GOVT IS AHEAD OF US

Continuing on the steps taken by customs in leaps and bounds to improve logistics of our country, Katgara believes, "We are all in the same boat and we have to rock the boat. Customs is open for suggestions and they are doing such a great job. Now it is our responsibility



**V Raju**

Senior Vice President CL – Chemical, Pharma & Food Sector
Avashya CCI Logistics (All Cargo Group)

🔥 **The last-mile delivery can be planned skilfully in a route optimised model such that the least amount of time is taken by the vehicles to reach the end customer. They can be driverless vehicles** 🔥

to continuously push towards becoming totally contactless."

Commenting on what is stopping the industry from keeping pace with the government and who can take the responsibility to create more awareness on going contactless, he continues, "Associations do need to take the responsibility and we will take the

responsibility. It is the time for collaboration between all the associations, be it, ACFI, ACAAI, AMTOI, CHAA, etc. ACFI has already started training programmes on how we can go contactless. It's all about the mind-set and will power of people to avoid contact and forget our old system of interacting with people for work. We need to have interaction for every other thing except for work. Today, also at the ground level we have examination and other queries where there is contact.

Terminals also play an important role in going paperless. In fact, it was Delhi International Terminal Airport which made a system of not accepting paper at all. Similarly, the airlines, freight forwarders, customs should say we don't want paper. If everyone doesn't want paper we will definitely go contactless."

DRIVERLESS VEHICLES & DRONES

Commenting on whether India is ready for driverless vehicles and drones, Raju highlights, "At a moment it seems like a distant dream. However, today things have gone to the scientific level. The entire planning in warehouse has been done by WMS; we never used to have them in the past. The forklifts, stackers are now battery operated ones; we never used to have even ordinary forklifts. This is how things have changed over a period of time.

As of now the drones and driverless vehicles appear to be a little off hand but the day is not far off when India will start operating them. But slowly over a period of time we will definitely reach to that point where drones and driverless vehicle become a part of our supply chain. People still grumble about the investments to be made, high costs, but over a period of time this will become essential."

CAN INDUSTRY BE DIGITALLY ADVANCED?

According to Raju, "Introduction of technology means productivity and productivity coupled with efficiency is really going to pay back. Therefore, modern technology will definitely be endorsed and already 50 per cent of

your customers are prepared to pay extra just to get technology in your system. However, it is only the Indian customer who is still going to bargain with you and opt for the cheaper method which is manual dependent rather than technology dependent. But over a period of time everyone will realise the kind of savings that technology gives, though the initial investments are going to high. It won't happen in a day; it's going to take time because the knowledge about the productivity and efficiency that will come by technology has to move into the minds of all customers."

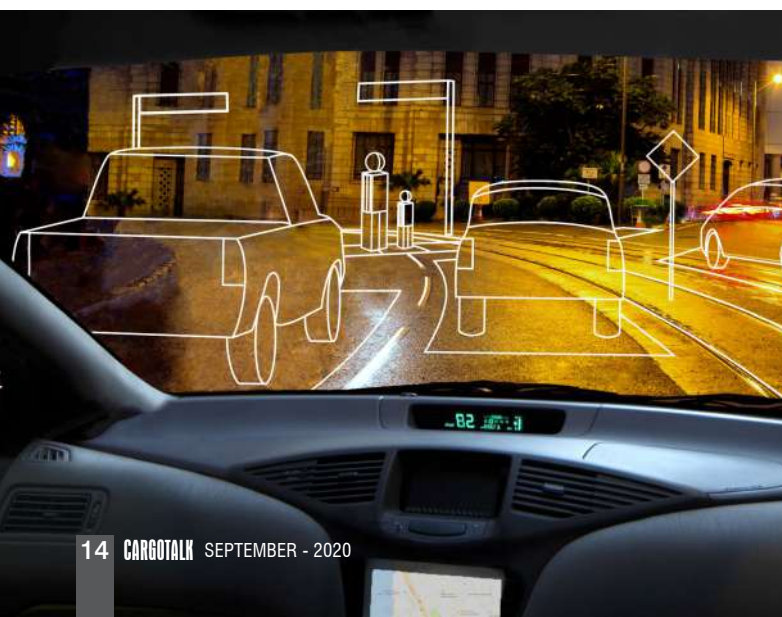
On this, Katgara notes, "The Indian customer is highly cost conscious; sometimes the value of the product is so low that he really can't afford to pay more but we also on the other hand have customers who are mature and would talk about value added services."

Is industry ready for Blockchain technology?

"We have to be ready for Blockchain because this is one of the end-to-end value adds which will benefit everyone in the chain, be it exporters, importers, shipping line, banking, freight forwarders, etc. Everyone is going to be the part of Blockchain and it will happen faster than we think. It's time that someone comes forward to take the lead in this issue," points Katgara.

INDUSTRY IS RUNNING ON TRUST

With going contactless, a lot of movement will get done on trust or faith. Expressing his views on the same, Lakkaraju says, "The logistics industry has been running dominantly for ages on the trust factor itself. A freight forwarder today is working with one laptop and internet connectivity; it is only trust with his customers that at the end of the day the cargo will move from point A to point B. There are hardly any contracts. If any customer walks to any freight forwarder, he would follow the process and the documentation but it is more of a trust than processes. It's up to the associations, freight forwarders and rest of the industry that integrity should be built in the organisation drastically and



if we all work as a team and enhance integrity to the greatest extent then trust will further enhance and we can work jointly to make India a market in future for everyone to come. Globally, there is a conception or fear that India is quite painful in ease of doing business but I would surely say that working in India has become much better."

"To go contactless, first we have to understand the meaning of working 24x7. South Africa was contactless in 2008 because they used to work 24x7 and they meant what 24x7 means. On Sundays also custom officers would reply to your emails," he adds.

Explaining the factors which need to be looked at, Lakkaraju comes with a term called 'BIRD' which says embrace Blockchain, IoT, Robotic process and automation and Digital analytics.

UPGRADE SKILLS TO STAY IN BUSINESS

Commenting on the balance between people and job reduction due to technology, Lakkaraju emphasis, "There are two aspects to it; with technology coming in, scale goes up. It means there is a fear that if technology

comes in then we will be losing jobs, but scale matters in every organisation to continue having people. However, if people don't upgrade their scale or their skills they will be out of business equally; one can have empathy towards people but at the same length and breadth if we keep telling them to upgrade their skills and they don't listen to it then ultimately they will be out of jobs not only with the current organisation but wherever they go, they will not be able to cope up with the demand that is required."

Sharing his thoughts on whether people will lose jobs with digitalisation, Katgara says, "It is only going to create more jobs. There is no point of getting afraid of losing jobs. With digitalisation business is going to grow and so are the jobs."

Are we equipped to handle the logistics of COVID-19 vaccine?

According to Raju, "By the time the vaccine is going to come, the logistics players will be ready. The vaccine needs big warehouses with temperature-controlled storage and temperature-controlled transportation as well. These are few important elements that are required for handling of vaccine which the bigwigs in the industry are already



Satish Lakkaraju

Chief Commercial Officer, Agility Global Integrated Logistics

✈ In the past, our fear used to be that government is slow to react but for the first time, customs is the least painful department to deal with as far as logistics is concerned. I have not gone to the custom officer in the last four years for my shipment to get cleared ✈

planning and by the time it will happen we will be ready for sure."

"India has been in the business of exporting pharmaceuticals from last so many years. All the airports in India have pharma facilities; Delhi & Mumbai have pharma centres and Mumbai has also upgraded its facility, Hyderabad always had a pharma centre, Bengaluru has a 'Coolport'. It now depends on where the vaccine comes. India is more than ready for the export; domestically if the need comes in there will be more upgradations to be done. However, we are ready and we have made investments in terms of upgrading the warehouses," says Lakkaraju.

"When the time comes, we are going to be ready. Today, it is difficult for a freight forwarder or a warehouse or service provider to know the capacity required. However, we have always stood up to the challenge and this time as well we will meet the challenge of exporters," adds Katgara. ✈

UPDATES

We have to be ready for Blockchain because this is one of the end-to-end value adds which will benefit everyone in the chain, be it exporters, importers, shipping line, banking, freight forwarders, etc. It's time that someone comes forward to take the lead in this issue.

— Cyrus Katgara

Introduction of technology means productivity and productivity coupled with efficiency is really going to pay back. Therefore, modern technology will definitely be endorsed and already 50 per cent of your customers are prepared to pay extra just to get technology in your system.

— V Raju

The logistics industry has been running dominantly for ages on the trust factor itself. A freight forwarder today is working with one laptop and internet connectivity; it is only trust with his customers that at the end of the day the cargo will move from point A to point B.

