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A DDP Publication

Published from : ★ India

Pages 44 | ₹50



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in execution**
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warehousing in 2021



Air cargo shines amidst crisis



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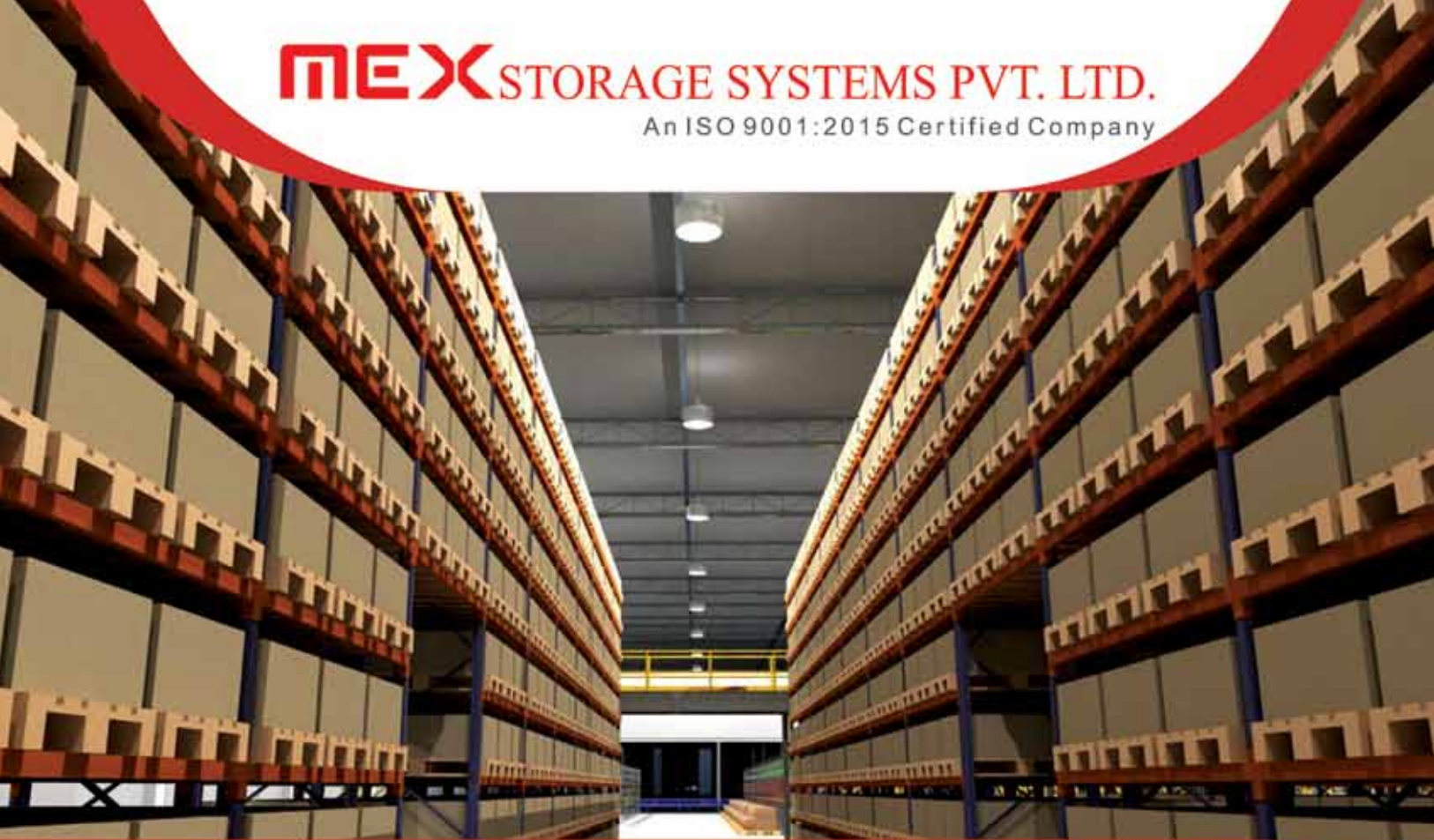
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EDITORIAL
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DESIGN
 Nityanand Misra

ADVERTISEMENT DESIGNERS
 Nitin Kumar

PRODUCTION MANAGER
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 Ashok Rana



DDP is printed, published and edited by SanJeet on behalf of DDP Publications Pvt. Ltd., printed at Modest Print Pack Pvt. Ltd., C-52, DDA Sheds, Okhla Industrial Area, Phase-I, New Delhi-110020 and published at 72, Todarmal Road, New Delhi - 110 001; Tel: +91 11 23234177, E-mail: cargotalk@ddppl.com, Website: www.cargotalk.in

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COVER STORY

Air cargo industry resilient amidst crisis



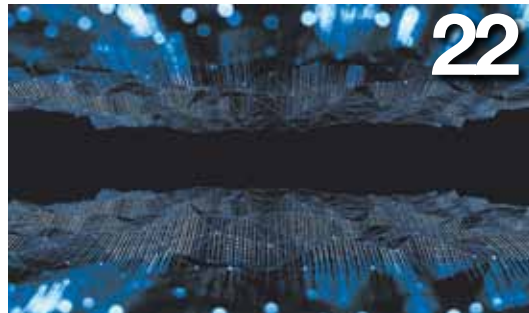
AVIATION TALK

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NEWS



Air cargo volumes reach pre-COVID levels. The air cargo volumes in CTKs terms were up by 1.1% in January 2021 compared with 2019 levels and 6.1% year on year

Icelandair to add two B767-300ER freighter to TAI's portfolio



Titan Aircraft Investments, the joint venture between Titan Aviation Holdings and Bain Capital Credit, has announced the acquisition of two 767-300ER aircraft from Icelandair. The aircraft will be converted into freighters and leased back to the airline. **Bogi Nils Bogason**, President and Chief Executive, Icelandair Group, said, "With continued positive outlook for cargo operations post COVID, I am confident that the B767-300ER freighters will allow us to maximise new opportunities in our markets. These aircraft carry around 50 per cent more freight than our current two B757-200 freighters and fit very well into our current fleet and network. Our aim is to increase the capacity in our markets, as well as strengthen Iceland as a hub for cargo, in a similar way as our passenger hub that provides attractive connections between continents."

Michael Steen, President & Chief Executive, TAH, said, "We are delighted to welcome Icelandair as a strategic customer and to support their long-term expansion plans. The 767-300ER is a very attractive medium-sized freighter and we are excited to manage these two aircraft on behalf of the joint venture. We currently own 21 767-300ER freighters, which provide us with extensive experience in this aircraft type."

Turkish Cargo carries 1.7 million doses of COVID-19 vaccines

Turkish Cargo has delivered 1.7 million doses of COVID-19 vaccine supplied by UNICEF from India to Kinshasa, the capital of the Democratic Republic of Congo, in cooperation with global shipping company Kuehne + Nagel. Apart from the vaccines, the carrier has successfully delivered hundreds of thousands of COVID-19 syringes belonging to UNICEF from Barcelona to Tunisia and COVID-19 vaccines from Amsterdam to Kiev, Tbilisi and Amman. Creating a global pharmaceutical corridor among more than 400 destinations in the world, Turkish Cargo reaches more than 300 destinations, 96 of which are direct cargo destinations.

With the widest flight network in the world, Turkish Cargo takes an important responsibility in delivering COVID-19 vaccines to the whole world and continues to cooperate with national and international authorities.



Air France KLM Martinair Cargo opens 24/7 customer service centre

Understanding the need to keep vital supply chains running smoothly, Air France KLM Martinair Cargo (AFKLM) has set up a customer COVID Service Centre dedicated to managing all COVID-19 vaccine shipments. After a successful trial period in a few selected countries, this new 24/7 service is available worldwide.



The carrier has launched a new product to ensure that COVID-19 vaccines get the special attention they require. The customised COVID vaccines solution is available for all temperature ranges and container types and offers a variety of premium features such as highest priority on board, 24/7 dedicated service, monitoring and intervention, and specific security measures. All shipments booked as Customised COVID Vaccines will

bear the mandatory special handling code SHL (Save Human Life). "Understandably, at this exceptional time, a great deal of attention is devoted to combatting the coronavirus crisis and everything that comes with it, such as the transportation of vaccines. I am grateful that we can make an essential contribution to this," says **GertJan Roelands**, SVP Sales & Distribution AFKLM Cargo.

Oman Air gets IATA CEIV Pharma certification



Confirming the airline's capabilities for safeguarding the integrity of time and temperature-sensitive pharmaceutical products from point of origin to destination, Oman Air has been certified IATA Center of Excellence for Independent Validators for Pharmaceutical Logistics (CEIV Pharma). In successfully obtaining the industry-wide standard, the airline now aims to grow its participation as an important carrier for the global bio-pharma industry. **Abdulaziz Al Raisi**, CEO, Oman Air, comments, "The certification underpins our capabilities as a global cargo carrier for the quality handling of time and temperature-sensitive healthcare products. This is especially significant during the current COVID crisis, a time when the integrity of vital medications, including vaccines, relies entirely on safe and dependable cold chain expertise both in the air and on the ground. To do so, our customers can benefit from our state-of-the-art facilities at the Muscat International Air Cargo Hub."

Driven by the global biopharma industry, IATA's CEIV Pharma programme encompasses and, often at times, supersedes many of the existing standards and guidelines including European Good Distribution Practice, World Health Organization (Annex 5) and United States Pharmacopeia Standards. Obtaining certification demands a high level of commitment from airlines along with exacting standards for pharmaceuticals handling.

Emirates SkyCargo, DCAA sign MoU for Dangerous Goods movement

In order to streamline processes for the transportation of Dangerous Goods (DGs), Emirates SkyCargo and the Dubai Civil Aviation Authority have signed an MoU. Under the terms of the agreement, the two entities will work together to strengthen mechanisms to proactively share information on certain classes of DG booked for transport on Emirates SkyCargo through Dubai. This will complement the information that is already provided as part of the Dangerous Goods Declaration submitted to the DCAA as part of the approvals process for the transportation of goods classified as DG in accordance with IATA Dangerous Goods Regulations. The MoU aims to develop an approval process for transporting such cargo, creating better efficiency and reducing wait-times pre transportation.



Ethiopian marks one year of 'Freighter' operations



Ethiopian Airlines completed one year of cargo only service on a passenger aircraft on March 25, 2021 with its Boeing B787-900. The first flight departed from Addis Ababa to Kinshasa carrying more than 16 tonnes of much-needed PPE and other shipments inside the cabin and the belly of the aircraft. Following the sharp decline in passenger number due to the pandemic, Ethiopian swiftly shifted focus to cargo operations and became among the very few pioneers to load cargo on passenger aircraft's cabin. Immediately afterwards, the carrier reconfigured 25 passenger aircraft into freighters using its own internal MRO capabilities and distributed the much-needed Personal Protective Equipment and medical supplies across the globe.

CMA CGM assigns ECS Group as its GSA to market air cargo's offerings

The CMA CGM Group has chosen ECS Group as its exclusive GSA to help support the expansion of its new air division, CMA CGM Air Cargo, in the air cargo industry. CMA CGM Air Cargo operated its first full-freight flight on March 13 between Liège and Chicago. By combining their expertise, the two specialists' aim is to connect Europe to international markets – starting with the United States. With four Airbus A330-200F aircraft, the CMA CGM Group chose Liège (LGG), a dynamic intermodal freight hub, as the location for its European base and will begin by operating flights to Chicago O'Hare (ORD) in the USA. This is the first stage of the roll-out of this business strategy, which is designed to offer clients broad global coverage. There are also plans to launch new destinations in the United States, which will be announced shortly.



As part of CMA CGM Air Cargo's worldwide roll-out, the CMA CGM Group is working with ECS Group via a global cargo capacity marketing partnership.

dnata handles 5,000 cargo-in-cabin flights in one year at Dubai International (DXB)

dnata has handled more than 5,000 cargo-in-cabin flights, safely moving over 50,000 tonnes of shipments at Dubai International airport (DXB), since March last year. In response to the strong air cargo market demand for the rapid, reliable and efficient transportation of essential commodities, several airlines have introduced additional cargo capacity during the pandemic by using passenger aircraft with seats fully or partially removed from the cabin. To adapt to changing customer needs, dnata has enhanced services, improved processes and trained more than 500 employees to safely and efficiently handle passenger planes carrying cargo only. dnata has introduced effective procedures across a range of aircraft types. With no existing industry standards to refer to, the company built the necessary procedures from scratch in collaboration with key stakeholders, including IATA and several airline customers.



Volga-Dnepr & LEJ to establish Emergency Logistics Hub



Volga-Dnepr Airlines (Volga-Dnepr) and Leipzig/Halle Airport (LEJ) have inked a MoU to set up an Emergency Logistics/ Humanitarian Hub. The Group is ready to ramp up Emergency Logistics Hub with its operational base in LEJ, over 30 years of experience and expertise in humanitarian logistics, a diversified fleet of freighters including ramp ones which are self-sufficient for flight operations to remote or less equipped airports, LEJ is ready to offer its beneficial market-driven commercial conditions for export warehousing, long-term storage conditions for emergency cargo and terminal handling package to support the industry.

