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APRIL 2022



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# NEWS



**Logistics industry, which nosedived during the pandemic, is on the path of full recovery. Technological advancements gave the much-needed push to the industry which has become the code word for development.**

## PM welcomes rise in export target



**Narendra Modi**  
Prime Minister  
Government of India

Hailing that the country's exports increased by 37 per cent to the targeted goods export target of US \$400 billion this financial year as a momentous occasion under Aatmanirbhar initiative, PM Narendra Modi said the Indian exports crossed the targeted exports nine days before 31 March. The PM said that the exports are worth ₹30 lakh crore: It is related to the capability of the Indian logistics sector. It means that the demand for Indian goods is rising across the world." The

sectors, which contributed to record the healthy growth in Indian exports included petroleum, electronic and engineering goods, leather, coffee, plastic, textiles, meat and dairy products, marine and tobacco products. The PM also said, "Small entrepreneurs are playing a significant role in government procurement through a transparent system — Government eMarketPlace. Earlier, only big fish could sell products to the government, but the government portal has changed all this entirely."

## Indian roads akin to US before Dec 2024: Gadkari



**Nitin Gadkari**  
Union Road Transport and Highways Minister  
Government of India

Road Transport and Highways Minister Nitin Gadkari recently said in a virtual event that India's road infrastructure will be like that of the United States by 2024. Gadkari said that roads were connected with the prosperity of the country and good road infrastructure helps bring down the cost of logistics, which was vital for economic development. He referred to former US President John F Kennedy who had said that American roads are good because America is rich, but America is rich because American roads are good. "To make India prosperous, I will ensure that before December 2024, India's road infrastructure will be like that of America," said Gadkari. He also added

that the government is keen to bring the latest technology in road construction. He also informed the House about the country creating four world records in road construction. He said research on batteries and emerging technologies will reduce the cost of electric automobiles bringing them almost at par with petrol-run vehicles in the next two years.

## FM to present J&K's Budget

The Centre tabled 'The Constitution (Scheduled Castes and Scheduled Tribes) Orders (Amendment) Bill, 2022' in the Rajya Sabha. Union Finance Minister Nirmala Sitharaman presented the Budget of Union Territory of J&K in Parliament recently. The Finance Minister would also lay a statement of 'Supplementary Demands' for Grants for J&K for 2021-22. This apart, the FM will present a statement of estimated receipts and expenditure of J&K for the year 2022-23. She will also present a statement on the 'Supplementary Demands for Grants', 2021-22 in the Rajya Sabha.



**Nirmala Sitharaman**  
Union Finance Minister  
Government of India

## Mopa int'l airport to be completed by Aug

While addressing the Assembly recently, Goa Governor PS Sreedharan Pillai said the construction of the international airport at Mopa village in North Goa is may be completed and commissioned by August this year. The construction of an aviation skill development centre (ASDC) at Mopa airport site has been completed and the same was inaugurated by PM Narendra Modi on December 19 last, he said. "The ASDC has become operational and 1,500 jobless youth may be trained prior to commissioning of the airport," the governor said. He highlighted Goa's achievements amid the pandemic. "The steps initiated by the government under the directions of the state empowered committee (SEC) in monitoring and taking steps in controlling COVID-19 and implementing the vaccination programme is commendable," Pillai said.



**PS Sreedharan Pillai**  
Governor of Goa  
Govt. of India

## JNPT all-time record in container handling

Jawaharlal Nehru Port Trust (JNPT) has achieved an all-time high record of handling 5.15 million TEUs in 2021-22 as against the previous 5.13 million TEUs in FY 2018-19. It is the highest-ever traffic handled since the inception of the port as it depicts JNPT's growth in the trade, maritime, and port sectors. Sanjay Sethi, IAS, Chairman, JNPT, said, "The JNPT record handling is due to the collective efforts of every employee. I congratulate all our stakeholders. JNPT will continue to ensure timely and safe movement of EXIM trade with modern infrastructure, and novel technologies." In January 2022, JNPT continued its steady surge in cargo handling in CY 2021 with total container traffic of 5.63 million TEUs as against 4.47 million TEUs in CY 2020, growth of 25.86 per cent over last calendar year.





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## SUPPLY CHAINS in China hit during lockdown



Supply chain and logistic operations out of China are likely to face further pressure over the coming weeks as a series of lockdown measures have been implemented in Shanghai and Shenzhen. The cities, with a population of 17.5 million and a large manufacturing base, may experience lockdown for at least seven days forcing companies to pause manufacturing activities as China deals with its worst outbreak since 2020. Foxconn, which produces products for Apple and Samsung, is the most high profile company that will be affected as the city has told non-essential businesses to close. Many other manufacturers will also be hit by the restrictions. On the transport front, the city is home to several shipping ports, including Yantian, one of the largest container terminals in China.

## LUFTHANSA CARGO launches intra-European flights

Lufthansa Cargo has launched its new short and medium haul European freighter network with an A321F flight from Frankfurt to Dublin. The network will initially utilise a single A321 freighter – named Hello Europe – flown by Lufthansa Group airline CityLine. In August, a second A321 freighter will be added to the network. The first aircraft will serve the network covering seven destinations—Frankfurt, Dublin, Manchester, Malta, Tel Aviv, Istanbul and Tunis. A service to Cairo is expected to be added at the end of March 2022. Dorothea von Boxberg, chief executive, Lufthansa Cargo said that the last time Lufthansa Cargo operated intra-European cargo flights was in early 2000s when it offered night time flights carrying mail. Rising e-commerce volumes would be one of the staples of the new flights, she said. “We see that there is an increased demand from customers from within Europe for fast connections,” said von Boxberg. “That is what airfreight is about,” she added.



## EMIRATES SKYCARGO to reopen Dubai cargo hub



Emirates SkyCargo has announced it will reopen its cargo hub in Dubai South for freighter aircraft operations from March 26. The decision in this regard will make a return to dual hub cargo ops after a period of nearly two years. Emirates SkyCargo in April last consolidated its freighter and bellyhold operations at Dubai Airport. It will restructure its operations across two hubs in Dubai—with Emirates SkyCentral DXB handling cargo arriving or departing on passenger aircraft and Emirates SkyCentral DWC handling cargo on freighter aircraft. Emirates SkyCargo, is offering cargo capacity to customers over a network of 140 destinations.

## SHELL, ROLLS-ROYCE MoU for decarbonisation



Shell and Rolls-Royce have recently signed a pact to support decarbonisation of aviation sector. “The tie-up between the two companies is the foundation for a bright future—net zero emissions,” said Anna Mascolo, President, Shell Aviation. The pact will explore opportunities for decarbonisation solutions of the two companies to meet their targets—achieve net zero emissions by 2050. “We believe that working together can be beneficial to find ways and means to unlock the technology that slashes net carbon emissions. The two companies will work along with stakeholders from the sector to make headway towards net zero emissions.”

## DRONAMICS on expansion mode in Europe

Dronamics is expanding its drone delivery network in Europe with two new airport partners. The new partners are Mannheim City Airport in Germany and US Denmark Test Center at Odense’s Hans Christian Andersen Airport in Denmark. Both will host the Dronamics Black Swan cargo aircraft, enabling same-day delivery service and providing access to six million people within an hour’s drive from the airports. The expansion sees the Dronamics European droneport network grow to 42 locations in 14 European countries. Each droneport will enable same-day flights within the network using Dronamics flagship Black Swan large cargo drones, each with a capacity of 350 kg.





## FRENCH MINISTER visits JNPA to boost port trade



French Transport Minister Jean-Baptiste Djebbari visited JNPA to discuss sustainable solutions for land, air, and sea transport and strengthen Indo-French relations. He discussed about the contribution of French companies in developing Indian ports and logistics value chain, and execution of the joint master plan on the blue economy with Unmesh Shard Wagh, Deputy Chairman, JNPA. While interacting with the minister, Wagh said, "JNPA promotes the sustainable solutions of land and sea transport systems and enables meaningful participation in social and economic activities. JNPA provides multi-modal facilities that enable ease of operation to our customers and stakeholders."

## ELIXIA SOLUTIONS revamps website

Elixia Tech Solutions upgraded its website by adding new features for the ease of new users. Now, the upgraded website has all the desired features and information at a click of mouse. It has the complete details and free demo is also give and free demo



for new users. These features will help supply chain professionals become more efficient with ease of understanding. The company has redesigned the website as a one-stop solution for all logistic needs. Elixia Connect and Elixia Lite are available on Google Playstore and Apple Appstore. The website has all the details which can be accessed at a single click. The vendors who aim to digitalize their work can easily schedule a free demo. This feature will lead the vendors to a calendar where they can select the date and time slot for an introductory call with the team.

