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Logistical preparedness is key

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AMAZON TIES UP with GMR Logistics Park



Amazon India has entered into an agreement with GMR Logistics Park Pvt. Ltd., as of August 19, 2021, to lease a 10 lakh sq. ft., of warehousing space for a period of 20 years, in Hyderabad, as revealed by Prop-stack. The chargeable area is 10.08 lakh sq. ft., and the starting rent is around ₹2 crore per month (₹20.15 per sq. ft.). The lease starts from April 15, 2022, as per documents. As per the clause in the lease agreement, there will be a rental escalation of 15 per cent every three years. GMR Logistics Park Pvt. Ltd., is expected to hand over the first phase of the leaseable premises on April 15, 2022, and phase-II of the leaseable premises on September 1, 2022.

AIRBUS AND BOEING expand production

Airbus has firmed up plans for the freighter version of its successful passenger jet A350 with interest from the likes of global cargo giants DHL and UPS. And, Boeing has a plan for a freighter version of its yet to be operational passenger jet B777X.

While COVID-19 has taken its toll on the aviation sector, cargo operations are offsetting operators' losses, as it continues to play a critical role in facilitating international trade. As a result, industry forecasts show an increase in demand for wide-body freighter aircraft with long-haul capacity.

As Airbus and Boeing expand their production freighter options, the conversion of P2F business has also boomed ever since the COVID-19 pandemic gripped the world.



LUFTHANSA CARGO AND BMVI to strengthen air cargo efficiency



Lufthansa Cargo along with the German Federal Ministry of Transport (BMVI) has come together for a new federal research project 'Digital Test Field Air Cargo'. This project will be coordinated by the Fraunhofer Institute for Material Flow and Logistics (IML).

"We want to contribute to further strengthening Germany as a business location. That is why we are contributing our many years of experience in digitalisation along the supply chain to this nationwide project and ultimately also want to set international standards," said **Harald Gloy**, Executive Board Member for Operations and Human Resources, Lufthansa Cargo, and a member of the BMVI's Innovation Commission.



EMIRATES SKYCARGO delivers 400,000 tonnes of pharma

Emirates SkyCargo has completed more than 400 million kg of pharma transport in five years. **Nabil Sultan**, Divisional Senior Vice President, Cargo, Emirates, said, "We recognised very early on that our customers were looking for specialised solutions for their cargo, especially for valuable and life-saving medicines that have to be transported under strict conditions. We introduced our 360-degree transportation solution backed by state-of-the-art GDP-certified Dubai handling facility in September 2016. We managed to quickly transform the perception that Dubai was a destination to be avoided for pharma cargo in the summer to that of Dubai being a reliable hub for pharma customers all year round. Our pharma volumes have continued to grow over the years and to date we have transported more than 400,000 tonnes of pharma cargo under our Emirates Pharma umbrella."

ASIA AIRFREIGHT TERMINAL receives IATA CEIV Fresh Certificate

Asia Airfreight Terminal (AAT) has been awarded IATA's Centre of Excellence for perishable logistics (CEIV Fresh) certification in September 2021. This accreditation recognises our strong expertise, stringent training and excellent facilities in handling perishable cargo in accordance with global standards. It enhances our service commitment and professionalism when handling temperature-sensitive shipments.

There is an increasing demand for the safe transportation of high-end perishables and pharmaceuticals by air. AAT is in the process of further enhancing our handling capabilities to capture these opportunities as part of Airport Authority Hong Kong's initiative to develop HKIA into the world's Perishables Hub.



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BUDAPEST AIRPORT to initiate sustainability for STARGATE project

Budapest Airport is a member of the consortium, which won nearly €25 million of support from the European Commission, as part of a sustainability project called STARGATE. The airport operator's task will be to develop and put in place a cloud-based, paper-free air cargo handling system, together with other sustainable projects concerning mainly the terminal, energy efficiency and traffic developments. As part of the project, Budapest Airport can implement developments to a value of €1.53 million, 70 per cent of which (€1.07 million) is provided by the European Union, with the rest funded by Budapest Airport.

Reducing carbon emissions is a key pillar of Budapest Airport's sustainability efforts. In recognition of this, it has been awarded ACI's carbon neutral certification for the fourth year running. In line with its objectives, the operator of Budapest Airport, thus, joined a consortium consisting of Brussels Airport, Athens Airport and Toulouse Airport, along with 18 other non-airport members.



SOUTH AFRICAN AIRWAYS takes off to the skies after a year



South Africa's national carrier South African Airways (SAA) will stretch its wings after a hiatus of over a year as it has entered into the business rescue process that began on December 5, 2019. The first flight took off recently from Johannesburg to Cape Town. The government finally decided to give up its controlling stake by offloading 51 per cent stake to Takatso Consortium, which comprises Global Aviation and Harith General Partners.

Initially, SAA will not return to the international long-haul as the market conditions are not yet right. Even though SAA has two A340-600s (owned) and one A330-300 (leased), aircrafts that are capable of serving intercontinental routes, the operating cost for the old fleet is so prohibitive that the airline has decided not to resume intercontinental flights for the moment.



HAPAG-LLOYD invests in JadeWeserPort terminals

The German container shipping company Hapag-Lloyd has announced the acquisition of a 30 per cent stake in Container Terminal Wilhelmshaven (CTW) and 50 per cent of the shares of Rail Terminal Wilhelmshaven (RTW) at the German container port JadeWeserPort.

The Bremen-based terminal operator Eurogate continues to hold the remaining shares, while the parties have agreed to not disclose the purchase price. The contract closing is expected within a few months, while it is subject to approval by the antitrust authorities.

MAMMOTH supports 777P2F conversion programme with MRO facility



Mammoth Freighters LLC (Mammoth) is embarking on a long-term partnership with GDC Technics (GDC). The aim is to invest in a wide-body maintenance and modification facility to support its Boeing 777-200LR and 777-300ER P2F conversion programmes. **Bill Tarpley**, Co-CEO, Mammoth, said, "By partnering with GDC, our Mammoth 777 -200LR and - 300ER freighter conversions and support initiative will be centrally located in the US in a facility, designed specifically for 777-200/300 aircraft and with a skilled labour force in place."

WFS acquires Pinnacle Logistics

Worldwide Flight Services (WFS) has acquired IAS Logistics DFW, LLC (also known as Pinnacle Logistics). Pinnacle Logistics is headquartered in Fort Worth, Texas, U.S., strengthening WFS's cargo handling platform in the States. WFS is also handling cargo in London, Liege, Amsterdam, France, Japan, Spain and more.

Michael Simpson, WFS's EVP Americas, commented, "The acquisition of Pinnacle Logistics enhances our core cargo and express cargo handling value proposition to customers, and Pinnacle's established trucking logistics business further expands our service offering. This acquisition is a strong strategic and cultural fit for WFS and we are delighted to welcome the Pinnacle team to WFS."





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De-risking operations with new-age tech

With pandemic-induced disruptions altering the functional narrative of the logistics industry, the role of tech-based solutions has become even more prominent. The adoption of new-age technologies have led to the development of technologically advanced logistics models, shares **Suresh Kumar**, CEO, Allcargo Logistics Ltd.



Priyanshi Bana

How has the pandemic affected the logistics sector? What steps were taken to mitigate the challenges posed by the pandemic?

COVID-19 has transformed the operational dynamics of businesses. Allcargo, and other logistics and supply chain solutions providers have adapted to the changes and facilitated the response of organisations across sectors. The global supply chains are in the process of re-balancing with companies quickly learning from the extraordinary situation and focussing on de-risking operations. The pivot towards emerging markets, like India, to derive benefits of a diversified supply base is an example. In India, the domestic logistics sector played a crucial role during the



Suresh Kumar
CEO
Allcargo Logistics Ltd

pandemic to ensure that the country's EXIM trade remained unaffected.

At Allcargo Logistics, we walked the extra mile to minimise the pandemic's impact on supply chains of our customers. For instance, with the widest CFS-ICD network of the country, we supported port operations and helped them remain largely unaffected. As more and more companies opted for 3PL services to keep the business running during the pandemic, our teams at Avvashya CCI offered end-to-end services to healthcare, chemical and pharmaceutical sectors so that companies could maintain supply and delivery schedules.

We strengthened the technology-integration to our warehousing facilities with the adoption of digital technologies, hand-held devices, RFID and barcodes, voice picking and ring scanners, etc., to empower our workforce and enhance throughput.

On the other hand, at the global trade level, we were constantly interacting with stakeholders through usual tech-enabled communication interfaces and, most importantly, through our advanced digital platform – ECU360. Thanks to the track and trace facility of ECU360, our global clientele managed to book, transact and track shipments from the points of origin and destinations real-time.





Our Projects & Equipment (P&E) division demonstrated its commitment in many assignments during the lockdown period. For example, moving a 76-metre long super over dimensional cargo (ODC) from L&T Hazira in Gujarat to IOCL Paradip in Odisha was a mammoth feat. Moreover, the logistics industry joined hands with corporate India and the government to mitigate the impact of the pandemic by offering their transportation networks and resources in moving essential lifesaving kits and oxygen to the affected areas. In our own way, we supported the efforts of the government and organisations, which counted on us for import and transport of critical health equipment, such as oxygen concentrators. All this was undertaken even as we encouraged our teams spread across the globe to follow safety protocols.

What is your take on the latest technologies, like AI or IoT, making significant contribution in streamlining the logistics sector?

With pandemic-induced disruptions

altering the functional narrative of the logistics industry, the role of tech-based solutions has become even more prominent. The adoption of new-age technologies, like artificial intelligence (AI) and Internet of Things (IoT), have led to the development of technologically advanced logistics models, offering contactless delivery and end-to-end cargo visibility.

As a tech-focussed company, we have adopted digital technology solutions to streamline workflows, improve business outcomes and improve our service efficiency levels. ECU360, our tech-enabled end-to-end digital platform for global trade which has been expanding its market outreach, leverages advanced technologies to help customers plan their supply chains and book, transact and track their shipments from point of origin to destination. ECU360 has helped small freight-forwarders and CHAs in the digital transformation of their business and gain scale and competitive outreach

✈️ **We strengthened the technology-integration to our warehousing facilities with the adoption of digital technologies to empower our workforce and enhance throughput** 🚚

across global markets. With the rising e-Commerce penetration, demand for smart warehouses with higher throughput will further grow.

Do you think adopting latest technologies will have a severe impact on the workforce?