IATA launches EPIC to enhance digital collaboration across air cargo



In order to support the digitisation of the global air cargo supply chain, the International Air Transport Association (IATA) has announced the launch of the IATA Enhanced Partner Identification and Connectivity (EPIC) platform. EPIC simplifies the complex process of making digital connections across the air cargo value chain including enabling the efficient exchange of critical information such as messaging capabilities and identities. As the air cargo industry continues to digitalise, airlines, freight forwarders, ground handlers and customs authorities need to be able to securely work together digitally.

CargoAi launches CO2 emission calculation features

CargoAi has announced to launch new features to allow freight forwarders to assess and reduce the CO2 emissions generated by their business activities. With the new features offered from CargoAi, freight forwarders can now choose routes and airlines based on their carbon impact and calculate the CO2 emitted from each shipment. Monthly CO2 emissions reports are also available to allow clients to analyse their own impact and monitor improvements. As powerful decision-making and CO2 emission calculation tools, these features are highly sought after by clients at a time when sustainability is playing an increasingly significant role in air cargo.

Also, the free universal track and trace system enables any freight forwarder to track their shipment instead of checking with each airline and calculate at the same time the CO2 emission of the shipment. Finally, the monthly emissions report means forwarders can analyse their carbon impact and monitor improvements.



Aeroterm opens 50,000 sq ft multi-tenant airside cargo facility at CVG



Aeroterm, an owner and developer of on-airport cargo facilities, has announced the completion of a new Class A, 50,400 square-foot, airside cargo facility at Cincinnati/Northern Kentucky International Airport (CVG). The building can accommodate cargo, ground support equipment and other terminal support users, such as flight kitchens and commissaries. The LEED certified facility at CVG is designed to meet the additional capacity needs at the airport as the demand for shipping grows. Tenants of the new facility will benefit from the expansion, as will the CVG airport. The newly enlarged facility offers flexibility to expand by 120,000 square feet in future phases, 6,000 square feet of available space, 24'-0" clear height, insulated precast walls with structural steel framing, interior and exterior LED light fixtures, direct access to aircraft apron and ground support equipment-rated (GSE) concrete tie-in for GSE storage and freight staging and integrated airport security system.

The new Aeroterm facility is among other large supply chain facilities at CVG including a DHL global hub and Amazon's new Prime Air cargo hub which will be completed in 2025. In addition to this project at Cincinnati/Northern Kentucky International Airport, Aeroterm is currently working on air cargo development at John F. Kennedy International Airport, Miami International Airport, Manchester-Boston Regional Airport and the latest phase of an air cargo development at Chicago's O'Hare International Airport.

Frankfurt's cargo throughput rises by 21.7% to 1,80,725 MT in February 2021

In February 2021, cargo throughput (airfreight + airmail) at Frankfurt Airport (FRA) rose by 21.7% to 180,725 metric tonnes in the reporting month – despite the ongoing shortage of belly capacity normally provided by passenger aircraft. Due to this robust growth, Frankfurt Airport recorded its highest February cargo month ever. Aircraft movements decreased by 69.0 per cent to 11,122 take-offs and landings, while accumulated maximum take-off weights (MTOWs) contracted by 56.7% to 961,684 metric tonnes year-on-year. The airports in Fraport's international portfolio continued to report mixed results for February 2021.





AMI Global Logistics completes cooperation agreement with Ahlers India. Acquisition boosts portfolio to offer even greater value to customers of both companies.

AMI Global Logistics and Ahlers came to an agreement to transfer the activities from Ahlers India effective March 23, 2021 to AMI Global Logistics. The acquisition of the Ahlers India business unit will help AMI Global Logistics boost its footprint in India and enhances its service portfolio.

The leadership position of AMI Global in the India-Africa cargo logistics is further strengthened with this acquisition. The cooperation agreement also greatly adds to the AMI Global's service capabilities with deeper reach, inland cargo and special logistics in the African continent.

It's a great match, as both companies focus on creating innovative and value-adding solutions to their customers. Agility and innovation are key to survival in a fast-paced logistics environment.

"AMI Global recently completed its 25 years in business and Ahlers comes with a legacy of 110 years, so this is definitely a proud moment for all of us. Our cooperation agreement reflects a deep culture match, customer focus and

significant expertise that's coming together. It's a game-changing synergy that will positively impact all our customers, people and the ecosystem that we now serve together." Says Mr. Dinesh Lal, Director, AMI Global Logistics.

"Ahlers is pleased about this cooperation agreement with AMI Global Logistics. We are convinced that our business activities out of India will thrive well under the management of AMI Global and that our customers will receive the best possible support" says Samar Kalgaonkar, General Manager, Ahlers India.

"Ahlers has launched a transformation journey in the past two years with a commitment to strengthening its approach to new business development, widen its warehouse footprint in Russia and CIS and improve the company's operational performance and productivity through increased focus on our core services and markets", adds Stefan Van Doorslaer, CEO of the Ahlers Group.



SriLankan optimistic for 2021

SriLankan Cargo, the air freight arm of SriLankan Airlines is looking at expanding towards the latter part of the year in 2021 post-pandemic. **Chamara Ranasinghe**, Head of Cargo, SriLankan Airlines speaks to **CARGOTALK** about their vision and plans.

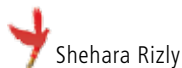


Chamara Ranasinghe
Head of Cargo
SriLankan Airlines

Due to its strategic position in the Indian Ocean, SriLankan Cargo is able to provide convenient connections to its global route network of 200 destinations with global partners in 84 countries

CARGO OPERATIONS AMIDST THE PANDEMIC

SriLankan Airlines was also the only airline to maintain uninterrupted operations to the island nation Maldives, in connecting the much-needed medical supplies, relief goods and perishable cargo for local consumption.



Shehara Rizly

Do give us a brief about Sri Lankan Airlines Cargo operations.

Our vision is to be the preferred global air cargo hub, connecting Sri Lanka to the world. SriLankan Cargo is the air freight arm of SriLankan Airlines and the entity has continuously supported the country's fast-growing export market, while catering to the air freight demands throughout the SriLankan Airlines network. Due to its strategic position in the Indian Ocean, SriLankan Cargo is able to provide convenient connections to its global route network of 200 destinations with global partners in 84 countries in Europe, the Middle East, South Asia, the Far East and the Indian sub-continent.

The airline presently operates from its hub located at Bandaranaike International Airport in Sri Lanka. The cargo division historically accounted for 10 per cent of the total air traffic revenue generated through the sale of cargo belly capacity on the passenger aircraft fleet of 24 Airbus aircraft.

What are the most prominent destinations for cargo operations by SriLankan Airlines?

Some of the most prominent destinations include the Middle East with Dubai, Riyadh and Doha. In Europe destinations include London,

Frankfurt and Milan with Far East connecting Singapore, Melbourne, Sydney, Hong Kong, Shanghai, Guangzhou, Beijing and in the Indian subcontinent, destinations include Male, Mumbai, Chennai, Delhi, Lahore, Karachi, Dhaka.

Is there a specially dedicated area for cargo operations only for SriLankan Airlines?

The present cargo terminal facilities do not have a dedicated cargo operations area for handling UL cargo due to the handling capacity congestions. However, SriLankan Cargo intends to pursue the same with the development of the new terminal cargo imports terminal in 2023.

How does SriLankan Airlines handle cargo as against so many other players in the market?

SriLankan Cargo ensures dynamism in meeting the demands of the market in relation to sales and pricing strategies, a necessity in competing with the larger scale carriers.

Last year was different due to the pandemic; how did SriLankan Airlines Cargo operations fare?

With the onset of the COVID-19 pandemic, SriLankan Airlines maintains a dedicated cargo network of 26

destinations utilizing largely the passenger widebody fleet of aircraft, including the introduction of operations into key cargo markets Frankfurt and Milan in Europe as well as Hong Kong, Ho Chi Minh City and Sydney in the Far East. SriLankan Airlines was also the only airline to maintain uninterrupted operations to the Island nations Maldives, in connecting the much needed medical supplies, relief good and perishable cargo for local consumption. The airline also undertook over 150 cargo charters since April 2020, connecting medical supplies and industrial raw materials for facilitating manufacturing industries. The airline converted an A330-200 aircraft to a fully cargo converted operation with the removal of passenger seats, which is in operation for charters and scheduled routes to Dubai, Male, Chennai, Mumbai, Hong Kong and Karachi.

What are the plans and initiatives for 2021 and how will SriLankan Airlines promote its cargo operations further?

SriLankan Airlines intends to expand its cargo vertical through the inclusion of a freighter into the UL fleet by winter 2021 in servicing the base market demands for exports into Europe as well as capitalising on the global cargo market demands connecting the Far East, India, Europe and the Middle East.



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Freighter aircraft demand escalates

According to aviation industry consultant IBA, demand for freighter aircraft continues to grow strongly as a result of COVID-19, but values and lease rates remain suppressed by an oversupply of feedstock aircraft. Data from IBA's InsightIQ platform also demonstrates the dominance of certain aircraft types in the passenger to freighter conversion market.



CT Bureau

The data from IBA's InsightIQ platform indicates that since May 2020, almost 200 narrow-body and wide-body aircraft have joined the worldwide freighter fleet. The active fleet of narrow-body freighters has grown by 61 to 625 aircraft with newly converted Boeing 737-800s accounting for around half that growth. The Boeing 757-200 remains the pre-eminent freighter aircraft with a fleet of 298 aircraft (converted and factory delivered), followed by the Boeing 737-400 with 148.

The active mid-size wide-body freighter fleet has grown more steeply in the

same period by 80 to 624 aircraft. The Boeing 767-300ER is the dominant aircraft in this segment, both accounting for more than half the growth as many ex-passenger aircraft and converted, and in total fleet size which now stands at 315 aircraft when one adds converted and factory delivered aircraft. The A330 freighter fleet is also growing strongly but from a much lower base, with six aircraft converted during this period, but with an additional pool of aircraft taking its fleet size to 74.

The large wide-body freighter fleet has grown by 55 to 601 aircraft since May 2020. The re-entry into service from

storage of 29 Boeing 747-400s and 7 MD-11Fs accounted for around half the growth, with the remainder made up of factory deliveries of 22 Boeing 777Fs and three 747-8Fs.

TOPPING FREIGHTER AIRCRAFT NUMBERS

Since the start of the COVID-19 pandemic, freighter aircraft usage has grown strongly, driven by the fall in belly hold capacity as passenger aircraft were grounded. The number of freighter aircraft flights, which was averaging around 100,000 per month before the pandemic, has grown, peaking at over 145,000 in December 2020 as



Phil Seymour
President
IBA

COVID-19 has significantly affected the dynamics of the freighter aircraft market and that is set to continue for at least the next two years. However, the clear and strong growth in demand is not driving up values and lease rates as it normally would





the holiday period drove supply chain demand. Conversely, passenger aircraft utilisation fell from over 2.9 million flights in January 2020 to 556,000 in April 2020, and since then has only partially recovered to around 1.5 million flights in January 2021. Data from IBA's InsightIQ platform also demonstrates the dominance of certain aircraft types in the passenger to freighter conversion market.

The Boeing 737 Classic family have now been surpassed by the Boeing 737-800 in terms of conversion rates, of which 27 were converted in 2020, and around 40 are set to be converted over the next 12 months. In the large narrow body segment, the Boeing 757-200's dominance of recent years continues with 10 aircraft converted in 2020 and a further 20 set to be converted in the next 12 months. However, conversions of the A321-200 are now gathering pace with three in 2020 and a further six in the next 12 months.

In the mid-size widebody segment, the Boeing 767-300ER continues to dominate with 26 aircraft set to be converted in the next 12 months, with its nearest competitor the Airbus A330-300 accounting for just seven but with further aircraft likely to be committed for conversion.

ECONOMICS OF FREIGHTER CONVERSION

Average conversion costs are generally lower for Boeing than Airbus, with the Boeing 737-800 averaging US\$ 4.16 million and the Boeing 757-200 at US\$ 5.2 million, compared to US\$ 6.14 million for the A321-200. The average conversion cost for the Boeing 767-300ER is US\$ 14.7 million compared to US\$ 18.4 million for the A330-300. Part of the reason for this cost difference is the relative sizes of each aircraft, with the Boeing 737 being a smaller aircraft than the Airbus A321, and the Boeing 767 being smaller than the A330.

IBA has also considered the economics of Boeing 777 freighter conversions, especially the younger, larger Boeing 777-300ER model. While conversion costs are not yet widely available, it estimates the conversion cost of a 2005 built Boeing 777-300ER to be around US\$ 32.5 million. When also taking into account acquiring a feedstock aircraft and other associated costs, IBA estimates the total outlay for an aircraft of this age to be around US\$ 54.5 million.

Phil Seymour, President, IBA, says, "COVID-19 has significantly affected the dynamics of the freighter aircraft market and that is set to continue for at

least the next two years. However, the clear and strong growth in demand is not driving up values and lease rates as it normally would."

