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Time to take off



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# contents

FEBRUARY 2022



## COVER STORY

### Strong supply chain links must for survival



## AVIATION TALK

### Air cargo capacity: Time to take off



## BUDGET TALK

### Gati Shakti to drive economic growth



## SUPPLYCHAIN TALK

### Rejig tracking gear to better supply chains



## WAREHOUSE TALK

### Warehousing is dark horse of pandemic?

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# NEWS



**Supply chain disruptions impacted competitiveness and job creation. The sector's automation has brought about growth in the economy.**

## Virtual India-Central Asia Summit



Addressing the virtual India-Central Asia Summit recently, **PM Modi** said, "The summit revolved around three main objectives. First, to make it clear that cooperation between India and Central Asia is essential for regional security and prosperity. From the Indian point of view, I would like to stress that Central Asia is central to India's vision of an integrated and stable extended neighbourhood. The second objective is to give an effective structure to our cooperation. This will establish a framework of regular interactions at different levels and among various stakeholders. And the third objective is to create an ambitious roadmap for our cooperation."

## Coordinate with states for Gati Shakti: Nitin Gadkari



**Nitin Gadkari**  
Union Minister for Road Transport and Highways

Road Transport and Highways Minister **Nitin Gadkari** said state governments should coordinate with the Centre to fast-track the implementation of PM Gati Shakti National Mission Plan to achieve \$5 trillion target by 2025. Addressing a virtual conference of state ministers of Southern, Gadkari said, "We are committed to the country's development. Without the support from the state governments, the Centre alone cannot develop our country. The cooperation of the states is a must." Stressing to make the decision-making process transparent and corruption-free, he said without coordination between all the stakeholders, the project cannot be completed. It provides multiple benefits for the country and the states. Several projects have already been announced for development of the southern region, he said.

## Jyotiraditya Scindia on multimodal logistics hubs

Minister for Civil Aviation **Jyotiraditya Scindia** held a meeting with officials of his ministry and the Commerce Ministry for starting multimodal logistics hubs in India. Along with infrastructure, it was also important to make the cargo movement seamless and customer-friendly. He said a meeting was held with officials from the ministry and the Commerce Department on the way forward for starting multimodal logistics hubs.



**Jyotiraditya Scindia**  
Minister for Civil Aviation

## Monthly high of export in December 2021

Ministry of Commerce and Industry recently released the monthly goods export report of India. As per the report, in December 2021, India exported goods worth \$37.29 billion, hitting an all-time monthly high. India has hit a monthly export high as the demand for petroleum and engineering products, jewellery, and gems soared in December 2021. The merchandise exports reached \$300 billion from April to December, higher by 48.85 per cent y-o-y and 26 per cent against the same period in 2019, thus achieving three-fourths of its annual export target of \$400 billion in the first nine months of FY2021-22. Commerce and Industry Minister **Piyush Goyal** said, "With \$300 billion in the first nine months of 2021-22, we are back on track to achieving our target."



**Piyush Goyal**  
Commerce and Industry Minister



**Sarbananda Sonowal**  
Union Minister for Ports, Shipping, Waterways

## PPP post projects under MCA: Sonowal

Union minister for Ports, Shipping and Waterways, **Sarbananda Sonowal** announced the revised model concession agreement - 2021 (MCA) for public private partnership (PPP) projects at major ports and said that 31 projects worth more than ₹ 14,600 crore will be awarded till 2024-25. As per the Ports, Shipping & Waterways ministry statement, currently, as many as 80 PPP projects with a total investment of over ₹ 56,000 crore have been awarded. Of these, 53 projects are under various stages of completion, while 27 are at implementation stage. "The ministry has defined 31 PPP projects to be awarded till FY25, and it expects the new MCA will generate enthusiastic response from the stakeholders," Sonowal said.







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## DP WORLD launches CARGOES customs for efficiency



CARGOES Customs system is based on the belief that with technology as a foundation, any organization can improve its digital capabilities and integrate with key agencies and countries, while satisfying regional pacts. The system's risk engine also detects revenue leakages. This technology improves visibility and is based on WCO best practices, thereby optimising customs clearance. It helps promotes seamless collaboration between authorities and government departments. **Sultan Ahmed Bin Sulayem**, Group Chairman and CEO, DP World, said, "We will continue to invest our digital platforms to bring transparency and efficiency."

## FRANKFURT AIRPORT handles record cargo volumes in 2021

Frankfurt Airport handled record volumes of cargo last year despite reduction in bellyhold capacity. The German hub, the largest cargo airport in Europe, handled a record 2.3m MT of cargo last year. This figure is up 18.7 per cent on 2020 levels and 8.9 per cent ahead of 2019. The airfreight was the driver behind this growth, while airmail continued to be hit by belly capacity shortage. **Stefan Schulte**, Chief Executive, Fraport, said, "Throughout 2021, COVID-19 continued to affect us. In contrast to passenger traffic, which recovered gradually, cargo traffic saw positive growth in 2021 and volumes reached a new annual record, despite the ongoing shortage of belly capacity on passenger flights and other challenges."



## SEKO LOGISTICS launches new e-Commerce unit

Seko Logistics has launched a new e-Commerce unit to grow cross-border e-Commerce volumes. Seko e-Commerce, will offer international e-Commerce shipping and delivery services, e-Commerce fulfilment, and heavyweight e-Commerce shipping and last mile delivery. The unit will work with fashion, beauty, cosmetics, tech and lifestyle clients, which have "spearheaded their e-Commerce growth for over 10 years". In the US, Seko will grow its service offering for larger consumer purchases. "The unit will support retailers and merchants becoming savvy in their choice of partners," Seko said.



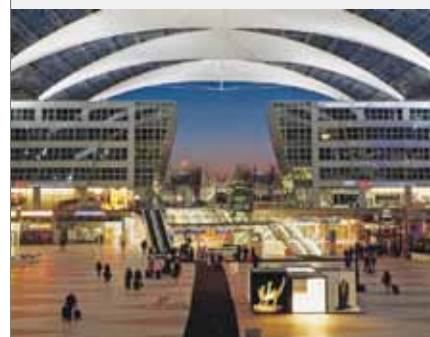
## COLLABORATION for sustainability by AFKLM Cargo, Envirotainer



Envirotainer and Air France KLM Martinair Cargo (AFKLM Cargo) announced their collaboration on sustainability. They pursue multiple initiatives to achieve more sustainable operations. AFKLM Cargo has approved the newly introduced Envirotainer Releye® container and is in the process of implementing it in its booking system. The Releye provides outstanding environmental performance, reducing up to 90 per cent of CO2 emissions. Envirotainer will reduce the impact of the use of its containers on the environment by investing in sustainable aviation fuel which reduces CO2 emissions by 85 per cent as compared to conventional jet fuel.

## CARGO-ONLY direct flights from Bengaluru to Munich

Munich Airport announced to increase its cargo-only services with Qatar Airways. As per the details of Qatar Airways' new route, the flight took off on Monday from Bengaluru, landed in Doha (Qatar's capital), went onto Munich and then flew to Chicago. The return flight from Chicago lands in Munich every Tuesday. The first flight took off on January 10 with 100 tons of cargo to Germany and the US, and caters to the pharmaceutical, automotive, and other industries. Qatar Airways operates this service on behalf of DB Schenker.





## SINGAPORE is world's busiest transshipment port

Singapore Port was the world's busiest transshipment port in 2021. It registered a record high in container traffic of 37.5 million TEU. The port handled 599 MT of cargo, with vessel arrivals reaching 2.81 billion gross tonnage. It remained the world's leading bunkering power with bunker sales crossing 50 MT for the second time and it commenced regular ship-to-ship liquefied natural gas (LNG) operations from March 2021. This comprised 49.99 million tons in conventional bunkers sales and 0.05 MT in LNG bunker sales, Maritime and Port Authority of Singapore (MPA) stated.



## UPS launches freighter flight to meet demand



UPS added a new freighter flight between Billund in Denmark and its European air hub in Cologne to meet growing e-Commerce demand. The new daily B737F flight means Danish businesses in the Jutland peninsula, including Vejle, Herning and Horsens will benefit from later pick-up by spending less time in transit. The companies can take advantage of reduced transit time for packages being exported internationally, and increase time in production," UPS stated. **Michiel van Veen**, managing director, UPS Nordics, added: "The launch of the Billund flight will present opportunities for businesses of all sizes in Denmark to expand into global markets faster, thanks to a new connection to our network."