— Satish Lakkaraju

Digitalise systems

✈ From last so many years we are asking to go paperless and adopt digitalisation. If we don't go contactless now and still rely on paper, sustaining in business for long would not be possible.

✈ What is more important for all the stakeholders to think is how can they modernise and digitalise their existing systems in a way that there is least manual intervention.

E-COMMERCE BOOM

An opportunity for warehousing players



E-commerce has brought a logistics boom even before COVID-19 but the pandemic has further pushed the business ahead. Eminent speakers put forward their views on how this boom is an opportunity for warehousing players and not a challenge and what could be the way forward for a better future.



Kalpana Lohumi

With social distancing becoming crucial due to the COVID-19 pandemic, people across the world are diverting to e-commerce for their regular supplies. The pandemic has created new business boundaries and has pushed e-commerce ahead by a few years. And, warehousing being an essential element for management of e-commerce, supply and demand is experiencing a bigger boom. Warehousing is proving to

be a resilient sector amidst the pandemic, however the moot question remains, can warehousing withstand the e-commerce boom? The second session of CargoTalk's digital conclave discusses if warehouses need to change too with the changed stakes for e-commerce due to COVID-19 and the readiness of warehousing industry to meet the surge in demand. The session aimed at brainstorming ideas with three eminent speakers;



DIGITAL CONCLAVE



John Thomas, Group Director, Realistic Realtors & Reach Promoters and Director at CIRIL (Commercial Real Estate Advisors); **Naveen Rawat**, Director & Co-founder, Holisol Logistics; and **Amit Malakar**, Chief Customer Officer, Welspun One.

COVID-19 & CHALLENGES

Talking about the impact of COVID-19 on warehousing, Thomas says, "Warehousing industry was booming and escalating by leaps and bounds before COVID-19. The virus brought disruption but for a very short time." He continues, "By the end of this year or early 2021, the industry will bounce back. It has already started and there are certain arenas where the warehousing sector remained positive even during the COVID times as well depending upon the industry."

Sharing the challenging times given by COVID-19, Rawat says, "Things have started looking better especially on the e-commerce side. For many of our customers for whom e-commerce was just a secondary channel and their primary channel was selling from their stores, have now realised that e-commerce is not a filler but a very important part of their business. In the last four to six weeks the business has gone up to 50 per cent from a single digit market share of e-commerce."

Commenting on the possibility whether the figure would go back once things go back to normal, Rawat is sure that this change is not only a temporary measure but even as and when things go back to normal, e-commerce would still be an important kind of channel for them. "The growth percentage might not stay at 50 per cent but it will not go into single digit and will definitely not go back to pre-COVID level," he adds.

Stressing on the technology side, Malakar says, "COVID-19 has taught us few things, such as, how important it is to be digital in our business, consumer's direct connection to brand, and having multiple stock points rather than one to fulfil the demand quicker, to name a few. We have realised that industry players with robust supply chains and those who were well stocked and well replenished were the ones who survived."

Coming to the limitations, Thomas says, "The limitations of warehousing industry was and still is infrastructure; mostly an A-grade warehouse. Though it has improvised a lot; the share of A-grade warehouse would rather be approximately 40 per cent as of now and has increased by 20-25 per cent. The other limitation is the process of constructing and making an A-grade warehouse, from land cause to overall construction it includes various laws and implied approvals which take their own time and cost. We are growing and getting towards a more organised way of doing things and I am sure the government agency will definitely support this entire cause and make it more friendly for developers."

How important is a location?

Talking about the importance of location while building a warehouse, Thomas highlights, "One can create a location hub and build an A-grade warehouse in order to seek good returns out of that. However, when any institution fund buys a land, the overall infrastructure surrounding it, the overall transportation facility and reachability of a particular place from across the region is very important. So, by location, unlike retail or residential, it means more of accessibility from each and every standpoint; entire logistics has



John Thomas

Group Director, Realistic Realtors & Reach Promoters and Director at CIRIL
(Commercial Real Estate Advisors)

By the end of this year or early 2021, the industry will bounce back. It has already started and there are certain arenas where the warehousing sector remained positive even during the COVID times

to move around on a 24x7 basis. If that is served, the location can be made to the best benefit. And, for that matter A-grade warehouse is very important because even if the location is slightly off but if a developer tends to make an A-grade facility, it is still workable."

COVID-19 has changed e-commerce for the better and warehousing plays a very important role. Sharing his expectations from warehouse developers, Rawat says, "In the prevailing condition,



Naveen Rawat
Director & Co-founder, Holis Logistics

🔥 In the last four to six weeks the business has gone up to 50 per cent from a single digit market share of e-commerce. The growth percentage might not stay at 50 per cent but it will not go into single digit and will definitely not go back to pre-COVID level 🔥

gradually people have started getting an omni-channel ready or at least started experimenting at a smaller level, but a number of issues need to be figured out and the first is Grade-A warehousing space. With lot of private equity investment coming in, the total share is 40 per cent presently and growing. Hence, there is going to be sufficient availability of Grade-A quality warehousing space.

However, on the e-commerce side, we are getting the requirement of being able to be as close to the customer as possible. Land cost is important, therefore, these large hubs have to be located on the outskirts of the city because firstly land would not be available in the city and secondly it would be costly to do that. While the e-commerce company wants to do a 90-minutes delivery promise to the customer, location has to be taken care of with small space within the city that has to be optimally managed. There is going to be a lot of demand of smaller fulfilment centres with some sort of automation to

Need for expansion

→ Organised fulfilment centres within the city and Grade-A warehousing space gradually need to expand into larger cities

→ To give a consistent experience to the end customer we would be requiring high-grade infrastructure across India or may be across 50 cities



still be productive and efficient and being closer to the city. This is one area where we feel a lot of warehousing space is going to be required from within the city in addition to large big boxes Grade-A quality spaces which would be required on the outskirts of the city."

CONSOLIDATION OR DE-CONSOLIDATION

Calling logistics industry an important contributor to our economy, Malakar says, "There has been a lot of talk about warehouse consolidation over the last five years and now the government is also keen and trying to reduce some cost of supply chain. The warehousing industry has also got infrastructure status. Hence, things are moving in the positive direction in this industry."

On this Rawat adds, "With GST, the idea was to merge all the warehouses into two or three hubs and serve the entire country because the speed to market was not even a differentiator at that point of time. The emergence of e-commerce has done that today though GST allows you to consolidate all into one, the key business differentiator is to serve your customer faster than your competitor. Consolidation is a long-term process and at the same time the market is evolving and going towards two-hour delivery or 90-minutes delivery and hence more stock points are required."

"Organised fulfilment centres within the city and Grade-A warehousing space gradually need to expand into larger cities because right now they are probably happening in the top 10 geographies

but, moving forward, if we have to give a consistent experience to the end customer we would be requiring that kind of high-grade infrastructure across India or may be across 50 cities," he continues.

Sharing his thoughts on micro fulfilment centres, Malakar says, "Considering the speed to market factor, micro fulfilment centres are mushrooming already to serve 90-minutes express delivery."

TECHNOLOGY IS THE ONLY WAY TO GO

Commenting on should we be investing more on technology to sustain in business, Malakar says, "Technology is going to be a very important part of our lives. Everyone needs to be digitally savvy and make sure that their supply chain is resilient enough to reach the market through their warehouses. We have seen FMCG companies who were never on the e-commerce platform are now looking at digital distribution strategy in a big way.

With e-commerce coming in centre, COVID-19 has given rise to the need to have Grade-A warehouses which are fully compliant and can process lot of orders faster. We need people in warehouses who understand basic technology and automation. Hence, people need to be multi-skilled. Taking this forward to the next level since business will move to tier-2 and tier-3 cities, people do not need to migrate to metro cities. With good technology, automation and talent all coming together, growth can be seen in India."



Amit Malakar
Chief Customer Officer, Welspun One

🔥 **COVID-19 has taught us few things, such as, how important it is to be digital in our business, consumer's direct connection to brand, and having multiple stock points rather than one to fulfil the demand quicker, to name a few** 🔥

Is disruptive technology good for the industry?

Explaining why technology cannot be disruptive for the industry, Malakar shares, "With disruptive technology coming in the picture, we have come a long way from godowns to warehouse with cubic capacity. The next level of disruption probably came in where the goods started coming to us and we did not need to go to pick the goods with the help of Automated Storage & Retrieval System

(ASRS). The next level is now we could manage everything sitting at home with few people at the site but technology is helping us to manage lot of things remotely. With technology we are able to do things much more efficiently."

Continuing on the land cost, whether it is really a determinant, Malakar adds, "India is a high-population density country and we need a lot of space for agriculture and for other industries too.