"While the global freighter fleet is growing as is the number of conversions, there has been a corresponding increase in aircraft available for conversion driven by the accelerated retirement of passenger aircraft fleets. This has meant that freighter values and lease rates have actually seen a modest drop," he adds.

The value of a 2002 build Boeing 737-800 converted freighter has dropped from US\$ 20.9 million in mid-2020 to US\$ 18.28 million in early 2021 with younger aircraft seeing a greater drop. Lease rates for an aircraft of the same age have dropped from US\$ 220,000 per month to US\$ 192,000 per month over the same period.

The value of a 2000 build Airbus A321-200 converted freighter has dropped from US\$ 28.3 million in mid-2020 to US\$ 23.3 million in early 2021. Lease rates for an aircraft of the same age have dropped slightly from US\$ 264,000 per month to US\$ 240,000 per month over the same period. ↴

LARGE WIDE-BODY FREIGHTER FLEET

→ The large wide-body freighter fleet has grown by 55 to 601 aircraft since May 2020.

→ The re-entry into service from storage of 29 Boeing 747-400s and 7 MD-11Fs accounted for around half the growth, with the remainder made up of factory deliveries of 22 Boeing 777Fs and three 747-8Fs.



Air cargo industry resilient amidst crisis



CT Bureau

Amid a year of lockdowns, the Indian air cargo industry has not only proved to be a critical area of resiliency for airlines and airports has also helped in covering up the damage that has been done during the pandemic.

There is no denying the fact that the COVID-19 pandemic has changed the dynamics of air cargo business. The crisis has brought all the stakeholders like government, airports, airlines, cargo terminal operators, freight forwarders or truckers, exporters, and importers on the same plane and all of them have successfully collaborated to keep the industry moving during the pandemic.

WE ARE DETERMINED TO INCREASE CARGO CAPACITY IN INDIA

Talking about the resiliency shown by the air cargo sector, **Hardeep Singh Puri**, Civil Aviation Minister, Government of India, says, "From March 25, 2020 the entire country faced total lockdown due to the COVID-19 pandemic causing shutdown of the country's economic activities, witnessing 23.9 per cent contraction in the Indian economy during the initial period of this crisis. All the sectors of economic activities have been affected seriously including the civil aviation sector, but the air cargo logistics segment of the Indian aviation sector has been resilient. A degree of optimism has come from IMF that in 2021-22 the Indian economy will bounce back with 11 per cent growth. Lifeline Udaan operation of MoCA has normalised the

transportation of essential goods. Some of the disruptive effect of the pandemic is still visible but the air cargo logistics industry will bounce back soon to what it was in the pre-COVID period and much more. During the initial period of the pandemic, the government was able to transport 1,500 to 1,900 MT of medical supplies by air."

He said, "We are determined to increase cargo capacity and operation by Indian carriers. To increase cargo capacity in India, the government encourages the operation of non-scheduled flights too. In January 2021, India reached 94 per cent of cargo volume handled during the pre-COVID era and domestic cargo volume of some of the Indian airports have reached growth beyond imagination like Srinagar Airport at 300 per cent, Surat Airport at 200 per cent, Amritsar Airport at 80 per cent,



and Varanasi Airport achieved more than 96 per cent of cargo volume handled in pre-COVID period. The world community has appreciated India's contribution to the supply of COVID vaccine to other world countries." The minister expressed his views at the Air Cargo Virtual Meet organised by ACFI on the theme of 'Changing Consumption Patterns—Transforming Supply Chains'.

INDIAN AVIATION SECTOR SURVIVES DUE TO THE POTENTIAL OF AIR CARGO

Calling cargo an integral part of the aviation system, at the 7th edition of PHD Global Aviation & Air Cargo Summit, **Pradeep Singh Kharola**, IAS, Hon'ble Secretary, Ministry of Civil Aviation, says, "Complete movement of essential medicines and goods has been facilitated via civil aviation and cargo. Aviation has emerged as a resilient sector that can survive through this pandemic." Kharola mentioned that the Indian aviation sector has faced a lot of challenges caused by the pandemic but survived due to the air freight and cargo, implicating the extensive potential of air cargo across borders. An aviation system can function when all the parts of the system function efficiently and in sync with each other.

He emphasised that aviation is an international activity, we should understand and appreciate that it's an activity between nations, it's economically important for all the nations. We have to work together, open new airports, bring in efficiency, reduce cost, and build equitable and strong partnerships between the nations and airlines.

GOVERNMENT IS ALWAYS READY TO ADDRESS THE CHALLENGES OF AIR CARGO INDUSTRY

Cargo has been one of the favorite subjects of her department in the



Hardeep Singh Puri
Civil Aviation Minister
Government of India

✈️ **To increase cargo capacity in India, the government encourages the operation of non-scheduled flights too. In January 2021, India reached 94 per cent of cargo volume handled during the pre-COVID era** ✈️

Ministry and explaining what government has done during the crisis situation, **Vandana Aggarwal**, Sr. Economic Advisor, Ministry of Civil Aviation, says, "One of the unique features of the National Air Cargo Policy Outline were the accomplishments of action plans during COVID period. The contribution of ACFI & other associations was immense. The government has promoted 'Open Sky Policy' for imbedding Indian trade system and the requirement of creating transshipment facilities and operation of dedicated freighters. Government is always ready to address the challenges of the air cargo industry."

Cargo IT platform infrastructure facilities have served remarkably under COVID period and with the help of digital processing the industry started with 17 per cent operation in March 2020 and reached up to 94 per cent volume operation in December 2020 compared to pre-COVID period.

According to Aggarwal, "The domestic cargo had a better story during COVID with over 97 per cent volume of agro products movement domestically and during the same pandemic



Pradeep Singh Kharola
IAS, Hon'ble Secretary
Ministry of Civil Aviation

✈️ **Complete movement of essential medicines and goods has been facilitated via civil aviation and cargo. Aviation has emerged as a resilient sector that can survive through this pandemic** ✈️

period," in adding, "Government has operationalised new domestic cargo terminals at Surat, Indore, Bhopal airports. We have also incentivised domestic movement of agro products from Himalayan regions to big cities. Dedicated freighters like SpiceJet came up to reach to remote places."

Commenting on logistics of vaccine, "Vaccine movement in India has been the most successful by completing seamlessly within the shortest time period as per the standards specified by the manufacturers without a single discrepancy. Freight industry has supported greatly at the 29 disseminating points. Moreover, vaccine Maitry Program of GOI was introduced successfully to supply vaccine shipments to our neighbouring countries during the period of constraints. There was a need for creating transshipment hubs by the integrators for harnessing the needs of e-commerce movement with speed."

Aggarwal shared her views at the Air Cargo Virtual Meet organised by ACFI on the theme of 'Changing Consumption Patterns— Transforming Supply Chains'. ✈️



Vandana Aggarwal
Sr. Economic Advisor
Ministry of Civil Aviation

✈️ **Government has operationalised new domestic cargo terminals at Surat, Indore, Bhopal airports. We have also incentivised domestic movement of agro products from Himalayan regions to big cities** ✈️

PERFORMANCE AMID THE PANDEMIC

→ The crisis has brought all the stakeholders like government, airports, airlines, cargo terminal operators, freight forwarders or truckers, exporters, and importers on the same plane and all of them have successfully collaborated to keep the industry moving during the pandemic.

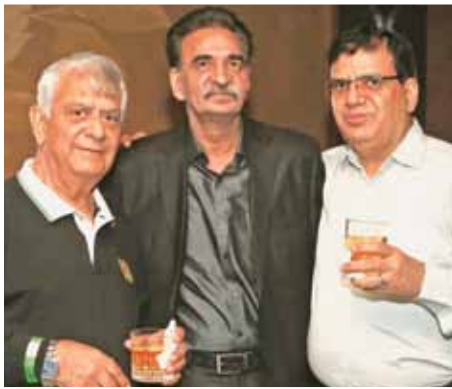
→ Cargo IT platform infrastructure facilities have served remarkably under COVID period and with the help of digital processing the industry started with 17 per cent operation in March 2020 and reached up to 94 per cent volume operation in December 2020 compared to pre-COVID period.



Cocktails and Conversation by ACCD

After the successful luncheon event, Air Cargo Club Delhi (ACCD) organised a club night, 'Cocktails and Conversation', while keeping all the government safety norms in mind. ACCD left no stone unturned in getting all their members and their spouses together for an evening to remember at one of the Delhi's most admired We Qutub on March 5, 2020.





Containerised exports recovered in Q3

Following a lockdown-induced export collapse and subsequent softening of containerised imports, containerised exports recovered sharply from mid-Q3 onwards, with no signs of slowing down. The last quarter of the year showed growth in both imports and exports, thus making solid strides towards returning to normalcy.



For Indian trade, 2020 was a year dominated by unprecedented challenges, irregular manufacturing and buying patterns, disrupted trade environments and lack of predictability. With the COVID-19 pandemic spreading across the world in a staggered manner and in varying proportions, the impact on containerised trade was felt the most in Q2 / 2020 when exports contracted by 34 per cent. As societies began to find ways to coexist with COVID-19, trade started recovering in the second half. Exports ramped up sharply in Q3, not only recovering from Q2 slump, but even increased by 14 per cent year on year, however the economic impact on consumers led to substantially lower imports, which dropped by 28 per cent as compared to the same period of 2019. The last quarter of the year showed growth



Steve Felder
Managing Director
Maersk South Asia

in both imports and exports, thus making solid strides towards returning to normalcy. Demand for Indian exports across multiple categories continues to remain exceptionally strong, much of it driven by consumer demand in North America and Europe. **Steve Felder**, Managing Director, Maersk South Asia, said, "Despite unprecedented challenging conditions, stakeholders across supply chains – from manufacturers to consumers, from government bodies to logistics enablers – all stood up cautiously to fight the pandemic. Without the contribution from all the moving parts in the complex machinery of global trade, the path back to normalcy would not have been possible."

OVERVIEW OF TRADE FOR Q4 AND FULL YEAR 2020

During Q4 of 2020 (October to December), Indian containerised trade grew 13.2 per cent as compared to the same period in 2019. This was the first time in the year when both exports and imports grew in a quarter. Exports from India had shown a V-shaped recovery since mid-Q3, whilst imports had remained subdued for a long time owing to low demand in the market. In Q4, this trend changed notably, with exports stabilising at a high level and imports bouncing back significantly by

Despite unprecedented challenging conditions, stakeholders across supply chains – from manufacturers to consumers, from government bodies to logistics enablers – all stood up cautiously to fight the pandemic

36.3 per cent over the previous quarter, thus moving the needle for overall trade recovery. During the year, exports contracted in the first half and increased in the second half, consequently posting a full-year marginal growth of under one per cent as compared to 2019. Imports delivered a full-year 14 per cent contraction as compared to 2019.

Commenting on the current situation and outlook, Felder said, "The challenges that we face today and the extraordinary situation we are in is not going to last forever. This is a temporary phase that will pass, and we are already on our way towards normalcy. We can see overall trade improving and economies getting back on track. The vaccination drive is picking up pace worldwide, and this is going to be the single most important aspect to bring trade – and life – back to normal."



1st dedicated express cargo terminal unveiled

Bangalore International Airport has launched India's first dedicated express cargo terminal exclusively for export and import of international courier. The 200,000 sq. ft. built-to-suit facility will house leading global express courier organisations such as DHL Express and FedEx Express.



CT Bureau

Cargo operations at Kempegowda International Airport, Bengaluru (KIAB/BLR Airport) are set to get bigger and better with the operationalisation of the Express Cargo Terminal. Developed by Bangalore International Airport Limited (BIAL) – operator of BLR Airport – the 200,000 sq. ft. built-to-suit facility will house leading global express courier organisations such as DHL Express and FedEx Express. Express Industry Council of India (EICI) will operate the Common-User Express Terminal for other courier companies. The Common-user Terminal will add impetus to Bengaluru's already strong e-commerce base. The terminal will have a dedicated space for Customs offices, and direct access to both landside and airside.

The terminal was inaugurated by **M. Srinivas (IRS)**, Chief Commissioner of Customs, Bengaluru Zone in the presence of **Ashok (IRS)**, Principal Commissioner of Customs, Airport & Air Cargo Complex, **Shiv Kumar Mohanka**, Dy. Inspector General/CASO, CISF ASG KIAB and **Vijay Kumar**, CEO, Express Industry Council of India (EICI). The event was attended virtually by **R S Subramanian**, SVP & Managing

Director, DHL Express India, **Manish Patel**, VP Operations, DHL Express India and **Mohamad Sayegh**, Vice President Operations – India, FedEx Express. "At South India's busiest cargo airport, this exclusive terminal for express couriers at BLR Airport will significantly boost the trade and economy of the region. The new terminal will enable ease of doing business and reduce transaction time and cost for the shipper by providing a dedicated facility for express courier shipments," said **M. Srinivas**.