## TATA STEEL LAUNCHES LNG-transport vehicles in India

Tata Steel flagged-off its first batch of LNG-fuelled vehicles to ferry finished steel products in Nagpur on March 5, 2022. Under its logistics department's guidance, its vendor partners, Ashmi Logistics and Shreyas Associates, deployed two vehicles each for local movement of products in Nagpur. The vehicles ferry 1,000 MT of goods. The vehicles do not emit sulphur dioxide and their NOx and greenhouse gas emissions are up to 85 per cent lesser than those running on other fuels. Tata Steel made efforts in various areas, including supply chain, to mitigate climate change and manage associated risks. In February 2022, it became the first Indian steelmaker to transport goods using inland waterways from the Haldia Port in West Bengal to Pandu Port.



## MAJOR PORTS ACT to determine tariffs



The Major Ports Authorities Act, 2021 seeks to provide regulation, operation and planning of the 12 major ports in the country. This apart, the act can also pursue to vest administration, control manage and empower them in terms of full autonomy in decision making. Under the Bill, the Board or committees appointed by the Board can determine these rates. The bill can seek to help in bringing transparency in operations of the major ports. Port authority can have the power to fix tariff which will act as a reference tariff for purposes of bidding for pub-private partnerships (PPP), usage of port assets, and different classes of goods and vessels. The appointed concessionaire of the PPP projects can now fix actual tariffs based on market conditions

## DREDGING CORPORATION OF INDIA signs pact with CCL

Under Atmanirbhar Bharat initiative, an agreement was signed between Dredging Corporation of India (DCI) and Cochin Shipyard Ltd (CSL) to build the largest dredger in partnership with IHC Holland. The CMD, CSL and MD, DCI inked the deal. The culmination of the contract is to bring in best global technology to India. The mammoth vessel measuring 127 meter X 28 meter will be customised to meet all Indian requirements. The cost of the project is around ₹ 950 crore and is visualised to impart capability enhancement of the DCI.





# A JOB WELL DONE!

India Cargo Awards, organised in New Delhi on 30 March 2022, were all the more meaningful as they recognised the grit, passion and hard work of industry stalwarts. By receiving the award, the industrialists were lauded for overcoming unprecedented challenges during the pandemic and consecutive lockdowns.















# List of India Cargo Award winners

Category	Company
Industry Ambassador of the Year	Keku Bomi Gazder, CEO of AAI Cargo Logistics & Allied Services Co. Ltd.
DDP Trailblazer	Shailender Anand, Managing Director (India) & Director (Dubai) of Pronk Multiservice India Pvt. Ltd.
DDP Game Changer	Amit Maheshwari, Founder & CEO, Softlink Global
Face of the Future	Viraj Vohra, Director, Continental Group
Best Air Cargo Service Provider	AAI Cargo Logistics & Allied Services
Best Cargo Airport	Bangalore International Airport
Best Cargo GSA	Air Logistics Group
Shipper of the Year	Vedanta Limited ,Jharsuguda
Best Air Cargo Terminal Operator	Celebi Delhi Cargo Terminal Management
Most Dynamic Freight Forwarder During Pandemic	Continental Carriers
Best IT & Software Solution Provider of the Year	Hans Infomatic
Excellence in Supply Chain Management & Logistics	Jeena & Co.
Best Integrated logistics Service Provider	V-Trans
Best Ocean freight Forwarding company	ISSGF India
Most promising Start Up – Logistics	Wiz Freight
Best International Air Cargo Terminal Operator	Delhi Cargo Service Center
Emerging Freight Forwarder for Ocean and Project Cargo	Aargus Global Logistics
Best Storage Systems Manufacturer	MEX Storage Systems
Best Cargo Ground Handler	Air India Sats Airport Services

Category	Company
Excellence in Freight Forwarding	Allseas Global Logistics
Best Road Transport Company	Safexpress
Best IT Solution Provider	Kale Logistics Solutions
Best Performance as Freight Forwarder	Translink Logistics
Best Logistics Service Provider – Solar Products	Fast Forward Logistics
Fastest Growing Cargo GSA	Aeroprim Group
Best Logistics Service Provider	Combined Logistics Solutions
Fastest Growing Freight Forwarding Company	Inext Logistics & Supply Chain
Most promising Technology Solution Provider – Logistics	SCM Cube Technologies
Fastest Growing Freight Forwarder- Air	Tripath Logistics
Premier Bonded Trucking Operator	Shreeji Translogistics
Best Logistics Service Provider - Air	Freight Logistics
Best Multimodal Transport & logistics Company	Sampark India Logistics
Best Air Freight Forwarding Company	Continental Carriers
Emerging Sea Freight Forwarding Company	K Shipping Solutions
Best Technology Service Provider – Cargo & Logistics Industry	Softlink Global
Best Air Cargo Terminal Operator – Cold Chain	Mumbai Cargo Service Center Cold Chain Solutions
Leading Freight Forwarding Company	ISSGF India
Logistics Partner	Safexpress
Hospitality Partner	Crowne Plaza, Mayur Vihar, Delhi



# Speed, agility code words of Çelebi

e-Commerce is rising trend and we intend to make full use of it. We are also developing our supply chain infrastructure and focusing on handling global volumes. Pandemic accelerated technological ability of several industry stakeholders and it has become a necessity now, says **Kamesh Peri**, CEO-India, Çelebi Delhi Cargo Terminal Management India Pvt. Ltd.



CT Bureau



Kamesh Peri, CEO, Andy Das and Arvind Aggarwal from Celebi Delhi Cargo Terminal Management India Private Limited receive an award during the India Cargo Awards

**W**hat do you expect growth in the sector by 2022, if so, how will you make use of it?

In 2019, we realised e-Commerce is a rising trend. Consumers appreciated the convenience and speed it offered. As a result, we are focusing on infrastructure development so that we can continue to provide the customers with as much flexible capacity as possible. We are taking steps to cater to this growth by upgrading our infrastructure to handling 700,000 tonnes of cargo per year. This includes focus on transshipment centres to handle international volumes from neighbouring countries.

✈️ **Planning resources and delivering timely service, especially emergency pandemic supplies, was challenging. We have worked hard to be a bulwark of supply chains and secured handling of vital medical and industrial goods** 🐦

**How has the pandemic impacted the sector and what has set you apart?**

The pandemic impacted the aviation industry on many fronts, including lockdowns, travel curbs, supply chain disruptions, and an attempt to generate revenue from those that remained in service. Speed and adaptability are the new code words that set us apart. Therefore, planning resources and delivering timely service, especially COVID-19 related supplies, was challenging for us. We have worked hard to be a bulwark of supply chains and secured the handling of important medical and industrial goods.

**What changes are necessary for the industry to grow?**

The industry is currently seeing creation of collaborative partnership models among many stakeholders. As a result, changes in business models and skill sets are required for the industry to grow. Green vehicles, digitally-enabled employees, and technology-enhanced cargo facilities will contribute to a rise in production, operational efficiency, and customer response. Our vision is to see the cargo facility of the future as safe and secure as well as green, automated, networked, and smart.

**What areas do you expect growth now after intensity of the pandemic has lessened?**

The pandemic in fact, accelerated technology's ability to drive innovation and coordinate despite working remotely. During these challenging times, IT has assisted Celebi in integrating various technologies into its workflow, infra to strengthen operations and increase employee productivity and efficiency.

Celebi will continue to push the boundaries of technologies such as Blockchain, AI, and IoT as the blueprint for survival. Pharma industry will continue its growth trajectory aided by COVID-19 vaccine deliveries. 🐦

# Kale firm sets ball rolling in logistics

PM Gati Shakti Master Plan moves logistics industry in an upward trajectory in 2022. Companies, which do not automate, especially after two years of pandemic and when e-Commerce is gaining popularity, will find themselves left out of the race, says **Amar More**, CEO and Co-founder, Kale Logistics Solutions.



CT Bureau

**W**hat changes have descended over the industry in 2022?

We would expand our footprint soon. To meet these commitments, we are doubling our headcount. Centres of Excellence for each vertical have been set up to drive innovation and customer centricity. Digitisation has become the norm across the logistics sector. Already, some of the leading airports and ports have come forward to implement our cargo community platforms. We have just concluded a large PoC at JFK Airport with World Freight Services (WFS) for Truck slot management.