## CARGOTECH launched by Cargo Digital Factory, Wiremind Cargo

ECS Group's Cargo Digital Factory and Wiremind Cargo are coordinating their expertise under a new autonomous company, CargoTech. With the launch of CargoTech, ECS Group's Cargo Digital Factory, and



Wiremind Cargo will focus on digitalising the air cargo industry. Based in Paris, Cargo Digital Factory and Wiremind's new unit will digitalise several cargo processes.

**Cedric Millet**, ECS Group Chief Strategy & Digital Officer, explains. "We will develop digital products for our existing customers and other airlines." **Nathanaël de Tarade**, board member, Wiremind and CEO, Wiremind Cargo says, "Our collaboration will enable us to deliver end-to-end software solutions to air cargo market."

## DB SCHENKER opens new logistics center in Denmark



With the opening of a new logistics center in Taulov, Denmark, DB Schenker is on the growth track. The new facility operates with 87 gates on 90,000 m2 and complies with stringent environmental and sustainability standards. Integrated into its European network, the site connects 430 land transport locations in Europe with the latest system designed to accommodate the rising demand for cross-border shipments — goods are delivered to 38 European nations daily. "It is a milestone for us to participate in the expansion of our DB Schenker network in Europe. We have created capacity for growth in the key distribution sector," says **Henrik Dam Larsen**, CEO, DB Schenker.

## project44 raises \$420 million investment

Supply chain visibility platform project44 received an investment of \$420 million from Thoma Bravo, TPG and Goldman Sachs Asset Management. It has raised \$202 million equity in May 2021 (at an approximate valuation of \$1.2 billion), and has an annual run rate of \$100 million, 1,000 team members, 1,000 customers, and one billion packages tracked p.a. "Today, it is helping firms solve supply chain challenges ranging from inflationary pressure and lockdowns to unpredictable weather and bottlenecks at ports," says **Jett McCandless**, Founder & CEO, project44. "Our growth over the past year speaks volumes of the edge we provide to our customers. With support from our investors, we can offer even more value to our customers."



# Air cargo capacity: Time to take off

Air cargo capacity, which is still below pre-pandemic levels, has been affected to an extent by the slower recovery of passenger flights, says **Amitabh Khosla**, IATA, Country Director for India, Nepal and Bhutan. Ongoing COVID-19 has highlighted importance of air cargo.



Priyanshi Bana

**How is the Air cargo industry gearing up with the new variant insight?**

We have yet to receive the December cargo data. But the more transmissible nature of the Omicron variant of coronavirus has contributed to labour shortages due to staff being in quarantine. Coupled with many states re-imposition of some form of restrictions due to the variant, the reduction of passenger flights would have impacted the cargo capacity towards the end of 2021.

**What have been the challenges faced by the air cargo sector in the past two years of the pandemic?**

The ongoing COVID-19 has highlighted the important role that air cargo plays in delivering essential goods — from PPE, COVID-19 vaccines to computer chips as well as food. The challenge is in fulfilling the demand, though air cargo capacity is still below pre-pandemic levels. This is being affected by the slower recovery of passenger flights, which contributes about 50 per cent of the cargo capacity.

**Do you think airlines still need to convert to freighters or freighters in order to survive?**

The conversion of passenger aircraft to freighters took place at the peak of the COVID-19 crisis — when passenger flights were down to a minimum.



**Amitabh Khosla**  
IATA, Country Director for India  
Nepal & Bhutan

Since then, we have seen many more passenger flights resume, although not to the level pre-COVID-19 levels. Cargo capacity is still below pre-COVID, but not to the desperate levels at the peak of the crisis.

We have seen infections peaking in countries at different times, which

**Any expectations from the Indian government to help make the air cargo more efficient?**

The Indian government has generally been proactive in working towards automation, to expedite the supply chain logistics and growing infrastructure. India in 2020 had revoked its longstanding Open Sky Policy for cargo flights. While

**With infections peaking in different countries at various times led to imposition of curbs which disrupted the entire supply chain**

resulted in various countries imposing restrictions that at times resulted in disruption of supply chain. Freighters or freighters continue to play a significant role in closing the gap in these situations.

this change may have been undertaken in view of the impact of the pandemic, liberalizing the same once again will help Indian shippers, as well as India's foreign trade and exports.



# Gati Shakti to drive economic growth

Industry experts give thumbs up to FM's budgetary announcements for developing four multi modal parks, constructing 25K-km of NHs and 100 cargo terminals under Gati Shakti framework to improve pan-India connectivity, reduce logistics costs and enhance manufacturing.



Priyanshi Bana

**P**resenting Union Budget for 2022-2023, Finance minister **Nirmala Sitharaman**, reiterated the importance of the PM Gati Shakti Master Plan. This masterplan will oversee all major infrastructure projects across different ministries. The plan will be used to develop 100 PM Gati Shakti Cargo terminals in the next three years, since the logistics efficiency is one of the seven engines of the masterplan.

**A L Meena**, Special Secretary (Logistics), Ministry of Commerce and Industry, Department of Commerce, GoI, said, "Massive public investment for modern multimodal infrastructure and process digitisation, guided by the PM Gati Shakti Masterplan shall enhance logistics efficiency of the nation. The masterplan through transformative approach for economic growth, driven by seven infrastructural engines coupled with energy, telecommunications and sustainability, shall bring in competitiveness and enhanced job opportunities."

The development of multi modal logistics parks, roads, cargo terminals among others under the Gati Shakti framework is likely to improve pan-India connectivity and reduce the logistics costs.

**Vipin Vohra**, Chairman, Continental Carriers and



**A L Meena**  
Special Secretary (Logistics)  
Ministry of Commerce and Industry  
Department of Commerce, GoI



**Vipin Vohra**  
Chairman, Continental Carriers and  
Chairman, Civil Aviation committee,  
PHD Chambers of Commerce



**Xerrxes Master**  
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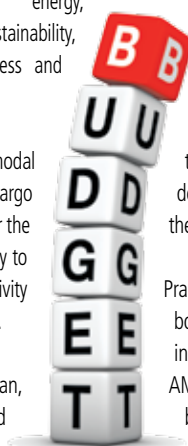
Chairman, Civil Aviation committee, PHD Chambers of Commerce, said, "The budget is a great boost to the logistics sector. Out of the seven sectors under Gati Shakti, two of them are related to aviation. Developing 100 cargo terminals in the next three years will boost the logistics industry and the Civil Aviation industry. Four multi modal parks are to be developed by 2022-2023. About 25,000-km of roads to be developed for cargo movement is yet another step in the positive direction. Another major step taken for the logistics industry is the development of the infrastructure in the North-East."

Praising the government's efforts in boosting the cargo and logistics industry, **Xerrxes Master**, President, AMTOI said, "This is a path-breaking budget. We welcome the

government's vision for developing 100 cargo terminals in the next three years under the Gati Shakti. Multi modal parks at four locations are to be developed by 2022-2023. Seamless integration of all the spokes of logistics is the way to bring down logistic costs and make the country a manufacturing hub of the world."

**Shankar Shinde**, Chairman, FFFAI said, "For logistics sector this is going to be a booster dose, as this sector supports and improves the efficiency of growth engines such as Aatmanirbhar Bharat, Make in India, Digital India among others. The thrust of the growth-oriented budget is on capital expenditure and increasing the manufacturing base in the country. Another important announcement which is eagerly followed by logistics sector is pertaining to Unified Logistics Interface Platform allowing data exchange among all mode operators."

Seamless integration of all the spokes of logistics is the way to bring down logistic costs and make the country a manufacturing hub



# Strong supply chain links must for survival

COVID-19 magnified the shortage of infrastructure and assets within the supply chain industry leaving restructuring the only viable solution to counter challenges. With optimization of processes based on demand and supply, industry will be equipped to deal with the pandemic and future-proof its operations. **CARGOTALK** dwells further into details.



 Priyanshi Bana

**T**he pandemic has posed significant challenges for supply chains globally. Multiple national lockdowns continued to pose challenges in the smooth flow of raw materials and finished goods, disrupting manufacturing as a result. Many organizations suffered staff shortages and losses due to COVID-19. But overall, it has only magnified problems that already existed in the supply chain. Going by the present circumstances, the sector is under relentless pressure to continuously improve its supply chain performance so

## FACTFILE

→ In the past few years, specifically in the last two years, leading firms have realized that initiatives involving supply chain integration and supply chain optimization are not enough for ensuring above-average business performance.

as to minimize cost and maintain high levels of customer service. Earlier, the companies reaped-in substantial benefits by working on initiatives involving supply chain integration and supply chain optimization. These initiatives have helped in ensuring above-average business performance in respective industry sectors. In the past few years, specifically in the last two years, leading firms have realized that initiatives involving supply chain integration and supply chain optimization are not enough for ensuring above-average business performance.

These initiatives are necessary for the very survival.