The pandemic has underlined the need to set up smart and agile operational frameworks by leveraging advanced technologies to deliver superior customer satisfaction and engagement. Allcargo derives its operational strength and superior customer centricity by striking a strategic balance between human capital and technology adoption.

In fact, our teams across diverse verticals have demonstrated high levels of commitment in establishing robust customer relationships while working remotely leveraging technology. While adopting technologies, our focus is to unlock value for our stakeholders and employees. Our employees remain pivotal to our growth and through adoption of tech tools and solutions, we try to maximise productivity, efficiency for customers and workplace engagement.



FACTFILE

✈️ Hadquartered in Mumbai, services of Allcargo Logistics Ltd., comprise global multimodal transport operations, pan-India container freight stations, inland container depots, third-party logistics, warehousing, contract logistics and logistics parks.

Boosting Exports

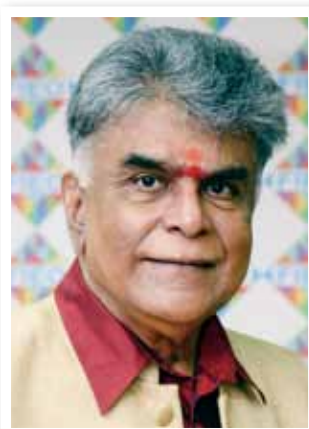
Dr. A. Sakthivel, President, FIEO, applauds the government's decision to budget an amount of ₹56,027 crore to disburse all pending incentives due to exporters for exports made in the fourth quarter of FY20-21, stating that this move will assist the sector in meeting liquidity concerns and maintaining cash flow, thereby further facilitating in meeting export demand.



Priyanshi Bana

India's economy has been recovering steadily after the deadly second wave of COVID-19. One of the factors that played a key role in the recovery is the improvement in merchandise exports. Merchandise exports from India hit a record high of US\$ 35.2 billion in July 2021, the highest-ever monthly figure ever in the country's history. It is an increase of 47.91 per cent over the US\$ 23.78 billion in July 2020 and an increase of over 34 per cent over the US\$ 26.23 billion in 2019.

Data released by the Ministry of Commerce indicates that Indian exports have gradually grown after the first wave of the COVID-19 disrupted world trade. In 2021, Indian exports seem to be rising faster than ever. "For merchandise exports, all sectors covered under the



Dr. A. Sakthivel
President
FIEO

Merchandise Exports from India Scheme (MEIS), such as pharmaceuticals, iron and steel, engineering, chemicals, fisheries, agriculture and allied sectors, auto and auto components, would be able to claim benefits for exports made in earlier years. Benefits would help such sectors to maintain cash flows and meet export demand in international market, which is recovering fast this financial year," said the commerce ministry.

Service sector exporters, including those in the travel, tourism and hospitality segments will be able to claim Service Exports from India Scheme (SEIS) benefits for the last year of the scheme – FY20 – for which 2,061 crore has been provisioned. "The SEIS for FY20 with certain revisions in service categories and rates is being notified," the statement said.

Welcoming the government's decision of budgeting an amount of ₹56,027 crore to disburse all pending export incentives due to exporters as claims related to different export promotion and remission schemes, including MEIS, SEIS, RoSL, RoSCTL, other scrip-based schemes relating to earlier policies and the remission support for RoDTEP and RoSCTL for exports made in the fourth quarter of FY20-21, **Dr. A. Sakthivel**, President, FIEO, said, "Such a move will help the sector in meeting the liquidity concerns and maintaining cash flow of the exports sector, thereby, further facilitating in addressing the export demand in the international market. Over 45,000 exporters will benefit from this, especially those in the MSME sector, for whom it will serve as a boost in their ability to complete their booked orders more efficiently." The decision



✈️ The government's decision of budgeting will help the sector in meeting the liquidity concerns and maintaining cash flow of the exports sector ✈️

will lead to an even more rapid growth in exports in coming months.

The support to service sector exporters, including those in the travel, tourism and hospitality segments, with certain revisions in service categories and rates being notified will not only have a multiplier effect, but will also help in employment generation. Incentivising major labour-intensive sectors and all the stakeholders, including those from the supply chain, will help in strengthening their endeavours to



meet the festive season demand in the international market.

Such support and handholding to the sector during these challenging times, when the whole exporting community is showing their commitment and resilience to perform impressively has definitely

given a boost to the government vision of achieving US\$ 400 billion exports for the fiscal. "These announcements have further infused confidence in exporters that the government is working hand in hand with exporters as promised," continues Sakthivel.

FACTFILE

✈️ Federation of Indian Export Organisations (FIEO) is the apex trade promotion organisation in India set up by the Ministry of Commerce, Government of India, and the private trade and industry segment in 1965.

Recovery in the offing

If there was any effect during the pandemic, which is unavoidable, the logistics and warehousing sector's post-pandemic future appears to be quite bright and optimistic, points out **Vijay Vashisht**, AVP-Business, Safexpress.



CT Bureau

How has the sudden rise in demand of e-Commerce industry enhanced the scope of warehousing?

The online retail market in India is moving towards a phase of stability now. Many of projects that bloomed during the ensuing period but died young were launched into the market with very little inventory-led investment. This has diversified now and more investment is coming in hybrid or inventory-led processes, including B2B e-Commerce. Need for more warehouses and processing centres emanates from that but this is not the entire story. With the

intense hedging in the capital market amidst the collapse of supply in the face of rising demand for essentials and discretionary products throughout this year, regionalization, if not localisation, of manufacturing and/or storage was a calling to be made. So, e-Commerce is definitely one of the reasons, but it is much more than that.

How do you see the demand of Grade-A warehouses in tier-II and III cities in future?

Much of the investment in warehousing and logistics is coming from third-party

logistics and distribution companies. E-Commerce again is going through a phase of consolidation and giving way to a more sustainable inventory-led decentralised model is something to occur in the due course. There is ample opportunity for businesses to decentralise, especially of suitable segments. End-to-end logistics develop around manufacturing and trading hubs and, in any case, third-party logistics and distribution firms would always need to invest in tier-II and III cities, and semi-urban areas to make them an efficient structure. ✈️



Vijay Vashisht
AVP-Business
Safexpress

✈️ As a result of direct impact of COVID-19 on warehousing is that there was a 15 per cent fall in new supplies y-o-y ✈️

Truck telematics fuels India's logistics sector

Equipping commercial fleets of vehicles with on-board telematic devices can be used to gather intelligence and design the best response to a problem. When these devices are employed in a fleet of trucks, it may be especially advantageous to a logistics company, opines Vineet Sharma, CEO and Co-founder, Fleetx.



CT Bureau

With the threat of cargo theft, vehicle breakdowns, road rage, and other such hindrances, running a logistics business has never been easy – especially when timely delivery is directly linked to the success of the business. And, when it is in India, you also have to account for bad roads in most parts. To mitigate such issues, modern logistics companies are turning to newer and more efficient technology-led solutions like telematics.

What is telematics and how does it work?

We are quite familiar with the concept of global positioning system (GPS), which we often find used in fleets of taxi services. This is just one example of things facilitated by a technology called telematics. A combination of



Vineet Sharma
CEO & Co-founder
Fleetx

telecommunication and informatics, telematics uses technological tools to enable intuitive and real-time monitoring of fleets and a timely redress of any snags that might occur.

Commercial fleets of vehicles can be fitted with on-board telematic devices to collect raw data in real time and pass them on to software management companies, which process and turn these into vital information to draw intelligence from and plan the best solution to a problem at hand. It can be particularly beneficial for a logistics business when these devices are used in their fleet of trucks.

Telematics for logistics business

While telematic devices can be installed in any commercial or

personal vehicle, the ones used in trucks are a bit different. These are designed for larger vehicles and geared to collect data on things like fuel usage, road taxes, service hours and vehicle health status. Since trucks undertake longer journeys, often in trying conditions, these devices are equipped to withstand bumpy rides on rougher roads, and have more powerful batteries and are more heavy-duty in their make.

Devices used in truck telematics not only enable live location tracking of trucks out for cargo delivery, but also help monitor driving patterns, fuel efficiency, and the condition of the vehicle to predict snags or breakdowns which might delay a delivery or disturb the logistical supply chain.

Contd. on next page ►





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How in which truck telematics can address the logistics industry's woes

Location tracking: Truck drivers have to often brave a lot of hardships on the road to ensure on-time delivery of cargo. They may be hindered by a number of unforeseen events. Remote location tracking through data captured by on-board devices on trucks helps fleet managers and logistics companies send messages and reinforcements to facilitate smoother movement.

Engine monitoring: On-board telematic devices installed on trucks take stock of the engine's health and send data in real time. These can prove handy in predicting any possible breakdown well in advance.

Speed tracking: A large number of road accidents are caused by over-speeding. When jostling to meet delivery timelines, the tendency to breach allowed speed limits cannot be ruled out. But if over-speeding – not necessarily by the truck driver, but by the driver of any vehicle on the road – leads to an accident, it further delays a delivery and disturbs the supply

✈ **Devices used in truck telematics also help monitor driving patterns and breakdowns which might delay a delivery or disturb the logistical supply chain** ✈



FACTFILE

✈ **Fleetx: Driver App helps in simplify their key tasks including job sheets, lodging expenses, daily fleet maintenance checks. Avoid delays of consignments by alerting the drivers on real-time. Drivers can see the single page view of all the consignments and delivery addresses for delivery management. They can also easily share live ETAs/ delays with customers to reduce inquiries, increase satisfaction, thereby maintaining high customer retention and win more business.**

chain. While it may not be possible to regulate all vehicles plying on the road, the speed at which the supply truck is being driven can be monitored through telematics.

Driving pattern checks:

The installed telematic device can monitor the driving pattern against parameters like hard or soft braking, hard or soft acceleration and deceleration, emissions, lane-changing, etc. An analysis of data so gathered can then enable risk-profiling and mitigating measures in order to avoid mishaps.

How truck telematics can help fleet owners and managers

The data collected by truck telematic devices are fed into transport management systems, which analyse and evolve real-time strategies for proper and timely fleet operations. They also help streamline vehicle maintenance and upkeep in order to maintain good vehicular health and functionally robust fleets. By avoiding unforeseen events and ensuring smooth logistics operations, fleet owners and managers not only further the success of their business, but also bring down several cost overheads and increase their profits. ✈



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Change of guard

The AGM for 2020-21, as well as the election of office bearers for the term 2021-2023, was recently held by FFFAI. **Shankar Shinde**, Chairman, FFFAI, emphasised the necessity and effectiveness of FFFAI in aiding the nation's foreign trade, and shared the commitment towards customs brokers and their position in the global supply chain.