**What lessons have you learnt during the pandemic?**

From the logistics industry's perspective, the biggest learning experience has been technology and its adoption. Many companies had to face business continuity challenges as the operations were manual. 'Work from Home' was not sustainable to these set-ups. Only in some cases, there was access to technology. Internally, we have been able to make a paradigm shift towards a hybrid working model for all employees in order to keep the productivity figures high.

**What needs to be changed in the industry for it to grow?**

Supply chains functioning without



Suneet Gupta from Kale Logistics receives an award during the India Cargo Awards

**As sustainability is taking centre stage, various sectors will see growth. With govts focusing on renewable energy, we expect growth in the electrical vehicles sector**

hiccups are needed to drive efficiency and growth in the industry. Synchronised operations and cargo movement of all stakeholders will bring the necessary visibility, transparency and speed, which are currently absent. Then comes interconnecting the various modes of transport — sea, air, road, rail. Multimodal corridors are on the uptake with many countries, as they ease cargo movement and remove duplicate processes.

**What sectors will develop rapidly in the New Normal and why?**

Initiatives such as Prime Minister Gati Shakti, ULIP scheme, Ease of Doing Business and Trade Facilitation would move the Logistics industry in an upward trajectory. As sustainability is steadily taking centre stage, the related sectors around will see growth. With the central and state governments focusing on renewable energy, we expect growth in the electrical vehicles sector. With the PLI scheme for manufacturing of semiconductor fabrication plants, a silent boom is the shadows in the electronics industry and the logistics industry will be the beneficiary.





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### BANGALORE

16/3 Village Hyadalu, Kasaba Hobli, Bengaluru-562123

TEL +91 22 50500000, +91 86557 87200 FAX +91 22 50500199

EMAIL raaj@jwllogic.com vaman@jwllogic.com

kruti@jwllogic.com

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# Digitalisation: Not a choice, but necessity

Technological advancements will help in speedier resolutions of complications arising in near future and last mile delivery. It also goes to our credit that we supported central and state governments by transporting emergency COVID-19 medical supplies, says **Vineet Chadha**, Managing Director, Combined Logistics Solutions.



CT Bureau



Vineet Chadha, Sushil Chadha and Mukesh Chawla from Combined Logistics Solutions Private Limited receive an award during the India Cargo Awards

**W**hat strategies are you devising for growth in 2022 and how do you plan to implement them?

The logistics industry has shown its significance to the Indian economy during the lockdowns. We are prepared to work round-the-clock in adverse conditions. We also have a team which has been imparted training to work in trying times

✈ **Pharma, textile, minerals, automobile accessories and industrial machines sectors... the list is endless are likely to grow rapidly** ✈

in order to ensure timely last mile delivery.

**What do you think has been your biggest learning during the pandemic?**

Our business is to transport essential services and deliver government and medical industry needs for the health and welfare of the people. This has paid rich dividends during the consecutive

lockdowns and the health crisis. All the while, we strictly adhered to strictly to COVID-19 safety protocols for the security of our staff and team members.

**What is the one thing that needs to change so that the industry, as a whole, can grow?**

Digital India is the answer for future problems and solutions. It will not only ensure smooth working, but will also enhance the efficiency and allow speedier resolutions to problems being faced in the physical sphere. The sooner we adopt 'digitalism' in our industry the better, I feel.

**In your opinion, what sectors will grow the fastest and why?**

Pharmaceuticals, textile, minerals, automobile accessories and industrial machines... the list is endless and are likely to grow rapidly. Exports, I believe, will grow tremendously to attain the target of US\$5 trillion Indian economy (PM Gati Master Plan). To this end, logistics industry will play a crucial role. We at Combined Logistics Solutions Private Limited are optimistic and hopeful of the near future. ✈



# Air cargo continues to remain buoyant

Covid-19 accelerated opportunities in innovation and digitalisation for air cargo sector. Now that impact of pandemic has lessened, continuous innovation is a must for air cargo sector. Another thing that has worked in its favour is e-Commerce which provided desired impetus for growth, says **Satyaki Raghunath**, Chief Strategy and Development Officer, BIAL.



CT Bureau

**W**hat are you looking forward to improve in this year?

The current annual cargo capacity of BLR Airport is 715,000 MT and we want to increase it to 1.5 million MT. We are evaluating technical partners to run cargo operations, develop a world-class logistics park and implement a Warehouse Management System. While our tie-up for cargo terminal will help us grow business, the Logistics Park will streamline logistics by utilizing multimodal connectivity such as suburban railway and road transportation. We also want to develop BLR Airport as the cargo hub for India.

**What lessons have you learnt during the pandemic?**

The cargo industry has proven resilient during the ongoing pandemic. It was not smooth sailing throughout. The COVID-19 has taught us many lessons about streamlining conventional processes to make operations seamless, nad smooth, efficient and resilient. One of the lessons we learnt is the significant role digitisation has played. The important takeaways for the industry is all stakeholders, including the government, must coordinate to overcome challenges and build resilience. On the whole, the future looks bright.



Raveen Pinto, Pratik Mehta and Fletcher Samuel from BIAL receive an award during the India Cargo Awards

**Technological advancements transform the way the cargo industry operates. Improving capacity utilization, proactively managing risks are some of the other key factors**

**What, in your opinion, needs to change in the industry?**

It is a must that all stakeholders embrace digital transformation and retune their strategies. These changes would transform the way the cargo industry operates. Continuous innovation is a must for the air cargo industry. The other key factors that contribute to the growth of cargo are improving capacity utilization, optimization of inventory levels with supply-demand insights, proactively managing risks,

better workforce scheduling, and introducing mechanization.

**Moving forward, what sectors do you think will grow the fastest and why?**

e-Commerce has provided the desired impetus for growth of the cargo industry. The rapid spread of internet has worked wonders here. The ongoing pandemic has hastened the global transition to e-Commerce and increased volume of goods for transportation.

# Firms embracing change to be successful

Technology is integrating all types of businesses — small, medium or large. Besides, a shift can also be witnessed in logistics and warehousing industry as well. Currently, the company has focused on creative logistics solutions and consistent quality of service, says **Sherlyn Oommen**, Director, Allseas Global Logistics.



CT Bureau

**What is your core focus area in 2022 for growth?**

I believe that every field within the business is getting prosperous due to technology. If your business is not integrated with tech today, you are missing out. At Allseas, we have witnessed the merits of going digital and embracing the power of the online world. In 2022, our core focus is to gradually shift from a traditional logistics working model to a more pro-digital working environment. I believe cargo and logistics industry can benefit with this shift, and we as a firm embrace it.

**What, according to you, was challenging during the pandemic?**

We live in a world where an unplanned leave is the extent of uncertainty the businesses faced. However, the pandemic disrupted how firms ran. This change brought its own challenges from every management to every employee. This is why to say the biggest lesson that the pandemic taught me was 'Embracing change. Because fighting it only makes things more challenging.' We work towards creating contingency plans, employee-friendly work models and better planning.

**What is the one thing that needs to change for your company to flourish?**



Sherlyn Oommen and Ajinkya Shiledar from Allseas Global Logistics India Private Limited received an award during the India Cargo Awards

Digitisation has the ability to integrate with all types of businesses. Besides tech, a shift can be witnessed in logistics and warehousing domain. An increase in global trade will lead to rise in demand-supply

Maritime operations have been running the traditional way for way too many years now. A refreshing change that the industry needs now is to witness a technological shift. With newer arms of technology entering the space, it has become more simpler for the maritime operations to shift towards smoother digital operations. We encourage and embrace digital transformation within the logistics industry and hope that more and more players make this shift (for digitisation) sooner rather than later. It will benefit our industry as a whole.

**Pushing ahead, what businesses, do you think, will develop rapidly?**

I believe that technology and digitisation will be the progressive factors now. I feel the fact that there is a need for technology across all businesses in order to make them relevant. Digitisation has the ability to integrate with all types of businesses. Besides technology, a huge shift can be witnessed in the logistics and warehousing domain as well. An increase in international trade will lead to increased demand-supply, which will positively impact the industry.



# Air cargo needs to transform digitally

Aeroprime is a pioneer in innovative solutions for cargo, aviation, and travel industries. Working closely with associated industries around globe, it provides cutting-edge and tech-focused services that put businesses on top—from sales to marketing to end-to-end management, says **Abhishek Goyal**, ED, Aeroprime Group.