We have also seen warehouses setting up in those lands and violating the norms to maximise the space utilisation. But this is not right, every time when there is a violation of statutory compliances, it will affect us in the future. The next disruptive thing in warehousing is going to be utilising the same floor and go high. If we have bought a good and compliant piece of land with all the rights and approvals in place, we can maximise the usage without violating the single rule of the law and try to build multi-storeyed buildings which are as good as building on the floor but with a ramp and with a truck which goes up, and being absolutely compliant. So, there are disruptions at multiple levels; it's all in the mind. If you are open to new ideas and disrupting known trends then there is lot to be done."

"Rental upside is another way to look at; a developer is spending a good time and amount of money in building a Grade-A warehouse. But is that recoverable in terms of rental? Government needs to be in hand-to-hand along with us to ensure that warehousing industry booms the way we are aspiring it," stresses Thomas.

FUTURE IS BRIGHT

"Warehousing has always been a centre of many sectors, whether it is FMCG, retail, fashion or 3PL companies. Warehouse will not go anywhere, it's here to stay and become stronger. This entire COVID-19 disruption has made us think on various innovations, initiatives which we should do for our better future such as Grade-A warehouses with better facility and automation for more supplies. Today, we are facing a difficulty of getting a good and ready Grade-A warehouse in a decent location. In Delhi, we don't have a legally compliant warehouse, the government needs to get in line and give that support and make it smoother for a warehouse to get legally compliant," says Thomas.

According to Rawat, "Whatever is happening on the e-commerce side is not a challenge to the warehousing players, but it is a huge opportunity and I think together we will all grow and move forward." 🔥

UPDATES

The limitations of warehousing industry was and still is infrastructure; mostly an A-grade warehouse. Though it has improvised a lot; the share of A-grade warehouse would rather be approximately 40 per cent as of now and has increased by 20-25 per cent.

— John Thomas

While the e-commerce company wants to do a 90-minutes delivery promise to the customer, location has to be taken care of with small space within the city that has to be optimally managed. There is going to be a lot of demand of smaller fulfilment centres with some sort of automation to still be productive and efficient and being closer to the city.

— Naveen Rawat

Everyone needs to be digitally savvy and make sure that their supply chain is resilient enough to reach the market through their warehouses. We have seen FMCG companies who were never on the e-commerce platform are now looking at digital distribution strategy in a big way.

— Amit Malakar

Logistics outlook revised to negative



Given the prevailing circumstances and its near impact on the industry metrics, ICRA has revised the outlook on the logistics sector from 'stable' to 'negative'. **CARGOTALK** reaches out to industry players to take their opinion on where is the logistics sector to be seen by the end of this financial year.



Kalpana Lohumi

With intermittent lockdowns still in place in several pockets across the nation and muted recovery anticipated in the industrial activity, the logistic sector including warehousing sector is likely to witness sharp demand contraction in the near-term. Consequently, in FY2021, ICRA expects a contraction of 18-20 per cent Y-o-Y in aggregate revenues of its sample of logistics companies.

Additionally, the near-term profitability metrics are anticipated to remain under pressure given the subdued fleet utilisation levels in light of muted freight availability, and continued high fixed costs such as driver salaries, truck EMIs and maintenance costs. Accordingly, the outlook on the sector has been revised to 'negative' from 'stable'.

The implementation of the 40-day nationwide lockdown aggravated the prevailing softness in the Indian economic activity, resulting in a decline in freight availability during Q4 FY2020, which further contracted sharply in Q1 FY2021. According to **Shamsher Dewan**, Vice President, ICRA Ratings, "The implementation of nationwide lockdown to contain the COVID-19 spread resulted in disruption in supply chains across sectors, restrictions on cross-border movement and dearth of availability of drivers and thereby led to contraction in revenue of the logistics sector in Q4 FY2020; and subsequently in Q1 FY2021. Further, the near-term growth prospects of the sector also remain subdued owing to the evolving COVID-19 situation, which has exacerbated the Indian macroeconomic growth scenario. Accordingly, the

domestic logistics sector is expected to contract sharply in the current fiscal."

"Under the current circumstances ICRA's revised outlook for logistics sector from stable to negative seems perfectly reasonable," believes **Surendra Jeet Singh**, Managing Director, Pinkcity Logistics, in addition, "To state the fact, the movement of EXIM containers which is also a part of the transportation sector has taken a huge hit. The import movement has seen a sharp decline due to the effect on import and the same effect has now snowballed into the export sector where there is a slowdown in movement in numbers due to non-availability of containers. The price point in export has firmed due to demand but due to lack of equipment the movement is still subdued and the same has a roll-on effect on the transportation sector."

Far-reaching impact

➔ Resilient supply chains can provide a significant advantage to the economy at large and therefore stability in the logistics industry can have a far-reaching impact

The logistics sector will take at least the next three quarters to revive as the price and payment of this sector is last priority for the manufacturers. The manufacturers shall see an upside by next two quarters in terms of volume and then only the volume in transportation shall start seeing the effect. Moreover, no incentive has been given to the transportation sector or fleet owners to revive. The only way government could have incentivised the sector was by waiving taxes and permit fees which was already exorbitant. While government has announced that the fees, insurance & permit fees and taxes could be deferred but the penalties that have been levied has offset any benefit which could have transpired because of allowance of delay in payment.

The transportation companies have been burdened with high fuel rate which exists despite such low rates of crude in international market. The effect or benefit of falling crude in international market has not percolated to this sector at all while all the benefit is being passed on to state-owned refining companies. According to Singh, it is

not a great business decision on part of the government. He adds, "In times of pandemic, the state should subsidise the sectors of industries which are stressed and the government could have helped the sector by assisting on fuel prices and helping with the direct state taxes form the major part of overhead and operational cost. No benefit has been provided by the government to help a fleet owner to maintain the staff during the pandemic. Logistics sector, particularly road, if not provided with these benefits can take more than next three quarters to see an upside."

On the other hand, **Ravi Jakhar**, Chief Strategy Officer, Allcargo Logistics, says, "Although the COVID-19 has disrupted the economy and affected the cargo movement during the lockdown phase, the overall impact of the pandemic situation on the logistics sector will only remain in the short-term. The sector has, in fact, shown tremendous resilience to weather the storm. As the economy is showing signs of revival and the manufacturing sectors are coming back to normal, the logistics sector should regain its pre-COVID momentum soon. Unorganised



Shamsher Dewan
Vice President
ICRA Ratings

✦ **The near-term growth prospects of the sector also remain subdued owing to COVID-19, which has exacerbated the Indian macroeconomic growth scenario** ✦

logistics players with limited ability to navigate through the crisis may however get impacted."

Vikash Khatri, Founder, Aviral Consulting is of the opinion that by the end of FY 21 the logistics industry will



Surendra Jeet Singh
Managing Director
Pinkcity Logistics

✦ **The government could have helped the sector by assisting on fuel prices and helping with the direct state taxes form the major part of overhead and operational cost** ✦



Logistics cost

➔ The introduction of the National Logistics Policy will further create an enabling environment in the industry by facilitating the seamless movement of cargo and reduction in the logistics cost



Ravi Jakhar
Chief Strategy Officer
Allcargo Logistics

✶ With the economy is showing signs of revival and the manufacturing sectors coming back to normal, the logistics sector should regain its pre-COVID momentum soon ✶



Vikash Khatri
Founder
Aviral Consulting

✶ Once we extrapolate volumes for FY 2021 with continued improvement in subsequent months, we see overall contraction in road transportation to the tune of 20% ✶

be on a normal growth trajectory with a lag of one year. Explaining how, he continues, "We are approaching towards mid of FY 21 and the situation is still not normal. Although most of the economic activities have started inspite of the growth in COVID-19 cases but a normal situation is still far-off. Our estimate about transportation sector is aligned with ICRA's estimate of contraction by 18-20 per cent. If we break down volume trends in month over month,

we find that April was a completely washed out month, while transportation activities in May were about 45-50 per cent normal. Since June there is continuous improvement in month over month volumes and it is currently hovering around 80 per cent of normal volume. In last five months, decline in EXIM has also directly impacted hinterland transportation volumes. Once we extrapolate these volumes for FY 2021 with continued improvement in subsequent months, we see overall contraction in road transportation to the tune of 20 per cent."

It is the only sector which has not stopped working in this pandemic since day one. Explaining the factors that made the outlook of the logistics sector negative, Singh says, "The transportation and logistics sector was working non-stop while catering to the essential services. However, logistics and transportation is dependent on other sectors as well. The manufacturing sector in itself is contracting by more than 0.5 per cent every quarter for last five quarters before the pandemic has now a domino effect.