"BLR Airport is well on track towards becoming a cargo hub, offering world-class infrastructure, powered by leading global logistics providers. With express courier gaining greater significance following the exponential growth of e-commerce, the Express Cargo Terminal at BLR airport is a significant step towards supporting and driving this growth. In addition, it will facilitate trade and faster movement of goods across the world," said **Hari Marar**, MD & CEO, BIAL.

"The industry – led by EICI – created the Common-User Express Terminal at BLR Airport in 2008. EICI facilitated this terminal since there was a need



for such a terminal to support the growth of the industry. BLR Airport, as we all know, is strategically located and is a major gateway for cross-border international trade in South India. With BIAL creating India's first dedicated Express Cargo Terminal, the express industry has now got a major boost to continue growing the express business and achieve greater heights," said **Vijay Kumar**, CEO, EICI

The express cargo market for business-to-consumer (B2C) and business-to-business (B2B) sectors has tremendous potential to grow over the next decade, thanks to the larger playing field with multiple service providers, improved transit time, and value-added services. ↴

The Common-user Terminal will add impetus to Bengaluru's already strong e-commerce base. The terminal will have a dedicated space for Customs offices, and direct access to both landside and airside



Access to critical healthcare

Agile and reliable supply chains is the need of the hour for healthcare industry. **James R. Muhs**, Regional President, FedEx Express, Middle East, Indian Subcontinent and Africa (MEISA) talks about the substance of collaboration between the active ingredient producers, vaccine manufacturers, the logistics sector, and government agencies.

Since the beginning of the COVID-19 pandemic, the global healthcare industry has seen significant demand for med-tech products. To keep global trade moving, express logistics providers with network strength and flexibility, are continuing to play a critical role in moving pharmaceutical supplies, personal protective equipment, and

important in most industry supply chains, they are absolutely essential for the healthcare sector. From manufactured biological items to pharmaceuticals, majority of items that the healthcare industry ships are sensitive, critical, and valuable. Until recently, the biggest innovations in healthcare have often been around a breakthrough drug, vaccine or sophisticated medical device.

SenseAware, powered by FedEx, is just one such example of hyper-precise technology that tracks temperature and provides near real-time tracking and information, making the entire journey of healthcare products more connected, and accessible. This technology can be further connected using the FedEx Surround platform, which uses artificial intelligence and

SenseAware, powered by FedEx, is just one such example of hyper-precise technology that tracks temperature and provides near real-time tracking and information, making the entire journey of healthcare products more connected, and accessible



other essential products to communities in need. Logistics providers with expertise in moving goods around the world, have in-depth knowledge of local regulations, customs requirements, and environmental conditions that help determine the right distribution route, ensuring that each shipment is delivered in a safe and timely manner. This expertise and knowledge becomes even more critical during a pandemic.

Healthcare customers want supply chains that are agile and reliable, giving them full transparency, control, and flexibility to manage risk and track and react to any unforeseen events in the supply chain. While visibility and control are

However, logistics is increasingly playing a larger role in addressing some of the biggest challenges faced by this industry that can have an impact on cost, quality, and access.

One of the recent innovations in the healthcare sector is the use of hyper-precise technology that enables carriers to gather, see and send data, helping to ensure near real-time tracking and tracing. Using this data, healthcare companies can map information such as location, light exposure, humidity, barometric pressure, and shock events, which may impact the safety and effectiveness of the contents of a healthcare delivery.

predictive tools to proactively monitor conditions surrounding the packages, allowing customer support agents to intervene if issues such as weather or traffic delays threaten to delay delivery timelines.

Time-definite express transportation of critical shipments is exactly what our FedEx Express air network was built to do when we launched in 1973. Every step since then has prepared us for this mission. We have decades of experience and an unrivalled global network consisting of more than 5,000 facilities, over 680 aircraft, more than 200,000 vehicles, and – most importantly – nearly 600,000 dedicated team members.



James R. Muhs
Regional President, FedEx Express, Middle East,
Indian Subcontinent and Africa (MEISA)

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



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Tel: +91-512-2224641/2217001/2216976
Fax: +91-512-2234911

Corporate Office:

216 Chawla Complex, Sector-15,
CBD Belapur, Navi Mumbai-400 614
Tel: +91-22-27562739/49, 61400500
Fax: +91-022-27565396
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Roadblocks in execution of eAWB

30 types of documents and 124 copies of paper have to move along with an air cargo shipment which starts from its shipper to the consignee. Simplifying the air cargo process, IATA has introduced Electronic Air Waybill to remove the requirement for a paper AWB. **CARGOTALK** discusses what is stopping the industry from going digital despite the pandemic.



Kalpna Lohumi

DIGITISATION

➔ Despite airfreight initiatives like the Electronic Air Waybill (eAWB) which has been available over a decade with an aim to build an end-to-end paperless transport process for air cargo, 100 per cent digitisation in the industry still seems like a distant dream.

Digitisation in airfreight industry has been a long and difficult one. Despite airfreight initiatives like the Electronic Air Waybill (eAWB) which has been available over a decade with an aim to build an end-to-end paperless transport process for air cargo, 100 per cent digitisation in the industry still seems like a distant dream. The Air Waybill serves as the contract of carriage between the shipper or freight forwarder and the carrier or airline. The eAWB replaces the paper document and simplifies the air cargo process for carriers, forwarders, customs agencies

and air cargo industry participants. Industry experts share the reasons why the adoption rate of eAWB is low. Let's know from them whether it is due to the industry's resistance to change or more the nature of technology.

Calling the digitalisation journey of the airfreight industry a long and challenging one, **Amar More**, CEO, Kale Logistics Solutions, says, "The e-freight concept was initially launched by IATA in 2006 as part of the StB (simplifying the business) programme and became an industry-wide initiative. With more than 30 paper documents

being handled for each shipment, the goal established 14 years ago by the e-freight programme was to cut delivery cycle times by 24 hours, accelerate and enhance track and trace processes and eliminate nearly 8,000 tonnes of paper documents annually – the equivalent of 80 Boeing 747 freighters filled with paper.

It has taken us such a long time to come to at least reasonable penetration of eAWB. We are taking a lot of time for it and the reason for that is that there are so many parties involved and it is difficult to get each and



Amar More
CEO, Kale Logistics Solutions and
India Cargo Awards Winner 2019

🔥 **Kale's PING enables freight forwarders, cargo handlers and airlines to convert documents to EDI messages where scanned and PDF AWB are converted to eAWB through machine learning and robotic process automation** 🐦

everybody on the same level. Only when the end-to-end functionality works, everyone stands to gain. The primary reason for slow adoption is lack of standardisation across platforms, making communication difficult. The other is the lack of initiative on the part of the stakeholders. Government regulations that require data targeting for security purposes will make it essential to digitise Air Waybill information for security and trade compliance. So, this can be put as a two-fold effect; getting the right platform in place for all stakeholders to act on and tools and platforms which are easy to use."

"Kale's PING is designed to enable the freight forwarders, cargo handlers and airlines to convert documents to EDI messages where scanned and PDF AWB are converted to eAWB through machine learning and robotic process automation," he adds.

Putting it a bit bluntly, using the nature of technology as a reason for slack in eAWB adoption is almost like saying that we still send letters by physical mail because we don't have an email



Ashok Rajan
SVP & Head of Cargo & Logistics
IBS Software

🔥 **The slow rate of eAWB adoption is due to lack of collective will. Everything exists in almost consumable form from model adoption, technology, processes etc. and almost leave no excuse for not adopting eAWB** 🐦

account. **Ashok Rajan**, SVP & Head of Cargo & Logistics, IBS Software, opines that the slow rate of adoption is due to lack of collective will. He says, "Everything exists in almost consumable form from model adoption, technology, processes etc. and almost leave no excuse for not adopting eAWB. What can shift the needle is if the early

adopters can start to work with partners to showcase offerings that work on the back of eAWB that can unlock value like greater transparency, automated clearance etc. The problem is also that stakeholders don't see the cost of non-adoption."

According to Rajan, "Three things can change the scenario, which are, competitive pressure from peers and threatening loss of business, pressure from customers on adoption and thirdly, resort regulatory controls. The best case study for the industry to look at is within its own borders – the pace at which there is a much larger shift from paper passenger tickets to e-tickets. All it requires is for carriers, handlers and platforms to invest into the right technology backbone and work with partners to enable tweaks in the process to derive benefits from eAWB. Having said all of this, it's not all doom and gloom; we are inching towards a 75 per cent threshold, beyond which I believe momentum will take us towards 100 per cent adoption."

Commenting on the manual work involved due to the lack of implementation of eAWB, **Parvinder Singh**, Managing

FACT FILE

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

✈️ **Digitisation offers enormous opportunities for growth. At the same time digitisation will only be successful if the cloud and IoT solutions are secure and facilitate privacy of corporate and customer data** ✈️



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

✈️ **Despite the big push eAWB is still struggling. One of the biggest reasons is its limited acceptability. In most countries, eAWB is not accepted by any stakeholder other than airlines** ✈️

Director, Hans Infomatic, says, "Even in the present era, many airlines handle a lot of paper documents and they have dedicated staff to process these documents, wherein, they manually check the correctness of the data and then key in the important aspects into

the systems. This requires physical presence of a good number of people working on it. Electronic documents, like eAWB would have easily allowed this work to be done remotely. Many companies still have problems coming to grips with the concept, but there is no way for them to avoid digitisation which also offers enormous opportunities for growth. At the same time digitisation will only be successful if the cloud and IoT solutions are secure and facilitate privacy of corporate and customer data.

Secondly, many airports are still not fully compliant with eAWB and hence need paper AWB. On behalf of freight forwarders, many airlines are apprehensive of sending eAWB due to data inadequacies, particularly the shortcomings in data length issues in IATA messages, which leads to truncation of data. Hence, all trade partners need to upgrade their systems for eAWB to be 100 per cent successful."

It is true that despite the big push eAWB is still struggling. **Amit Maheshwari**, CEO & MD, Softlink Global, says, "One of the biggest reasons is its limited acceptability. In most countries, eAWB is not accepted by any stakeholder other than airlines. Printed AWB is still required for most of the transactions. Another reason is the technology and

trained manpower which remains a constraint. Most of the industry is using old technology which is unable to file eAWB directly. They rely on the traditional method of sending PDF files of manual AWB which is converted into a digital format and filed. This delays the process and adds the element of probable error."

According to **Dr Ambrish Kumar**, Founder of Zipaworld and Group CEO, AAA 2 Innovate, "IATA's eAWB could have been a digital revolution in the field of international air cargo transportation wherein digital processes could have become the mandate and paper documents an exception. However, there are several reasons for the prolonged delay in the implementation of eAWB, which finally came into effect in January 2019. Many trade lanes were not equipped to handle eAWB, players in the logistics sector in many countries are still comfortable with manual paperwork, there is a lot of fragmentation in the logistics sector or to be precise, the logistics sector is quite disorganised and disintegrated. Also, many other processes in the freight forwarding and customs clearance still require paper-based documentation. Hence, the AWB getting digitised would not have made much of a difference in the turnaround times. What the sector requires is a complete digitisation of not just the carrier documentation, but also the customs processes, trade authority authorisations, multi-modal transportation, etc."

AIR CARGO SUPPLY CHAIN: BEFORE AND AFTER THE PANDEMIC

No one can deny the fact that adoption of technology has been the only source of survival in the air cargo industry in this pandemic. On this, Rajan says, "This has been one silver lining of this pandemic; the outlook towards technology. There have been shifts on various fronts, such as the Board rooms, besides giving greater mind-space to cargo as a business has also come around





to the thinking that technology is no longer a cost line on the P&L, but core to business strategy. Process shifts that leverage technology are being adopted at a very fast pace, for instance sales processes going fully digital through a host of channels, re-working physical processes in warehouses to minimise contact through kiosks and unmanned counters. Contrary to what one would think, the spend on digital initiatives and platform modernisation has not gone down at all, in fact in some of the leading carriers it has gone up.

Digital providers like IBS Software and others are increasingly coming together with partnerships of different forms to offer greater synergies and out of the box offerings to customers, thus making cost of adoption much lesser. In a sense, this is a once-in-a-lifetime opportunity for the air cargo supply chain to modernise itself. The key will be the period immediately post normalisation, the momentum gained has to be sustained, there is a risk of things drifting back to pre-pandemic days which will then be a massive opportunity lost."

"Digitisation is the foremost solution in handling the situation better, but it requires technological and business expertise. The biggest challenge for forwarders and ground handlers at the moment is the amount of urgent freight that needs to be delivered, but due to lack of capacity, they are unable to move it as quickly as required. Besides, the lockdowns and new social distancing practices have resulted in a struggle while maintaining staffing levels in

some areas. This ultimately is creating pressure on storage and handling capacity for warehousing sector, thereby affecting the overall air cargo supply chain. The industry was caught off guard and trade partners who were not in sync with new technologies or were working on old outdated systems suffered losses in business. Many of them sensed the need of the hour and quickly tried to adopt the new systems and were successful," notes Singh.