CT Bureau

**H**ow has air cargo industry survived COVID-19? What are your plans for 2022?

There are business alliances we are exploring and are building the framework to bring them to fruition. As per a recent ICF report, air cargo was a key revenue generator for airlines during the pandemic. The cargo industry achieved an 8 per cent growth rate over a 10-year period. But COVID-19 has disrupted the sector's growth trajectory. Indian passenger volumes fell by 70 per cent in 2020 so much that airlines have

had to refocus their business models to remain viable.

*What is the one thing that will make a difference in revenue?*

Indian companies need to grow out of their old-fashioned way of doing business. The need of the hour is to have professionally run organizations with automated systems, where one can mechanize as many manual tasks as possible. It will be crucial for organizations across the globe to have the right tools and data for strategic decision-making. For it to grow, the

✈️ **Considered India's fastest-growing GSA, the management and teams collectively have 200 years of combined experience running successful operations** ✈️

industry needs to focus on digitisation, innovative sales techniques, and operational efficiency.

*What is the sector's most critical moment during the pandemic?*

We have learned to value our teams and resources. Worldwide, the focus has shifted to stringent rules and regulations, hygiene and sanitation practices, and stricter cancellation policies, which we have to be aware of from an operations standpoint. There are so many considerations and information required than ever before which the teams have to work with. As the world is opening up again, we need the agility and experience of our staff to work effectively.

*What industries will transform in the New Normal?*

The cargo industry has been through many crises, but it continues to rebuild and prosper. The sector is growing because of its resilience; there is a need for policy changes that can be exploited. We must adjust to the changing geo-political scenario so that businesses do not get left behind. Currently in India, we are seeing a rapid enhancement of airport cargo infrastructure, digital infrastructure for cargo handling, and the development of collaborative partnership models wherein all stakeholders manage cargo multilaterally. ✈️



Anil Goyal, Abhishek Goyal, Shikha Mishra and Kanika Goyal from Aeroprime receive an award during the India Cargo Awards

# Need to buttress 3PL services: Jeena & Co

Inadequate use of available technologies is major bottleneck which needs to change for logistics industry to grow. Government initiatives, to large extent, will help industry with strong financial backing that industry needs right now, according to **Cyrus Katgara**, Partner, Jeena & Co and President, Air Cargo Forum India.



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**W**hat are the new opportunities that you are looking forward to for growth in 2022?

According to different experts, the Indian logistics industry is expected to reach US\$300 billion by the year 2025. Therefore, those 3PL companies that provide warehouses in multiple locations will have greater demand, as that would mean more efficient last-mile logistics with value added services, and a much faster turnaround time (TAT). We are also working in a planned manner to strengthen our 3PL services as well as division in order to gain a bigger slice of the huge market segment.

**What do you think has been your biggest learning moment during the pandemic?**

Our biggest learning has been the digitalisation of our processes and going paperless. The ongoing pandemic has taught us to work cutting through many layers of processes and bureaucracy in making the supply chains work in a new controlled environment. This has been made possible only with the help of technology advancement.

Digitalisation will now be an essential if not crucial means of doing business and accordingly, we have put all our digital technology-related projects on the



Cyrus Katgara and Rajiv Khanna from Jeena & Co., receive an award during the India Cargo Awards

✈️ **There are other issues such as difference in excise policies and customs procedures, slow infrastructure development and stringent rules and regulations which also need to change** 🐦

fast track mode. In this way, we have completed a majority of the projects.

**What is that one thing that needs to change in order for the industry to grow?**

Inadequate use of the available technologies is one of the major bottlenecks that need an urgent transformation for the industry to grow. There are other issues such as difference in excise policies and customs procedures, slow infrastructure development and stringent regulations which also need

to change for the logistics sector to boom.

**What sectors, do you think will grow the rapidly and why?**

I expect Automobile, Textile, Healthcare and Chemical sectors to outgrow every other sector in the country. The government initiatives such as the Production linked incentive plan, sanctions on the Chinese textiles, cent per cent foreign direct investment (FDI) through automated methods are a few of the reasons to assist the faster growth of these sectors. 🐦



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# Businesses go up to pre-pandemic level

We are planning to increase cargo volumes after international flights resumed last month. As the future is bright, experiences gained during the pandemic, whose intensity is lessening now, and consecutive lockdowns will stand us in good stead, says **Avinash Razdan**, Chief Executive Officer, DCSC.



CT Bureau

**W**hat are the new opportunities that you are looking forward to in 2022 and how are you planning to implement them?

The restriction on international flights which was imposed by the Directorate General of Civil Aviation (DGCA) is now over. This is the opportunity to get our airlines who are our customers back into full swing as they were performing before pandemic. Lots of our customers who have either stopped operations or reduced the number of flights will certainly accelerate. We need to gear up and take on the cargo volumes that they will deliver to us again.

Implementation will not be a challenge as experience gained during COVID-19 and pre-COVID-19 times could be quickly adapted to.

**What do you think have been your biggest learning during the pandemic?**

The learning was how to be resilient and innovative in challenging times. We learnt how to survive through adverse circumstances and how coming together has helped the industry to bear this terrible onslaught of pandemic. We also learnt the importance of speedy movement of goods; we saw how important it was to make available

✈️ We learnt the importance of speedy movement of goods; we saw how vital it was to make available the medical and other supplies in time to the people who needed them 🐦

the medical and other supplies in time to the people who needed them. The safety of our employees was of supreme importance and we are happy that we succeeded. We managed our services and served our customers within the limitations faced by us, both physically and financially.

**What is that one thing that needs a change in order for the industry to grow?**

All economic activities need to get back quickly on its feet. After having borne the brunt of the pandemic onslaught, I believe the nimbleness of the industry is the need of the hour.

**Moving forward, what sectors do you think will grow the fastest and why?**

Growth will take place once the system gets back to normal, and all are up on their feet again. Nevertheless, manufacturing, pharmaceutical, e-Commerce sectors and delivery services will pick up once people gain mobility and start moving around in the international market. The manufacturing industry will be on the full swing, both imports and exports will go up tremendously. Also, travel and cargo industries will reach greater levels after a long unexpected disruption of two years. Passion, I am sure, will find its way back to the masses. 🐦



Surender Bhardwaj and Harpreet Singh from Delhi Cargo Service Center Private Limited receive an award during the India Cargo Awards



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# Focus on expanding firm's reach to Gulf

We are focusing on expanding our business to Saudi Arabia, Oman, Qatar and CIS countries and Nigeria this year. Manufacturing is becoming customized, which is a bit hard for the logistics industry. Another thing that goes to our credit is our relationship with vendors, says **Khusrau Abbasi**, MD, K Shipping Solutions Private Limited.



CT Bureau

## What strategies will you devise for growth of your company in 2022?

We have strategies for growth as far as logistics industry is concerned. We are looking to sell aggressively into pharma, oil and gas sectors. This year is our focus year for business expansion in Saudi Arabia, Oman, Qatar and CIS countries and Nigeria. Making a shift from a known airfreight firm to be known now as a sea freight company completes the circle. We have been working hard to achieve the same for last few years. Customers' expectations are increasing by the day. Manufacturing is becoming more and more customized, which is good for customers, but hard for the logistics industry. To add it all up, the

sector is under acute pressure to deliver better service at lower cost.

## What lessons have you learnt during the pandemic?

Fund management has been the major learning for us and many others have understood it as well. Uncontrolled credit made life a trifle difficult for the industry to collect funds during the first lockdown. We were lucky to get funds during the lockdowns; this never created a bad cash flow situation for us. Payments made to vendors during the lockdown was an achievement and cemented our relationship with them. From being a small and growing organisation, we now work only with established

companies. The credit to customers has been regularised now.

## What is the one thing that needs to change for the industry to grow?

Several improvements took place in the Customs, but there is still a long way to go. Improvements are an ongoing factor. This will happen only when the custom card holders Work from Office (physically) for all clearances.

## What sectors do you think will grow rapidly in the New Normal?

The sectors which will find the going easy include oil and gas, pharmaceutical and perishable goods such as vegetables and fruits.

✈️ **Manufacturing is becoming more customized, which is good for them, but hard for the logistics industry. The sector is under pressure to deliver better service at lower cost** ✈️



Khusrau Abbasi, MD, K Shipping Solutions Private Limited receives an award during the India Cargo Awards



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# Air cargo ready for digital revolution

Industry leaders are moving towards robotics and automation as technology seems to be the only surviving strategy to move ahead and achieve growth. Worldwide, many SaaS tech service providers and startups have emerged in the last few years providing transparency in supply chains, say sector experts.