Just to see the effect of the same, few major inland Container Depots/Ports were closed by government during the second month of the pandemic; now the transport companies operating in these inland ports have unutilised capacity which will now add more trucks to places which are still operating. This kind of unutilised capacity burden will

ultimately drive the logistics cost down and will affect the sector even more."

DEVELOP LOGISTICS INFRASTRUCTURE

While explicating what is required to bring stability in the industry, Jakhar says, "Resilient supply chains can provide a significant advantage to the economy at large and therefore stability in the logistics industry can have a far-reaching impact. This can be achieved through better use of technology and developing logistics infrastructure. The introduction of the National Logistics Policy will further create an enabling environment in the industry by facilitating the seamless movement of cargo and reduction in the logistics cost. Continued e-commerce boom will further ensure business continuity and growth."

According to Khatri, "Growth of logistics will be ultimately depending on restoration of economic activities and demand. But from supply side, interim initiatives will be required to support the industry for sustenance. There is a need for financial relief to truck owners, transporters, distributors, and the agent community to help them in managing their working capital and recover from the loss of business due to the lockdown. Government has already taken various initiatives specially to support road transportation by way of moratorium on EMI, extending the validity of vehicle documents and loans to SME. Push to boost manufacturing on Indian shore will also support the sector." ✶

Need to tap Kerala's export potential of US\$ 6.7 bn

According to the Exim Bank Study, Kerala has an untapped potential of US\$ 6.7 billion in merchandise exports. Exim Bank has organised a webinar on the theme 'Potential for Enhancing Exports from Kerala' to proffer key export strategies for Kerala to realise its latent potential and achieve higher export growth trajectory.

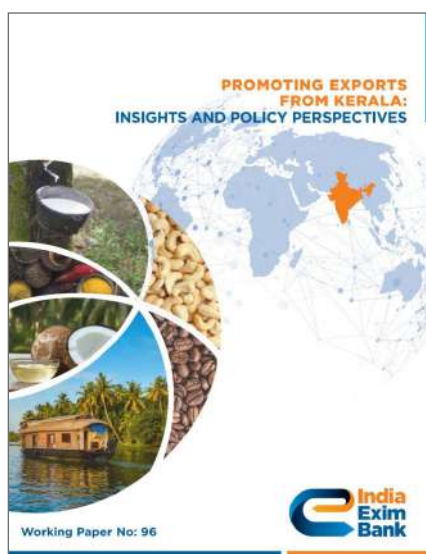


CT Bureau

The merchandise exports from Kerala stood at US\$ 9.8 billion in 2018-19, as per the study published by the Export-Import Bank of India (Exim Bank). Despite exports from the state having registered robust growth during the recent period, there remains an untapped merchandise export potential of nearly US\$ 6.7 billion. Realising this potential could increase merchandise exports from the state to nearly US\$ 16.5 billion. With a favourable policy framework and concerted efforts to boost exports, Kerala could target to achieve US\$ 54.7 billion of export revenues by 2024-25.

Exim Bank released a working paper titled 'Promoting Exports from Kerala: Insights and Policy Perspectives'. The study identifies a six-pronged export strategy for the state, built upon the essential dimensions of diversification of products and markets, infrastructure leverage and strengthening, capacity building, fiscal incentives, devising an export promotion campaign, and institutional streamlining. The study recommends diversification away from traditional export items for Kerala towards higher value-added products such as processed food, technical textiles, bulk drugs, and electronics and machinery.

Highlighting the role of trade enabling infrastructure in export competitiveness, the study recommends, inter alia, adoption of a public-private partnership model for strengthening the existing network of waterways, creation of



a fund for development of export infrastructure in the non-major ports, increasing warehousing capacity in the districts of Alappuzha and Palakkad, leveraging Central government sponsored schemes for enhancing the cold chain network, utilising IT-enabled services to improve the reach and connectivity for agricultural produce, and setting up a Centre of Excellence for the Animation, Visual Effects,

Gaming and Comics sector in the state. From the perspective of capacity building, it suggests development of a branding strategy for products in which the state has geographical indications, refund of expenses incurred

by exporters in the state for obtaining statutory certifications, assisting firms in availing funding for cutting-edge technologies under various Central government schemes.

The GoI could also consider fiscal incentives such as capital subsidy or grants in priority sectors and reimbursement of electricity duty in key export-oriented sectors. As part of its Export Promotion Campaign, the government could consider setting up Export Awards, establishing a brand equity fund for branding and marketing of products from Kerala, and assessment of the industrial clusters in Kerala for identification of the necessary areas of intervention.

David Rasquinha, Managing Director, Exim Bank, noted that international trade is at the focal point of the narratives of 'Atmanirbhar Bharat' and 'Vocal for Global', and there is a need to coalesce efforts at all levels of governance to prepare the domestic industry for achieving these objectives.



David Rasquinha
Managing Director
Exim Bank

International trade is at the focal point of the narratives of 'Atmanirbhar Bharat' and 'Vocal for Global', and there is a need to coalesce efforts at all levels of governance to prepare the domestic industry for achieving these objective

Traffic statistics (Domestic Freight)

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

(A) 19 International Airports

1	Chennai	4,526	7,273	-37.8	11,102	28,395	-60.9
2	Kolkata	5,906	8,968	-34.1	15,189	26,900	-43.5
3	Ahmedabad	3,083	5,322	-42.1	6,082	19,794	-69.3
4	Goa	162	393	-58.8	312	1,295	-75.9
5	Guwahati	911	1,874	-51.4	2,331	7,263	-67.9
6	Lucknow	769	1,061	-27.5	1,418	3,754	-62.2
7	Jaipur	879	1,328	-33.8	1,456	4,601	-68.4
8	Trivandrum	61	114	-46.5	122	834	-85.4
9	Bhubaneswar	493	794	-37.9	927	3,060	-69.7
10	Calicut	6	68	-91.2	269	389	-30.8
11	Varanasi	205	309	-33.7	288	1,073	-73.2
12	Coimbatore	347	789	-56.0	632	3,189	-80.2
13	Srinagar	599	1,227	-51.2	645	4,295	-85.0
14	Amritsar	43	133	-67.7	89	596	-85.1
15	Mangalore	200	0	-	404	24	-
16	Portblair	432	580	-25.5	1,121	2,148	-47.8
17	Trichy	0	0	-	0	2	-
18	Imphal	222	708	-68.6	450	2,519	-82.1
19	Vijayawada	227	208	9.1	528	865	-39.0
Total		19,071	31,149	-38.8	43,365	110,996	-60.9

(B) 6 JV International Airports

20	Delhi (DIAL)	20,494	31,409	-34.8	44,725	120,179	-62.8
21	Mumbai (MIAL)	9,847	24,243	-59.4	22,726	91,637	-75.2
22	Bangalore (BIAL)	8,750	13,399	-34.7	19,680	49,173	-60.0
23	Hyderabad (GHIAL)	4,119	5,012	-17.8	7,698	19,922	-61.4
24	Cochin(CIAL)	742	1,200	-38.2	1,693	4,734	-64.2
25	Nagpur (MIPL)	251	1,676	-85.0	304	3,405	-91.1
Total		44,203	76,939	-42.5	96,826	289,050	-66.5

(C) 9 Custom Airports

26	Pune	1,255	3,037	-58.7	2,458	11,747	-79.1
27	Patna	996	1,068	-6.7	1,978	4,088	-51.6
28	Bagdogra	388	563	-31.1	821	2,561	-67.9

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

29	Indore	295	791	-62.7	582	3,300	-82.4
30	Visakhapatnam	318	570	-44.2	926	2,127	-56.5
31	Chandigarh	433	678	-36.1	863	3,472	-75.1
32	Surat	302	327	-7.6	1,270	1,548	-18.0
33	Madurai	86	94	-8.5	162	376	-56.9
34	Aurangabad	11	58	-81.0	15	269	-94.4
Total		4,084	7,186	-43.2	9,075	29,488	-69.2

(D) 20 Domestic Airports

35	Ranchi	438	359	22.0	728	1,980	-63.2
36	Raipur	344	494	-30.4	674	1,934	-65.1
37	Agartala	120	443	-72.9	249	1,666	-85.1
38	Jammu	66	128	-48.4	113	507	-77.7
39	Bhopal	72	84	-14.3	148	414	-64.3
40	Dehradun	0	12	-	8	45	-82.2
41	Udaipur	0	1	-	0	2	-
42	Vadodara	51	236	-78.4	108	1,157	-90.7
43	Leh	105	139	-24.5	174	760	-77.1
44	Jodhpur	0	0	-	0	1	-
45	Dibrugarh	82	78	5.1	120	316	-62.0
46	Hubli	45	9	400.0	45	39	15.4
47	Silchar	76	67	13.4	130	290	-55.2
48	Tuticorin	0	5	-	0	23	-
49	Kanpur(Chakeri)	0	18	-	0	49	-
50	Rajkot	0	1	-	0	8	-
51	Jharsuguda	1	4	-75.0	1	7	-85.7
52	Dimapur	29	22	31.8	47	103	-54.4
53	Juhu	11	30	-63.3	23	119	-80.7
54	Agatti	0	6	-	0	15	-
Total		1,440	2,136	-32.6	2,568	9,435	-72.8