CT Bureau

The Federation of Freight Forwarders' Associations in India (FFFAI), recently held its AGM for the term 2020-21 along with the elections of office bearers for the term 2021-2023. The presidents of the respective associations along with the nominees of the associations attended the AGM from across the country to discuss on various issues and future roadmap for the betterment of the fraternity. Shankar Shinde, the then Chairman-Elect for the year 2019-2021, has taken over as Chairman, FFFAI, for the ensuing two years' tenure. He is also elected Managing Director on International Federation of Custom Brokers Association (IFCBA).

The other elected office bearers are Dushyant Mulani, Chairman-Elect, Brihanmumbai Custom Brokers Association; S. Nataraja, Vice Chairman, Chennai Custom House Agents' Association; Amit Kamat, Vice Chairman, Goa Custom House Agents' Association; Rajesh Verma, Vice Chairman, Ludhiana Custom House Agents' Association; Sudip Dey, Vice Chairman, Calcutta Custom House Agents' Association; Shashidhar V. Hebbar, Vice Chairman,

It is a proud moment for FFFAI to have completed 59 years of service to the trade community and marching towards its 60th Diamond Jubilee

Bangalore Custom House Agents' Association Ltd.; Kartik Pancholi, Vice Chairman, Ahmedabad Custom Brokers Association; Vinod Sharma, Secretary, Pune Custom House Agents' Association; and Sudhir Agarwal, Treasurer, Nagpur Custom House Agents' Association.

The newly elected Chairman of FFFAI, Shinde, mentioned that it is a proud moment for FFFAI to complete its successful 59 years of services to trade and marching towards 60 years Diamond Jubilee celebration. He emphasised on the importance and effective role of FFFAI in facilitating the foreign trade of the nation. He unveiled his vision and commitments of FFFAI towards customs brokers and their role in international supply chain. According to Shinde, one of the priorities would be to empower the customs brokers by enhancing skill development, training, increasing their role in the logistic sector, diversification with forward and backward integration.

During the welcome speech the Chairman informed that FFFAI is great platform for members as the Federation

is providing inputs to various ministries. Shinde also assured full cooperation to the government/policymakers in the interest of trade facilitation and ease of doing business to strengthen the country's economy and achieving the government's ambitious US\$ 400 billion export target.

In his message to FFFAI, Ajit Kumar, Chairman, CBIC, acknowledged the Association's role as an important stakeholder in partnering with CBIC for trade facilitation measures on providing inputs and policy implementation, according to the FFFAI Chairman. He further acknowledged the role of FFFAI and its members during COVID-19 to maintain seamless supply chain of essential commodities in the country.

Shinde further pointed out that customs brokers will always play an important role in international supply chain managements and would work with customs, and CBIC Board providing inputs and solution on policies, procedures, regulations for seamless movement of EXIM trade for achieving their benchmark in ease of doing business and logistics performance index (LPI). 

FACTFILE

→ FFFAI is the apex body and the sole representative of 28 member associations from all over India, representing 6,500 customs brokers. Organisations, directly or indirectly connected with freight forwarding, shipping, and commerce, are also associated with FFFAI.



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Cold Chain: The supply chain revolution

The pandemic has accelerated technical advancements by 4-5 years. Whether it is AI or IoT, technology is now perceived as an enabler rather than an expense. The **CARGOTALK** Cold Chain Conclave was a huge success, with distinguished panellists outlining the growing relevance of cold chain.

 Priyanshi Bana

While most of the focus on cold chain logistics has been primarily on pharma and medical goods during the ongoing pandemic, the need for sizeable investment coupled with a well-defined strategy to capture volumes has made cold chain business a tough one.

Keeping in mind the growing importance of cold chain, CargoTalk's conclave on the cold chain sector was a big success with eminent panellist, such as **Fabrice Panza**, Manager-Global Cool Chain Solutions, Etihad Cargo; Swarup Bose, Founder and CEO, Celcius; and **Udit Mangal**, VP, Business Development, Pluss Technologies. They spoke at length about the significant rise of cold chain and crucial role played by it in the recent difficult times.

FACT FILE

→ On September 14, 2021, **CARGOTALK** hosted a digital conclave. The virtual conclave centered on cold chain and how it is revolutionising the supply chain.

→ The summit explored the importance of cold chain in the transportation of vaccines and other pharmaceutical essentials, with a focus on cold chain in the new normal world.

Industry officials are of the view that pharma cold chain alone has grown by about 20 per cent compound annual growth rate (CAGR), while the non-pharma segment by 15 per cent CAGR. The cold chain industry in India, however, is fragmented and has only a few organised players catering to both pharma and non-pharma segments, such as confectionaries, fruits and vegetables, among others. Says **Udit Mangal**, VP-Business Development, Pluss Technologies, "Five years ago, the entire chain of supply chain, logistics and cold chain was quite fragmented. Suddenly, a paradigm shift occurs, and the cold chain sector is no longer seen as a cost centre, but rather as a differentiator. The cold chain has now entered the mainstream, as a result of the current pandemic. Comparatively, the requirements have

changed drastically. Earlier, there were not as many temperature differences as we see today during pandemic times while transporting vaccines at varied temperatures."

According to **Fabrice Panza**, Manager-Global Cool Chain Solutions, Etihad Cargo, "Both pharma and agriculture sectors induced a real soar on cargo business and flows, requiring airlines to continue extending cold capabilities from the onset of the pandemic. The advances across the cold chain landscape from key players has fostered a greater collaborative between manufactures and producers, and logistic stakeholders, which has benefitted not only customers, but end consumers also, especially from a pharmaceutical perspective. On the perishables side, we saw an increase of



DIGITAL CONCLAVE

volumes partly due to global lockdowns where online orders for fresh food climbed. To support flows and demand we optimised our freighter fleet and have worked directly with our customers to ensure our available capacity met their requirements. Part of this included operating a dedicated cargo service between Abu Dhabi and Australia, leveraging belly hold capacity to deliver essential supplies into the Australian market. Our partnership with AusTrade facilitated bi-directional trade to further ensure continuity of fresh imports to the UAE from Australia including meat, fish and seafood, fruits, and vegetables which accelerated delivery of agricultural and fisheries exports."

Expounding further on the importance of cool chain amidst the pandemic, **Swarup Bose**, Founder and CEO, Celcius, says, "The cold chain sector has gained a lot of traction in the past 7-8 years and has grown tremendously. During this pandemic it has just highlighted the importance of the robust cold chain supply chain, which is required in India. Not only for the pharma and agriculture goods, but also for all kind of perishable goods. India is fast becoming the pharmaceuticals hub of the world and

the capital for the vaccine production. Cold chain has to keep up to all of this. Keeping this in mind, we are working towards bringing the latest technology to this sector. Cold chain has suddenly gained the limelight due to the pandemic, because everyone realised that it is not only the pharma and vaccine that has to move, but also almost everything from agriculture produce to fresh fruits and other daily requirements that needs to move through the cold chain. When the world came to a standstill, it was only the cold chain and few other sectors which were functioning."

MAINTAINING TEMPERATURE: A CHALLENGE TASK

The entire cold chain revolves around maintaining temperatures, not only for pharma but also for all other perishable goods. Adds Panza, "One of the main risks are those which have a negative impact on product integrity, including weather and extended waiting periods on the tarmac or outside a cool room. In addition to maintaining IATA CEIV Fresh and Pharma certification for our FreshForward and PharmaLife products, we continue to review our processes and work with strategic partners to



Udit Mangal
VP-Business Development
Pluss Technologies

✦ Suddenly, a paradigm shift occurs, and the cold chain sector is no longer seen as a cost centre, but rather as a differentiator. It has now entered the mainstream ✦



provide enhanced and innovative solutions to maintain quality throughout the supply chain. This being said, there are still multiple technical factors involved in shipping vaccines which present risk. Each vaccine manufacturer issues specific temperature-control requirements, which must be adhered to throughout the shipment journey to maintain product integrity. Some vaccines have required -80°C , which when announced required carriers to work with industry leaders to develop new solutions capable of handling such temperatures on scale. At Etihad Cargo, we worked with a number of ULD manufacturers to develop containers which maintained temperature

FACT FILE

➔ **PLUSS** is a materials research and development firm that specialises in speciality polymeric additives for improving polymer characteristics as well as phase change materials (PCMs) for thermal energy storage.

parameters while providing ourselves and our customers real-time monitoring and tracking. We have also secured UAE GCAA approval to expand dry ice carrying capabilities across our Boeing Dreamliner and Boeing 777 fleet, which further supports our capacity to carry these doses. As a recognised industry leader with dedicated cold chain solutions within our hub and on our aircraft, we have worked closely with our supply chain partners to maintain service delivery across the full journey. This sharing of knowledge and expertise extends beyond our own execution and as a member of associations, such as pharma.aero, the Cool Chain Association and IATA, we have worked to ensure that we share best practices across with all stakeholders to mitigate risks."

Further adding to the strict maintenance of temperature, Mangal says, "Transportation plays a very critical role in the cold chain sector. With the advent of phase-change material technology, it is possible to operate at specific temperatures, and has made it possible to do away with the dangerous goods like dry ice which releases carbon



Fabrice Panza
Manager-Global Cool Chain Solutions
Etihad Cargo

➤ **Advances from key players has fostered a greater collaborative between manufactures and producers, and logistic stakeholders** ➤

dioxide, thus endangering environment. People are far more aware both at the material level and the digital level. Today people and companies are looking at various other options other than the dry ice, which cannot be carried in the belly due to its hazardous nature."

According to Bose, "Pharmaceuticals always required a very robust cold chain.

Maintaining temperatures for essential drugs has always been their main concern. The pharma companies have always been worried about transporting and storing their products at the correct temperature since it directly effects the efficacy of the drug, inadvertently leading to wastage."

TECHNOLOGY AS THE DRIVING FORCE

Pandemic pushed forward the technological innovations by almost 4-5 years. Be it AI, IoT and others, technology is today seen as an enabler rather than a cost. According to Panza, "Technology continues to play a vital role in air cargo and logistics and has become a pillar of support throughout the pandemic. We have worked closely with strategic technology partners to support our digitalisation ambitions, whether it is through connectivity, enhanced data sharing, or streamlining processes. The innovation of active and hybrid container suppliers is providing a valuable data tool, which has provided enhanced monitoring and tracking capabilities, while recording important temperature and location data throughout the supply chain. Other advancements have included online lane risk assessment, online SOP and online tracking, each of which has contributed to our ability as a carrier to create and enhance our compliant and transparent pharma corridors across our network.