Ritika Arora Bhola

The ongoing pandemic has in a way accelerated the opportunities in innovation and digitalisation of air cargo sector. Air freight handlers worldwide are thrilled with the recent tech innovations — Robotics, Automation, Data Science, Blockchain, AI, IoT and drones being used for carrying out business operations efficiently — inside the carriers, warehouses, on the ground level, for loading and unloading. The stakeholders are readily deploying technology as it is believed to bring in supply chain consistency, adherence and

accurate performance as demanded by the customers nowadays.

Acknowledging the same, **Jean Verheyen**, CEO, Nallian said, "Automation using technology is being done by the integrators, e-Commerce, and distribution players. To achieve an efficient and reliable supply chain we should not only use technology to optimise an organisation, but also facilitate, coordinate and generate visibility in cross-company processes. The different actors in the supply chain should be able to work

on a single version of the truth, which requires sharing, re-using, and enriching data throughout a shipment's journey."

Agreeing, **Rory Fidler**, Vice President Cargo Technology at Menzies Aviation said, "With new and developing technologies, there is an opportunity for the sector to boost efficiency, accuracy and compliance. The pandemic has accelerated the adoption of these technologies, and it is encouraging to see that the United Nations International Civil Aviation Organization and the

## FACTFILE

- We see a growing interest from ground handlers to digitalize processes with solutions.
- The stakeholders are readily deploying technology as it is believed to bring in supply chain consistency.



United Nations Economic Commission for Europe have recently completed new digital air cargo technical specifications guidance to accelerate transition towards safer and more resilient supply chains. However, there is a long way to go for the widespread deployment of digital solutions, which increase cooperation and communication between customers, suppliers and partners, allowing for speedy action to resolve disruptions."

**Narayanankutty Karayangal**, Senior Director, Airfreight, DHL Global Forwarding said, "Technology has entrenched the air cargo industry. The physical act of moving goods from one point to another is supported by backend technology. For example, cloud computing to store and share, data, documents and SOPs across various stakeholders in different continents have come to play and eliminated the need for hard copy documentation. Applications are available to transmit shipment details from the shippers invoice generation module to a forwarders platform to create necessary transportation and customs documentation. Today tools can simply scan the shipment details from the shippers' location and transmit it to the forwarders' application enabling this information to be available at the consignees' location in less than an hour. These technologies have changed the way exceptions are handled, while improving the reliability and operating

efficiency of air freight. Hence, it is only natural for technology and robotic practices to take over tasks that are done repeatedly, leading to accuracy, reduced costs and eliminate wastage to improve productivity."

## UNDERSTANDING AND ADOPTING TECH

Amidst the pandemic, technology has opened new doors of optimism, innovation and assurance for the air cargo sector. Industry leaders are moving towards robotics and automation, as technology seems to be the only surviving strategy to move ahead and achieve growth. Worldwide, many SaaS tech service providers and startups have emerged in the last few years, providing excellent services to airlines, airports, ground handlers and others assisting in creating end-to-end visibility, accuracy and transparency in supply chains.

"We see a growing interest from ground handlers to digitalize processes with solutions that are fast and easy to implement. Companies need access to business and operational forecast data for smoothening their own activities. Cross-company optimization initiatives driven by the airport, as part of an airport community system, can leverage these tech investments further. The more digitisation becomes the norm and paper-based processes are eliminated, the leaner and more predictable the processes



**Jean Verheyen**  
CEO  
Nallian

✈️ Our vision is to see all cargo actors operate as one in a connected and coordinated way instead of multiple silos. Secondly, we want to see paperless transactions on a priority basis ✈️



**Rory Fidler**  
Vice President Cargo Technology  
Menzies Aviation

✈️ As cargo volumes continue to rise, digital capabilities are becoming increasingly critical for the industry's speed and accuracy. This is the beginning, and we anticipate this in the years to come ✈️

will become and more attractive will the industry become for younger talent. However, in such cases, things might move a bit slower: On the one hand, the airports hesitate where to start, while on the other hand, moving a community as a whole, tends to take a longer time as it involves coordination, trust-building, and change management," observed Polmans.

Fidler reiterated, "Despite the proven benefits of many digital solutions, the cargo handling industry has been slow to move away from paper-based and manual systems highlighting that the main barrier to adoption is mindset."

"The pandemic put cargo in the spotlight and demonstrated the critical role of technology in overcoming disruption and adapting to the crisis. Despite this, there is the hesitation within the industry to implement newer solutions. Indeed, a



few customers need convincing about the potential of new systems, in particularly those which require data sharing, given perceived commercial risks. The ultimate driver of adoption will be cooperation between airports, suppliers, and handlers, and with knowledge sharing and collaboration comes efficiency and speedier problem resolution," he added.

With a different perspective, Karayangal asserted, "Everyone has a tool, software, and an understanding of what technology can do for them. We could achieve more if the stakeholders exhibit adaptability and a willingness to modify the processes. Although the government has stipulated the use of electronic invoices, there are reservations in adapting to it. Similarly, several roadblocks arise while integrating systems. Clearing them and moving ahead with consensus is what will speed up the digitalisation process."

### BEING TECH READY

Inadequate infrastructure, high cost, no-one-size-fits-all approach, lack of awareness, and unskilled manpower are a few major issues restricting stakeholders from deploying technology, especially in a fragmented market such as India. Resolving these obstacles has become a key priority in the New Normal. Essential steps have been taken up by the private and government authorities to address these issues in an appropriate way.

Polmans said, "One of the biggest hurdles we see when it comes to digitalisation on a community-level such as implementing a Cargo Cloud is that often there is a lot of uncertainty about where to start. The main hurdle is not the technology itself rather it is not being able to identify the particular business that it will be easiest to implement and yield the most benefits. To do so, it requires a step-by-step approach, and a solid framework."

Fidler said, "The current capacity is limiting change and investment, especially as there is a certain level of training required to oversee the operation and maintenance of



**Narayanankutty Karayangal**  
Senior Director, Airfreight  
DHL Global Forwarding

✈️ **Terminal operators, customs, bonded trucking firms and ground handlers have realized importance of standardization and collaboration. We must devote time to train existing staff** 🛬

new technologies. Secondly, data protectionism needs to be addressed to ensure that information about all stages of the shipping process can be shared by operators. Finally, technology has often has been seen as an area of potential cost cutting and not of investment. Recruitment of professionals with IT acumen has historically been challenging which makes it crucial that handlers look to take advantage of new technologies and invest in training and upskilling. Utilizing robots or setting up a centralized control centre will relieve some pressure on the staff, allowing them to focus on other priorities. This makes the cargo industry attractive to younger generation who deal with technology in their day by day lives."

Karayangal affirmed, "The industry has the required competencies, expertise and, attitude to adapt to the changing technology. It is a challenge for any organization to bring coherence between thought, feel and deed, with several stakeholders. The solution perhaps is standardization. This will bring in economies of scale, reduce cost and improve efficiency to collaborate for a solution. Towards this, airports, airlines, warehouses, ground handlers, transporters, buyers, sellers, banking institutions, regulatory agencies, all have to collaborate and understand the process along with the customer requirement."



### VISION 2022 & BEYOND

The year 2022 promises to bring growth and positivity for the air cargo industry. With the air cargo stakeholders embracing digitalisation, robots and automation taking over manual operations — it seems that the cargo sector is ready to witness evolution in the years to come.

Industrial collaborations, sustainability, and paperless transactions will become key priorities. Digital capabilities are expected to fuel growth, boost supply chain resiliency, and enhance overall operational efficiency. At the same time, Polmans said, "Our vision is to see all cargo actors 'Operate as One' such as in a coordinated way instead of in multiple silos. Secondly, we want to see paperless transactions on priority basis. We see this happening via digital corridors between airports and other modes of transport. This will be a gradual evolution fuelled by a growing level of trust to share data. The only way to achieve this is by adopting a step-by-step approach that takes into account the digital maturity and invest in change of management."

Fidler agreed, "It is great that the aviation industry at large has woken up to cargo, with lots of support from airports which are now looking to invest. We hope to see this engagement with cargo continues and increases, with long-term arrangements and investments. As the cargo volumes continue to increase, digital capabilities are becoming critical for the industry's need for speed and accuracy. This is the beginning, and we anticipate this developing in the years to come."