(E) 2 St Govt./ Pvt Airports

55	Lengpui (Aizwal)	32	39	-17.9	65	135	-51.9
56	Nasik (Hal Ozar)	0	0	-	0	7	-
Total		32	39	-17.9	65	142	-54.2

Grand Total (A+B+C+D+E) 68,830 117,449 -41.4 151,899 439,111 -65.4

* Estimated

Traffic statistics (International Freight)

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

(A) 15 International Airports

1	Chennai	15,811	24,636	-35.8	42,383	96,830	-56.2
2	Kolkata	3,276	5,453	-39.9	7,129	20,685	-65.5
3	Ahmedabad	4,418	4,605	-4.1	5,756	17,808	-67.7
4	Goa	0	109	-	5	474	-98.9
5	Guwahati	0	0	-	18	0	-
6	Lucknow	102	342	-70.2	289	1,379	-79.0
7	Jaipur	0	180	-	0	792	-
8	Trivandrum	1,684	2,857	-41.1	4,481	8,855	-49.4
9	Bhubaneswar	18	0	-	18	0	-
10	Calicut	864	2,645	-67.3	2,601	9,615	-72.9
11	Varanasi	0	0	-	0	5	-
12	Coimbatore	111	196	-43.4	219	901	-75.7
13	Amritsar	26	68	-61.8	36	522	-93.1
14	Mangalore	65	197	-67.0	183	852	-78.5
15	Trichy	1021.0336 MM	736	-81.5	453	2,653	-82.9
Total		26,511	42,024	-36.9	63,571	161,371	-60.6

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

(B) 6 JV International Airports

16	Delhi (DIAL)	39,752	53,568	-25.8	100,362	207,244	-51.6
17	Mumbai (MIAL)	32,295	48,030	-32.8	102,211	198,907	-48.6
18	Bangalore (BIAL)	16,303	19,182	-15.0	51,728	77,668	-33.4
19	Hyderabad (GHIAL)	5,078	7,229	-29.8	17,533	29,169	-39.9
20	Cochin (CIAL)	3,200	5,445	-41.2	10,819	21,699	-50.1
21	Nagpur (MIPL)	0	309	-	0	532	-
Total		96,628	133,763	-27.8	282,653	535,219	-47.2

(C) 4 Custom Airports

22	Pune	0	11	-	0	20	-
23	Indore	4	102	-96.1	12	421	-97.1
24	Visakhapatnam	0	37	-	0	132	-
25	Madurai	4	128	-96.9	5	516	-99.0
Total		8	278	-97.1	17	1,089	-98.4

Grand Total (A+B+C) 123,147 176,065 -30.1 346,241 697,679 -50.4

(Source: AAI)

Bengaluru processes 71,406 MT of cargo

Kempegowda International Airport, Bengaluru (KIAB/BLR Airport) facilitated shipment of 71,406 metric tonnes (MT) of cargo including 6,194 MT of perishables and 2,300 MT of pharma supplies between April and July 2020. During this period, BLR Airport's cargo market share rose to 15.3 per cent from 11.2 per cent.

While international cargo throughput was 51,728 MT, domestic was 19,678 MT during this period. Of this, perishables, including 507 MT of mangoes, were delivered to 31 international destinations. Apart from perishables and pharma, the other freight processed during this period included electronic and engineering equipment, spares and readymade garments.



Before the pandemic, the airport's cargo volumes were distributed between freighter and passenger aircraft in 40:60 ratios. However, the lockdown and subsequent restrictions on international scheduled passenger flights, impacted cargo movements. Several airlines commenced 'cargo-only' flights using passenger aircraft to bolster depressed global airfreight capacity and drive

a spike in cargo demand. About 40 per cent of BLR Airport's cargo during the period April to July 2020, was transported by Passenger-to-Cargo (PTC: Passenger flights ferrying cargo) aircraft. As a result, BLR Airport

recorded more than 2,990 Cargo ATMs, registering a 79 per cent growth over the same period last year. In addition, BLR Airport processed 341 MT of COVID-19-related cargo from March to July.

CARGO UPLIFTED

- **Oman Air** set a new record by uplifting 49,593 kgs of perishable cargo from BLR Airport in June. This is the highest ever PTC uplift

on an A330-300 single aircraft for both Oman Air as well as BLR Airport. The uplift included vegetables, hatching eggs, fruits and other perishables.

- **Emirates SkyCargo** created a record, lifting 73,928 kgs on a Boeing 777-300ER Passenger to Cargo (P2C) aircraft at BLR Airport; this was a record across its network. The consignment included pharmaceuticals, garments and machinery.

- **DHL** handled their highest tonnage of 1,461 MT in the month of June 2020. This is their highest tonnage in a month since their inception at BLR Airport in June 2020.

- **FedEx** handled their highest tonnage of 1,385 MT in the month of June 2020. This is their highest tonnage in one month since their inception at BLR Airport.

Air Cargo: Aviation's bright spot

Air cargo industry in India and globally is witnessing major changes due to the current pandemic situation. **B Raghavendran**, General Manager – Airfreight / India, Teamglobal Logistics shares how air cargo has become a priority over the other modes of transport amidst the pandemic.

Air cargo is an integral part of the supply chain and is an irremovable link in the whole process. Airfreight forwarders play a crucial role in the value chain. They ensure 'ready for carriage' of cargo and offer various solutions and also comply with customs and various rules & regulations of different countries. Currently, global airfreight is having a downfall in terms of the volumes. A key to recovery is the global implementation of re-start measures agreed as per ICAO to keep passengers and crew safe. This will open up the belly capacities which have disappeared in the last few months. It has been a great relief offered by airline operators through converting passenger flights into cargo freighters for time being to overcome the situation, and to have a business continuity process.

As the freight rates are increasing tremendously and due to lack of belly capacities, regular airfreight customers can look at multimodal as an option to add the services of sea freight along with airfreight which can provide a cost-benefit during these critical times as long as they have sufficient transit time buffer. Due to the current lockdown situation worldwide, globally recognised stickers for air cargo transport, labelling it as 'Air Cargo – Urgent' will add value to avoid delays while air cargo is trucked down anywhere



either at origin or destination. India should also consider all airports as transshipment hubs, which will attract overseas cargo from neighbouring Asian countries to move their cargo through these transshipment hubs and will make carriers to look into India as a stronger market for airfreight growth.

In 2020, due to the falling passenger demand, cargo is one bright spot for the industry and this will continue to grow. The industry is waiting to get back to the pre-COVID level of rates as the non-availability of belly capacities have increased the rates up by three to four times which is a high burden for air cargo.

The need of the hour is to:

a) Stay alert and protect yourself and your team

b) Provide simple and cost-effective solutions to customers

c) Understand customer requirements and support in their supply chain

d) Digitise the airfreight solutions and ensure continuous improvement

e) Review your business continuity process every month

f) Training & skill enhancement

Due to high airfreight rates, investments for every organisation have increased. There is a need to choose the right business and to provide the right service levels. Depending on how the pandemic evolves and solution availability through vaccines, medicines, the recovery will also be faster in terms of air travellers wanting to travel again which will open up doors for all carriers to fly again.



B Raghavendran
General Manager – Airfreight / India
Teamglobal Logistics

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

PPP for COVID-19 vaccine logistics: DHL

DHL, working with McKinsey & Company as analytics partner, has published a white paper on delivering stable logistics for vaccines and medical goods during COVID-19, and future health crises. A framework is provided to tackle future health emergencies beyond COVID-19.



Logistics providers are challenged to rapidly establish medical supply chains to deliver serums of unparalleled amounts of more than 10 billion doses worldwide with first emergency use authorisations for COVID-19 vaccines expected to be effective in the last quarter of 2020. Currently, more than 250 vaccines across seven platforms are being developed and trialled. As COVID-19 vaccines have leapfrogged development phases, stringent temperature requirements (up to -80°C) are likely to be imposed for certain vaccines to ensure that their efficacy is maintained during transportation and warehousing. This poses novel logistics challenges to the existing medical supply chain that conventionally distributes vaccines at

Over the past few months, we have demonstrated that sufficient planning and appropriate partnerships within the supply chain can play a key role as governments work to secure critical medical supplies during health emergencies such as this

— Katja Busch

~2–8°C. In the paper, DHL evaluates how the transport of vaccines as highly temperature-sensitive product can be managed effectively to combat the further spread of the virus.