Says **Kartik Shah**, CEO, Coldrush Logistics, "Supply chain restructuring involves several steps. To begin with, we must define the programme scope while simultaneously taking care of make versus buy decisions. Similarly, we should also consider other critical factors such as cost, competency, core/non-core, and future constraints during the restructuring process. We must monitor new policies and macroeconomic factors



that drive sourcing and other supply chain decisions owing to their impact on the restructuring process. Integration of new products, production operations, logistics, and distribution is critical to ensure seamless transformation. This process mainly includes integrating IT and accounting systems, people coordination, and providing a cultural fit."

He added, "Given the rapid digital adoption across industries, we firmly believe that tech integration will play a pivotal role in enhancing the operational ability of the logistics sector. Implementing Artificial Intelligence to build future prediction models is the need of the hour, and this will help the sector prepare for future uncertainties and serve clients more seamlessly with cost-effectiveness. We should also note that cost inflation, especially in outsourced products and services, has a massive impact on the overall restructuring program. Hence, we must also consider the probable process and raw material costs while designing the programme and keep in mind the need for additional resources, planning costs, and costs associated with unknown risks. For all restructuring projects, it is essential to plan and execute phase-in & phase-out of facilities to avoid delayed closure which usually happens due to ramp-up issues and the ability to maintain a stable workforce at the closing facilities. It is also crucial to have a burn-off plan for inventory, especially for supply

chains with long lead times. Sometimes, this process calls for scrapping specific inventory, and in other cases, you might have to reschedule the transition dates. Last but not the least, capital investment and budget allocation are crucial for inventory to ensure a smooth transition of products from one facility to another. Transformation inventory requires budget allocation for capital costs. Hence, efficient inventory planning is a must to ensure uninterrupted supply during the transition phase. It is also vital to design an agile strategy which is responsive to changes across all levels. Transformation inventory is based on product development at the new facility, exit date for the current facility, and demand during the transition time. Given the volatile nature of the restructuring process, the companies must stay prepared with a flexible and responsive inventory planning process."

Expounding on similar lines, **Vivek Saxena**, Head, Contract Logistics, India & ISC, Ceva Logistics, "For CEVA Logistics in India, we see many of our customers have started working on re-aligning their supply chains in advance, as they were already facing headwinds on the supply side. The post-pandemic customers have started restructuring their supply chain networks from different sourcing points to going as close as possible to where their customers are. So, from the customer's perspective, we need to look at their sourcing points and their end



**Kartik Shah**  
CEO  
Coldrush Logistics

👉 Implementing AI to build future prediction models will help the sector prepare for future uncertainties and serve clients more seamlessly with cost-effectiveness 🐦



**Vivek Saxena**  
Head, Contract Logistics, India & ISC,  
Ceva Logistics

👉 The post-pandemic customers have started restructuring their supply chain networks from different sourcing points to going as close as possible to where their customers are 🐦

customers, while creating an optimal solution for them based on our services in global air, ocean and land transportation, contract logistics, cross border or value-added services. The ultimate objective is to keep the customer's supply chain agile and competitive in today's dynamic market situations."

According to **Rajesh Makkolath**, Associate Vice President and Head of Business Development, Godrej Storage Solutions says, "The pandemic has impacted the warehouse sector drastically. It has shown that businesses require more flexibility and agility to operate seamlessly in changing market conditions where automation comes into the picture. Smart warehousing enabled by automation helps in systematic logistics and supply chain management ensuring timely delivery of goods. With the radical increase in demand for warehouse usage, storage system facilities have adapted to



#### FACTFILE

→ Sometimes, this process calls for scrapping specific inventory and you might have to reschedule the transition dates. Capital investment and budget allocation are crucial for inventory to ensure a smooth transition of products from one facility to another.



**Rajesh Makkolath**  
Associate Vice President and Head of Business  
Development, Godrej Storage Solutions

✈️ **COVID-19 has impacted the sector drastically. It has shown that businesses require flexibility and agility to operate seamlessly in changing market conditions** ✈️

the growing needs to provide dynamic services to various sectors. Although restructuring plans vary by industry, many companies are thinking about bringing manufacturing closer to demand."

The supply chain integration and related practices have received adequate attention in the industry. People in the industry have realized that to stay in competition, they will have to go beyond these initiatives and look at ways in which they can restructure supply chain architecture and processes. Unlike supply chain integration and optimization, supply chain restructuring goes beyond and requires integrating product and process engineering with supply chain function. Similarly, it may also involve closer integration between marketing and supply chain function. According to Makkolath, "The potential of AI to optimize crucial processes such as restructuring, and management of



**Swarup Bose**  
Founder and CEO  
Celcius

✈️ **Once the newly acquired assets are incorporated into the operations, the synergy benefits become apparent and this translates into integration of supply chain restructuring** ✈️

the supply chain is revolutionising the industry. Smart warehousing, enabled by automation, provides clients with more efficiency by utilising these modern logistics centres. At Godrej Storage Solutions, we have designed modules for the industry around operations, safety

and have specialised service offerings around audit and building capabilities. In large cases with complex operations, our handing over process includes providing training to the user group for better and improved usage and operations of the system."

Adding to this, **Swarup Bose**, Founder and CEO, Celcius said, "Supply chain restructuring is a large-scale transformation programme and integration and optimization are steps within the programme, largely implemented in the post-close stage. The post-close stage of supply chain restructuring curtails stabilization, integration, and optimisation processes. Stabilization involves maintaining business continuity by monitoring performance and adhering to regulatory compliance. Once the newly acquired assets are incorporated into the existing operations, the synergy benefits become more apparent and this translates into the integration stage of supply chain restructuring. Finally, optimization involves design, planning and execution, thereby realizing complete synergy potential through supply chain integration and improvements that support both operational and commercial objectives of the restructuring programme."

Explaining further, Saxena adds, "A global supply chain comprises sourcing, transportation and distribution

components, so infrastructure and specific trade policies play vital roles for its performance. The changes in supply chain restructuring will yield better performance when the entire infrastructure and trade policies are aligned. At CEVA, we are assisting our customers in various ways by providing them infrastructure needed to make these changes in their supply chain networks, such as in transportation, warehouse storage sites, pickup and deliveries and numerous value-added services, allowing them to be closer to their customers and sourcing points in India and other global locations.

In addition, with 3PL and even 4PL services, we are helping our customers understand the market landscape and solving their challenges by making suggestions to streamline their supply chain networks. These modernized networks work more efficiently and remain agile to adjust to the dynamic supply chain scenarios. In India, we are one of the leading logistics service providers for some of the top companies in their respective fields and we are further strengthening our capabilities to help our customers for their sourcing, supply chain or distribution needs."

However, there are certain challenges in its execution. Use of analytical tools, AI, Internet of Things in short, a robust digital network is required by the supply chains to be restructured in order to reach out to its customers swiftly. Bose said, "Restructuring calls for implementation of new systems and processes to maximise the output. This comes with a set of challenges which can be overcome with systematic and



## FACTFILE

➔ Optimization involves design, planning and execution, thereby realizing synergy potential through supply chain integration and improvements that support operational and commercial objectives of the restructuring programme.

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strategic planning and implementation. With technological advancements, most restructuring programmes can be carried out efficiently with little to no roadblocks. However, some general aspects within the programme such as phasing-in and phasing-out of facilities, reducing waste during transformation, and integration and optimization of the new systems, have to be monitored regularly to ensure that all hiccups can be dealt with effectively."

**Naveen Rawat**, Co-Founder, Holisol Logistics, said, "Any supply chain restructuring initiative is a massive exercise and it involves sophisticated data analysis and planning. It is a complex decision process involving trade off in terms of cost, quality, delivery, and market access. The challenge is to be able to produce a dynamic agile supply chain that can efficiently and effectively mould as per the constantly changing business dynamics. Supply chains were undergoing fundamental and accelerated restructuring to respond to changing business dynamics and COVID-19 has accelerated the trend. The disruption to the flow of goods and services during the twin lockdowns has brought into focus the need to restructure supply chain to de-risk and strengthen resilience. The pandemic has resulted in a major shift towards D2C fulfilment which has required companies to restructure their supply chains also towards hyper local

distribution compared to the prevailing regional distribution structure earlier. Pandemic has also forced companies to have a relook at their international supply chain focussing on restructuring opportunities in terms of near shoring or parallel sourcing.”

Highlighting the challenges further, **Vijay Vashisht**, Associate Vice President, Business, Safexpress said, "What we have today is incredibly complicated, complex global supply chains which have been so designed for the purpose of cost and efficiency. What are perhaps never factored in are the hidden dangers entailed in such models – what if something goes wrong along the way. And this is where the first challenge is entailed from – for a supply chain to be

resilient, it has to do away with excessive complexity, the foundation of which is cost and efficiency. This is where the rub lies. Competition will ensure that manufacturer do not start transferring the cost of diversifying on the consumers."