Karyangal concluded, "The air freight industry has come a long way and is progressing fast by adopting technology. Industry stakeholders such as terminal operators, customs, bonded trucking companies and ground handlers have realized the importance of standardization and collaboration. We must devote time to train the existing staff, attract tech-savvy talent to combine experience and perspectives to create excellence." 🛬





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# Gati Shakti: JNPA takes up several projects

Projects such as JNPA-SEZ, fourth container terminal, additional liquid cargo jetty, dry ports, berthing facility and the like will not only be a catalyst for port-based industrialization, but also make EXIM trade more efficient with ease of operation, according to **Sanjay Sethi**, Chairman, JNPA.



CT Bureau

India's premier container port, Jawaharlal Nehru Port Authority (JNPA), recently announced to have undertaken multiple projects aligning with the Prime Minister Gati Shakti. The JNPA held a media briefing event to highlight the progress and the outcome of these developmental projects in line with Prime Minister Gati Shakti National Master Plan for multimodal connectivity.

Gati Shakti aims to reduce logistics costs, develop world-class infrastructure in order to make EXIM efficient, and benefit citizens by saving cost and time and fastening the pace of development in the country. The roadmap, roads, railways, airports, ports, mass transport, waterways, and

**The aim is to reduce logistics costs, develop world-class infrastructure to make EXIM efficient and benefit citizens by saving cost and time and fastening the pace of development**

logistics, will play a major role in the integrated economic growth of the country. It is based on seven engines of growth. Sanjay Sethi, Chairman, JNPA, led the media briefing in the presence of senior officials from Railways, Customs, PSA Mumbai, IPRCL, NHAI and JNPT. Officials from the Union and state ministries also took part online.

Stressing on its projects and contribution towards the aim of Gati Shakti, Sethi said, "The projects such as JNPA-SEZ, Fourth Container Terminal, additional Liquid Cargo Jetty among others will be a catalyst for port-based industrialization in India and make the EXIM trade even more efficient with ease of operation. These projects under Gati Shakti will

contribute to all-inclusive progress and development of the nation."

It may be noted the JNPA is one of the premier container handling ports. Commissioned on 26 May 1989 in less than three decades of its operations, it transformed from a bulk-cargo terminal to become the premier container port in India.

Aligned with the Gati Shakti, JNPA has undertaken various projects such as Coastal Berth, JNPA SEZ, Centralized Parking Plaza, Fourth Container Terminal, Road Widening, Dry Port at Wardha & Jalna, Berthing facility for ROPAX/RORO, Common Railyard, and Additional Liquid Cargo Jetty. These projects will boost the EXIM trade and bolster the economy of the nation. 🌟





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# Record in supplying COVID-19 vaccines

Jeena Criticare, healthcare arm of Jeena & Co, has announced to have transported as many as 1,000 tonnes of COVID-19 vaccine doses across the country in the last one year. It also pledges to continue being a trusted logistics and supply chain enabler to the Centre, says **Cyrus Katgara**, Director, Jeena & Co.



**J**eena Criticare, the critical healthcare division of Jeena & Co., recently announced having completed a milestone 1,000 tonnes of COVID-19 vaccine deliveries, across the country in the last one year. Throughout 2021, when the nation was on a fast track to complete COVID-19 vaccination after a devastating COVID-19 second wave, Jeena Criticare was at the forefront of these efforts.

Apart from the above milestone, when the pandemic was at its peak till the end of 2021, Jeena Criticare has been instrumental in clearing and moving 3,000 MT of COVID-19 care equipment, including Oxygen concentrators, RT-PCR kits, PPE, hospital beds, medicines, masks, vaccines, critical care drugs, and ventilators.

It has also been instrumental in getting fast track import clearance, from the normal 24 hours to five hours, for transporting COVID-19 Care aid and other healthcare to countries such as South Korea, Germany, the US, Taiwan, China, Italy and also the WHO. With their global logistics support, Jeena has also been a part of India's export chain enabling healthcare to various countries and also for customers such as the World Health Organisation (WHO).



**Cyrus Katgara**  
Director, Jeena & Co., and  
India Cargo Awards - Gallery of Legend 2017

🔥 As one of the leading brands in end-to-end logistics and supply chain solutions, we believe in not just staying relevant but also leading the change 🔥

Be it as an appointed distributor to Serum Institute of India's (SII's) COVISHIELD vaccine deliveries for private hospital supplies across the country or as a part of the strategic collaboration for Asia's first drone-based vaccine delivery project for the Telangana government, Jeena Criticare rendered a pivotal role.

Jeena & Co., over 100-year-old logistics company has always been at the forefront of innovation in end to end logistics solutions and continues to be a trusted and reliable supply chain partner.

Speaking about the company's milestone achievement, **Cyrus Katgara**, Director, Jeena & Co., said, "This is a proud moment for us. We have been distributing the vaccine shipments, which are time & temperature sensitive, in a record time. As one of the leading brands in end to end logistics and supply chain solutions, we believe in not just staying relevant but also leading the change. Our partnership with government and private stakeholders, including the drone technology company TechEagle, the SII, and various state and central government bodies, is a part of our commitment to driving digitally-enabled efficiencies across our own

business operations and to enhance our service offerings. About 70 per cent of our vaccines are delivered pan India within eight to 12 hours flat. This National Vaccination Day, we at Jeena Criticare, would like to re-iterate our commitment to strengthening the nation's vaccine distribution system and make it robust, in these trying times."

Earlier in September 2021, in a strategic partnership with TechEagle, Jeena Criticare has been a part of the successful completion of Asia's First Drone-based vaccine delivery project in complete cold chain environment for Telangana. The above partnership is a step forward for logistics and supply chain companies, 3PL and 4PL players, as they accelerate tech adoption and embrace Drones, AI, ML and Robotics. This, especially in the backdrop of the recently liberalised drone technology rules, is in line with the Centre's plans to reduce the logistics costs.

Even as COVID-19 remains a matter of concern and so does the logistics hurdles. It is not a misnomer that the logistics sector is called as the frontline warriors of India Inc. today. The Jeena Criticare pledged to continue its commitment to help build robust vaccine supply chains. 🔥



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- Is India's only producer of low carbon 'green' aluminium, branded as Restora

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# ACCD panel meets over lunch

Managing Committee of Air Cargo Club of Delhi (ACCD) invited its members for an exclusive luncheon at Hotel Radisson Blu Plaza in New Delhi. Dinesh Raghuvanshi, a renowned poet, was invited as the guest speaker. He kept the audience in splits with his satiric poetry and witty repartees.







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### **Corporate Office:**

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# K Shipping company scouting for alliances

The company is searching for tie-ups with international conglomerates in logistics sector. It has been able to expand its client base through word-of-mouth recommendations and specializes in optimizing for its customers many complex processes of multimodal transport global logistics involved in international trade and transportation.



CT Bureau

**K** Shipping Solutions Private Limited completed a decade in February 2022. The company is currently exploring more alliances with global conglomerates in logistics by bringing in customised tailor-made solutions in air, ocean and land-based logistics for its customers engaged in international trade. In this sense, K Shipping "carries" its customers' hopes with it.

It was promoted by Khusrav Abbasi who has nearly 20 years of experience in providing a range of services related to logistics and transportation of goods by road, railways, air and ships. Before setting up this firm, he worked with Patel Roadways Limited, the Lemuir Group (that later became DHL Danzas Lemuir Private Limited) and Weiss-Rohlig (later Rohlig India). In these organisations, Abbasi led different profit-centres and worked in various positions from branch head to leading operations in north India. Abbasi's managerial skills include promoting sales and developing human resources.

This is why the customers and clients of the company have remained loyal from the very beginning of their association with K Shipping. The company has been able to expand its client base mainly through word-of-mouth recommendations that have invariably been complimentary.



The company has been able to grow each and every year by managing its finances prudently even during the global slowdown after the pandemic.

K Shipping has obtained required certification from trade and professional organisations such as the International Air Transport Association (IATA), International Federation of Freight Forwarders' Associations (FIATA), Federation of Freight Forwarders' Associations of India (FFAI), Customs House Agents' Association (CHAA), Air Cargo Agents' Association of India (ACCAI) and other global freight networks.

K Shipping specialises in optimising for its customers the organisation of many complex processes of multi-

modal transport global logistics that are involved in international trade and transportation. The company's services have enabled its customers to quickly seize business opportunities in today's fast-changing global economy.

Here are the names of a few reputed clients and customers who were satisfied by the timely and efficient services provided by K Shipping Solutions. They include Saudi Aramco, Naffco Osram, Bugatti Shoes, Honeywell, Bridgestone, Shell, Rotork, Al-Marai, Airports Authority of India and Nuclear Power Corporation of India among others.