Considering the disruptions caused by the pandemic in most of the industries and sectors across the globe, Kumar adds, "One such sector that beholds serious disruption is the logistics and supply chain. The sector was badly impacted in the initial months of the pandemic cognizance. The exigent impact of the pandemic on the global trade has caused an expected contraction of almost 4.3 per cent on the global GDP in 2020 as per UNCTAD. Technology played a significant role during the pandemic, whether from the logistics industry or any other, the players who were technologically equipped could easily manage their tasks from anywhere, but the others could not adapt to the sudden change.

The logistics and supply chain players have started to approach the post-COVID times differently. The pandemic year 2020 has taught the most industries what to sell and what not to, or more precisely reinvent their business strategies and the same applies to the logistics sector. The logistics players have found the need

to filter out their products and services precisely focussed on the need of the consumers and the market. The pandemic has affected the funding, investments, cashflows, timelines, schedules, logistics delays, lower purchasing power of consumers, etc. Hence setting up of revised realistic timelines will be of utmost priority. Also, we can see that there is a more balanced check on cash flows. The logistics sector which suffered a high credit exposure, strictly resorted to advance payment strategies, be it the logistics companies, carriers, or any other players. Customer retention has been the need of the times. Hence, the perseverance, reliability, endurance, and problem-solving abilities of the enterprise now play an important role in retaining customers."

"Adaptability is the characteristic that has been most spoken of when discussing how businesses have survived – or even flourished – during the pandemic. With nearly 60 per cent of international cargo carried on passenger planes, the air cargo industry had to quickly adjust their loss of carriage belly. With the reduction and rotation in manpower at airports, the call for automation and the use of a combination of technology and data became stronger. Workforce management with rotational shift and quarantine scheduled laid emphasis on the use of digitisation of data. Also, screening equipment at airports and loading docks came into use. The data gained from screening equipment was used to automatically validate available booking data and scanned shipment documentation to ensure conformity of the cargo," says Maheshwari.

Emphasising on the changed attitude towards technology adoption, More says, "Now people are seeing technology adoption as a value-driven component and they tend to see technology with an ROI perspective. Therefore, we can see the sun shining brightly with more growth prospects." ↴



Dr Ambrish Kumar
Founder, Zipaworld and
Group CEO, AAA 2 Innovate

✈ **Many trade lanes were not equipped to handle eAWB, players in the logistics sector in many countries are still comfortable with manual paperwork, and there is a lot of fragmentation in the logistics sector** ✈

POST-COVID TIMES

➤ The pandemic year 2020 has taught the most industries what to sell and what not to, or more precisely reinvent their business strategies and the same applies to the logistics sector.

➤ The logistics players have found the need to filter out their products and services precisely focussed on the need of the consumers and the market. The pandemic has affected the funding, investments, cashflows, timelines, schedules, logistics delays, etc.

Air cargo gains its rightful place

Blue Dart Aviation has transported tonnes of cargo carrying essential supplies since the nationwide lockdown began. There have been many disasters in the past where air cargo has played a major role. **Tulsi Mirchandaney, MD, Blue Dart Aviation** talks about the stellar role played by the air cargo industry to make ends meet.



Kalpana Lohumi

What has been the most difficult challenge for Blue Dart since the outbreak of the pandemic?

Blue Dart has been functional through the pandemic, with our teams working round the clock to ensure essential supply chain continuity. We took an early decision to sustain our operations and prepared for the eventuality of domestic and probable international charter operations, even before the pandemic-enforced lockdown was imposed.

A number of challenges emerged as we moved through various phases of the lockdown. Initially, road transport

came to a halt with additional restrictions on interstate travel. Blue Dart's market differentiator, our Boeing 757-200 freighters, ensured that the essential lifeline remained uninterrupted. The mass migration from cities and towns to villages had a countrywide impact. However, our dedicated and committed Blue Darters stepped up, as they have always done in the past, to navigate the new crisis and find ways amidst the stringent directives to keep our operations running and our planes in the air.

Air cargo has played a stellar role during the pandemic. Under extremely difficult conditions, when most were confined to

the safety of their homes, this segment of aviation worked every single day through the lockdown to provide the only accessible logistics network across the country and overseas.

However, the air cargo segment is still hurting. High fixed costs remain unchanged, the depreciation of the rupee impacts our lease and maintenance cost, and, the commodity mix has changed. While certain segments like e-commerce and pharma have grown, we are yet to witness other industries get back to their earlier levels. The ATF cost is now back to the pre-COVID levels and is the biggest hit. ATF is a well-worn subject that is continuously brought up because it is a core cost component. For a cargo airline, it accounts for close to 40 per cent of direct operating cost. Unlike passenger airlines where excess belly capacity is used for incremental revenues, space on freighters is the mainstay of our revenue.

What do you expect would emerge as the key issues affecting the freight forwarding and air cargo business, after the outbreak disappears? What will be your immediate priorities in the post-COVID-19 scenario?

Crises are part of the risks of an operating environment and would continue to plague us in some form. Management and mitigation of the risks,

NAVIGATING THE NEW CRISIS

→ Blue Dart's market differentiator, our Boeing 757-200 freighters, ensured that the essential lifeline remained uninterrupted.

→ Blue Darters stepped up, as they have always done in the past, to navigate the new crisis and find ways amidst the stringent directives to keep our operations running and our planes in the air.



especially an unprecedented one as in the recent past, add to the body of work that goes into our preparedness for the future. I believe the recent pandemic has gained air cargo its rightful place as an important lifeline in the face of disasters. Though there have been many disasters in the past where air cargo has played a major role, but none have sustained over such a prolonged period. Technology has also been our friend that has enabled businesses to remain connected and facilitated consumption. E-commerce is here to stay.


Both the above factors herald an opportunity for our industry, which we should approach with a mission-critical zeal. When the economy revives, we should have the capacity and differentiated service quality to meet the growing demand.



How would you evaluate the current state of the air cargo sector in India?

The prime enablers for air cargo have been and would continue to be a reasonable cost environment and support infrastructure. Too many startup cargo airlines have fallen by the wayside within a short time of launch, testimony to the difficult operating environment. We need our

 **We took an early decision to sustain our operations and prepared for the eventuality of domestic and probable international charter operations, even before the pandemic-enforced lockdown was imposed** 

policymakers and stakeholders to envision the vast opportunities that lie ahead and make bold decisions so that we are not distracted by our daily battle for basics. 

Seamless connectivity

In view of tremendous potential of cross border trade between Bangladesh, Bhutan, India and Nepal (BBIN), **Shankar Shinde**, Chairman Elect, the

Federation of Freight Forwarders Associations in India (FFFAI) has recommended seamless multimodal connectivity and strong logistics infrastructure in each of the above countries.

 **Point to point vehicle movement would be the pragmatic solution instead of re-working of unloading and reloading transshipment to save cost and reduce dwell time** 



Accession to TIR Carnet would be immensely beneficial for the hassle-free cross border trade in this region. It would be pertinent to mention that FFFAI is one of the associates of TIR Carnet and have been working with the Government of India for International North South Transport Corridor (INSTC) project, under TIR Carnet.



Shankar Shinde
Chairman Elect, the Federation of Freight Forwarders Associations in India (FFFAI)

Well-defined policies need to be framed up by the respective governments and well-trained officers including Customs and allied agencies engaged at the border check posts. Point to point vehicle movement would be the pragmatic solution instead of re-working of unloading and reloading transshipment to save cost and reduce dwell time.

The governments will have to provide more impetus on private logistics companies, NVOCC or multimodal logistics operators' participation in the BBIN project and also important would be to create a BBIN website portal with complete information for trade participation and addressing issues.

Uniform guidelines to avoid ambiguity

The Central Board of Indirect Taxes and Customs (CBIC) has issued guidelines to smoothen the process of faceless assessment of cargo to avoid delays. **Devendra Singh Bhadoria**, Director, Aar Pee Clearing & Forwarding and Managing Committee Member, Delhi Customs Broker Association (DCBA) talks about the issues involved.



Kalpana Lohumi

What needs to be done to achieve the real objective of the project?

Despite the project being a noble idea, it is evident from the facts so far that the purpose of faceless assessment is apparently defeated. Physical interaction is still persisting owing to unnecessary and frequent queries raised by some Faceless Assessment Officers at different ports, resulting in delays in cargo clearance. There are many instances to show malafide intention of those officers.

It is also found that the TSK (Turant Suidha Kendra) which was aimed at fast redressal of issues pertaining to faceless assessment has been a one-way traffic only, with no time-

bound feedback/solutions from the concerned TSK officers.

The trade also requires well-defined and uniform policy/guidelines across the ports/ICDs/airport, so that there is no ambiguity and malpractices by utilising the lacuna. There should be a proper monitoring system from the higher authority or Customs Board to reduce unnecessary queries (which are huge in number) and harassment to the trade. To achieve it, the NAC (National Assessment Centre) and Vigilance Department will have to play a more effective role in each port/ICD/airport through war footing measures to check the corrupt persons. Customs officers at the execution level need to be sensitised about the great objective

of the Government of India as regards to fast clearance of cargo through faceless assessment. At the same time we need to sensitise the trade people against indulging in wrong practices. They should also be well-versed with changing policies, rules & regulations, etc. to minimise errors. Increase of RMS facilitated BEs to maximum number can also be a viable measure to expedite the clearance procedure.

What are the issues related to customs clearance in India?

There should be fast as well as minimum examination of goods by utilising proper equipment and technology. Both soft and hard infrastructure need to be installed in all customs locations so that post



Devendra Singh Bhadoria
Director, Aar Pee Clearing & Forwarding and
Managing Committee Member, Delhi Customs
Broker Association (DCBA)





While the GOI was busy containing the spread of COVID-19 pandemic by adopting various measures, supply of empty containers was hugely impacted by unfair activities of some countries, especially China

assessment cargo clearance time can be reduced drastically.

The intelligence level of respective customs officers needs to be very high while examining the goods. They should have extensive knowledge regarding WCO and WTO guidelines. Commodity and supplying countries including safety aspects and proper data analysis should be the major parameters in this regard. In this way other issues related to cargo clearance time or dwell time can be reduced significantly

What is your take on the containers' shortage crisis?

The current shortage of containers is mainly man-made and manipulated by some countries. While the Government of India was busy containing the spread of COVID-19 pandemic by adopting various measures, supply of empty containers was hugely impacted by unfair activities of some countries, especially China. China, in fact, has procured/blocked more than 80 per cent empty containers during the pandemic period. Unfortunately, our government did not have any contingency plans in view of the possible shortage of containers due to imbalance of trade or huge drop in imports. There should have been a regulatory mechanism in place to compel the shipping line bringing back empty containers after exports from India.

On the contrary, on one hand shipping lines have reduced capacity and on the other hand increased freight charges three times during the pandemic period, resulting in tremendous pressure on the ex-im trade of India. They fulfilled their revenue target by creating this artificial crisis. I think, it is high time for Government of India to regulate the shipping lines for the greater interest of the country's foreign trade and economy. We must protect ourselves through our own law adhering to WTO guidelines. At the same time, we need to promote Indian private shipping lines for the national interest.

What about the possibility of manufacturing containers in India?

Though it looks like a positive initiative, at this moment it is not viable considering huge cost factor is involved. It would be an additional burden on the PSU Concor, which ultimately will have to bear the cost of manufacturing/procuring the containers. Moreover, there is no guarantee that the empty containers would not be blocked by some other countries because of the nexus between shipping lines and a foreign country. Accordingly, container manufacturing at the cost of Concor would be counter-productive. It would be a misleading step under 'Make in India' or 'Atmanirbhar Bharat' initiatives.

Where do you see the Indian air cargo industry five years down the line?

It will be too early to assess the scenario. There are so many factors involved behind the increase of COVID-19 vaccine exports from India.

Apart from manufacturing capacity of Indian companies to fulfil the demand of domestic market as well as international markets and requirement of appropriate logistics infrastructure to handle movement of the vaccines, the bilateral/political relationships between India and vaccines importing countries will also have to be taken into consideration. At present the said prerequisites are not very promising.

REGULATING THE SHIPPING LINES

- On one hand shipping lines have reduced capacity and on the other hand increased freight charges three times during the pandemic period, resulting in tremendous pressure on the ex-im trade of India
- It is high time for Government of India to regulate the shipping lines for the greater interest of the country's foreign trade and economy.



Logistics dilemma of food delivery

Food delivery sector has seen a rapid rise in the last few years and the COVID-19 crisis has further accelerated the demand. **Saurabh Sharma**, AVP-Business Development, Shadowfax Technologies talks about the current ecosystem and the challenge of last-mile delivery.

In India, the food delivery segment has seen a meteoric rise in the past few years. The pandemic has further fuelled the demand for delivery of fresh and ready-to-eat food. There has been a significant rise in the on-demand food delivery sector among consumers. In order to meet this growing requirement, the modern food business needs to have an agile and responsive logistics system in place. One of the biggest challenges

things playing a critical role. Some of the aspects that a customer expects from food delivery operations, which can be fulfilled using a last-mile food delivery software are:

FAST DELIVERY

Using a food delivery route planning system can assist a business to identify and assign the delivery to the right personnel to optimise and ensure order fulfillment in a specified timeframe.

lines, the food delivery system with route planning and real-time delivery tracking system helps the business to scale through customer retention.