Panza adds, "Real-time technology is now providing increased sensitive and detailed data, such as geolocation, temperature environment, internal temperature, humidity level and more.



FACT FILE

- Etihad Cargo is the cargo and logistics arm of Etihad Aviation Group, the national airline of the UAE
- Established in 2004, it has come a long way in a short amount of time, and with its specialist teams it has developed a range of dedicated air cargo and freighter services.

Contd. on next page ➤

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These types of technologies reduce wasted costs and increase our quality levels. During less than 10 years, the air cargo industry has taken great strides in transparency, largely driven by data loggers' expansion and GDP certifications. The pandemic has presented an opportunity to escalate digitalisation plans and collaborate with key partners to introduce initiatives ahead of scheduled timeframes. The key focus for us at Etihad Cargo has been to streamline processes and provide an enhanced user experience, which includes access to real-time monitoring and tracking. Key partnerships have fuelled our achievements during the past 18 months. Working with E2open our compliance screening processes were streamlined, CargoAi provided API accessibility for messaging, and automated customs compliance checks of all MAWB and HAWB. Etihad Cargo also became a premium member of Validaide to co-manage and co-share station facilities to more than 500 global customers. Through Validaide, we provide our customers with additional transparency on key information on our stations, including new SOP and lane risk assessment features, while reducing



Swarup Bose
Founder & CEO
Celcius

✈ When the world came to a standstill, it was only the cold chain and few other sectors which were functioning ✈

the time to collect and manage this information by 95 per cent."

Emphasising on the importance of technology, Mangal says, "Getting to technology and keeping it cost effective is the key. There is no point of bloating the price. With the help of passive packaging, one can move the much smaller cargo with the same temperature precision

at much lower cost. The phase change material technology has enabled giving out the quality of an active system at much lower cost, enabling distribution of cargo. In short, pandemic has certainly impacted on the demand of technology in a big way and is no longer considered a cost rather termed as a product differentiator."

INVESTMENT: AN EXPENSIVE AFFAIR

According to Bose, "Talking from the investment point of view, cold storage trucks cost 2-2.5 times more than the dry trucks and similar goes for the warehouses to convert themselves to cold storages. The cost is pretty high. The answer to this is asset utilisation. Because cold storages are not filled for a good part of the year. Though the government is providing numerous subsidies for setting up cold storages, but due to fragmented network of information, it remains under-utilised. That is where Celcius created a marketplace, wherein the transporters and manufacturers could connect with each other. We leveraged the already existing cold storages to be utilised to the maximum. This is where the role of technology becomes important. With real-time traceability, from the point of manufacturing to consumption, accountability too rises which leads to greater efficiency."

Certainly, an expensive affair to invest in, but cold storage sector is growing rapidly. Thanks to the pandemic, every adversity leads to innovation, the cold chain industry is undergoing a paradigm shift, and people have already begun investing in anticipation of the industry's bright future in the next 10 years or so, revolutionising global supply chains.



FACT FILE

✈ Celcius connects shippers and transporters of perishable cargo across India. It is a SaaS-based web and app platform that allows its consumers to interact with shippers and reefer transporters as well as reserve cold storage space across India.



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- ✓ Prompt Carting of Cargo.
- ✓ Unique Temperature Controlled Pharmaceuticals product handling capabilities in the CFS.
- ✓ Wi-Fi Enable CFS.



Custom Area



Covered Warehousing Facility



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Maintaining balance in the air

The air freight supply chain will need to recalibrate, and prepare to implement new safety, security, and administrative norms when the industry returns to normalcy. Though global trade continues to rely on the air cargo industry, airlines and airports are doing their best to maintain a balance between the two with a rise in passenger flights.



Priyanshi Bana

With the grounding of most passenger planes, the air cargo industry, globally, suddenly lost between 80-90 per cent of its existing belly capacity, which severely disrupted air cargo flows. However, the sector was able to quickly adjust to this sudden change with innovative measures, such as increased utilisation of freighters, specialised charters, and passenger planes converted into cargo-only planes. All these measures enabled demand for the transport of medical

There is a wide-spread belief that the air cargo side of aviation, unlike the passenger side, is prospering and does not need any restart or rebuild plan

supplies and equipment, food, and other necessities to be fully met.

Though, the international trade still continue to rely on the air cargo market, but with gradual increase in the passenger flights, airlines and airports are trying best to maintain balance between the two. Says **Maulin Vakil**, MD-Customer Care and Performance Analysis, American Airlines Cargo, "We are pleased to see passenger demand returning to the market, and our network will continue to evolve as international passenger and

cargo demand changes. In the short term, we are seeing large increases in our Latin America network, and anticipate growth on transatlantic routes due to both a really strong cargo market and the relaxation of passenger quarantine requirements. We are also excited about several new routes, which are launching later this year, including non-stop service from New York (JFK) to New Delhi (DEL) and from Seattle (SEA) to Bengaluru, India (BLR)."

Expounding on same lines, **William Boulter**, Chief Commercial Officer,



IndiGo Airlines, says, "As you are aware, that we also entered the crisis with no freighters, but deployed around 11 A320/321 passenger aircraft for CarGo operations as our 'CarGo-in-cabin'

charters. By using the aircraft cabin and belly space and adding some minor changes in the cabin, we have been able to carry significant payloads on our passenger aircraft. This has really supported us during the pandemic period when our operations have been severely impacted. However, we believe that the government can stimulate the aviation sector further by doing away with capacity and fare caps as travel demand has picked up over the last few months: these restrictions were implemented for good reasons last year – now is the time to relax them. Domestic traffic trebled from May to June 2021 as restrictions and the pandemic eased – and we are seeing strong growth since then in total demand. In essence, the removal of these caps will really help strengthen the revival of the sector in India."

Since things have started getting back to normal, the air cargo supply chain will have to readjust, and be ready to implement new safety, security, and administrative requirements, and procedures. To handle such requirements and support logistics staff on the ground at the airport, supply chain managers will need to set up



Maulin Vakil
MD-Customer Care & Performance Analysis
American Airlines Cargo

✈️ We are pleased to see passenger demand returning to the market, and our network will continue to evolve as international passenger and cargo demand changes ✈️

cross-functional teams. According to **Sakshi Gupta**, Country Manager-India, Air Logistics Group, "Airlines were agile and responded swiftly to the pandemic by major refurbishing and restructuring of a part of their fleet to freighters to ensure that operational cost of servicing the route is covered. But the reverse would still be a conservative approach as freighters would still generate a major component of airlines revenue. Since most people are still skeptical about leisure travel and corporates have got accustomed to remote working and virtual meetings, the current demand for air travel seems hazy. As airlines had converted only a limited number of aircrafts to freighters they still have sufficient fleet to serve the current demand."

Airports, which play a significant role in the entire mechanism enabling air cargo, are feeling the impact as well. Even when closed to passenger traffic, a substantial share of airport and airside infrastructure remains open. The overall cost base for operations remains almost the same, as most airports' costs are fixed. Says spokesperson, Kempegooda



International Airport, "Although capacity operated by freighters have increased due to the emergence of Passenger 2 Cargo (P2C) airlines, belly space in passenger aircraft has fallen due to depressed levels of passenger flights. However, the gradual ease of restriction in passenger flights will provide a capacity boost. Before COVID-19, 60 per cent of the cargo at BLR Airport was transported by passenger aircraft through belly space, while 40 per cent was carried by freighters. In the current situation, capacity is being adequately bridged by our airline partners in the form of dedicated freighters and P2Cs to meet the demand and supply needs of BLR trade community and freighters are carrying 60-65 per cent of international cargo. As the restriction of international operations eases further, belly capacity should increase again."

Explaining further on the airports situation, Gupta says, "Airlines and airports have been the hardest hit with far reaching effects, which would take years to recover. But we would definitely see a surge in travel with the increase in the vaccination pace, we are optimistic to return to the trajectory of travel growth. Having said that, the vaccination drives now well underway in most countries and removal of blanket quarantine requirements – these are



William Boulter
Chief Commercial Officer
IndiGo Airlines

✈️ We believe that the government can stimulate the aviation sector further by doing away with capacity and fare caps as travel demand has picked up over the last few months ✈️



green ticks for the airlines as the first step on the road to recovery."

According to Boulter, "IndiGo has been very prudent to strengthen its balance sheet in more favourable times. We have ensured that we have adequate liquidity available at all points of time. Compared to December 2019 quarter,

our free cash has gone down owing to the COVID crisis. For the fiscal year 2021, our CarGo revenue increased by 9.6 per cent compared to the previous year. After easing the restrictions and vaccination drive, our cash burn rate has steadily improved. This was helped primarily by net contribution from our operations, which nearly doubled





Sakshi Gupta
Country Manager-India
Air Logistics Group

✈️ As airlines had converted only a limited number of aircrafts to freighters they still have sufficient fleet to serve the current demand ✈️

return of all passenger scheduled service, it is important we consider cargo when determining our passenger network and optimise the aircraft we have for cargo as best we can to ensure we can still meet the unique needs of our customers and position ourselves for growth."

Explaining the reasons for air cargo to prosper in these adverse times, Gupta says, "Air cargo has definitely been a knight in shining armour for the aviation industry and a key revenue generator during this duress. Cargos' spotlight moment had arrived and will continue in times to come. Reliance on belly capacity was not enough and we saw the emergence of the novel freighters. This has helped the airlines sail through the tough times when everything had come to a grinding halt. The revenue from the cargo operations kept the airlines flying and at the same time served humanity by delivering the COVID relief material at places where it was urgently required to save the precious human lives."

quarter over quarter. The situation has certainly got better for us in terms of cash burn and revenue."

Also, there is a wide-spread belief that the air cargo side of aviation, unlike the passenger side, is prospering and does not need any restart or rebuild plan. A few airlines, freight forwarders and

others are temporarily benefitting from the fact that demand exceeds capacity. Says Vakil, "Looking forward, our cargo-only operation will continue to decrease as we increase our scheduled passenger flying. This is how we operated before the pandemic, and is good for the airline overall. It supports both as our passenger and cargo business. As we adjust to the

Certainly, the cargo industry proved to be a lifeline for the economy. It definitely got its long-pending importance during the recent difficult times. With gradual increase in the passenger flights both international and domestic, cargo has created a place of importance for itself. Pandemic proved a boon for cargo, whereas a bane for many indeed!