He added, "In addition, the pressure to operate efficiently and least possible capex would remain unrelenting. So, how to minimize the risks of disruption would require narrowing down the areas of risks and vulnerabilities at each level of supply chain including the diversity of suppliers, production centres and their geographical interconnectedness, transportation hubs, and distribution facilities. Second most obvious challenge to a resilient supply chain emanates from an ignorant push for an autonomous unit which is being increasingly manifested in the trade disputes, barriers and tariffs as visible in transnational trading. So, apart from an attitudinal change with somewhat contained ad reduced leitmotif of profit, what will be required is an attitudinal change at the level of policy-making."

According to Saxena, “In today’s dynamic and rapidly changing market, we have seen disruptions and inconsistency in supply and demand across multiple global points, which creates challenges in deciding the best possible network or solutions for customers supply chain. In the global perspective, we see equipment shortages, capacity challenges, increasing rates, shutdowns due to the pandemic — all leading to the volatility in the current supply chain scenario. These inconsistencies and the unpredictability also mean that what constitutes a well performing supply chain network today, may not be viable tomorrow due to such frequent changes in geopolitical situation, tariffs, policies and market conditions.”

But, did the need of restructuring of supply arise due to the pandemic? Well, a few agree to this. According to Shah, "The world is increasingly going digital with tech integration in almost all sectors.

## FACTFILE

→ Supply chains underwent fundamental and accelerated restructuring to respond to changing business dynamics and COVID-19 accelerated the trend. The disruption to the flow of goods and services has brought into focus the need to restructure supply chain.







The use of analytical tools and AI has changed the way we operate and look at business needs. At Coldrush Logistics, AI implementation is already a work in progress. With our industry experience and expertise in data analytical tools, we are confident to support the industry and cater to its requirements. So, restructuring is a necessity today, to reduce the overall cost of operations. We can surely achieve this goal by integrating data analytics and also building alliances with local players."

Adding to this, Bose explained, "COVID-19 magnified the shortage of infrastructure and assets within the supply chain industry. Most supply chain entities were faced with shipping container shortages, congested ports, delays in receiving components, and the scarcity of truck drivers and other critical supply chain personnel. The cold supply chain industry was also faced with refrigerated vehicle scarcity and technological adoption to adhere to stringent vaccine transportation protocols. In times like these, restructuring is a viable solution to counter most challenges. With more assets on board and optimizing processes based on demand and supply, the industry will be better equipped to deal with the COVID-19's volatile nature and future-proof its operations."

Vashisht added, "Shocks in supply chain, first with supply shock, which originated in China, followed by demand shock are becoming more and more frequent

and common. So even though each time there is a disaster, it seems like it is coming out of the blue. The fact is that the world is raging with such shocks in different corners of the globe frequently. Numbers of such calamities could be in hundreds during the last 2 decades. What the pandemic highlighted is the impact that the shocks can have on global supply chains — it has had a huge impact not just on the ability to get supply from suppliers sitting in different countries around the world, but also what has been happening with the end consumers in the value chains sitting in different corners in the world."

This reflects the fact that we live in a multipolar economic system in which different economies are, while being interdependent, are also competing with each other. This has not happened since the world started becoming global and, in a way, this can be attributed to the pandemic, he averred.

Agreeing, Saxena said, "Yes, it is the need of the hour and necessary to make the preparations for the time to come. Agile supply chains are the future and we are working closely with customers as they implement lessons learnt during the pandemic. They have started diversifying their production capabilities in multiple geographies to have minimum supply chain disruptions in case of any such occurrence in the near future. Accessibility to markets is another factor which is



**Naveen Rawat**  
Co-Founder  
Holisol Logistics



**Vijay Vashisht**  
Associate Vice President, Business  
Safexpress

✈️ It is a trade off in terms of cost, quality, delivery, and market access. The challenge is to be able to produce a dynamic agile supply chain that can mould as per constantly changing business dynamics 🦋

✈️ What perhaps are never factored in are the hidden dangers in such models – what if something goes wrong. This is where the first challenge is entailed from – for a supply chain to be resilient 🦋

driving companies to consider new sourcing points in global locations. They have also started to adjust the product mix, discussing about bringing in global products that can be sold across geographies to minimize the impact on their supply chains in future." 🦋



# Supply chain sector going green & clean



With safe habitat new hot word, 3PL firms initiated alternate fuels, route optimization, consolidating load to improve effectiveness of logistics and supply chain, says **Sanket Sheth**, Founder & MD, Elixia Tech Solutions.

**I**n today's world, you may come across many sustainability concerns across various industries. But, as companies lean towards environmentalism, they are improving the internal system to address the concerns.

With this taken into consideration, green supply chain management is able to resolve the issues around commercial manufacturing techniques. As per the 2020 Third-Party Logistics Study, around 20 per cent of the companies are piloting alternative fuels, while almost 80 per cent of the organizations

SmartWay initiative is helping the companies to keep an eye on gas emissions, choose sustainable freight carriers, and embrace fuel-saving technology

are optimizing the routes and consolidating the load. In addition, 66 per cent of the 3PL users and 93 per cent of the 3PL providers agree that they will offer new and innovative ways to improve the effectiveness of logistics. So, let us check out the way in detail to know how the supply chain is moving ahead with the initiatives.

## EFFICIENT TRANSPORTATION

Transporting goods across a long distance from the warehouse has now led to greenhouse gas emissions as fossil fuels get burnt along the way. Through Green



**Sanket Sheth**  
Founder & Managing Director  
Elixia Tech Solutions

Supply Chain Management (GSCM), the vehicles are using alternative fuels and are establishing relationships between local suppliers and manufacturers. To implement such a strategy, the companies

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will need to gather material from a few sources. The team needs to consider how they can transform the products and pack them to meet the suppliers' needs.

On the other hand, while it may become complicated to improve the means of transportation, most of the modern modes are releasing emissions to a certain extent. However, this may not be the case in every instance because green initiatives are not ubiquitous all the time. With an aim to address this issue, the SmartWay initiative is helping manufacturers keep track of the emissions, choose sustainable freight carriers, and embrace fuel-saving technology for taking goods from one location to the other.

### JIT MANAGEMENT

Just In Time (JIT) Management involves moving material just before it is required in the manufacturing process. This helps reduce the need for maintaining excess material at the warehouse. This, in turn, assists in avoiding spending more on the material and filling the warehouse excessively. When the companies consider such a kind of strategy, it may take some time for its implementation. But, when everything is executed in the right manner, it can streamline production way ahead. Furthermore, after data analysis, managers will be able to predict the

✈️ **elnfochips has launched solutions for factories to make ops efficient. Similarly, Nudie Foods has monitoring software to identify assets to improve productivity** ✈️

purchasing trends to meet the demand. It will help the company to get a fair idea about how much material it may require for manufacturing the products on a large scale. Now, let us check JIT management through an example.

As Toyota moves ahead in presenting its vehicles, it employs JIT Management by following certain guidelines. The entire gamut of activities is carried out along with Jidoka. This is nothing but a system that helps to prevent defective vehicles from leaving the site. Due to this, the team at Toyota has gained the experience of designing cars in the shortest time possible without compromising on quality.

### ROUTE OPTIMIZATION

A Transportation Management System (TMS) can help to save money in several ways. It not only aids to lower down the cost while selecting the modes but also optimize multiple routes. Nevertheless, with prime focus on sustainability, the companies can save more through route optimization. As the TMS also helps in consolidating loads, it implies that fewer heavy duty vehicles have to be loaded to deliver the goods. But, after optimizing the routes, the companies can determine the best and the ideal route which leads to a significant decrease in fuel costs. Above all, when supply chain sustainability is the main concern, it is essential to transport

goods along a better route so that heavy duty vehicles consume less fuel.

### PROCESS EFFICIENCY

Using cyber-physical systems, the manufacturing sector can make production much efficient. Artificial Intelligence (AI) can help to reduce downtime, anticipate failures and optimize asset utilization. As the work is done in less time, it affects the availability of the assets and the Overall Equipment Effectiveness (OEE). Predictive maintenance enables the team to make provision for components so that it reduces the impact on the production line. The team can also gather insights from data through the IoT devices for improving asset utilization. They can focus on improving the quality apart from productivity. If you use a supply chain control tower, then the intuitive dashboard helps reduce the logistics costs and the overall cost considerably.