ACCESSIBILITY

With the addition of a last-mile route optimisation software, customers have the ease to see the approximate time of arrival of the delivery person and can plan their time accordingly. The food delivery application offers various options to make additional notes for consumers. Customers can ask the delivery personnel to contact them immediately when they are at the door and do not ring the bell, etc. This makes the entire food and beverage delivery application environment a beneficial one for the consumers.

AGGREGATORS & LAST-MILE LOGISTICS PLATFORMS

The biggest growth restriction for food delivery businesses is the high cost of operation and lack of transparency and productivity. In the age of smart apps, relying on phone calls for allocating orders may not sound like a good idea. Hence, a business should work with both options – aggregators & last-mile logistics platforms instead of building their own ecosystem. They can scale their food delivery business by leveraging the expertise of aggregators or last-mile delivery logistics.

Using a food delivery route planning system can assist a business to identify and assign the delivery to the right personnel to optimise and ensure order fulfillment in a specified timeframe



that establishments face is to optimally solve the problem of last-mile delivery. To better understand this, we need to deep dive and understand various factors impacting last-mile delivery and possible solutions.

The last-mile delivery may just appear as simple as picking up the order from the restaurant and delivering it to the customer. However, there are a lot of

PRECISE ORDER TRACKING

In India, there are multiple popular food delivery apps, be it last mile or direct, that offer end-to-end tracking to its customers. Customers are able to monitor whether their order is accepted by the restaurant, being prepared, or is en route for delivery. This helps customers' trust the provider, given the transparency that it offers. On similar



Saurabh Sharma
AVP-Business Development
Shadowfax Technologies

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

JLL predicts growth in warehousing demand

E-commerce & 3PL have emerged as the largest occupiers with more than 55 per cent of all absorption in the country, as per the JLL report 'India Real Estate Outlook – A new growth cycle'. Built manufacturing has been a sunrise segment with more than 6.6 million sq. ft. of absorption in 2020.



CT Bureau

According to the JLL report 'India Real Estate Outlook – A new growth cycle', despite unfavourable socio-economic environment, warehousing stock in top eight cities, which includes, NCR-Delhi, Mumbai, Bangalore, Chennai, Pune, Kolkata, Hyderabad and Ahmedabad has added 27 million sq. ft. to reach a total of 238 million sq. ft. in 2020. Further, the demand is expected to grow around 160% to reach 35 million sq. ft. in 2021 if the external conditions stay stable, mainly if there is no relapse of COVID / lockdown and so on. Probably over the next one to two quarters, a clearer picture will emerge.

"In Q4, the market started gaining momentum with highest supply and absorption in 2020 post the lockdown. Industrial spaces witnessed a 13 per cent Y-o-Y growth in total stock in Grade A & B warehousing space in top eight cities. The overall warehousing space stands at 238 million sq. ft. at the end of 2020

Industrial spaces witnessed a 13 per cent Y-o-Y growth in total stock in Grade A & B warehousing space in top eight cities

Yogesh Shevade

compared to 211 million sq. ft. in the previous year thereby resulting in a net supply of 27 million sq. ft.," said **Yogesh Shevade**, Head Industrial Services, JLL, India. "An important point to note here is that in 2020 the end users / tenants have looked for new and innovative ways to taking up spaces on short-term / temporary leased of tenure 9-12 months for leasing of 'white spaces / unused spaces' in existing leased warehouse on sub-lease. Unfortunately, these do not get captured in net absorptions (considering these are already leased)," he added.

The warehousing and logistics market in India started gaining impetus with highest supply and absorption in Q4 of 2020. The demand is expected to increase in 2021 and reach close to 35 million sq. ft. of absorption, almost similar in line with 2019 levels, supported by growing demand in sectors such as 3PL and e-commerce. COVID-19 has accelerated e-commerce adoption rates with an increase in

Interestingly, the year 2020 saw more than 6.6 million sq. ft. of leased manufacturing in predominant manufacturing destinations of top eight cities

Saravanan Srinivasan



UPI transactions by 42% during the lockdown period, leading to an upsurge in the demand for online delivery of essential and non-essential items.

On the manufacturing front, India stands out as a potential powerhouse with new trends being observed and is expected to continue in the built manufacturing sector such as flex manufacturing. Manufacturing companies are looking for new trends such as rented factories which help in higher Capex savings for the owner as it converts Capex (land and building) to Opex (rent). Ready-built factories with pre-constructed/ ready infrastructure as well as built-to-suit factories are available on rent. "Interestingly, the year 2020 saw more than 6.6 million sq. ft. of leased manufacturing in predominant manufacturing destinations of top eight cities," said **Saravanan Srinivasan**, Head – Manufacturing Practice of Industrial Services, JLL, India.

MARKET GAINED IMPETUS IN Q4

- The warehousing and logistics market in India started gaining impetus with highest supply and absorption in Q4 of 2020.
- The demand is expected to increase in 2021 and reach close to 35 million sq. ft. of absorption, almost similar in line with 2019 levels.

Strong and enhanced warehousing in 2021

The recent JLL report says that the warehousing demand is expected to grow around 160 per cent to reach 35 million sq. ft. in 2021. **CARGOTALK** speaks to industry experts and discovers the industry's readiness to the growing demand and sectors which will be contributing to this growth.



Kalpna Lohumi



Rajesh Jaggi
Vice Chairman – Real Estate
Everstone Group

Rajesh Jaggi Vice Chairman – Real Estate, Everstone Group

The government's priority is to make India a global manufacturing hub, which has led warehousing clusters to expand rapidly beyond Tier-I cities and capitalise on the potential of demand in Tier-II and III cities. The automobile sector is expected to grow; it is already relying on specialised warehousing for the final assembly of parts and is paving the way for this sector to evolve

into a major support infrastructure for manufacturing. Electronics and pharmaceuticals companies are likely to focus on Bengaluru and Hyderabad, while the automotive segment's focus is likely to be on Pune and Chennai. Some of the other sectors that will drive growth are retail, 3PL and FMCG.

One of the significant growth drivers is the need for temperature-controlled storage facilities, especially in the pharmaceuticals space owing to

COVID-19 inoculation programmes. India is a major manufacturer and global distributor of vaccines and other pharma products. Its role is expected to expand further, which requires associated infrastructure to support a temperature-controlled supply chain.

SHIFT TO INTERNET OF THINGS

Warehousing players have started to invest more in automation and mechanisation for contactless

operations. Some of these warehouse technologies are smart analytics, warehouse management system, warehouse mobility solutions amongst others.

For efficient operations, the Indian warehousing sector is gradually shifting to Internet of Things (IoT). The industry has also started integrating sustainability into its standard operating procedures. Companies are adopting designs and practices that reduce their carbon footprint and operating costs.

Manufacturing companies are focusing on reducing inefficiencies in the supply chain, which happened due to the pandemic, by increasing availability of their products closer to consumption points.

SMARTER, SPEEDIER, SUSTAINABLE (3S) WAREHOUSES

Smarter: For a modern warehouse, the association between technology and people is important. The advantage of technology is it being real-time regardless of environment and location.

Speedier: Robotics and other automated solutions are decreasing the amount of time personnel spend on travel within warehouses. These reductions naturally lead to a boost

As organisations compete to make faster and more frequent B2C deliveries throughout the day for select time-sensitive SKUs, the demand for Grade A, compliant, multi-storey warehouses will see a spike in the near future

in efficiency, simplification of manual tasks and lower costs.

Sustainable: The sector is integrating sustainability in its standard operating procedures. Designs are being adopted to reduce carbon footprints and sustainable technology needs are being incorporated for businesses to operate more efficiently.

REDESIGN WAREHOUSES TO PROTECT WORKERS

Companies are focusing on redesigning warehouse facilities to protect workers while ensuring that picking, shipping and delivery are carried out smoothly. To this end, warehouse operators are introducing a variety of measures such as dividing operating hours into distinct shifts, separate picking and packing zones, reducing movement of workers within the warehouse.

IN-CITY WAREHOUSES

As organisations compete to make faster and more frequent B2C deliveries throughout the day for select time-sensitive SKUs, the demand for Grade A, compliant, multi-storey warehouses will see a spike in the near future. While only about 15 per cent of total warehouse inventory in India is Grade A, the need for fully compliant properties that increase the efficiency of the supply chain continues to gain momentum. With improved road connectivity and the 'Make in India' initiative, the need for modern, large, best-in-class logistics and Grade-A warehousing facilities will increase.

FASTER DELIVERY PROMISE

Growing urbanisation and e-commerce penetration has resulted in customers demanding faster and timely fulfilments. In populous and urban locations, the e-commerce sector is rapidly transforming from a two-day to a two-hour delivery model for select SKUs. Presently, this is mostly popular for grocery /FMCG and other time-sensitive SKUs.

**Anshul Singhal
Managing Director, Welspun One Logistics Parks**

The warehousing and logistics sector has emerged as the most crucial



Anshul Singhal
Managing Director
Welspun One Logistics Parks

Players like Amazon have started acquiring a fleet of airplanes, multi-billion-dollar warehousing robotic companies, and are experimenting with drone deliveries just to be able to reach customers faster





Praveen Vashistha
 Founder & Director
 Gxpress

🔥 COVID-19 has accelerated the e-commerce adoption rates by 42% during the lockdown period, leading to an upsurge in the demand for online delivery of essential and non-essential items 🔥

lifeline for industries at large, as the pandemic changed the way businesses were functioning. Social distancing, restricted movement and general fear of stepping out of home pushed the needle towards online shopping, leading to an exponential adoption of e-commerce, thus making warehousing an obvious beneficiary. The spike in online shopping in metros as well as in Tier-II and III cities has led to a huge demand for warehousing to come from e-commerce players.

Additional warehousing demand drivers are 3PL and express logistics companies which are growing at a massive pace with a focus on Tier-II and III cities. Online grocery players have also been one of the biggest beneficiaries of the digital shift as focus moves towards hyperlocal deliveries. When it comes to cold chain demand, since grocery players have switched to e-commerce, there is an increased need along with the rising e-pharma cold chain needs as well.

IN-CITY & MULTI-STOREY WAREHOUSING

With the introduction of same-day/next day deliveries, shrinking timelines owing

to easy return policies, overall shorter supply chains and the rising popularity of daily online orders, there is a need for in-city and multi-storey warehousing requirements. The emergence of many online-only brands in Tier-II and III markets, which need warehouse space but no retail space, has led to the growth of demand for Grade-A warehousing, even in the hinterland.

Companies focusing on last-mile or express delivery such as grocery players like D'Mart are also using spare real estate like malls or their retail stores as dark warehouses, to concentrate on 2-4 hours or same-day delivery to end customers. Players like Amazon are not only acquiring large automated warehouses on lease, but have also globally started acquiring a fleet of airplanes, multi-billion-dollar warehousing robotic companies, and are experimenting with drone deliveries just to be able to reach customers faster. Warehouse automation is being preferred as it aids in streamlining operations, increasing efficiency and reducing costs. Smart, Grade-A warehouses are therefore becoming an obvious choice as they seamlessly integrate technology with operations.

India faces a fundamental lack of Grade-A warehousing with only approximately 100 million square feet of modern warehousing stock. Spurred by COVID-19, Grade-A warehouse demand has taken precedence in India and with an emphasis on compliance, speed and quality. These Grade-A facilities will become commonplace and replace the older, less-efficient vestiges of the erstwhile godowns.

**Praveen Vashistha
 Founder & Director, Gxpress**

The COVID-19 pandemic had an unprecedented effect on the global economy as most of the countries were shut due to lockdowns. But in Q4, the market started gaining momentum with the increasing supply and absorption in 2020 post lockdowns. According to the recent JLL report, industrial spaces witnessed a 13 per cent Y-o-Y growth in total stock in Grade A & B warehousing space in top eight cities. As digitalisation is booming, consumer behaviour is changing and people are turning to online channels. As a result of which many e-commerce sellers are expected to do well, 3PL has become one of the fastest growing segments in the warehousing space, contributing about





35 per cent of the total net absorption in 2020. COVID-19 has accelerated the e-commerce adoption rates by 42 per cent during the lockdown period, leading to an upsurge in the demand for online delivery of essential and non-essential items. Also, post COVID-19 many end users and tenants have looked for new and innovative ways to take up spaces on short-term or temporary leases for a tenure of 9-12 months for leasing of 'white spaces or unused spaces' in existing leased warehouses on sub-lease. This has also led to an increase in the warehousing demand which is expected to grow by 160 per cent in 2021.

SUPPORTIVE GOVERNMENT POLICIES

Warehousing demand has been increasing in 2021 due to an upsurge in the demand of pharmaceutical warehouses, cold chain, growth in e-commerce and organised retail. Furthermore, supportive government policies such as establishment of logistic parks and free trade warehouse zones are expected to spur the market growth through 2025. Also, introduction of GST has led to reduction in inventory and turnaround time, which has led to the removal of check points thereby diminishing state boundaries. Also,

the government is introducing export benefit schemes so that India can increase its export share in the global share. Industries are introducing new strategies to meet the demands of warehousing, one of the best examples being the introduction of Seller Flex by the online channels which allows the building owners or the factory owners to lease their unused space for a fixed time contract.