Among the various products handled regularly by K Shipping are automotive components, horse riding equipment, pharmaceuticals, valves for the oil and gas industry, garments, leather goods, heavy machinery, rugs, carpets, chemicals, and stones including granite and sandstone.

The K Shipping Solutions company was also part of the Mumbai Mono Rail project; the company also ensured the expeditious delivery in record time of several container-loads of equipment from Malaysia that were delivered to Larsen & Toubro that was among the companies executing the project. 📌

**The company has been able to grow each and every year by managing its finances prudently and even during the international slowdown after the pandemic**



# New air routes from Kempegowda soon

Currently, Kempegowda airport is connected to 21 destinations in 17 countries operating through 24 airlines. Some more routes will be added from the airport later this year. BLR will also strengthen its existing route to San Francisco (Air India) with United Airlines set to launch weekly flights in October, says Hari Marar, MD & CEO, BIAL.



CT Bureau

Following resumption of international flights from India, Kempegowda International Airport in Bengaluru (BLR Airport) has been witnessing 25 daily international departures. The airport has reinstated more than 90 per cent routes compared to pre-COVID-19 times. With the gradual increase in international operations, the BLR Airport's route network is expected to augment with the resumption of routes and additional flights to cater to the demand.

Air travel recovery is likely to grow faster following resumption of international operations. While passenger traffic recovery in CY 2021 was only 19 per cent (vs pre-Covid CY 2019) due to travel curbs and cross-border entry, it may grow in the coming months, driven by strong high-yielding leisure and business travel demand from the city of Bengaluru.

Pre-COVID-19, the airport was connected to 25 international destinations, with an average of 40 international departures each day. Despite the subdued pandemic climate in 2020 as well as 2021, the BLR achieved some significant accomplishments in CY 2021

- With Air India's bi-weekly, non-stop Bengaluru-San Francisco



flight, it became the first airport in South and Central India to have a non-stop connectivity to North America

- Japan Airlines weekly flights to Tokyo Narita (expected to increase frequency of flights between BLR-NRT)
- United Airlines and American Airlines announced flight operations to BLR Airport despite the pandemic (expected to start later this year)

Currently, the airport is connected to 21 destinations in 17 countries operating through 24 airlines, and it will be adding newer routes later this year to Seattle (American Airlines). It will be strengthening its existing route to San Francisco (Air India) with United Airlines set to launch weekly flights in October, connecting the world's two biggest tech hubs—Bengaluru and San Francisco.

"Delivering superior customer experience and consistently improving operational efficiency has become a strategic priority as passenger volumes are expected to grow over the next few months. The timely announcement of the resumption of international flight operations ahead of the busy summer travel season has set a positive tone for the industry. With continuous infrastructure development and technology integrations, BLR Airport is well prepared to handle larger passenger volumes," said Hari Marar, MD & CEO, BIAL.

## INCREASE IN PASSENGER FLOW

To address the expected rise in passenger traffic and make the experience more seamless, Bangalore International Airport Limited (BIAL)—operator of the BLR Airport—has deployed automation-enabled technology at various checkpoints such as terminal entry, check-in, security check, immigration, and customs. The existing technology such as self-baggage drops, smart security lane with automated tray retrieval system, along with other contactless technology will improve the overall airport experience. The domestic passenger traffic recovery has been promising (with recovery of 80 per cent traffic compared to pre-COVID-19 levels). 📈

To address the expected rise in passenger traffic and make the experience more seamless, BIAL has deployed automation-enabled technology at various checkpoints

# Stress on seamless cargo handling

IT provider's slot and dock management module of its Air Cargo Community System foer reducing truck wait time by up to 66% for pilot participants at Worldwide Flight Services at JFK Airport, New York. For imports, the wait time has reduced by as much as 48%, says **Amar More**, CEO, Kale Logistics Solutions.



CT Bureau

**K**ale Info Solutions (Kale), the US subsidiary of global IT provider Kale Logistics Solutions, has successfully piloted its truck slot and dock management system with leading ground handler Worldwide Flight Services, Inc (WFS) at John F Kennedy Airport (JFK) in New York, US. Around 50 organizations and over 160 individual users, including truckers and ground handling operatives, were enrolled onto the pilot test, which began in December 2021.

"Truck congestion is a challenge in North American airports and ports. JFK being a significant one requires a smart system to handle cargo movement seamlessly," said Amar More, CEO, Kale Logistics Solutions, who will be speaking on the 'Shaping the Future panel' at the TIACA Executive Summit in San Francisco on 22 March, 2022.

"Having helped several airport and port communities across the world in overcoming such challenges, we are excited to work with WFS and the JFK cargo community in changing the way cargo has picked up and delivered in New York forever through this initiative," he said. The service will assist the Artificial Intelligence-based module, part of Kale's Airport Cargo



**Amar More**  
CEO  
Kale Logistics Solutions

Community System (ACS), in reducing truck wait times by 66 per cent for exports and 48 per cent for imports.

The pilot included integration of Kale's ACS truck and slot management module with WFS' state of the art

their internal efficiency. The system addresses the causes of congestion such as bunching of truck traffic, lack of information for operational planning to handlers, paperwork at the airport, and visibility of airport operations to the stakeholders.

**✈ Having helped several airport and port communities across the world in overcoming such challenges, we are excited to work with WFS and the cargo community at JFK ✈**

warehouse management system, ePic, to create a digital transformation of export and import processes. The cargo community at JFK is pleased with the results of the pilot as companies have benefited from significant trade visibility and transparency with cargo movement, thereby improving

"At WFS we are looking at digital transformation of our processes that can enable us to handle cargo efficiently and address the root causes of congestion," said Rinzing Wangyal, VP, WFS. "We have created a digital infra with an integrated system and the pilot's results are encouraging.

Donna Mullins, Vice President, Kale Info Solutions, said, "The WFS is looking to improve the processes with congestion at JFK. All the stakeholders at the airport can see how community platforms work and make their jobs easier. We are working with several airports in North America on alleviating the pains related to supply chain disruptions. We will soon be rolling this out across all our facilities in JFK and other stations in the North America." ✈





# FFFAI inks trade deal with NAFL of Dubai

The deal assumes significance as Dubai is one of strategic hubs of logistics operations. Comprehensive Economic Partnership Agreement (CEPA) signed by UAE and India will be operational within one month to simplify customs procedures, reduce logistics cost and open new opportunities for professional services.



CT Bureau

Federation of Freight Forwarders' Associations in India (FFFAI) and National Association of Freight & Logistics (NAFL) based in Dubai, UAE signed a Memorandum of Understanding (MoU) with an aim to form the basis of understanding between the said associations to strengthen, promote and develop cooperation on the basis of equality and mutual benefits. The agreement was formally signed by Shankar Shinde, Chairman, FFFAI and Nadia Abdul Aziz, President, NAFL.

According to the MoU, key areas of FFFAI and NAFL working jointly are as follow: Trade Support, Technology Exchange, Women Participation, Youth Promotion, Members Support Safety, Skill Development and Training, and Business Opportunities among others. The cooperation would also extend to identify and recommend members to securely do business and safeguard and protect them, providing services and support pertaining to payment reliability.

"The MoU is significant in view of the fact that there is a trend of increasing trade between India and UAE and Dubai being one of the strategic hubs of logistics operations. Both FFFAI and NAFL are playing catalyzing roles in trade facilitation in their



Shankar Shinde, Chairman FFFAI and Ms. Nadia Abdul Aziz, President, NAFL with the MoU signed along with other office bearers and members of FFFAI and NAFL.

respective countries i.e. India and UAE. The MoU would further explore new areas for win-win benefits of the members of both the associations in terms of expansion of business and enhancement of skills," said Shinde. With the recent signing of INDIA-UAE FTA, the trade between India and UAE is expected to touch US \$100 billion in the next five years with most Indian products duty free to UAE.

FFFAI is the apex body and the sole representative of 28 member associations from all over India, representing 6,500 custom brokers. The organisation is directly and indirectly connected with freight forwarders, shipping, end to end logistics and international trade and commerce.

**FFFAI and NAFL are playing vital roles in trade facilitation between India and UAE. The MoU would explore new areas for win-win benefits for members of both the associations in terms of expansion of business and enhancement of skill**

NAFL was founded in Dubai in February 1992 as mandated by the Government of Dubai to respond to the need to bring together the increasing number of freight and logistics service providers in the UAE. Apart from trade facilitation, NAFL is playing an important role to spearhead relevant training programmes.