Quick estimates for selected major commodities for Aug 2021

Trade: Export

Sl. No.	Commodities	Values in Crores		% Change AUG'21
		AUG'20	AUG'21	
1	Tea	518.55	559.22	7.84
2	Coffee	402.50	569.05	41.38
3	Rice	5011.05	5316.07	6.09
4	Other cereals	428.31	414.59	-3.20
5	Tobacco	553.83	536.24	-3.18
6	Spices	2328.77	2318.78	-0.43
7	Cashew	234.66	262.43	11.83
8	Oil Meals	611.99	329.84	-46.10
9	Oil seeds	620.15	580.46	-6.40
10	Fruits & Vegetables	1491.23	1631.65	9.42
11	Cereal preparations & miscellaneous processed items	1194.72	1331.61	11.46
12	Marine Products	3401.87	5093.30	49.72
13	Meat, dairy & poultry products	2425.57	2038.97	-15.94
14	Iron Ore	3071.46	1080.94	-64.81
15	Mica, Coal & Other Ores, Minerals including processed minerals	2257.49	3107.66	37.66
16	Leather & leather products	2658.82	2862.54	7.66
17	Ceramic products & glassware	1853.07	2173.60	17.30
18	Gems & Jewellery	13613.34	25467.27	87.08
19	Drugs & Pharmaceuticals	14768.34	14871.28	0.70
20	Organic & Inorganic Chemicals	12267.25	16567.90	35.06
21	Engineering Goods	45293.33	71552.82	57.98
22	Electronic Goods	6511.70	8518.34	30.82
23	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	6227.30	9641.58	54.83
24	Man-made Yarn/Fabs./made-ups etc.	2260.82	3407.57	50.72
25	RMG of all Textiles	8090.96	9175.65	13.41
26	Jute Mfg. including Floor Covering	247.67	308.30	24.48
27	Carpet	1004.64	1067.21	6.23
28	Handicrafts excl. handmade carpet	1091.67	1352.07	23.85
29	Petroleum Products	14199.92	34506.69	143.01
30	Plastic & Linoleum	4842.39	5596.29	15.57
Sub-Total		159483.38	232239.92	45.62
GRAND TOTAL		170470.61	246863.37	44.81

Note 1: Grand total is inclusive of component 'Other'.

Note 2: The figures for AUG'21 are provisional.

(Source: Ministry of Commerce & Industry, Government of India)

Quick estimates for selected major commodities for Aug 2021

Trade: Import

Sl. No.	Commodities	Values in Crores		% Change AUG'21
		AUG'20	AUG'21	
1	Cotton Raw & Waste	157.35	295.41	87.74
2	Vegetable Oil	6635.70	9869.01	48.73
3	Pulses	1462.77	1838.36	25.68
4	Fruits & vegetables	1092.61	1247.59	14.18
5	Pulp and Waste paper	456.79	853.51	86.85
6	Textile yarn Fabric, made-up articles	682.56	1072.57	57.14
7	Fertilisers, Crude & manufactured	5913.82	6190.62	4.68
8	Sulphur & Unroasted Iron Pyrites	73.53	132.82	80.63
9	Metaliferrous ores & other minerals	1705.86	5731.98	236.02
10	Coal, Coke & Briquettes, etc.	8100.17	14385.62	77.60
11	Petroleum, Crude & products	48177.68	86458.11	79.46
12	Wood & Wood products	1745.96	3385.36	93.90
13	Leather & leather products	292.81	430.14	46.90
14	Organic & Inorganic Chemicals	10969.68	15352.47	39.95
15	Dyeing/tanning/colouring materials	1267.71	1964.27	54.95
16	Artificial resins, plastic materials, etc.	6344.18	10145.58	59.92
17	Chemical material & products	4694.40	6346.39	35.19
18	Newsprint	279.04	255.41	-8.47
19	Pearls, precious & Semi-precious stones	8686.28	16667.14	91.88
20	Iron & Steel	4780.73	9907.17	107.23
21	Non-ferrous metals	4943.15	8604.83	74.08
22	Machine tools	1729.97	2205.23	27.47
23	Machinery, electrical & non-electrical	15090.61	21653.25	43.49
24	Transport equipment	15673.69	8174.75	-47.84
25	Project goods	782.07	248.55	-68.22
26	Professional instrument, Optical goods, etc.	2668.74	3298.33	23.59
27	Electronic goods	35245.82	43908.87	24.58
28	Medicinal & Pharmaceutical products	4394.15	4824.93	9.80
29	Gold	27647.53	50122.81	81.29
30	Silver	290.10	116.24	-59.93
	Sub-Total	221985.45	335687.32	51.22
	GRAND TOTAL	231736.82	349301.90	50.73

Note 1: Grand total is inclusive of component 'Other'.

Note 2: The figures for AUG21 are provisional.

(Source: Ministry of Commerce & Industry, Government of India)

Redefining logistics in India



Technology adoption has played a crucial part in reshaping the logistics business, which is also TruckBhejo's core competency. **Nilesh Ghule**, Co-founder and CEO, TruckBhejo, sheds light on how technology is revolutionising the logistics sector.



Priyanshi Bana

Please elaborate on TruckBhejo and the services it offers.

TruckBhejo is a technology-led logistics company that focusses on providing reliable, efficient and capacity-agnostic trucking solutions to its customers. It also provides end-to-end trucking solutions across the supply chain, be it the first, middle or the last mile of delivery catering to all major industries, such as leading FMCG, manufacturing, telecom, e-Commerce, e-Grocery and retail companies as its clients. Facilitating growth in scale and providing smart solutions by leveraging technology is the core differentiator.

Truck drivers have indeed come out as unsung heroes offering service relentlessly during the pandemic. What is your take on it?

It is worth praising the way truck drivers have operated in the pandemic, against all odds. They went above and beyond the call of duty without taking a single day off, criss-crossing through the country to keep the economy moving. Just like doctors, nurses, and the paramedic staff that did their best to save as many lives as possible.

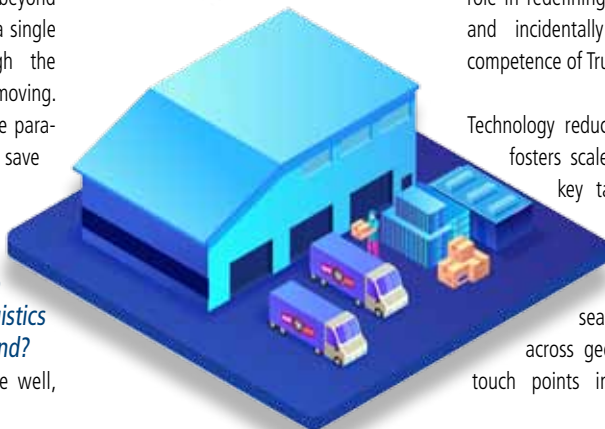
With an unprecedented rise of the e-Commerce industry, how has the logistics sector coped with the demand?

The logistics industry has done well,



Nilesh Ghule
Co-founder and CEO
TruckBhejo

✈ The logistics industry has done well, because the micro entrepreneurs saw an opportunity and gave it their all ✈



because the micro entrepreneurs saw an opportunity and gave it their all. For any e-Commerce set-up to survive, it needs to ensure its products reach the consumer as fast as possible. The Indian trucking community has around 15 million commercial vehicles. Of these, almost three million vehicles are run by people who are micro entrepreneurs, that is, people who own and also drive their vehicle. These micro entrepreneurs offer reliability in the service, and are cost-effective. Then of course, there are companies with large fleets, who are also constantly upgrading. All in all, the Indian logistics sector is becoming efficient and growing in reach.

How has technology redefined the logistics sector in making it more seamless and visible?

Technology adoption has played a key role in redefining the logistics industry and incidentally that is the core competence of TruckBhejo too.

Technology reduces redundancies and fosters scales, both of which are key tasks of the logistics industry. Be it the unlimited amount of paper work, seamless coordination across geographies or multiple touch points in the supply chain,

technology adoption eliminated all these speed breakers. Additionally, it provided visibility of order-book to truck owner drivers, customers and the platform, enabled traceability, and reverse logistics management, thereby, fostering a rapid rise in scale without any disruption in the supply chain across industries.

With cost-effective internet data packages, technology adoption has grown multifold in the recent past on both fronts – truck owner drivers and customers, who acted as a boon for the logistics industry, and specifically players like us who offer technology-enabled logistics solutions.

FACTFILE

➔ TruckBhejo is a brand of Forza Logistics Techlabs Pvt Ltd., a technology-driven logistics company. The company is focussed on connecting the supply and demand sides in order to construct the most effective logistics network possible by aggregating and deploying available capacity optimally. All of the largest FMCG, e-Commerce, e-Grocery, telecom, manufacturing, and retail majors are clients of TruckBhejo.

The future of warehousing in India

Whether it is keeping up with the digital transformation trend, building employment opportunities, or maintaining supply chain management both nationally and globally, the warehousing industry has evolved and continues to do so, observes **Abhijit Verma**, Executive Director & CEO, Avigna Group.



CT Bureau

The warehousing sector is an inevitable pillar of India's economy, keeping the momentum of global supply chain steady. It is one of the most resilient segments, when compared to others in the real estate sector. The warehousing industry has carved a niche of its own with the private players after receiving a

Despite the rapid growth, we have to admit the warehousing sector is still at a nascent stage in India and one of the major challenges is skilled manpower

positive boost from the implementation of GST, 100 per cent FDI through automatic route and being accorded with the government's infrastructural status in 2017. According to the report 'Warehousing Market in India 2021', the industry which valued at ₹1,050 billion in 2020 is expected to expand at a CAGR of 14.86 per cent between 2021 and 2025, taking the value to ₹2,028.86 billion by 2025.

As the warehousing spaces upgrade themselves from Grade-B and C to Grade-A facilities, the sector has been rapidly expanding its roots in the tier-II and tier-I cities. Grade-A warehouses accounted for only 3 per cent of all

warehouses in 2015, but they now accounted for 10 per cent in 2019. This shows that the sector is not only growing, but getting more organised, overall quality of assets has improved due to which longevity, and safety and security has increased. Grade-A warehouses are almost at par with international standards in terms of quality, which is encouraging more investors to invest and attracting MNC clients who require such facilities. The pandemic, which brought everything to a total halt in the initial phase, eventually saw the industry rebounding.