Based on usage patterns, the market can be split into single and co-warehousing segments. The co-warehousing segment is expected to witness significant growth in the market through 2025. This can be ascribed to the increasing demand for last-mile distribution and growing preference for co-warehousing among manufacturers, suppliers, logistic companies as well as start-ups. Additionally, co-warehousing provides flexible storage that can help businesses meet their needs and give them a better control over their budgets. Co-warehousing provides scalability and helps in reducing overall operational costs.

Lancy Barboza Managing Director Flomic Global

The projected growth in warehousing demand is an indicator

of the confidence that industry players have on Indian economy. Post lockdown growth and increase in demand seen across sectors in India has surprised many who had painted a pessimistic view of the Indian economy during the lockdown.

The warehousing demand will be driven by e-commerce sector, FMCG and infrastructure related sectors. More and more customers are now looking at pallet wise costing from 3PL service providers and are no more interested to lease warehouse themselves on long-term basis.

Therefore, to an extent we can say that 3PL logistics service providers who give comprehensive pallet wise storage solutions and costing will drive the warehousing demand. Automation, mechanised handling, cloud based software solutions will be the key to reduce inefficiency in the sector.

Making non-agricultural land available for construction of large warehousing parks, better road and rail connectivity to these warehouse parks will eventually help to reduce the overall logistics cost in India. 🏠



Lancy Barboza
Managing Director
Flomic Global

🏠 **More and more customers are now looking at pallet wise costing from 3PL service providers and are no more interested to lease warehouse themselves on long-term basis** 🏠

CO-WAREHOUSING

➔ The co-warehousing segment is expected to witness significant growth in the market through 2025. This can be ascribed to the increasing demand for last-mile distribution and growing preference for co-warehousing among manufacturers, suppliers, logistic companies as well as start-ups.

Traffic statistics (Domestic Freight)

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

(A) 19 International Airports

1	Chennai	7,192	6,584	9.2	51,340	69,576	-26.2
2	Kolkata	6,750	7,302	-7.6	53,270	83,638	-36.3
3	Ahmedabad	2,862	4,742	-39.6	29,717	49,744	-40.3
4	Goa	487	426	14.3	2,699	3,784	-28.7
5	Guwahati	1,926	1,906	1.0	12,417	17,997	-31.0
6	Lucknow	1,092	1,105	-1.2	7,365	10,171	-27.6
7	Jaipur	1,295	1,416	-8.5	9,221	13,447	-31.4
8	Trivandrum	123	154	-20.1	766	1,775	-56.8
9	Bhubaneswar	876	920	-4.8	5,308	8,336	-36.3
10	Calicut	46	0	-	419	578	-27.5
11	Varanasi	294	302	-2.6	2,328	3,097	-24.8
12	Coimbatore	535	873	-38.7	4,160	8,388	-50.4
13	Srinagar	703	305	130.5	5,042	6,224	-19.0
14	Amritsar	123	51	141.2	707	898	-21.3
15	Mangalore	30	279	-89.2	1,130	1,118	1.1
16	Portblair	461	454	1.5	3,132	5,584	-43.9
17	Trichy	0	0	-	0	2	-
18	Imphal	667	681	-2.1	3,352	6,756	-50.4
19	Vijayawada	182	164	11.0	1,349	1,872	-27.9
Total		25,644	27,664	-7.3	1,93,722	2,92,985	-33.9

(B) 6 JV International Airports

20	Delhi (DIAL)	28,312	29,651	-4.5	2,15,846	3,05,267	-29.3
21	Mumbai (MIAL)	17,580	24,684	-28.8	1,16,716	2,42,582	-51.9
22	Bangalore (BIAL)	11,705	12,335	-5.1	95,141	1,29,717	-26.7
23	Hyderabad (GHIAL)	4,824	5,418	-11.0	37,062	52,682	-29.6
24	Cochin (CIAL)	1,243	1,085	14.6	7,340	11,725	-37.4
25	Nagpur (MIPL)	845	839	0.7	4,950	7,511	-34.1
Total		64,509	74,012	-12.8	4,77,055	7,49,484	-36.3

(C) 9 Custom Airports

26	Pune	3,092	3,323	-7.0	21,571	31,744	-32.0
27	Patna	1,258	943	33.4	9,611	10,637	-9.6
28	Bagdogra	656	624	5.1	4,809	6,486	-25.9

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

29	Indore	1,063	959	10.8	5,413	8,635	-37.3
30	Visakhapatnam	306	316	-3.2	2,777	4,351	-36.2
31	Chandigarh	1,114	585	90.4	6,198	7,812	-20.7
32	Surat	448	159	181.8	3,398	3,020	12.5
33	Madurai	187	162	15.4	1,493	1,383	8.0
34	Aurangabad	85	105	-19.0	561	661	-15.1
Total		8,209	7,176	14.4	55,831	74,729	-25.3

(D) 20 Domestic Airports

35	Ranchi	681	557	22.3	4,295	5,096	-15.7
36	Raipur	622	583	6.7	3,720	5,339	-30.3
37	Agartala	208	1,058	-80.3	1,451	4,281	-66.1
38	Jammu	115	103	11.7	738	1,185	-37.7
39	Bhopal	169	184	-8.2	983	1,227	-19.9
40	Dehradun	9	16	-43.8	49	148	-66.9
41	Udaipur	1	2	-50.0	3	5	-40.0
42	Vadodara	559	380	47.1	1,598	3,042	-47.5
43	Leh	708	138	413.0	1,817	1,680	8.2
44	Jodhpur	0	0	-	0	1	-
45	Dibrugarh	65	63	3.2	590	766	-23.0
46	Hubli	2	10	-80.0	58	90	-35.6
47	Silchar	58	59	-1.7	478	684	-30.1
48	Tuticorin	0	3	-	0	44	-
49	Kanpur (Chakeri)	33	4	-	83	119	-30.3
50	Rajkot	11	5	120.0	24	29	-17.2
51	Jharsuguda	7	9	-22.2	27	51	-47.1
52	Dimapur	23	28	-17.9	194	289	-32.9
53	Juhu	19	30	-36.7	110	311	-64.6
54	Jorhat	5	0	-	21	0	-
55	Agatti	0	8	-	0	63	-
Total		3,295	3,240	1.7	16,239	24,450	-33.6

(E) 2 St Govt./ Pvt Airports

56	Lengpui (Aizwal)	29	32	-9.4	313	381	-17.8
57	Nasik (Hal Ozar)	15	0	-	32	7	357.1
Total		44	32	37.5	345	388	-11.1

Grand Total (A+B+C+D+E)		1,01,701	1,12,124	-9.3	7,43,192	11,42,036	-34.9
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Traffic statistics (International Freight)

* Estimated

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

(A) 15 International Airports

1	Chennai	21,525	21,377	0.7	1,73,566	2,33,492	-25.7
2	Kolkata	3,512	4,275	-17.8	28,870	49,527	-41.7
3	Ahmedabad	3,031	4,157	-27.1	17,595	42,054	-58.2
4	Goa	9	75	-88.0	174	916	-81.0
5	Guwahati	0	0	-	18	3	500.0
6	Lucknow	61	261	-76.6	678	2,797	-75.8
7	Jaipur	63	236	-73.3	388	1,977	-80.4
8	Trivandrum	992	1,629	-39.1	11,717	20,378	-42.5
9	Bhubaneswar	0	20	-	18	62	-71.0
10	Calicut	607	2,352	-74.2	7,501	23,282	-67.8
11	Varanasi	3	0	-	3	5	-40.0
12	Coimbatore	43	200	-78.5	456	2,205	-79.3
13	Amritsar	34	48	-29.2	325	1,023	-68.2
14	Mangalore	28	335	-91.6	517	2,563	-79.8
15	Trichy	276	694	-60.2	2,019	6,837	-70.5
Total		30,184	35,659	-15.4	2,43,845	3,87,121	-37.0

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

(B) 6 JV International Airports

16	Delhi (DIAL)	43,810	50,370	-13.0	3,69,940	5,15,620	-28.3
17	Mumbai (MIAL)	41,721	48,608	-14.2	3,44,796	4,92,346	-30.0
18	Bangalore (BIAL)	19,259	18,196	5.8	1,66,542	1,89,269	-12.0
19	Hyderabad (GHIAL)	5,892	6,778	-13.1	50,989	69,766	-26.9
20	Cochin (CIAL)	2,708	3,651	-25.8	27,035	50,639	-46.6
21	Nagpur (MIPL)	0	27	-	9	856	-98.9
Total		1,13,390	1,27,630	-11.2	9,59,311	13,18,496	-27.2

(C) 4 Custom Airports

22	Pune	0	46	-	0	235	-
23	Indore	11	23	-52.2	45	641	-93.0
24	Visakhapatnam	1	50	-98.0	33	419	-92.1
25	Madurai	33	123	-73.2	109	1,372	-92.1
Total		45	242	-81.4	187	2,667	-93.0

Grand Total (A+B+C) **1,43,619** **1,63,531** **-12.2** **12,03,343** **17,08,284** **-29.6**

(Source: AAI)

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

	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes	Freight in Tonnes	Mail in Tonnes	Total in Tonnes
JAN to	Air Asia			Air India			Air India Express			Alliance		
MAY	9,807.7	230.6	10,038.3	17,005.7	1,922.5	18,928.2	227.8	0.0	227.8	138.5	0.0	138.5
JUN	1,522.1	159.5	1,681.6	2,050.8	-	2,050.8	6.4	6.4	-	8.0	8.0	-
JUL	1,590.0	118.6	1,708.6	1,937.3	-	1,937.3	3.8	3.8	-	23.6	-	23.6
AUG	1,963.7	127.9	2,091.6	2,378.5	-	2,378.5	3.6	3.6	-	32.5	-	32.5
SEP	2,803.8	179.7	2,983.5	3,466.7	-	3,466.7	3.4	3.4	-	36.2	-	36.2
OCT	4,151.3	214.8	4,366.1	3,990.3	-	3,990.3	18.4	-	18.4	37.1	-	37.1
NOV	3,926.2	235.2	4,161.5	3,795.4	-	3,795.4	65.1	0.1	65.1	47.0	-	47.0
DEC	4,080.4	227.7	4,308.0	4,102.8	-	4,102.8	25.1	0.0	25.1	25.0	-	25.0
TOTAL	29,845.1	1,494.0	31,339.1	38,727.5	1,922.5	40,650.0	353.6	0.1	353.7	347.9	0.0	347.9
JAN to	Blue Dart			GoAir			SpiceJet			Indigo		
MAY	37,317.6	0.0	37,317.6	3,279.4	0.0	3,279.4	38,906.8	0.0	38,906.8	59,735.4	3,645.0	63,380.4
JUN	10,359.6	-	10,359.6	887.3	-	887.3	5,965.9	-	5,965.9	7,861.0	1,410.2	9,271.2
JUL	10,936.2	-	10,936.2	1,036.6	-	1,036.6	2,863.6	-	2,863.6	10,776.5	1,797.6	12,574.1
AUG	10,510.7	-	10,510.7	1,746.7	-	1,746.7	3,533.4	-	3,533.4	11,349.1	1,959.6	13,308.7
SEP	11,250.7	-	11,250.7	3,387.6	-	3,387.6	5,059.4	-	5,059.4	13,099.1	2,296.4	15,395.5
OCT	10,503.6	-	10,503.6	4,315.1	-	4,315.1	5,711.4	-	5,711.4	15,878.0	2,522.2	18,400.1
NOV	9,964.7	-	9,964.7	4,399.8	-	4,399.8	4,932.4	-	4,932.4	15,035.6	2,287.3	17,322.9
DEC	11,435.7	-	11,435.7	4,612.7	-	4,612.7	5,381.9	-	5,381.9	15,997.5	2,878.2	18,875.7
TOTAL	112,278.9	0.0	112,278.9	23,665.1	0.0	23,665.1	72,354.8	0.0	72,354.8	149,732.1	18,796.5	168,528.7

(Source: DGCA)

NEWS



India has supplied the second shipment of equipment to Chabahar port in Iran. Having a total contract value of over US\$ 25 million, the country had supplied a consignment of two mobile harbour cranes to the Chabahar port.

Adani Ports to develop Colombo Port's West Container Terminal

Adani Ports and Special Economic Zones (APSEZ) has received a Letter of Intent (LOI) from the Ministry of Ports and Shipping of Sri Lanka and the Sri Lanka Ports Authority, acting on behalf of the Government of Sri Lanka, pursuant to approval from the Sri Lankan Cabinet of Ministers for the development and operations of West Container Terminal (WCT) in Colombo, Sri Lanka. APSEZ will partner with John Keells Holdings PLC, Sri Lanka's largest diversified conglomerate, and with the Sri Lanka Ports Authority (SLPA) as a part of the consortium awarded this mandate.