Through Machine Learning (ML), elnfochips has come up with customized solutions for automating factories and making the operations even more efficient. Nudie Foods is yet another company that gains insights with the use of monitoring software to identify the assets which are drastically improve productivity, and reduce operational costs.

Finally, it can be observed that GSCM has helped several companies to contribute towards ecological conservation and preservation. They are able to pace ahead by reducing the instances of following wasteful practices. They have succeeded ahead to use the funds for managing product development in the best way. As businesses move on with the GSCM, they are able to become leaders in innovation and sustainability.



### FACTFILE

✈️ **Predictive maintenance makes the team to reduce the impact on the production line. The team can also gather insights from data through the IoT devices for improving asset utilization.**





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# Rejig tracking gear to better supply chains

How companies can improve transportation visibility by anticipating issues before companies occur a million-dollar question in a bid to reduce demurrage charges and detention fees and boosts reliability of an organization's supply chain is important, says **Jim Waters**, CMO, Tive.



CT Bureau

The events of the past couple of years have rocked the global supply chain in more ways than one. From staffing shortages to increased ransomware attacks to rising prices to the disruption caused by the pandemic, there is no shortage of challenges lately for companies trying to build a reliable supply chain for their products. At the same time, as all of these challenges, demand for shipping services remains at an all-time high, and port backlogs across the East Coast and West Coast alike have become commonplace.

While there is much that must be accomplished to create an agile and resilient supply chain during these

challenging times, transportation visibility is one essential ingredient, especially the location and condition of shipments. This article explores the vital role of real-time shipment tracking in improving supply chain visibility and resilience and how companies can restructure their supply chains to boost transportation visibility.

## IS TRANSPORTATION VISIBILITY VITAL

Transportation visibility in 2022 is the process of tracking the real-time location and condition of cargo shipments to anticipate delays before they occur, coordinating logistics in a way designed to reduce demurrage and detention fees and improves the reliability of an



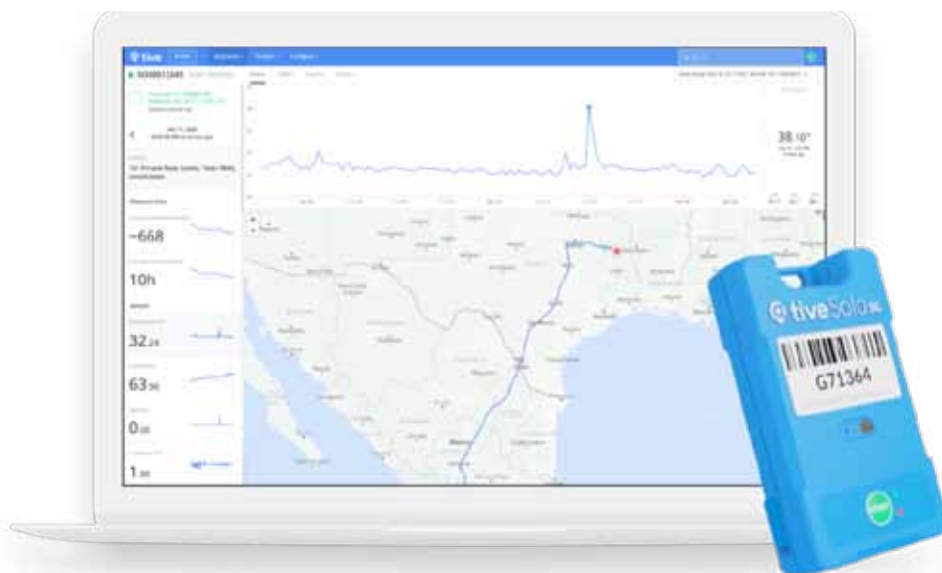
**Jim Waters**  
CMO, Tive

organization's supply chain. In the past, a certain degree of transportation visibility was achieved through track and trace or passive loggers and check calls. Today, however, these tracking processes are considered inefficient and outdated and replaced with real-time supply chain tracking capabilities that allow shippers and customers to track the location and status of any shipment in real-time from a convenient and centralized platform.

Real-time container tracking, however, is something that makes the process of predicting and responding to supply chain disruptions much more achievable

## WILL REAL-TIME VISIBILITY HELP

According to data from IBM Insights with Watson, 87 per cent of Chief Supply Chain Officers surveyed say that it is difficult to predict and proactively manage disruptions. Real-time container tracking, however, is something that makes the process of predicting and responding to supply chain disruptions much more achievable. For instance, if a company determines that a specific



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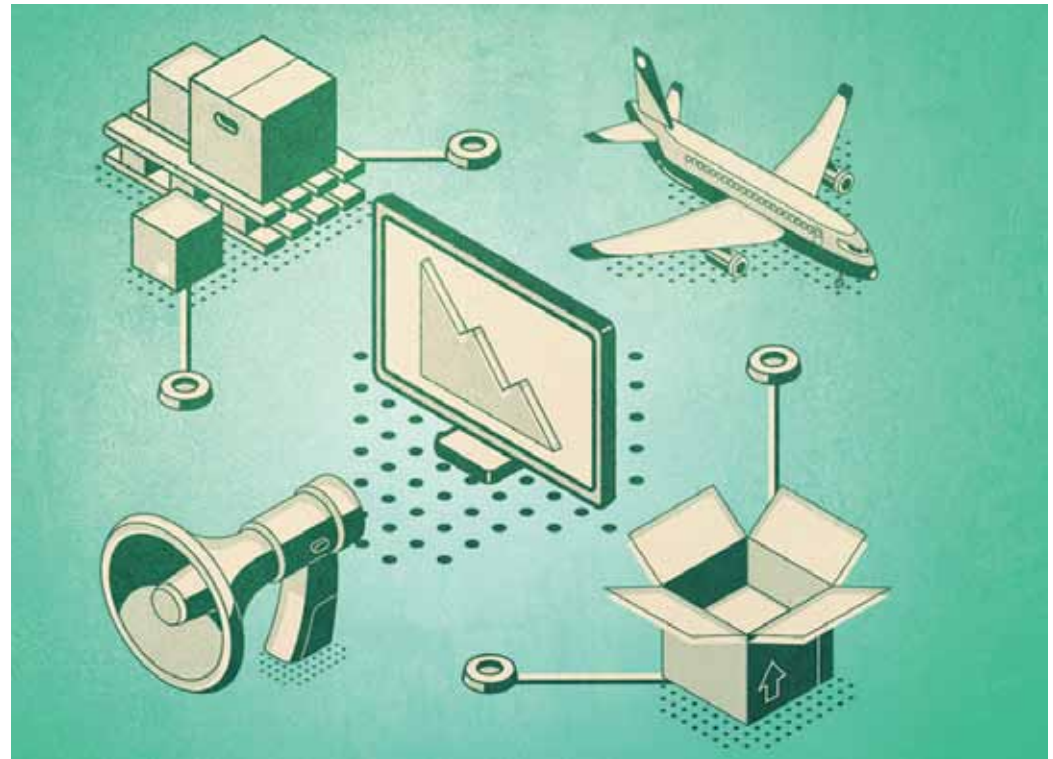
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product it has shipped may be faulty due to mishandling, BCOs, shippers or freight forwarders can either cancel the affected shipments or take other mitigation steps.

Look no further than the Pfizer-BioNTech COVID-19 vaccine shipments for a real world example of how real-time container tracking empowers companies to respond better to supply chain issues and disruptions. Vials must be kept within a range of minus-80° to minus-60° Fahrenheit during transport. Failure to react when a shipment of vaccine vials falls outside of this acceptable range can result in millions of dollars going to waste or, much worse, the loss of human lives. By implementing real-time container tracking solutions, stakeholders can monitor the temperature conditions of Pfizer-BioNTech vaccine shipments in real-time and respond if a shipment reaches a temperature headed outside of the acceptable range.

These, of course, are just two examples of how real-time visibility can allow companies to bolster both the resilience and agility of their supply chains. The ability to anticipate issues before they occur through real-time container tracking



🦋 **One undeniable truth about global supply chain visibility is that it is nearly impossible for a single visibility supplier to provide coverage for all of a customer's needs** 🦋

provides more options for dealing with issues than a company would otherwise be left with if they had to respond after the fact. The result is a supply chain that is much more agile and adaptable.

Meanwhile, by creating a supply chain that by design is as agile and adaptable as possible, the companies can boost the reliability of their supply chain during these uncertain times as well.

### OPEN VISIBILITY NETWORK

One undeniable truth about global supply chain visibility is that it is nearly impossible for a single visibility supplier to provide coverage for all of a customer's needs, especially when that visibility needs encompass multiple modes of transport such as ocean, air, and road transport. This is why Tive — a global leader in real-time supply chain visibility insights — led the creation of the Open Visibility Network (OVN).