THE SCOPE OF THIS TASK IS IMMENSE

To provide global coverage of COVID-19 vaccines, up to ~200,000 pallet shipments and ~15 million deliveries in cooling boxes as well as ~15,000 flights will be required across the various supply chain set-ups. Share the experience of operating during one of the biggest health crises in recent history, in order to develop strategies in an ever-more connected world, **Katja Busch**, Chief Commercial Officer DHL, explains, “The COVID-19 crisis required governments, businesses, and the logistics industry alike to adapt quickly to new challenges. To protect lives against the pandemic, governments have moved towards a more active role in medical supply chains. Over the past few months, we have demonstrated that sufficient planning and appropriate partnerships within the supply chain can play a key role as governments work to secure critical medical supplies during health emergencies such as this.”

FUTURE PUBLIC HEALTH CRISIS MANAGEMENT TO INCLUDE PPP

Since the outbreak of the pandemic, demand for medical supplies has surged. For example, UNICEF sourced 100 times more face masks and 2,000 times more medical gloves than in 2019. Bringing medical supplies from their distant sources to use at the frontline has been one of the most crucial activities in pandemic response management in the first phase of the health emergency. For PPE specifically, inbound logistics were a major challenge due to geographically concentrated production, limited airfreight capacity and a lack of inbound quality checks. In order to ensure stable medical supply in a future health crisis, a comprehensive setup of public health crisis strategies and structures needs to be established by governments with partnerships from both public and private sectors.

Supply chain set-ups

➔ To provide global coverage of COVID-19 vaccines, up to ~200,000 pallet shipments and ~15 million deliveries in cooling boxes as well as ~15,000 flights will be required across the various supply chain set-ups





MGH's 2nd train on Kolkata-Benapole route

MGH has moved its second installment of the container train from CTKR, Kolkata to Benapole. The 15-wagon train with 30 containers is carrying FMCG goods, textile and raw material for cosmetics of multiple well-renowned exporters. This rail movement has opened doors to a fast and economical route for the traders.



CT Bureau

The Train service between the two countries finally came to fruition after a lengthy pursuit by both the governments, CONCOR & Indian Railways, Indian Customs, Bangladesh Railways, CCBL and MGH, which was a desired necessity for years due to rising bilateral trade between two countries, which in FY 2018-19 stood at \$10.04 billion and

had constraints of longer transit time, limited capacity of the sea, congestion at land routes and high airfreight costs.

Expressing his gratitude for the support that MGH has provided in execution of the first ever container train service for exports from India to Bangladesh, **Sachit Dhawan**, Proctor & Gamble, says, "This helps us get the critical stocks needed for Bangladesh business. The team has kept a close watch on local developments, provided on-ground intelligence and recommendations to P&G team during the COVID crisis."

mgX carried goods of Procter & Gamble India Ltd, Arvind Textiles and Vardhman Textiles in 50 side open containers in the first shipment of its kind and has ensured end-to-end transport solution from their respective factories in India till Benapole.

"Final approval from Benapole Land port and Bangladesh Customs to operate the first container train was received on July 22, 2020 and operating the first train with 50 containers within 48 hours

is a remarkable achievement of team MGH at both the sides of the border, where support from Kolkata Customs, CONCOR Kolkata and Benapole Land Port & Benapole Customs was immense," says **Himanshu Pant**, Chief Operating Officer, MGH India.

Congratulating CONCOR & MGH Logistics for this long pending initiative, **Aviram Keshava**, Head - Export Commercial, Arvind Limited, states, "The train service to Benapole will help the whole textile industry to commit to stringent delivery schedule. This will ensure enhanced business opportunities for us." According to **Sunil Tangri**, Commercial Head, Vardhman Textiles, "Both sides has recognised that increasing connectivity through air, water, rail and road offers mutually beneficial opportunity for enhancing economic cooperation between India and Bangladesh. Rail connectivity will prove to be more efficient in terms of cost and time as compared to other modes for trading with Bangladesh and that in turn will boost economic trade." 

Growing opportunities

- mgX plans to operate one weekly train with 60 TEUs on every Saturday from Majerhat to Benapole.
- The train will reach Benapole next day on Sunday with a transit time of less than 12 hours compared to 10-12 days of transit by Petrapole land port and 30 days of transit time via sea.
- On seeing the efficiency of the new route and the growing opportunities that the trade-lane has to offer; the train shall now function regularly and shall complete the journey within a speedy 200 minutes time frame. The true spirit of MGH lies in looking at a problem and turning it into an opportunity, and that's exactly what has been portrayed in this first of its kind initiative.

DLDS upgrades LDB with detailed end-to-end tracking

To enhance its customers' experience and mitigate risks in the current challenging times, DMICDC Logistic Data Services (DLDS) has revamped Logistics Data

Bank (LDB) portal. The redesigned LDB portal brings in a well-defined layout and navigation and delivers a visually pleasing platform to its customers.

loading and unloading. International location tracking plays a huge part in planning supply chain, and now imported containers can be tracked from the port of loading. Users can do multiple container tracking and group container tracking through a grid console to enable user-friendly engagement.



"LDB users can now see dwell time of containers at ports, CFSS, ICDs on a real-time basis. We have also added the feature of gate cut-off and expected vessel departure information to enable our customers to plan their daily operations efficiently," said **Surajit Sarkar**, COO, DLDS.

FactFile

- Earlier the information was provided only for the next destination but now detailed information can be accessed about container port of loading and unloading

The portal now provides detailed voyage tracking of EXIM containers with end-to-end tracking map view. Earlier the information was provided only for the next destination but now detailed information can be accessed about container port of

Tata Motors introduces 16-wheeler tipper truck

Tata Motors has announced the launch of the country's first 16-wheeler, 47.5-tonne multi-axle tipper truck, named Signa 4825. TK, for surface transport of coal and construction aggregates. The Signa 4825.TK's gross vehicle weight allows more load per trip with its 29 cubic metre box load body. The truck offers enhanced performance, higher payload capacity, lower total cost of ownership, higher comfort and safety for the driver. The tipper truck is equipped with three distinct drive modes – light, medium and heavy – to ensure optimum power and torque selection, based on the load and terrain, ensuring high fuel

efficiency. It comes as a factory-built, ready-to-use vehicle with the 29 cubic metre tipper body and hydraulics. The Signa 4825.TK is available in two configurations: 10×4, 10×2 to offer flexibility to the customer, based on their requirement.

RT Wasan, Vice President, Product Line, M&HCV, Tata Motors, said, "Recognising the needs of the customers such as those in construction and coal industry who wish to complete large projects ahead of time, we have developed India's largest tipper, with gross vehicle weight of 47.5 tonnes."



Delhivery & Volvo join hands to test 'tractor-trailer'



Addressing challenges of speedy delivery and cost efficiencies of services, Delhivery and Volvo have come together to test and deploy an articulated Volvo FM 4x2 solution for express operations. In line with the government's ambition

of reducing the logistics cost of the country, Volvo will work towards better solutions that will render faster turnaround time, higher uptime of the trucks, safer and comfortable trucks that will enable the driver deliver increased productivity.

These custom-built solutions will enhance the efficiency of the express cargo movement through trailers of higher capacities of around 93 cum, maintaining an average running of over 20 hours a day and 3,00,000 km in a year. These tractor-trailers will revolutionise the industry by delivering efficiency and productivity which is more than double compared to the current range of tractors in India.

Vinod Aggarwal, Managing Director & CEO, VE Commercial Vehicles, said, "Turnaround and

efficiency is the focus in these trucks. The Volvo FM 4x2 solution has a comfortable cabin along with a superior clutch free driveline that enables effortless driving for about 20 hours with a set of drivers. Telematics ensures that exhaustive data is captured, analysed and correction happens throughout the trucks journey. The reduced delivery time helps customers to fulfil their business goal of delivery to their customers in the shortest possible time, substantially reducing order cancellations."

SpiceJet conducts first long-haul freighter

SpiceJet operated its first-ever long-haul cargo flight from Amsterdam to Mumbai using its wide-body Airbus A340 aircraft. With this the airline has become the first Indian carrier to operate a non-stop cargo flight from Europe. Adding Netherlands to its international cargo network, the airline carried 13 tonnes of cargo supplies to Mumbai.