The period witnessed the changing preferences from online to offline mode and companies transforming digitally to keep their businesses up and running, which in turn gave a boost to the warehousing sector. Like many sectors, warehousing is also experiencing various technological shifts at the digital front. Despite the rapid growth, we



Abhijit Verma
Executive Director & CEO
Avigna Group

have to admit the warehousing sector is still at a nascent stage in India and one of the major challenges is skilled manpower. The demand for skilled workers has increased twofold as the industry moves towards automation, like every other. The sector definitely lacks trained manpower and upliftment is highly essential. Like many other sectors, though India's entry is late in modern warehousing, we are fast adaptors and quick in learning the ropes of any trade, and hopefully will catch-up to the world's standard in the next 2-3 years' time.

A report published by TeamLease Logistics in 2018 indicated the creation of 120,000 incremental jobs in the warehousing sector from period 2018-2022. Clearly, going digital in some of its operations, and using an enhanced and efficient method of working has created some excellent job opportunities especially for the tech talent in India. AI technician, automation engineer and data engineer are some of the examples of job roles that are in demand.

Whether it is keeping up with the trend of digital transformation, building employment opportunities from blue to white collar levels, or maintaining supply chain management both nationally and globally, the warehousing industry has evolved and continues to do so.



Making investments more lucrative

Many businesses are regionalising their operations to prepare for the unexpected and provide efficient last-mile delivery. This tendency will assist tier-II and III cities, which may emerge as Grade-A warehousing clusters, says **Rajesh Jaggi**, Vice Chairman - Real Estate, The Everstone Group.



Priyanshi Bana

How will the government's recent policies, ₹6 trillion funds for infrastructure, and PLI scheme, help boost the manufacturing sector?

India has been active on the policy front and is paving the way to become the world's most preferred manufacturing hub. The Production Linked Incentive (PLI) scheme is the cornerstone of the Indian government's master plan to boost domestic manufacturing and make it globally competitive.

Introduced in April 2020, the scheme has set in motion a series of game-

Non-tier-I markets accounted for more than 60 per cent of e-Commerce revenues and 90 percent of new customers. Hence, warehousing-related investments are becoming increasingly attractive in these regions

changing reforms that will attract global manufacturing majors focussing on mobile phones, electronics, pharmaceuticals, food processing, IT, battery storage, automobile components and specialty steel.

The core objective is to signal a turning point for Indian industry and gain a global presence while boosting economic growth through job creation. A measure of the government's seriousness and the scale at which it is pushing the scheme is its outlay of ₹1.97 lakh crore or US\$ 26 billion, across 13 key sectors.

India's vision of building a US\$ 5 trillion economy by catapulting the manufacturing sector into a rapid-growth spiral has been pushed further to 2030. This gives us just enough time to acknowledge the challenges in the way and undertake a more strategic approach to attract sufficient investor interest and capital.

Today, global investors are betting on India, particularly hubs in North and South India with a strong manufacturing muscle. The world is looking at India to deliver on new values driven by technology and





Rajesh Jaggi
Vice Chairman - Real Estate
The Everstone Group

innovation that will shape the global approach to manufacturing.

The way I see it, policy interventions and industry frameworks will work best when we acknowledge the role of private park developers in transforming key industrial markets that have all the requisites to fuel India's rapid growth in the manufacturing sector.

How do you see the demand for Grade-A warehouses in tier-II and III cities in the future?

Many organisations are regionalising operations to cover for contingencies and provide efficient last-mile deliveries. With increasing demand and the rise of the manufacturing sector, this trend



will benefit tier-II and III cities, such as Ludhiana, Ambala, Lucknow, Patna, Siliguri, Guwahati, Bhubaneswar, Vishakhapatnam, Vijayawada, Coimbatore, Kochi, Nagpur, Indore, Jaipur and Dholera, which may emerge as Grade-A warehousing clusters.

As per recent estimates, more than 60 per cent of e-Commerce sales and 90 per cent of new customers were from non-tier-I markets. Hence, these areas are fast becoming attractive for warehousing-related investments.

Manufacturers are moving closer to their customer base in non-tier-I cities due to easy internet access, growing disposable

incomes, a young and brand-conscious population, a higher standard of living, nuclear families, and the government's digital push.

What are IndoSpace expansion plans for 2021 in the warehouse manufacturing sector?

IndoSpace has recently launched an industrial and logistics park at Narasapura near Bengaluru. Spread across 64 acre, the park will cater to the warehousing requirements of companies across sectors, such as automotive, engineering, electric vehicles, e-Commerce and FMCG, amongst others. Early this year, we invested in a joint venture with Reliance Industries' fully-owned subsidiary, Model Economic Township, to develop a logistics park in Farrukhnagar, Haryana – an emerging warehousing hub in NCR.



FACTFILE

➔ Founded in 2007, IndoSpace has become one of India's top industrial and logistics real estate investors, developers, and managers. The three guiding pillars of great quality services, sustainability, and governance provide clients with trustworthy service. Each component of the effort is brought together to revolutionise the area through innovation, best-in-class solutions, and the highest level of operational governance.

In the last few years, IndoSpace has launched six parks in tier-II and III locations. In June 2021, we launched two parks in Tamil Nadu, Vallam II and Oragadam III, adding 118 acre to our portfolio and moving a step towards our goal of creating 120 million sq. ft., of modern logistics infrastructure across the country. Being the leading national warehousing developer, we plan to add four million sq. ft., of warehousing space by the end of 2021 and strengthen our leadership position. 📈

The coming of age of warehousing

Logistics and warehousing space absorption is predicted to expand by 35 per cent in 2021, driven by rising demand in tier-II and III cities, and will be the fastest to recover from the COVID-19 aftermath, observes **Alexandre Amine Soufiani**, Managing Director, FM Logistic.



Priyanshi Bana

How has the e-Commerce industry enhanced the scope of warehousing?

In 2020, many consumers had to resort to online shopping for essentials during the pandemic. This change in consumer behaviour has put retailers under immense pressure to provide immediate response and high-quality solutions to their customers.

The shift in consumers' purchasing behaviours has changed the very nature of the warehousing and distribution industry with e-Commerce providers now almost forming their own sector and third-party logistics providers needing to offer return logistics capabilities as well as tracking abilities directly to the consumer on top of conventional solutions. Exploring tier-

✈ Exploring tier-II and III cities, and other rural areas has always been on every e-Commerce companies' to-do list with an aim to yield huge profits. But last mile delivery and other logistics issues has always stood in the way ✈

II and III cities, and other rural areas has always been on every e-Commerce companies' to-do list with an aim to yield huge profits. But last mile delivery and other logistics issues has stood in the way. Due to increase in internet penetration in these areas as well as accessibility to smartphones, these markets have a plethora of opportunities for e-Commerce players and retailers. What we need now is a delivery network that is well connected to the major distribution and consumption centres.

What is your take on the demand of Grade-A warehouses in tier-II and III cities in the future?

Over the years, the Indian warehousing and logistics industry has achieved significant growth, both size- and scope-wise. Businesses are on the



Alexandre Amine Soufiani
Managing Director
FM Logistic

lookout for logistics service providers, who are capable of integrating advanced technologies, process automation in their warehousing solutions and support them to move closer to their end consumers. Dynamics of the logistics industry have evolved as a result of shorter time to market and rising demand from the time-sensitive e-Commerce sector. Grade-A warehouses and increasing use of technology are the stepping stones in this process.

The booming e-Commerce market and a robust demand for the strengthening of retail supply chains across industries, has bolstered the demand for Grade-A warehousing facilities across the



country. The ongoing pandemic has led to the increase in demand for quality warehousing space. In order to deal with such situations, companies have understood the importance of having a real-time pulse of the market and are investing in Grade-A warehousing facilities in smaller cities.

FM Logistic India is focussed on developing Grade-A Multi-Client Facilities (MCF) in the most important economic zones in India. We also provide top-of-the-line storage and handling equipment.

All FM Logistic warehouses are equipped with electronic surveillance systems. We have also deployed appropriate access control measures in terms of doors, locks and other security systems to prevent unauthorised access, and improve cargo security. We frequently organise night audits as well. Warehouse security audits are organised monthly to identify specific risks, if any. We are supported in the endeavour of developing Grade-A MCF in the established and upcoming logistics hubs by NG Concept, our real estate arm which develops warehouses for FM Logistic worldwide.

In 2019, FM Logistic India broke ground for our own MCF in India at Farrukhnagar, near Gurugram. This new A+ grade facility will be among the first in India to combine LEED and FM Global Certification. With a built up area of 700,000 sq. ft., the Farrukhnagar MCF enjoys strategic access to Kundali, Manesar and Palwal expressways for faster connectivity to all major consumption centres in North India. Our upcoming Multi Client Facility in Bhiwandi, Mumbai spans across an area of 4,00,000 sq. ft. This facility, too, is strategically located and provides faster connectivity to the major consumption centres in West India. Both of our facilities will provide cost-effective quality, storage, and handling services. In a nutshell, the next wave of warehousing belongs to tier-II and III cities, and FM Logistic India

is contributing by strategically placing its MCFs.

How has the pandemic impacted the growth trajectory of the warehousing sector?

Like other businesses, the Indian warehousing segment is reeling under the effect of the COVID-19 crisis. Driven by a robust growth in the e-Commerce and manufacturing sectors as well as rising demand in emerging tier-II and III cities, logistics and warehousing space absorption is expected to grow by 35 per cent in 2021, and will be the fastest to recover from the COVID-19 aftermath. Growing demand for temperature-controlled warehouses to cater to the cold chain, pharmaceutical, and food & FMCG sectors, as well as growth in organised retail, are the likely drivers for this growth. Non-essential goods warehouses remained closed for some time and resulted in job losses. However, the horizon is bright as recovery of the logistics sector is one of the fastest post pandemic. Warehousing demand is increasing and particularly driven by the e-Commerce and pharma sectors

The Government of India's focus on making India a global manufacturing hub has caused warehousing clusters to expand rapidly beyond the top cities and into tier-II and III cities. As most of the tier-II and III cities in India are aligned with industrial hubs, the demand for Grade-A warehouses has increased substantially. Organisations have realised the importance of developing



✈ The next wave of warehousing belongs to tier-II and III cities, and FM Logistic India is contributing by strategically placing its MCFs ✈

quality and world-class warehousing facilities in order to cater to the vastly underserved rural customer base, since these facilities not only offer operational excellence but also facilitate cost optimisation.