The OVN is an initiative that brings data together from some of the world's top visibility providers via APIs so shippers, customers, and carriers can rapidly expand visibility and access a wealth of valuable insights without needing to add additional applications.

By making transportation visibility accessible than ever before, Tive and the OVN provide the companies across the globe with tools and services they need to overcome today's supply chain challenges.



### FACTFILE

➔ By creating a supply chain that is agile and adaptable, companies can boost reliability of their supply chain during uncertain times.





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# Warehousing is dark horse of pandemic?

Industrial and warehousing sector records 44 million sq. ft. space absorption in 2021, driven by 3PL, e-commerce, manufacturing and tier 2 and 3 cities. Industrial experts share details on continuous growth trajectory.



 Priyanshi Bana

**W**hile the world continues to grapple with the economic repercussions during the pandemic, the logistics and warehousing segment has emerged as dark horses of real estate. A series of government initiatives in the logistics and warehousing sector taken in the past few years have laid the roadmap for growth. The proposed National Logistics

Policy and National e-Commerce Policy is expected to further boost the sector.

**Tier 2 and 3 cities have as logistics and warehousing hubs. In this regard, e-Commerce firms have taken large spaces to meet growing consumer demand**

Policy and National e-Commerce Policy is expected to further boost the sector.

According to the International real estate advisory firm Savills India, industrial and warehousing space absorption stood at 44 million sq. ft. in 2021 to include 35.1 million sq. ft. from Tier 1 cities and 8.6 million sq. ft. from tier 2 and 3 cities. In spite of COVID-19 lockdowns and restrictions impacting construction activities, India witnessed a fresh supply of 45 million sq. ft. in 2021 where 36 million sq. ft.

was from tier 1 cities and 8.9 million sq. ft. from tier 2 and 3 cities.

**Anshul Singhal**, MD, Welspun One Logistics Parks said, "The emergence of tier 2 and 3 cities as logistics and warehousing hubs is one of the significant trends seen after the intensity of COVID-19 lessened. Cities such as Ludhiana, Coimbatore, Vapi, Guwahati, Bhubaneswar, Surat, Lucknow, Patna, Siliguri and Ambala-Rajpura belt have already been witnessing higher warehousing demand. With major e-Commerce companies and third-party



logistic firms taking up large spaces to scale up operations to meet consumer demand, tier-2 and 3 cities have been witnessing greater warehousing absorption. Consumer behaviour has shifted, and they prefer online shopping mediums versus crowded brick and mortar stores. They have also become regular online shoppers demanding same day or next day deliveries.

This consumer behaviour will continue to be permanent. In-city warehousing has become essential as a result of the nationwide lockdown, with tier 2 and 3 cities emerging as preferred investment destinations for warehousing."

Similar to 2020, 3PL and e-commerce sectors continued to drive warehousing

### SUPPLY & ABSORPTION IN TIER I (2021 VS 2020)

	2021	2020	Y-o-Y change
Supply (Mn sq. ft)	36	22	63.6%
Absorption (Mn sq. ft)	35.1	26	35%
Stock (Mn sq. ft)	266	230	15.6%

\* includes absorption & supply in completed Built-to-Suit (BTS) projects

### SUPPLY & ABSORPTION IN TIER I IN 2021

City	Supply (million sq. ft)	Absorption (million sq. ft)
Bangalore	3.5	4.6
Chennai	2.7	3.5
Pune	4.4	6.5
Mumbai	7.5	6.0
Delhi-NCR	11.4	8.1
Hyderabad	2.0	1.6
Kolkata	3.4	3.4
Ahmedabad	1.1	1.3
Total (Tier I)	36.0	35.1

\* includes absorption of newly completed Built-to-Suit (BTS) projects

### SUPPLY & ABSORPTION IN TIER II & III CITIES IN 2021

City	Supply (mn sq. ft)	Absorption (mn sq. ft)
Coimbatore	1.29	1.34
Guwahati	0.71	0.67
Indore	0.45	0.93
Nagpur	1.53	1.15
Lucknow	1.09	1.09
Jaipur	0.52	0.42
Rajpura	1.27	1.18
Bhubaneswar	0.03	0.05
Kochi/Ernakulam	0.28	-
Patna	0.39	0.49
Hosur	1.29	1.29
Total (Tier II & III)	8.9	8.6

\* includes absorption of newly completed Built-to-Suit (BTS) projects



**Anshul Singhal**  
MD  
Welspun One Logistics Parks

✈️ We digitalise the capacity management process; what it replaces is not the expertise of the cargo people, but rather the excel sheet that is used for doing a flight plan ✈️



**Sandeep Chadha**  
Founder and Managing Director,  
Warehouser Capital Advisors and  
India Cargo Awards Winner 2019

✈️ We are anticipating that India would witness fastest growth in coming years ahead and we, as a part of value chain have to play our role to catalyse the upcoming growth trajectory ✈️

demand accounting 62 per cent of the total absorption in 2021, followed by manufacturing sector at 14 per cent.

**Sandeep Chadha**, Founder and Managing Director, Warehouser Capital Advisors says, "Warehousing is expected to be the first real estate segment to recover from the shock of the pandemic. In the medium-to-long term, the warehousing sector would grow manifold in the aftermath of the pandemic and the various changes it would perpetuate the world over. India's warehousing market is expected to grow from \$12.2 billion currently to \$19.5 billion by 2025. As per a report by JLL, the overall warehousing space stands at 238 million sq. ft. at the end of 2020 compared to 211 million sq. ft. in the previous year.

Due to a greater internet penetration across India, e-Commerce companies are also betting big on growth in tier-2

### FACTFILE

✈️ Warehousing is expected to be the first segment to recover from the pandemic. In the medium-to-long term, the sector would grow manifold in the aftermath of the pandemic and the various changes it would perpetuate the world over.



and 3 locations, which are becoming the preferred warehousing hubs and investment destinations. The demand for Grade A-compliant, multi-storey warehouses will see a spike soon in these markets.

The e-Commerce boom in India would more than double the size of the warehousing space sought here over the next five years. The annual warehousing transactions in the top eight Indian cities would grow to 76.2 million sq. ft. by March 2026, from 31.7 million sq. ft. in 2021, as per Knight Frank. Industrial and warehousing space absorption is expected to grow by 83 per cent to 47.7 million sq. ft. in 2021, driven by robust growth in e-Commerce and manufacturing sectors, as well as rising demand in emerging tier-2 and tier-2 cities.

So, the impact is there and it is tangible and it is robust. It is expected to continue in the medium to long term. With Covid-19 ignited behavioral changes, the rise of tier 2 and 3 cities, and e-commerce penetration, Indian warehousing is looking at a bright future."

**Alexandre Amine Soufiani**, MD and CEO, FM Logistic, said, "Ever increasing demand from the time sensitive e-Commerce sector has changed the dynamics of the logistics industry. The logistics sector has become more organised as well as standardised. Grade A warehouses and increasing use of technology are the stepping stones, as they provide an ease in time-bound supply, customer satisfaction and risk-free environment.

✈ We are anticipating that India would witness fastest growth in coming years ahead and we, as a part of value chain have to play our role to catalyse the upcoming growth trajectory ✈



**Alexandre Amine Soufiani**  
MD and CEO  
FM Logistic

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. More so the ongoing pandemic has led to an increase in demand for quality warehousing space. e-Commerce and omni-channel operations have fuelled this growth. There has been a tremendous shift in

#### ABSORPTION & SUPPLY BY TYPE-2021

Grade	Absorption (%)	Supply (%)
Grade A	55%	53%
Grade B	45%	47%

#### Absorption & Supply by City-2021

City	Absorption (%)	Supply (%)
Bangalore	11%	8%
Chennai	8%	6%
Pune	15%	10%
Mumbai	14%	17%
Delhi-NCR	18%	25%
Hyderabad	4%	4%
Kolkata	8%	8%
Ahmedabad	3%	2%
Tier II & III	20%	20%

#### Absorption by Sector-2021

Sector	Absorption (%)
3PL	35%
E-Commerce	27%
Manufacturing	14%
Retail	8%
FMCG/FMCD	5%
Others	11%

Contd. on next page ▶





PINKCITY LOGISTICS LIMITED



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**An Integrated Logistics Solution Provider  
with innovative solutions to save time & cost**

## PINKCITY LOGISTICS LIMITED

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consumer behaviour as the majority of customers across the country, including those in tier 2 and 3 cities, have resorted to online shopping. Customers today need to have access to their required products and, they need them within the shortest period of time. 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. This has helped them cater to the rapidly increasing customer base in these cities.