Ajay Singh, Chairman & Managing Director, SpiceJet, said, "The induction of our first Airbus A340 cargo aircraft has significantly enhanced our operational capability and will allow us to operate non-stop cargo services across the globe to destinations in Europe, Africa



and CIS countries." SpiceJet has operated over 5,764 cargo flights and transported over 31,800 tonnes of cargo – this is more than double of all domestic airlines combined together – carrying medicines and medical equipment and fruits and vegetables to all corners of India and the world since March 25, 2020.

The airline operated the country's first cargo-on-seat flight on April 7, carrying vital supplies in passenger cabin & belly space. Since then, the airline has been regularly deploying its B737 and Q400 passenger aircraft to carry cargo in the passenger cabin. SpiceJet's international cargo network now spans over

42 international destinations that include Amsterdam, Rome, Almaty, Abu Dhabi, Baghdad, Bahrain, Bangkok, Bishkek, Cambodia, Cairo, Cebu, Chad, Colombo, Dhaka, Doha, Dubai, Guangzhou, Ho Chi Minh, Hong Kong, Huangzhou, Incheon, Jakarta, Kabul, Kathmandu with among others.

FactFile

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WB govt reviews industry status for logistics sector



For seamless development of various infrastructure projects, the West Bengal government is anticipating to grant industry status to the state's US\$ 20 billion logistics sector. The state is also working on framing a logistics policy and it could require about ₹1,000 crore to lay the initial groundwork to implement it in the short-term.

According to the official, "The status of industry will help the logistics sector smoothly develop infrastructure. The conversion of agricultural land to develop logistics related infrastructure will be easier.

Getting access to land banks, state funding, incentives and single window support will also be easier."

The authorities have suggested setting up a nodal agency, Logistics Development Council, with representation from both the industry and the government, for implementing the policy. The state is also contemplating to earmark 500 acre of land for logistics development, out of which 100 acre may be brought out from rehabilitated land with multimodal connectivity.

FactFile

- The West Bengal government is anticipating to grant industry status to the state's US\$ 20 billion logistics sector. The state is also working on framing a logistics policy.

Indian Railways launches Kisan Rail to transport perishables

In order to ensure fast transportation of agricultural produce across the country, Indian Railways has launched Kisan Rail service for transportation of perishable goods with refrigerated coaches. The train will run between Deolali in Maharashtra to Danapur in Bihar covering the journey of 1,519 kilometres in 32 hours. It is expected

to reduce transportation costs by ₹1,000 per tonne compared with roadways and reduce travel time by around 15 hours.

Narendra Singh Tomar, Agriculture Minister, says, "Kisan Rail would help the farmer get his due for his produce. Kisan Rail and Kisan Udan were announced to ensure farmers are able to avail robust transport facilities. During lockdown, Railways ran 4,610 trains and as a result, there was no shortage of food supply." The train will halt at Nasik Road, Manmad, Jalgaon, Bhusaval, Burhanpur, Khandwa, Itarsi, Jabalpur, Satna, Katni, Manikpur, Prayagraj Chheoki, Pt. Deendayal Upadhyay Nagar and Buxar. The train, which will run on a weekly basis, is expected to build a national cold supply chain for perishable items like fish, meat and milk.



Safexpress opens Logistics Park in Rudrapur

Considering Rudrapur as one of the largest industrial hubs of Uttarakhand and a crucial location from supply chain & logistics perspective, Safexpress has announced the launch of its ultra-modern Logistics Park in Rudrapur in the presence of senior dignitaries

The Rudrapur Logistics Park enables loading & unloading of over 100 vehicles simultaneously, which ensures smooth and uninterrupted movement of goods. Operations at the Logistics Park are highly streamlined, which ensures the country's fastest transit-time from



of the company. This state-of-the-art facility is located on National Highway 109. The Logistics Park will serve as a nodal point for supply chain & logistics in the region. This facility is based at a strategic location and has strong connectivity with all states.

Rudrapur to over 1,131 destinations across India. The facility has a column-less span of over 80 feet, which facilitates uninterrupted movement of goods within the facility. To enable all-weather loading & unloading of goods, the facility is equipped with 16 feet wide cantilever shed.

ESR India acquires 39 acre land in Chennai for ₹ 332 cr

To expand its operations in the Indian market, ESR – the Hong Kong-based logistics developer has announced that the company has acquired a 39-acre land in Chennai for ₹ 332 crore to tap into the growing demand for warehouses and logistics facilities. Located on SH-48, close to Oragadam junction, the park would be connected by air, road, rail and ports.

Abhijit Malkani and **Jai Mirpuri**, Country Heads of ESR India, state, "Due to its strategic location and connectivity to the world through ports, business environment, infrastructure and strong workforce, ESR Oragadam will be well-positioned to cater to the needs of the expanding industries across automobile, auto-ancillary, R&D centres, 3PL's, e-commerce, electronics, energy, aerospace and

defence. This investment is in synergy with ESR's goal to build a significant portfolio of modern industrial and logistics infrastructure across the country."

Strategically located amongst the upcoming industrial and logistical belt on the State Highway connecting Oragadam to Walajabad in Tamil Nadu, this 36-acre park is proposed to be IGBC Gold Rated. The industrial and logistics park will be built to the highest specifications and equipped with best-in-class infrastructure, demonstrating the full scope of ESR's sustainability initiatives and human-centric designs. With this investment, ESR expands its India footprint to 14 locations.



Robinsons Global sets up 1,50,000 sq ft warehousing facility

With a total investment of ₹ 6.5 crore, Robinsons Global Logistics Solutions has recently set up a new 1,50,000 sq ft warehousing facility. The facility has 25,000 sq ft of temperature controlled area with a spectrum of +4 to -25 degree Celsius at Bhiwandi in Thane district of Maharashtra. This is the first such warehouse of the four such facilities the company plans to set up by the first quarter of 2021 in the country. This warehouse is part of a larger expansion plan for RGL that includes the introduction of



value-added services like transport brokerage and document storage, along with the addition of four

more warehouses across the country in the coming months. The warehouse is designed to

create cost-efficient systems that leverage machine learning and Internet of Things for surveillance and people management.

Aditya Vazirani, Chief Executive Officer, Robinsons Global Logistics Solution, said, "We are already in the process of adding three more warehouses similar to this Bhiwandi facility in other parts of the country by Q1 2021. RGL also plans to launch its independent transportation brokerage vertical in October and document management services in September 2020."

DP World buys Transworld to strengthen portfolio

DP World's subsidiary Unifeeder has announced the acquisition of Transworld Feeders FZCO, Avana Logistek, including its subsidiary Avana Global FZCO, and Transworld Feeders which is the containerised Indian coastal and EXIM feeder shipping operations of Shreyas Shipping and Logistics Limited, excluding vessels and bulk operations. The transaction is subject to regulatory approvals.

Sultan Ahmed Bin Sulayem, Group Chairman and CEO, DP World, said, "We are delighted to announce these bolt-on acquisitions which give us complete coverage in fast-growing markets between East Africa, Gulf, and the wider Indian



Subcontinent. These new activities are in line with our strategy and complement our recent acquisitions of Feedertech and Perma Shipping. We now have the capability to offer superior connectivity between Asia, the Indian Subcontinent, the Middle East, and East Africa, and this greater scale and comprehensive network presence will allow us to reduce

inefficiencies in the supply chains to the benefit of all our customers." "Transworld Feeders and Avana are both strong and well-known brands that handle approximately 1.2 mn TEU per annum and operate in fast-growing markets. Our Unifeeder ISC platform will continue to operate an asset-light, independent common-user platform," he added.

Ramesh S Ramakrishnan, Chairman of Transworld Group & Shreyas Shipping and Logistics, said, "The acquisition of three of our portfolio companies, will provide DP World and Unifeeder ISC a robust platform to jointly deliver a more complete range of solutions to our customers."

FactFile

- We now have the capability to offer superior connectivity between Asia, the Indian Subcontinent, the Middle East, and East Africa, and this greater scale and comprehensive network presence will allow us to reduce inefficiencies in the supply chains

FarEye raises additional US\$ 13 million

FarEye has raised an additional US\$ 13 million as an extension to its Series D investment led by The Fundamentum Partnership and KB Global Platform Fund. The investment will accelerate the company's global expansion to address the steepening digital curve for logistics transformation. The need is being further accelerated by enterprises and end consumers demanding, faster delivery experiences.

"We are seeing a surge in the need for real-time visibility in logistics for businesses to build customer-centric supply chains. With recently raised funds, we will continue to invest in the best talent in the Americas, Europe, and APAC to support our hyper-growth in these regions. With a vision to make FarEye one of the most customer-centric organisations globally, we aim to make every delivery delightful



Kushal Nahata
CEO, FarEye

for the consumers," said **Kushal Nahata**, CEO, FarEye.