Additionally, the government's 'Make in India' policy will continue to fuel growth for the industry. The warehousing sector is expected to expand manifold, despite short-term issues, owing to various factors contributing to its future growth. Experts are of the opinion that warehousing would be among the first real estate segments to recover from the shock of the pandemic and might even attract huge capital, as investors switch to more resilient asset classes.

FACTFILE

➔ FM Logistic India's Grade-A MCFs are state-of-the-art facilities that provide the best-in-class services and are built on par with international standards. The company's MCFs provide 'A' grade warehousing infra with FM2 flooring and high cube vertical storage to enable our customers to optimise their space..

In 2020, despite the pandemic situation looming in the country, we added one million sq. ft., of warehousing space under our operations as we acquired new businesses. The main impetus for this growth has been on account of great focus on the e-Commerce, omnichannel, FMCG, food and pharma sectors.

In recognition of our efforts to support the supply chain of our customers during the nationwide lockdown and the subsequent relaxation of lockdown restrictions, we were awarded with the 'Overall Excellence in Logistics and Supply Chain Award' at the SCALE Awards organised by the Confederation of Indian Industry (CII). Moving forward, we plan to expand our operations by another 30 lakh sq. ft., by the end of 2022-23, as announced last year. We will be setting up our own warehouses in the major consumption areas of the country like Mumbai, Bengaluru, Hyderabad, Chennai, Delhi, etc. ✈



The rise of warehousing: To build or to buy?

Several enterprises, which ran their own warehouses, suffered a setback during lockdown. This is causing a shift in customer mind-set to consider outsourcing their activities to reputable 3PL service providers, says **Aditya Vazirani**, CEO, Robinsons Global Logistics Solutions.



Priyanshi Bana

Warehousing has emerged as one of the most crucial aspects of the modern supply chain and has been a strong pillar, especially during the recent lockdowns. With faster technology adoption, leveraging emerging innovations in AI, ML and IoT, warehousing, today, has evolved to go beyond just a storage facility, and is a smarter, service-driven operation. While this advancement has helped the Indian logistics and supply chain to reach newer heights, for most manufacturers and distributors, it continues to remain an under-utilised

✦ **Whether it is for temperature-sensitive products, outsourced partner can provide optimisation across various functions inside a warehouse** ✦

logistic service offering. Even as India gears up to become the global manufacturing hub, it is important that industries and businesses understand the role and significance of efficient and cost-effective warehousing that can help accelerate the growth of the economy at large.

Here are the five benefits of outsourcing the warehouse operations that can help businesses adopt leaner and more effective profit models.

Optimised resources: This is one of the primary benefits of outsourcing

at large and warehousing, in particular. Having a self-managed warehouse operation requires dedicated resources in terms of people, money, time, as well as other extra cost factors. Outsourcing warehouse operations can help business owners and internal departments to be leaner and focus on the company's core competency. Companies can also divert their resources to research, innovation, training and driving new business acquisition, while safely enjoying the benefits of expert warehouse management at a cost advantage, and minimal initial time investment.





Aditya Vazirani
CEO
Robinsons Global Logistics Solutions



Optimised operations: Managing warehousing operations is an integral part of the supply chain. Whether it is for temperature-sensitive products like food and pharmaceuticals to automotive parts, electronics and garments, outsourced partner can provide optimisation across the various functions inside a warehouse, ensuring that each product and customer is treated with the differentiation they require. Working with an outsourced partner allows cross training and implementation of best practices across various product categories to ensure expert management of storage, put away, retrieval, inventory management,

packaging and other customised value-added services.

Enhanced market reach: A self-managed warehouse setup necessitates significant CapEx investments and resources for ongoing management, which could be a roadblock for the company if not managed effectively. If this is not given priority, and additional investment in scale, operations will hurt the company's top and bottom lines. Working with the correct outsourced partner can enable companies to leverage on the logistics partner's existing and ever expanding network, thus, making the product available closer to the company's end user and easier for quicker expansion without the investment and giving a better visibility of OpEx.

Agility and scalability: Depending upon specific market needs, businesses can choose to scale up or downsize their storage and distribution operations, gain access to long-term or project-based strategic warehouse locations, or even access sector specific expert warehousing solutions for specialised or customised needs, on a short or long-term requirement. This can go a long way in helping a business to manage its bottom line, optimise resources while enhancing market reach and meeting specialised consumer demands at a comparatively shorter turnaround time.

Access to latest tech-enabled services:

Outsourcing warehouse operations and management to experts can help businesses to leverage the best in emerging tech innovations, which in turn, can help them enjoy effective and efficient warehouse service. This can mean better storage, packaging, kitting or accurate handling of temperature sensitive cargo, along with a more transparent and engaging business operations. From getting a real time update on cargo movement and storage, to having a dedicated dashboard with regular and well measured inventory status, tech adoption has helped clients to make better and faster decision making.

During the lockdown, a few businesses could operate, warehousing was one of them as it is considered an essential service. In many states, even the operations of non-essential items was allowed to operate inside warehouses. Several companies that managed their own warehouses were adversely affected as they could not deliver their products to customers. Hence, this is driving a shift in the mind-set of consumers to look at handing over their operations externally to reputed 3PL service providers, so that they can ensure that there are minimal hiccups in their supply chain. 📦

FACTFILE

➔ RGL has an extensive and valuable experience of delivering warehousing services for the past 23 years under the 65-year-old company Robinsons Cargo & Logistics (RCNL) umbrella. The company has evolved with the latest technological advancements and innovations that revolutionised warehousing, at the same time staying rooted to the principles of unwavering commitment to its customers.



Logistical preparedness is key

With the rise of online commerce and consumers located across tier-I, II, and III cities, there is a greater demand for businesses or brands to maintain inventory close to the customer's location so that deliveries could well be completed more quickly, asserts **Rakesh Munnanooru**, Founder and CEO, WhistleDrive.



India is a country full of multi-cultured people that celebrates colourful festivals. With India's biggest festive season coming closer, the peak of logistics is just around the corner!

A season full of festivities, excitement, and jaw-dropping discounts from e-Commerce, D2C brands, and retailers makes it even more delightful. This season has always been important to the Indians, and it has become crucial in the post-pandemic world. It is observed over the years that industries sell over 35-40 per cent of their stocks during the season's sale. The dramatic year of 2020 has increased the urge in customers to celebrate this year with huge enthusiasm and the industry is prepared to rebound with its flash sales offers.

Around 20 million people are expected to shop on various e-Commerce platforms during the festive season, amounting to US\$ 3 billion for players like Amazon and Flipkart, according to a report by the research firm.

INVENTORY MANAGEMENT AT SCALE

The preparation for the season started two months ago for the major players and service providers, with planning out the volumes, warehousing, storage, manpower, suppliers, and logistics. Due to high demand, the costs for



Rakesh Munnanooru
Founder & CEO
WhistleDrive

✈ The demand for technology is growing in tandem with the growth of D2C brands, and it is especially crucial during the holiday season ✈



all the services shoot up during the season and special rates are paid to all service providers. As per our sources, e-Commerce alone is expected to see four times of sales over last year's volumes. Giants, like Amazon and Flipkart, are adding huge storage spaces to ensure faster shipment of deliveries to customers. With the estimated plan for the peak, manufacturers increase the production volumes and keep the stock ready in all major locations and cities as per the trends.

A challenge that has been found interesting lately is that the demand pattern and demographics at each geography is now different as people relocated in the last one and half years. Also, with the increased online commerce and customers distributed across the tier-I, II and III cities, there is a high need for the businesses or brands to maintain the inventory close to the customer's location to be able to do quicker deliveries. So, we see a huge demand for micro-fulfillment centres across the regions, especially in the urban areas. Other retail stores will still have an upward demand as the shopping spree is going to start from the first week of October.

EFFICIENT ORDER PROCESSING

The order processing process has become ever efficient with micro

fulfilment centres and dark stores, which will eliminate the process of shipping goods from the manufacturing location to the city hub of the place of order, which brings down the order delivery time by 60 per cent. Most of the order processing occurs in a distribution center or warehouse where pickers, sorters, and packers' function in sync towards order achievement, or it can also be done by small groups based on the scale of business operations.

As the overall process is partially decentralised with micro fulfillment centres, the speed and efficiency is improved while the costs might be fractionally high compared to the regular way of order processing.

TIMELY DISPATCHES

Season sales come with the delivery date anxiety, as the customers only wish to get the goods delivered soon as ordered while logistics companies optimise the deliveries with little more resources than usual. Two things are considered important for dispatches: adequate manpower and resources, and efficient order processing.

Peak season usually finds the industry grossly understaffed and overworked. The peak season brings complexities, for which companies and service providers must be well prepared. As the expectations for the shorter lead



duration are merged with a probability of reduced operational costs and increased efficiency, it becomes important for the supply chain to push its stock for faster distribution. This signifies fulfillment of orders, cancellations, dealing with damaged goods, returns without delays. For e-Commerce companies, the delivery time of goods on average is expected to be between 7-10 days, while it is two days during non-season. For other privately operated D2C brands, the delivery time would be 5-8 days, while it is three days on the regular days.

To handle the demand, Flipkart has created more than 30,000 jobs in its supply chain logistics operations, while Amazon India has also added over 50,000 seasonal positions across its networks ahead of their respective festival sales. The same is the case with several other e-Commerce and retail giants. Also, with the incentive models, the companies will encourage

the service providers to deliver more to reduce the overall delivery time.

LAST MILE ORDER TRACKING

The moment a customer places an order there is a sudden urge in the individual to keep track of the order. It is important for businesses and their delivery partners to provide timely updates on order delivery for an improved customer experience. From shipping to the date and time of the delivery, the customer wants to know where the package with just a click is. To improve the efficiency in last-mile deliveries, Amazon announced the launch of a new version of its Delivery Service Partner (DSP) program in India that allows aspiring entrepreneurs to set up and launch their own package delivery business.

MANAGING CUSTOMER RETURNS

Reverse logistics is one of the very crucial elements of e-Commerce deliveries. To

provide a superior experience to the customers today almost every online retail business offers the flexibility to return the orders placed at zero additional cost, but on the downside, the cost of returns adds around 7-10 per cent to the base price of the product. Hence, businesses need to choose a reliable and efficient logistics partner, who can process the customer returns seamlessly without any additional damages. In addition, compared to a traditional ground-operations-only company, a technology-enabled logistics partner will add more value by helping us visibility of the return product journey towards its origin warehouse.