The WCT will be developed on a Build, Operate and Transfer basis for a period of 35 years as a public-private partnership. WCT will have a quay length of 1,400 metres and alongside depth of 20 metres, thereby making it a prime transshipment cargo destination to handle Ultra Large Container Carriers.



SpiceJet operates its first flight from Dhaka to Spain

As part of the multimodal cargo transportation project, SpiceJet has operated its first flight, carrying 48 tonnes of cargo including garments from Dhaka to Spain for a global fashion brand, while availing an interconnect of two modes of transport through road and air. In this multimodal transportation of the cargo, the consignment was shipped first from Dhaka through Petrapole to Kolkata airport via road and then to New Delhi on a SpiceXpress freighter. From New Delhi, a SpiceXpress Airbus A340 cargo plane transported the consignment to Spain.



Hyderabad Airport, StaTwig to offer real-time tracking of vaccine shipments



GMR Hyderabad Air Cargo (GHAC) has announced a partnership with Singapore-based technology startup StaTwig to roll out a new technology based solution for tracking and monitoring of vaccine shipments handled at the airport's cargo terminal. Given its well-established position as the major pharma hub of Indian air cargo and one of the primary gateways for vaccine exports from India, GMR Hyderabad Air Cargo through this exclusive partnership will leverage the

next-gen blockchain technology to deliver enhanced track and trace solution and real-time monitoring of vaccine shipments at GMR Hyderabad Air Cargo Terminal. The partnership brings together domain expertise of GMR Cargo and its time-tested relationships with vaccine exporters and air cargo trade with StaTwig's proven blockchain platform to help this solution strengthen the supply chain of vaccine exports from India.

Gati launches airfreight solutions for pharma, electronics and auto ancillaries

Gati-KWE has launched advanced airfreight solutions for pharma, electronics and auto ancillaries. The company has also earmarked a budget of ₹ 100 crore for infrastructure and technology development in FY21-22. The company operates Air Transit Centres (ATCs) in eight metro cities across India and is expediting efforts to strategically position some of the ATCs near the airports for facilitating faster and multiple retrievals of cargoes. Two more ATCs proposed to be launched in Chandigarh and Indore can bolster



the company's air freight services even further. In order to facilitate seamless multi-modal cargo transportation across the country, Gati-KWE is set to launch a state-of-the-art 1.5 lakh sq. ft. Surface Transportation Centre (STC) at Delhi in June 2021 and follow it up with four more at Mumbai, Nagpur, Indore and Bengaluru in future.

PLUSS obtains US Patent for Celsure, leading to precise inside-temperature



Pluss Advanced Technologies (PLUSS) has been granted a patent by the United States Patent and Trademark Office for its Celsure box which is designed using Phase Change Material (PCM) technology to maintain specific inside-temperature. The Celsure box is a simple box-in-box transport solution with over 40 variants to maintain different inside-temperatures, ranging from -77°C to +89°C, for times ranging for a few hours to a few days. The Celsure box serves as a better and safer alternative to dry ice and conventional ice packs and has reduced costs and complexities in transport and storage of perishables.



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Indospace partners with Model Economic Township

IndoSpace has announced the acquisition of 55 acres at Farukhnagar in Haryana. This acquisition is a joint venture with Model Economic Township (METL), a 100 per cent subsidiary of Reliance Industries, and has a development potential of 1.28 million square feet. With this, IndoSpace has expanded its footprint in Delhi-NCR to over 480 acres across eight parks. Farukhnagar is close to Gurugram, New Delhi and other major manufacturing and consumption centres, and has fully developed social and physical infrastructure. This proposed development will meet the rising demand in Delhi-NCR for world-class Grade-A warehousing space from 3PL, FMCG, and e-commerce sectors.



ESR to develop 38-acre Logistics Park at Chakan near Pune



ESR has announced that it will develop industrial and logistics facility at Chakan near Pune. Spread over 38 acres, this facility will serve as the hub for light manufacturing and logistics operations in the western region of the country. It will be surrounded by some of the largest auto manufacturing industries of the country. Chakan is known as the 'industrial hub of India' and is one of the most prominent industrial clusters for engineering, automobile, electronics, FMCG and logistics corporations. This park is ESR's second development in Chakan.

Welspun One Logistics Parks develop Grade-A warehousing spaces

Welspun One Logistics Parks has raised upwards of ₹300 crore from a set of investors comprising of domestic high-net-worth investors and family offices towards the first close of its Alternative Investment Fund (AIF) 'Welspun One Logistics Parks Fund I'. Launched early this year, this is India's first warehousing AIF for domestic investors; key distributors of which are Sanctum Wealth Management, Edelweiss and InCred Wealth. The amount raised is a part of its ₹500



crore maiden fund which when fully raised, along with associated bank financing will enable Welspun One to develop Grade-A warehousing assets worth ₹1,900 crore; including its flagship 2.7 million sq.ft. project in Bhiwandi which is currently underway. In total, the company expects to deliver a portfolio with an estimated leasable area of 7 to 8 million sq.ft. over the next three to four years.

FIEO launches 'Container Demand e-module'

To facilitate assessment of containers requirement as well its fulfilment, FIEO has developed a first level marketplace wherein exporters can post their container demands online. The e-module will help in ground level assessment of containers required in the country while simultaneously enabling the exporting community to negotiate competitive quotes for their requirements. The web link has been made live and exporters across the country have started posting their container requirement for various origin-destination pairs.

The containers requirement uploaded through the e-module are also made visible to shipping lines, freight forwarders or others so that they can express their interest to fulfil such demands.



CFSA requests CFSS to handle more logistics services



As the government is working on a new multi-modal national logistics policy, the Container Freight Stations Association (CFSA), whose members have been finding their going tough since 2016, has said CFSS should be allowed to handle more logistics services, especially domestic cargo, so that their idling space can be gainfully engaged. According to the association, the 160-odd CFSSs across the ports have been operating at around 40 per cent capacity on one hand, and on wafer thin margins on the other, as most containers are directly delivered to consignees now.

JNPT inaugurates Inter Terminal Route for seamless trade



In a major push and with a vision to achieve seamless trade, the new Inter Terminal Route connecting BMCT Terminal with all the other four Container Terminals of JNPT was inaugurated at Jawaharlal Nehru Port Trust (JNPT). The newly inaugurated route will reduce the container movement distance between BMCT and the other JN Port Terminals from the existing 5 kms to 2.5 kms in one direction. This route will be used exclusively for the movement of TP (Transshipment) & ITRHO (Inter Terminal Rail Handling Operation) containers between BMCT and other terminals of JN Port offering a smooth and continuous flow of ITRHO and TP containers.

Tata Motors unveils the Ultra Sleek T-Series range of smart trucks

Tata Motors has unveiled its newest range of intermediate and light commercial trucks (I&LCV), the Ultra Sleek T-Series, designed and engineered to suit contemporary demands of urban transportation. Available in three models – T.6, T.7 and T.9, the Ultra Sleek range is available in varied deck lengths from 10 to 20 feet to adapt to all the required applications.

A sleek 1900 mm-wide cabin provides superior driver comfort yet swift movement in confined city spaces, and smart features provide for easy manoeuvrability.



DP World and CMA CGM Group launch the first Block Train

DP World and CMA CGM jointly received their maiden Block Train from Mundra, Gujarat to DP World PFT (ICD) Panipat, Haryana. This new service is the first Block Train by a shipping line between Mundra and Panipat. The fully loaded 90-TEU train was flagged off from Mundra Port on February 27, 2021. The service was received in the presence of representatives from DP World and CMA CGM India. The dedicated connections between the Port of Mundra and the inland container depot of Panipat will provide seamless connection from Mundra Port to PFT (ICD) Panipat, thereby, making customers' cargo reach internal markets faster. With priority rail out option and fixed train schedule, customers will be able to minimise waiting time at the port and plan their cargo movements effectively. The train will depart Mundra Port on Saturday/Sunday.



Pickkup to touch revenue of ₹ 10-12 crore in 2021-22, expands in south

Pickkup is now aiming to expand its services to South's major metropolitan cities Bengaluru and Chennai, apart from starting operations in Vijaywada and Vishakhapatnam this year. With plans to have operations in five cities over the next few months, the company aims to reach a revenue of Rs 10-12 crore by the next financial year 2021-22. Apart from Bengaluru & Chennai the tech enabled last-mile delivery startup is also ready to expand its operations to other Tier-1 and Tier-2 cities of Andhra Pradesh and Telangana. While the operations in Bengaluru are set to start next month, the startup is expected to take off in Chennai and Vijayawada in June and Vishakhapatnam by October this year. Over the next two fiscal years, Pickkup aims to have operations in eight cities with an expected revenue of ₹ 50 crore.



Honeywell partners with FarEye to track and monitor operations



With supply chains becoming more dependent on mobile workers to meet productivity goals, Honeywell has partnered with FarEye, a low-code SaaS platform, to provide its intelligent delivery management platform to Honeywell mobile computer users. FarEye allows mobile workers with devices to manage, visually track and monitor delivery logistics operations. The company works with major retailers, carriers and consumers around the world to provide higher control on their delivery operations and provide a superior experience to end customers.

MAHINDRA LOGISTICS MUMBAI

Given the importance of logistics and mobility services which are key growth areas for the Mahindra Group, Mahindra Logistics (MLL) has announced the appointment of **Dr. Anish Shah** as the Chairman of the Board, effective April 2, 2021. He will join the Board of Directors of the Company on the same date. He is the Deputy Managing Director and Group CFO of Mahindra & Mahindra (M&M) and is designated to take over as the Managing Director and CEO of M&M from April 2, 2021.



INTEGRATED SERVICE SOLUTIONS GLOBAL FORWARDING GURUGRAM

Integrated Service Solutions Global Forwarding (ISSGF) has announced the appointment of **Ravindra Katyal** as National Air Freight Head – India. With years of experience of airfreight and leadership across organisations, Katyal would now lead the Airfreight division of ISSGF India. Prior to this role, Katyal has held leadership roles at INDAIR Carriers, UT Worldwide, DSV and Cargo Partner in his past assignments.



SWISSPORT AUSTRALASIA

Swissport has announced the appointment of **Brad Moore** from Qatar Airways as new Managing Director for the Australasia region. Moore joins Swissport with extensive international experience as an airline executive, most recently as Qatar Airways Senior Vice President Ground Operations. He was also a senior post holder at Air Canada and Qantas where he led the Ground Handling Business, Commercial and Operations at both airlines. He holds a Master of Science from Pepperdine University, USA.



ICHCA UK

The International Cargo Handling Coordination Association (ICHCA) is pleased to announce the appointment of **Richard Steele** as the new Head of ICHCA International. He will take over the role with effect from July 1, 2021, on the retirement of the current postholder Richard Brough O.B.E. Steele is a safety and skills professional with a Masters in Training and Development who has been involved in the ports industry for over 21 years. He is currently the Chief Executive at Port Skills and Safety (PSS).

UPS EUROPE

UPS has appointed **Daniel Carrera** as the new President of its European operations. In his new role, based at the firm's European headquarters in Brussels, Carrera will be responsible for managing operations and more than 50,000 staff across 56 countries and territories. He has been with UPS for 16 years, most recently as President of the West Europe district. Prior to UPS, Carrera was Director of Global Accounts, Europe, Middle East, and Africa (EMEA), at the freight forwarder Menlo Worldwide.



DNATA UAE

dnata has announced the appointment of **Steve Allen** as the Executive Vice President. Allen will be responsible for all dnata's businesses covering ground handling, catering and travel across six continents. In addition, he will assume responsibility for managing Emirates Group's relationships with its associated businesses, including MMI, Emirates CAE Flight Training and Premier Inn. He has been with the Emirates Group for 12 years in various operational and support roles.



CARGO.ONE AMERICAS

Cargo.one has appointed **Chad Tibor** as its Vice President and General Manager for the Americas to shape its airline growth strategy with a focus on the American continents. Tibor has joined the company's leadership team following a successful career at Sabre. He says that his mission as the leader of the Americas airline team is to reach every airline domiciled in this part of the world and share with them the unique value that Cargo.one delivers in a matter of a few months.



MAERSK BANGALORE URBAN

The Board of Directors of A.P. Moller - Maersk have appointed Chief Technology & Information Officer (CTIO) **Navneet Kapoor** to the Executive Board with effect from April 1, 2021. The appointment is both a recognition of the role technology plays for the transformation of A.P. Moller – Maersk, and the strategic leadership capabilities of Kapoor. As CTIO, Kapoor leads the efforts to build competitive advantage from technology, a central element in the strategy of the company. Prior to joining Maersk, he was Senior VP, Technology at Target Corporation.



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Mr. JP Singh +91- 9818312783, jp.Singh@aargusglobal.com

Mr. Saurabh Trikha +91- 9810036508, saurabh.trikha@aargusglobal.com
Mr. Guneet Malik +91- 9310777055, guneet@aargusglobal.com

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support@kelleyindia.com
www.kelleyindia.com



Global Headquarters at Dallas, Texas, USA