Sanjeev Aggarwal, Co-founder, Fundamentum, said, "Investment in the logistics space is essential for the economic growth of any nation. FarEye has captured the pulse of this industry and has all the ingredients to head towards global leadership."

Mundra Port handles 968,000 TEUs in Q1

Adani Ports and Special Economic Zone (APSEZ) recorded 26.33 per cent decline in consolidated profit to ₹ 757.83 crore for April to June quarter due to COVID-19-induced lockdowns. The company had registered a consolidated net profit of ₹ 1,028.69 crore in the corresponding period a year earlier. Despite the fall in cargo volumes, Mundra Port became the largest container handling port in India by handling 0.97 million TEUs in Q1 FY21, surpassing JNPT volume of 0.85 million.

Lockdown measures to tame the spread of COVID-19 resulted in lower import and export, impacting cargo throughput in the first quarter of FY21. Its total income declined to ₹ 2,749.46 crore for the first quarter, as against ₹ 3,216.92 crore in the year-ago period. The company's total expenses during the quarter under review rose to ₹ 1,805.24 crore as



Karan Adani
Chief Executive Officer and
Whole Time Director, APSEZ

compared to ₹ 1,796.34 crore in the year-ago period. "In the first quarter of FY21, we were able to perform operationally at par with pre-COVID levels. During this period, we relooked at fundamentals of port operations and realigned costs, thus maintaining Port EBITDA margin of 70 per cent," says **Karan Adani**, Chief Executive Officer and Whole Time Director, APSEZ.

FTCCI Business Facilitation Centre launched



GMR Hyderabad Air Cargo has announced the commencement of Federation of Telangana Chambers of Commerce and Industry (FTCCI) Business Facilitation Centre at its terminal. The FTCCI lends its support to the industry and government in promoting economic growth and cross border trade through its various programmes and initiatives. The FTCCI Business Facilitation Centre will significantly benefit the exporters and cargo agents from

Hyderabad and South India region. Presently, the exporters and cargo agents can get the 'Certificate of Origin' right at the GMR Hyderabad Air Cargo Terminal thus saving lot of travel time. The Center will also offer Visa Recommender Letters for overseas travel for business promotion. There will be time saving for documentation for export shipments specially for perishable shipments like fruits, vegetables and marine export shipments, which are to be exported in a time-

bound manner to maintain the freshness of the produce.

Hyderabad Air Cargo also flagged off the first 'Cool Dolly' temperature sensitive shipment of Dr. Reddy's Laboratories under 15-25 degrees centigrade. GMR Hyderabad Air Cargo (GHAC) Terminal is a Good Storage and Distribution Practices (GSDP) certified Terminal and maintains unbroken cool-chain for

transportation of temperature sensitive pharmaceutical ingredients and vaccines. With introduction of Cool Dolly, the mobile refrigeration unit for airside transportation, the temperature integrity can be maintained at the airside apron while the export goods wait for the aircraft. This will prevent any temperature excursions and thus maintain the efficacy of the goods.



ASSOCHAM partners with JBS & LSC

ASSOCHAM in partnership with JBS Academy and Logistic Sector Skill Council (LSC) is conducting three training programmes in supply chain and EXIM logistics domain. The three programmes; sales in logistics, insurance in logistics and legal aspects are 26, 25 and 24 hours programmes respectively which will be conducted two days in a week spread across the month of September, October and November. This will be one of its kind programmes in the country where industry, academia and government have joint hands together to meet the surge in demand for up skilling of professionals in logistics industry. The course content of the programme is designed by learned and qualified faculty members having more than 25

years of experience in logistics industry. The industry experts and subject matter specialists have contributed in conceptualising the

programme and thorough research and brainstorming sessions have been done in concluding the topics and course material. We have received an encouraging response ever since the course concept was made live and steady number of applications have poured in from across India," said **Capt. Sandeep Mehta**, Chairman ASSOCHAM's National council on Ports and shipping.

All the three programmes will be conducted online, with approx. one hour session per day. With an unique approach that has been adopted for the programme, a baseline pre-test will be conducted to

assess the skill level of participants in the beginning of the course and post completion, further test will be conducted to assess the impact the programme is able to make on the domain knowledge of participants. Qualifying candidates receiving above 60 per cent marks shall receive certificates for successful completion of the course and other participants will receive participant certificates.



FactFile

■ The three programmes; sales in logistics, insurance in logistics and legal aspects are 26, 25 and 24 hours programmes respectively which will be conducted two days in a week spread across the month of September, October and November

MOVEMENTS

CMA CGM INDIA

The CMA CGM Group has announced the appointment of **Atit Mahajan** as the new Managing Director for CMA CGM India. With an extensive industry experience and strong leadership abilities in Indian shipping & logistics sectors, Mahajan has taken over the position from August 1, 2020. Mahajan has served as the Chief Financial Officer, CEVA Logistics India and Chief Operating Officer, LCL Logistix, both subsidiaries of the CMA CGM Group.



SPOTON LOGISTICS BENGALURU

Spoton Logistics has announced the appointment of **Uday Sharma** as its Chief Operating Officer. In his earlier role as Director of Sales at Spoton, Sharma is credited with driving the company's above industry average growth and profitability, and successful foray into high value market segments including SME, e-commerce and lifestyle. As COO, he will assume greater charge of the company's day-to-day sales and service delivery operations and will continue to report directly to Abhik Mitra, MD & CEO, Spoton Logistics.



UPS INTERNATIONAL

UPS has announced the appointment of **Scott Price** as President, UPS International. Price will bring the global operational perspectives he has gained from being responsible for strategic planning, global business services & the company's advanced technology group, as well as having lived and worked abroad in Europe & Asia for most of his career. He was previously Executive Vice President of Global Leverage at Walmart International; President & Chief Executive of Walmart Asia.



MENZIES AVIATION SWEDEN

Thomas Hoff Andersson, has joined Menzies Aviation in Sweden as Vice President for Scandinavia, reporting to VP North, East and West Europe, Miguel Gomez. Andersson served at Bengaluru International Airport for a little over a year and was responsible for aviation safety, security, landside, terminal and airside operations, engineering and maintenance, IT operations and projects, enterprise risk, marketing and 85 per cent of staff in BIAL. Previously, he worked as Director at Copenhagen Airport for eight years.

UPS US

UPS has appointed **Nando Cesarone** into the role of President, US operations. Cesarone formerly held the position of President, UPS International, in which he led the company's operations in more than 220 countries. Prior to that, he served as President of European operations at UPS and led the regional division to record business performance during the company's five-year investment programme. In his new role, Cesarone will lead UPS's US customers to greater cross-border success.



CRANE WORLDWIDE TEXAS

Crane Worldwide has appointed **Brannon Kuykendall** as its Chief Information Officer. Kuykendall has successfully led technology teams ranging from start-ups to Fortune 500 enterprises and has a diverse experience in software development, cyber security, compliance, cloud computing, artificial intelligence and more. Prior to joining Crane Worldwide, he served as Chief Information Officer in the oil and gas industries, as well as Chief Technology Officer at ThoughtTrace, an artificial intelligence SaaS company.



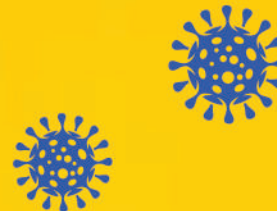
CATHAY PACIFIC HONG KONG

Cathay Pacific has appointed **Tom Owen** into the role of Director of Cargo. Owen has served on the Cathay Pacific leadership team as Director of People for the past five years where has been instrumental in creating policies and processes that enable people to deliver our renowned customer service and the values enshrined in our Move Beyond promise. He has previously held a variety of senior posts at the airline, as well as at other Swire Group companies.



NEUTRAL AIR PARTNER GLOBAL

Neutral Air Partner (NAP) has appointed **Sam Okpro** to lead its recently launched global airline partner programme. Okpro comes with an extensive experience in the air cargo logistics and aviation sector, having held senior management roles in leading airlines, including Air Canada, BWIA, Gulf Air, Etihad Airways, Air Seychelles, and IATA. The programme includes various partnership options from preferred carrier status, charter deals, special cargoes, as well as targets and volume incentives on a regional or global scale.



India's first **COVID-19** training module
for the Cargo industry

Covid SMART



This online training programme designed by WHO trained personals to help the industry rebound safely from COVID-19.

All participants that complete the training will receive a completion Certificate after they have passed the test at the end of the training.

www.covidElearn.com



Wherever your pharma goes. We keep cool.

When it comes to delicate cargo, both logistics experts and global pharmaceutical manufacturers value our dependability. As a CEIV-certified airline, we strive to play our part in the cool-chain and meet our customer's temperature requirements. Even in the toughest conditions.