The demand for technology is growing in tandem with the growth of D2C brands, and it is especially crucial during the holiday season. With our in-house Whistle Tech, we are optimising the operations and enabling seamless last-mile deliveries for several brands. 🚚

FACTFILE

➔ WhistleDrive is India's urban mobility company that provides Technology-enabled fleet for corporates and enterprises. With footprints in 12+ cities, WhistleDrive is helping 75+ businesses with their mobility needs. Four years since inception, the company is building an ecosystem of connected transportation solutions to enable smart mobility of people and goods.

SUPPLY CHAIN snags may cost automakers US\$ 210 billion this year

Global automakers could lose US\$ 210 billion in revenue this year because of supply chain disruptions, nearly double a forecast earlier this year, consulting firm Alixpartners said. Alixpartners attributes a part of this problem to a shortage of semiconductors



in a new forecast. High prices and tight supplies of commodities, such as steel and plastic resin are leading to a surge in costs and forcing automakers to curtail production.

Automakers are on track to lose production of 7.7 million vehicles in 2021, according to the new forecast. Alixpartners advises automakers on supply chain and other issues. The firm, in May, predicted automakers would lose US\$ 110 billion in revenue and fall 3.9 million vehicles short of production plans for the year.

FIXED DRIVING HOURS for commercial truck drivers to reduce road accidents



The issue of drivers' safety has always been one of the biggest concerns for the industry. In view of this, Nitin Gadkari, Union Minister, Government of India, with an aim to reduce road accidents, has pitched for fixed driving hours for commercial truck drivers. He also spoke in favour of installing onboard sleep detection sensors in commercial vehicles for added safety. The Road Transport and Highways Minister said, "Driving hours for truck drivers should be fixed similar to pilots to reduce fatigue-induced road accidents."

Earlier, Gadkari attended the introductory meeting of new members nominated to the National Road Safety Council (NRSC). The minister also said that he has now directed the council to meet every two months and share their updates. About one-fourth of the truck drivers featured in a 2018 study conducted by lubricant manufacturer Castrol complained of sleep deprivation.

SPICEJET to transfer logistics business to SpiceXpress

SpiceJet has received the approval of stakeholders to transfer its cargo and logistics services business to a subsidiary. The transfer will be on a slump sale basis, through an all-share deal worth over ₹ 2,555 crore, a move that is aimed at helping the airline to significantly reduce its negative net worth.

The budget carrier has received shareholders' approval to transfer the cargo and logistics services business to its subsidiary, SpiceXpress and Logistics Private Ltd. The transfer will provide greater and differentiated focus to cargo and logistics business.

Also, the shareholders have cleared the proposal to raise up to ₹ 2,500 crore through the Qualified Institutional Placement (QIP) route.



DWARF CONTAINER train gets flagged-off at JNPT



Sarbananda Sonowal
Union Minister for Ports,
Shipping, and Waterways,
Government of India

Sarbananda Sonowal, Union Minister for Ports, Shipping, and Waterways, Government of India, virtually flagged-off the dwarf container train service from Jawaharlal Nehru Port Trust (JNPT) in the presence of Dr. Sanjeev Ranjan, IAS, Secretary,

Ministry of Ports, Shipping, and Waterways; Sanjay Sethi, IAS, Chairman, JNPT; and Unmesh Sharad Wagh, IRS, Deputy Chairman, JNPT.

The first consignment of laden dwarf containers from Dwarf Container Depot (DCD) at the port was being moved by train to ICD Kanpur. The port is set to gain steadily from the implementation the dwarf container train services from JNPT.

THE GREEN ENERGY Revolution in logistics

Climate-neutral logistics is now an imminent future and efforts are on to leverage this opportunity, especially for the logistics and supply chain sector.

The emergence of carbon-neutral fuels has come at a time when the need for sustainability is pronounced and strongly felt across industries, and there is a variety of potentially sustainable fuels that now exist. From well-known alternatives like biofuels and hydrogen to lesser-known options like synthetic fuels, each alternative fuel comes with its own set of advantages and limitations. There is not a particular choice that has surfaced as the obvious alternative, but regardless, it is all about generating momentum for continued development of sustainable fuels.





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FIEO launches Ease of Logistics portal

The Federation of Indian Export Organisations (FIEO) has launched an Ease of Logistics portal to facilitate the process of container demand fulfilment in a systematic manner with the provisions for exporters to post their requirements. The portal is an initiative by FIEO to bring service seekers and service providers on a single platform to discuss and finalise business. It gives visibility to exporters' logistics requirements (ocean freight, air freight, etc.) on pan India basis to be fulfilled by logistics service providers. The platform also gives large business outreach and networking opportunities to users.



LOGOS leases warehousing space to Amazon India

Logistics operator LOGOS has leased out a million sq. ft., of warehousing space in Devanahalli Industrial and Logistics Park, North Bengaluru to Amazon India. The 20-year long lease tenure has a rental outflow of US\$ 100 million. Built by LOGOS, the Amazon India facility will comprise a receiv-



ing centre, sorting centre, fulfilment centre and Amazon Retail in a single location, thus, enabling the firm to enhance operational efficiencies and service the growing demand in this region.

"LOGOS is committed to establishing a new benchmark of high quality and sustainable logistics warehousing in India to support the critical infrastructure services needed for new economy businesses in India," said **Mehul Shah**, CEO, LOGOS India.

SHIPPING LINES to freeze spot rates



One of the leading container carriers in the world has said that it is capping spot rates for ocean freight for the next five months, yielding to pressure from some customers and regulators concerned that global trade disruptions have pushed the cost of shipping too high.

"Although these market-driven rate increases are expected to continue in the coming months, the group has decided to put any further increases in spot freight rates on hold for all services operated under its brands," CMA CGM SA said in a statement on its website.

The decision, which will resonate throughout the industry, took effect runs through February 1.

BLUE DART MED-EXPRESS announces drone trials

Blue Dart has successfully commenced Visual Line of Sight (VLOS) drone delivery trials under the Blue Dart Med-Express Consortium in Vikarabad, Hyderabad on September 9, 2021. Balfour Manuel, Managing Director, Blue Dart, attended the launch.



Launched under Telangana government's 'Medicine from the Sky' project, these trials have delivered promising results, bringing the country one step closer in ensuring the last-mile delivery of vaccines. Beyond Visual Line of Sight (BVLOS) trials were initiated on September 11th, 2021 and will continue on till the end of the week.

RAILWAYS to speed up movement of empty containers from ports

The huge shortage of the empty container faced by the Indian exporters can be well addressed if the government speed up the movement of empty containers from ports to the hinterland for loading export goods and stop empty boxes from being taken out of the country. This could help improve the availability of containers, if not bring the freight rates down. Exporters have been looking for support from the government with the ever-increasing freight rates and shortage of containers in the nation, which is constantly increasing their operational costs. While the government has been looking at ways to help the exporters, a source from the Ministry of Ports, Shipping and Waterways said that there is hardly anything they can do regarding freight rates.





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PAYCARGO EMEIA

Christian Dornhaus has joined PayCargo as Managing Director for Europe, the Middle East, India, and Asia (EMEIA). He has previously held senior roles in FedEx, Panalpina, Bollore, and Dachser, as well as experience in the logistics and freight industries as Vice President of Sales Europe at Coyote Logistics. Dornhaus will be based in Madrid, Spain, and will be in charge of a team that will supply PayCargo solutions throughout EMEIA.



UPS ASIA PACIFIC

Michelle Ho has been named President of APAC by UPS in Singapore, making her the region's first female president. Michelle will keep UPS focused on driving corporate growth and supporting large and small businesses' cross-border connectivity needs. She has approximately 30 years of experience in Asia, where she has held various leadership positions. She formerly served as President of UPS China, where she oversaw the execution of major service and network improvements in both large and small locations.



BOEING USA

David L. Joyce has been elected to the Board of Directors of the Boeing Company, effective immediately. He will be on the committees for Aerospace Safety and Compensation. Joyce joins the board with a proven track record of safety leadership, engineering experience, and operational performance. He will offer sound advice and assistance based on his extensive experience. Admiral Edmund P. Giambastiani Jr., a member of the Boeing Board of Directors, will step down at the end of 2021.



AMERIJET INTERNATIONAL USA

Tim Strauss, who announced his resignation from Amerijet, has decided to stay on as the company's CEO. Amerijet's executive chairman, Vic Karjian, who was said to be taking over as interim CEO, will stay on as executive chairman. Vic was Amerijet's CEO from 2016 to August 2020, and the two have led the company through a period of rapid expansion, achieving ETOPS certification in March 2020 and major expansion into ACMI and CMI charter operations.

CARGOAI FRANCE

David Lara, along with the other members of CargoAi's Board of Advisors, featured in the company's Quarterly Business Review, held in early September. There was a work schedule based on product development and roadmaps, as well as commercial development and CargoAi's strategy. One of the aspects driving the strategy of CargoAi.co is ensuring that freshly supplied goods are in accordance with customer expectations and are brought to market as quickly as possible.



SWISSPORT SWITZERLAND

Andres Diez joined Swissport as the new Director Global Commercial on September 1, 2021. He will lead the commercial department in delivering highly customer-focussed commercial solutions that will help the company achieve its ambition of being the best global aviation services business and the airline partner of choice. Swissport completes its worldwide management team and new organisational setup with the addition Diez. He has worked in business development and financial planning for large logistics companies for over 20 years.



ECS GROUP FRANCE

Adrien Thominet has been named Executive Chairman of ECS Group. He has worked for ECS Group for almost 25 years, rising through the ranks to COO in 2011 and then CEO in 2017. GSSA has sought to disrupt and redefine the traditional GSA model, as well as future-proof the ECS Group service offering. It provides airline customers with a total cargo management (TCM) concept as well as a wide range of à-la-carte services and capabilities in this regard.



ZIPLINE NEW DELHI

Anne Wojcicki has joined the Board of Directors of Zipline. As a member of the board, she adds a wealth of healthcare knowledge to the firm as it embarks on its next phase of expansion after raising US\$ 250 million in fresh capital, expanding into new countries, and collaborating with Walmart. She brings a unique perspective on how to effectively reshape outdated systems and enhance patient care, and her advice will be crucial as Zipline grows to unlock the potential of instant logistics for more countries.



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