"FM Logistic India is focussed on developing Grade A multi-client facilities (MCFs) in the most important economic zones in India. Our Grade A MCFs are state of the art facilities that provide the best in class services and are built on par with international standards. Our MCFs provide A grade warehousing infra with FM2 flooring and vertical storage to enable our customers to optimize their space. We also provide top of the line storage and handling equipment. All these offerings help us to increase the operational efficiency of our customers. Thanks to a high flooring resistance of at least 6 T/m<sup>2</sup>, it allows up to 12m vertical storage which brings huge cubic efficiency and better productivity allowing competitive operational cost. Each of our facilities offer ample docking stations to enable the smooth flow of inventory without any bottlenecks," Soufiani said.



**Ashish Joshi**  
CEO and Founder  
Landmark Capital

✈ Difference that took place after intensity of Covid lessened is a rise in consumer awareness towards need for temperature controlled solutions. I think this is driven by increase in the home delivery ✈

Among the major cities in India, Delhi-NCR led with the highest absorption in 2021 at 18 per cent followed by Pune at 15 per cent. Mumbai and Bengaluru saw absorptions at 14 per cent and 11 per cent, respectively, while tier 2 and 3 cities accounted for 20 per cent. **Ashish Joshi**, CEO and Founder, Landmark Capital said, "Companies are bullish in tier 2 and 3 cities as the consumer spending in these markets has increased significantly in the recent past. The share of tier 2 and 3 cities in retail consumption has increased manifold, and sales through e-Commerce have witnessed a 2.5X rise in the gross merchandise value (GMV) compared to tier 1 and metropolitan cities. Empirically, retail sales have a high correlation with warehouse demand i.e increase in retail sales result in higher demand for warehousing. The companies are setting up warehouses close to consumption centres and therefore, warehouses in tier 2 and 3 cities are showing consistent growth."

In addition, the tier 2 and 3 cities such as Rajpura, Lucknow, Coimbatore, Jaipur, Guwahati, Bhubaneswar, Nagpur, Kochi/Ernakulam, Indore, Hosur, and Patna witnessed around 8.6 million sq. ft. of absorption in 2021. These cities are poised to gain further momentum in 2022 and 2023 with e-Commerce and 3PL firm capitalizing on consumption-driven growth and pushing the demand for warehousing space. Singhal added, "e-Commerce has had an undeniable

impact on online shopping due to higher penetration of online shopping habits of consumers in today's economy. The ones who never shopped online discovered it is incredibly easy and, how it can benefit them in their daily life. With rapid growth in delivery volumes, the skyrocketing demand for specialized 3PL services and the new competitive environment have become mandatory for 3PL providers to provide services that both e-Commerce businesses and customers expect. The demand for premium last mile delivery is booming, but so are the expectations around it, thus leading to increasing demand for warehouses in tier 2 and 3 cities."

Joshi further added, "The total share of e-Commerce and 3 PL in warehousing has increased from 49 per cent in 2018 to 62 per cent in 2021. e-Commerce players are redesigning the supply chain and laying greater emphasis on last-mile delivery and are moving closer to consumption centres. We believe that the demand from e-Commerce players for warehousing will only increase going forward due to consumption shifts and digitalisation. As the business models of the players shift towards quicker delivery, demand for in-city warehouses will also rise. With the availability of better infrastructure and high consumer demand, warehousing activity will grow around tier 2 and 3 cities."

According to Soufiani, "The Centre's focus on making India a global manufacturing hub has caused warehousing clusters to expand rapidly beyond the top cities and into tier 2 and 3 cities. Also most of the tier 2 and 3 cities are aligned with industrial hubs as demand for A Grade warehouses in these cities has increased substantially. Parallely, the increasing internet penetration in rural areas, rising household income and the government's push on digital in rural areas, has increased the pressure on manufacturing organisations to move closer to their customer base in these areas. In this endeavour to cater to the untapped rural customer base, organisations have







realised the importance of developing quality and world-class warehousing facilities as these facilities not only offer operational excellence but also facilitate cost optimization."

He added, "The ongoing pandemic has severely impacted several sectors, including the warehousing sector. As the internet penetration in India continues to increase, and with the shift in buying behaviour by consumers in smaller cities due to COVID-19, e-Commerce growth is likely to accelerate. This will increase the share of e-Commerce demand in the medium to long-term even in smaller cities. As a result, the need for fully compliant Grade A properties to increase the efficiency of the supply chain continues to gain momentum. Due to the nationwide lockdowns, delivering essential services to the masses became a necessity which has resulted in a significant growth in the tier 2 and 3 warehousing markets. The growing e-Commerce market, too, has increased the demand for warehousing in various cities across India, especially tier 2 and 3 cities. The e-Commerce market which grew significantly during the pandemic is forecasted to grow further in India."

The overall industrial and warehousing space stock in tier 1 cities was at 266 million sq. ft. by 2021-end and. It is likely to reach 304 million sq. ft. in 2022 and 345 mn sq. ft. in 2023. Vacancy levels in tier 1 cities have increased from 8.4 per cent in 2020 to 9.4 per cent in 2021 and. Rental values remained stable in 2021 across the major cities with new projects

delivered with improved specifications and of high quality environmental, health & safety (EHS) standards.

The market witnessed over 4,200 acres of manufacturing and warehousing land transactions across tier 1 and 2 cities of which 51 per cent was private land and 49 per cent was government land. Singhal averred, "The biggest factor driving warehousing demand is the adoption of e-Commerce, D2C (Direct to Customer), and omni-channel business models. A Knight Frank report points out that from 31.7 million sq. ft. in 2021, annual warehousing transactions in the country would increase to 76.2 million sq. ft. in early 2026. The 165 per cent additional space in warehouses will be inhabited by the e-commerce sector over the next five years. To enter the competitive market against the bigger sharks in retail and e-Commerce for warehousing space, in the D2C segment, the smaller firms have increased their enlisting of 3PL partners for services. As a result, the 3PL players account for a greater share of total warehousing demand now than a few years ago. The implementation of the unified GST regime in 2017 had acted as a contributing factor to a shift in preference for larger Grade A warehouses in India."

The report highlights the industrial and logistics sector witnessed investments exceeding \$1.5 billion in 2021 making the sector the highest after the office sector to attract such investments. Continued interest in this asset class was due to its



**Srinivas N**  
Managing Director (Industrial and Logistics)  
Savills India

✈ **Difference that took place post-Covid is a rise in consumer awareness towards need for temperature controlled solutions. I think this is driven by increase in the home delivery** ✈

growth potential and stable returns. The market is likely to witness continued and growing interest from investors in this asset class in 2022 as well.

**Srinivas N**, Managing Director (Industrial and Logistics) Savills India, said, "Work from Home and social distancing safety norms have fuelled e-Commerce demand and also Indian logistics and warehousing sector. Rising popularity of quick commerce companies and e-Commerce companies focusing on improving the delivery time and customer experience will result into rapid growth of urban warehousing. Reforms announced recently by the government to tighten import regulations, subsidies in terms of performance linked incentives (PLIs) to attract foreign capital and companies mulling over "China-Plus-one" strategy triggered due to pandemic outbreak have resulted into a transformation of the Indian manufacturing sector. Besides strong macro-economic fundamentals, government initiatives favouring infrastructure development in transport, water, power and communications and support to the growing sectors are likely to drive manufacturing and warehousing demand in India in 2022."

According to Savills India, growing demand for warehouse space for manufacturing, e-Commerce and organised retail are likely to drive warehousing demand in 2022. Besides, Warehousing Policy envisaged by NHAI would be out in 2022, which aims to develop warehousing zones on the NHAI land banks under Public Private Partnership (PPP) mode, proposed national logistics policy by department of commerce likely to ease logistics bottlenecks and development of multimodal logistics parks (MMLPs) will push the growth of warehousing in the country. The market is likely to see absorption in excess of 40 million sq.ft., including tier 1, 2 and 3 cities in 2022. On the supply side, Savills India expects more than 45 million sq. ft. during the same period. ✈

#### FACTFILE

→ The market witnessed 4,200 plus acres of manufacturing and warehousing land transactions across tier 1 and 2 cities of which 51 per cent was private land and 49 per cent was government land.

→ Warehousing Policy envisaged by NHAI would be out in 2022, which aims to develop warehousing zones on the NHAI land banks under PPP mode, proposed national logistics policy by department of commerce likely to ease logistics bottlenecks of multimodal logistics parks.