It is pertinent to mention that FFFAI and NAFL are the members of International Federation of Freight Forwarders' Associations (FIATA), representing freight forwarders in some 150 countries. Based in Geneva, FIATA's membership is comprises 111 Associations Members and more than 5,500 Individual Members, representing 40,000 freight forwarding and logistics firms worldwide. The MoU was signed during the FFFAI delegation to World Expo 2020 in association with the FIEO organised event—3rd Logix 2022 that started on 21 March 2022 in Dubai.

Meanwhile, CEPA signed by the UAE and India will be operational within one month to simplify customs procedures, reduce logistics cost and open new opportunities for professional services, officials said at the closing of 3rd Edition of LOGIX India in Dubai. 🇮🇳

# Celebrating amazing 20 years

12 March 2022 was special day for Hans Infomatic Private Limited which celebrated its 20th anniversary at Atrio. Parvinder Singh, MD, presided over and shared his experiences. Hans has been ahead of times in providing various solutions to logistics and supply chain industry, including freight forwarding, customs broking, shipping and aviation.







# Celebrating 22 years of neutrality

Adding another successful year in freight forwarding business, SA Group celebrated its 22nd year with fun-packed team outing in resort in Manesar. Beginning from team building activities to rocking DJ night, the celebration witnessed active participation of all employees.



# DHL buyout ocean freight forwarder

With a global footprint in more than 90 countries, Hillebrand specializes in ocean freight forwarding of many beverages, including beer, wine, spirits and non-alcoholic beverages, says **Frank Appel**, CEO, Deutsche Post DHL Group. It will also strengthen logistics core to benefit shareholders.



CT Bureau

After obtaining all necessary regulatory approvals, acquisition of JF Hillebrand Group AG (Hillebrand) and its subsidiaries by Deutsche Post DHL Group was closed at an equity value of ₹1.5 billion. The companies had signed the purchase agreement in August 2021. Hillebrand now belongs 100 per cent to the DHL division Global Forwarding (Freight). "Hillebrand's expertise is a good addition to our portfolio. In line with our Group Strategy 2025, we can strengthen our logistics core and benefit our shareholders with profitable and long-term growth," said Frank Appel, Chief Executive Officer (CEO), Deutsche Post DHL Group. "The acquisition is an opportunity for us to add services to our high-quality ocean freight service portfolio to strengthen earnings and longstanding client relationships."

Hillebrand is now part of DHL Global Forwarding, Freight under the leadership of Tim Scharwath, who will head the combined businesses of Hillebrand and Gori as its CEO. Cees van Gent, who managed Hillebrand since 2017 decided to step down as its CEO and Chairman of the board. Hillebrand and Gori will work together, leveraging synergies from the experience of both providers, especially in logistics of beverages, beer, wine and spirits.

Gori, the wine and spirits sector specialist, has been part of DHL Global Forwarding, Freight since 1998. The business will operate under the new brand name 'Hillebrand Gori-a DHL company'. The closing of the transaction will strengthen

the group's position in the ocean forwarding market.

"The merger combines the strengths of DHL Global Forwarding, Freight's network with Hillebrand's and Gori's best-in-class solutions. This allows us to fully utilize the benefits for our customers. With Hillebrand and Gori

produces Flexitanks as part of its individualized shipping service solutions for liquid products, which have set the yardstick in this field. Deutsche Post DHL Group looks forward to benefit from Hillebrand's knowledge and experience providing tailor-made shipping solutions.

**The Hillebrand acquisition is an opportunity for us to add services to our high quality ocean freight service portfolio to strengthen earnings and longstanding client relationships**

running complementary business models, we expect a seamless integration. In combination with Gori we can leverage untapped synergies and develop better transport solutions for our customers going forward," said Tim Scharwath, CEO, DHL Global Forwarding, Freight.

Meanwhile, Hillebrand's majority shareholder Cobepa will sell its entire stake in Hillebrand after a 16-year ownership period. Hillebrand has expertise in liquid logistics with a global footprint in more than 90 countries and over 2,700 employees. It specializes in the ocean freight forwarding of beer, wine, spirits and non-alcoholic beverages among others. In addition, Hillebrand also

"By focusing on its profitable core and modernizing its IT infrastructure DHL Global Forwarding, Freight has reached new heights and contributed to our Group's record earnings of Euro 8 billion in 2021. The acquisition of Hillebrand will strengthen DHL Global Forwarding, Freight's customer-focused ocean freight product portfolio and support business growth," asserted Melanie Kreis, CFO, Deutsche Post DHL Group.

Deutsche Post DHL Group's Strategy 2025 is to strengthen its profitable core and grow its logistics business into sustainable higher margin levels, which explains Hillebrand as an attractive partner to increase profitable long-term growth.







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## JET FREIGHT INDIA

**Joy John** has joined Jet Freight as Director for Air and Sea freight recently. He will be responsible for Pan India Sales and Operations of Jet Freight Logistics Ltd. Joy is an effective communicator with excellent relationship-building and interpersonal skills. He is experienced in airfreight management, freight forwarding, cross-border operations. With an experience of 30 years, he is a keen planner, strategist, and implementer with demonstrated abilities in accelerating business growth in line with the board's business plans.



## TIACA UNITED STATES

**Kamesh Peri**, CEO, Celebi Delhi Cargo Terminal Management has been elected to its Board of Directors by International Air Cargo Association. The aim is to broaden the Board's sector knowledge. Kai Domscheit, CHI Handling; Dan Sheehan, UPS; Tushar Jani, Cargo Service Center India; Roos Bakker, Schiphol Airport and Massimo Roccasecca, Verona-Brescia Airport as board members to bring their vision and experience across the industry sectors to ensure every sector's view is well represented.



## COGOS TECHNOLOGIES INDIA

**Vandana Mazumdar** has joined COGOS Technologies, Bengaluru-based tech-logistics company, as the Manager of EV Vertical Pan India. Her role will aim at supporting the company's idea of adding more women drivers and owners to their fleet. OGOS will aim at creating 500 women entrepreneurs in FY 22-23. This will also support the EV adoption goal set by COGOS of adding 2,500 EVs to their fleet. Having an experience of 12 years in the industry, she has previously been associated with Meru and JetFleet.



## WIZ FREIGHT INDIA

**Michael Sickinger** joined as the CEO for APAC region and the Regional Ocean Product Head for South East Asia region of Wiz Freight. Sickinger previously worked as the CEO for Greater China region of leading MNC in logistics. He will be responsible for development and expansion of Wiz Freight ops in Asia Pacific region. Kuehn, who earlier worked as the ocean product head for SE Asia of a leading MNC, worked in the ocean freight development profile, he is a professional fit for the current role.



## ECOM EXPRESS LTD INDIA

**Ashish Sikka** has joined as the Chief Strategy Officer of Ecom Express Limited, one of India's leading technology-enabled end-to-end logistics solutions providers to the e-Commerce industry. He will report to T. A. Krishnan, CEO and Co-founder, and will be part of the Ecom Express Leadership Team. He will be responsible for the company's strategic planning, corporate development, M & As and partnerships, driving growth and transformation initiatives across all business lines of the company.



## GEODIS FRANCE

**Antje Lochmann** has been appointed Managing Director of GEODIS' Freight Forwarding and Contract Logistics activities in Germany. With this appointment, two of the supply chain operator's lines of business will benefit from her leadership. Lochmann has many years of experience in the logistics industry and within the GEODIS. She is also one of the youngest senior managers to be promoted within GEODIS' leadership programme. She is also a member of the management board of GEODIS' North, East and Central Europe regions and is based in Hamburg.



## GATI LTD INDIA

**Anish Mathew** has been appointed CFO by Gati Ltd, premier express distribution and supply chain management company. He will be responsible for managing the core financial and fiscal management aspects. He will also lead the entire finance function of the company on a pan-India basis. Mathew brings with him rich experience that covers consumer, pharmaceutical, pulp, paper, and manufacturing sectors. He has worked in International Paper Ltd, Pepsi and Usha Martin.



## DATA CENTERS INDIA

Colliers appoints **Rao Srinivasa** as Managing Director, Data Centers, with immediate effect. Srinivasa is an industry veteran with more than two decades of experience in project management, design and building, commissioning, and facility operations for data centers, critical infrastructure, and commercial real estate. Srinivasa will lead the entire Data Centers operations for the project management business and execute large-scale projects to build Colliers' portfolio in the data centers sector.







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