# Quick estimates for selected major commodities for Nov 2021

## Trade: Export

Sl. No.	Commodities	Values in Crores		% Change DEC'21
		DEC'20	DEC'21	
1	Tea	547.74	517.15	-5.59
2	Coffee	323.81	742.20	129.21
3	Rice	5024.76	6746.46	34.26
4	Other cereals	708.25	1056.52	49.17
5	Tobacco	609.94	619.00	1.49
6	Spices	2538.42	2369.74	-6.65
7	Cashew	384.79	294.60	-23.44
8	Oil Meals	1742.31	902.01	-48.23
9	Oil seeds	1087.09	1245.82	14.60
10	Fruits & Vegetables	1398.80	1714.96	22.60
11	Cereal preparations & miscellaneous processed items	1350.29	1501.25	11.18
12	Marine Products	4142.22	5430.67	31.11
13	Meat, dairy & poultry products	2469.26	2991.47	21.15
14	Iron Ore	2814.11	410.31	-85.42
15	Mica, Coal & Other Ores, Minerals including processed minerals	2480.69	4064.29	63.84
16	Leather & leather products	2491.06	3048.17	22.36
17	Ceramic products & glassware	2285.95	2217.68	-2.99
18	Gems & Jewellery	18955.27	22592.44	19.19
19	Drugs & Pharmaceuticals	16216.57	17471.68	7.74
20	Organic & Inorganic Chemicals	15454.68	20080.33	29.93
21	Engineering Goods	52050.02	73781.23	41.75
22	Electronic Goods	9186.88	12606.76	37.23
23	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	7269.29	10883.66	49.72
24	Man-made Yarn/Fabs./made-ups etc.	2800.38	3905.98	39.48
25	RMG of all Textiles	8800.17	11052.82	25.60
26	Jute Mfg. including Floor Covering	307.45	352.18	14.55
27	Carpet	1148.62	1252.26	9.02
28	Handicrafts excl. handmade carpet	1327.22	1478.26	11.38
29	Petroleum Products	17196.08	44376.83	158.06
30	Plastic & Linoleum	4198.42	6782.39	61.55
Sub-Total		187310.54	262489.12	40.14
GRAND TOTAL		200294.50	284960.74	42.27

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

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

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



# Quick estimates for selected major commodities for Nov 2021

## Trade: Import

Sl. No.	Commodities	Values in Crores		% Change DEC'21
		DEC'20	DEC'21	
1	Cotton Raw & Waste	225.03	397.46	76.62
2	Vegetable Oil	8911.31	13773.05	54.56
3	Pulses	2168.15	1429.41	-34.07
4	Fruits & vegetables	1768.88	2303.72	30.24
5	Pulp and Waste paper	555.86	1237.98	122.71
6	Textile yarn Fabric, made-up articles	1331.55	1727.55	29.74
7	Fertilisers, Crude & manufactured	4653.90	12903.97	177.27
8	Sulphur & Unroasted Iron Pyrites	144.87	527.26	263.94
9	Metaliferrous ores & other minerals	3160.98	6461.67	104.42
10	Coal, Coke & Briquettes, etc.	11953.98	21127.60	76.74
11	Petroleum, Crude & products	70863.34	121846.94	71.95
12	Wood & Wood products	3461.24	4132.15	19.38
13	Leather & leather products	368.12	573.45	55.78
14	Organic & Inorganic Chemicals	13834.73	24519.98	77.24
15	Dyeing/tanning/colouring materials	2068.26	3034.25	46.71
16	Artificial resins, plastic materials, etc.	10557.54	14850.64	40.66
17	Chemical material & products	6452.57	7102.83	10.08
18	Newsprint	88.82	204.87	130.65
19	Pearls, precious & Semi-precious stones	17641.62	21791.16	23.52
20	Iron & Steel	9311.77	12985.96	39.46
21	Non-ferrous metals	9593.40	12853.46	33.98
22	Machine tools	2557.54	2738.00	7.06
23	Machinery, electrical & non-electrical	23177.08	28617.06	23.47
24	Transport equipment	18226.11	17384.17	-4.62
25	Project goods	934.83	1624.88	73.82
26	Professional instrument, Optical goods, etc.	3439.58	3857.10	12.14
27	Electronic goods	37074.16	48444.16	30.67
28	Medicinal & Pharmaceutical products	4588.13	5606.88	22.20
29	Gold	33012.31	35647.21	7.98
30	Silver	76.44	1748.93	2188.11
	<b>Sub-Total</b>	<b>302202.11</b>	<b>431453.75</b>	<b>42.77</b>
	<b>GRAND TOTAL</b>	<b>315970.77</b>	<b>448352.86</b>	<b>41.90</b>

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

Note 2: The figures for DEC 21 are provisional.

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

# Automation for sound invoice processing

Inherent complexity of processing freight invoices by manual means, which is a time-consuming process, more often than not resulted in mistakes. With the industry inching towards digitization, automated software solutions such as Prompt are reliable with more than 99 per cent accuracy, claims **Kai Timmerman**, COO, Prompt.



CT Bureau

**W**ith invoicing inextricably tagged to cash flow and directly affecting bottomline numbers, it is critical to handle them well. But even now, 90 per cent of freight invoices are processed manually, slowing the cash flow and thereby increasing risk of bottom-line errors and incurring unneeded expenses.

Like most data entry jobs, invoice data capturing is a tedious and time-consuming process. What might look like punching numbers on the surface is an end-to-end process that requires multiple



**Kai Timmerman**  
COO, Prompt

layers of validation to ensure quality. Capturing a typical manual invoice requires a staff member to understand the particulars and categorize the document before entering the data into the system.

Approving invoices is complicated: Frequently accessorial charges and peak season surcharges contribute to an invoice amount varying from what was initially agreed upon. Invoices that flow out globally could also have the added burden of contending with currency fluctuations. Invoice numbers are also cross-checked by other departments,

adding to the expected processing time. Such inherent complexity of processing freight invoices by manual means results in mistakes. Every extra step creates room for human error that directly affects the bottom line numbers.

In the past, businesses have witnessed significant errors in estimated numbers due to wrong particulars such as incorrect total or VAT, incorrect exchange rates, incorrectly calculated fuel surcharges, and wrong weights/parcel numbers. Even though the errors can eventually be reconciled, the time and money that goes







into it ultimately adds to the business cost. The indirect costs of invoicing errors are even more far-reaching. Negative knock-off effects from incorrect invoicing such as late payment fees and delayed shipments result in auditing problems, affect customer satisfaction, and lower the business's potential for growth.

In a day and age when fast and accurate data processing is the need of the hour, automated invoicing technology comes to the rescue by bridging the gap between actual and expected invoicing values. Although OCR has been used for digitizing documents since the 1990s, it is only in the last decade that the logistics industry has come to reap its benefits.

By using image processing to capture data from invoices, the OCR technology has eliminated the need for manual input while digitizing documents. Once the invoice's image is uploaded into the system, the OCR converts the image to characters. Advanced systems can then interpret the information semantically — either through templates, AI or hybrid — and extract necessary data, classifying and inserting it into necessary fields. Some systems also allow users to apply a single template to multiple recurring

documents and multiple templates to a single document.

Inbuilt integration with TMS such as CargoWise helps automatically feed data into the database, and robotic processing algorithms (RPAs) can be designed and used to compare the pulled in data to previously entered expected data and automate the decision-making process. This is done by checking if the numbers fall within the tolerance limit, which would ensure it gets approved for payment. If the numbers are outside the tolerance ceiling, it would be queued for review.

The integrity of data digitized using technology in this manner has proven to be higher than those handled by traditional means. Today's automated software solutions such as Prompt are highly reliable, with more than 99 per cent accuracy for typed text and 96 per cent for handwritten text. Protected by SOC 2, ISO 27001, GDPR, and other data protection standards, the information seamlessly flows from one end to another without human intervention. This eliminates error occurrences and improves bottom line data accuracy. All this processing, which can be achieved with a few clicks, has allowed

✈️ **Although OCR has been used for digitizing documents since 1990s, it is only in last decade that logistics industry has come to reap its benefits** 🚚

businesses to eliminate less-effective means of digitization and free up the valuable manpower that is otherwise engaged in laborious activities.

Today, the industry is inching towards digitization, which is reflected in how logistics firms and freight forwarders are increasingly adopting automated invoicing into their process and reaping benefits. Recent case studies demonstrate how OCR software for document capture decreases data entry FTEs by 90 per cent. Large and complex invoices that take hours to enter into the system manually can now be digitized in a few minutes. Accurate data on the bottomline has led to more than 70 per cent reduction in penalty charges for businesses, bringing in significant the ROI for process automation.

#### FACTFILE

➔ Today's automated software solutions such as Prompt are highly reliable, with more than 99 per cent accuracy for typed text and 96 per cent for handwritten text. Protected by SOC 2, ISO 27001, GDPR, and other data protection standards, the information flows from one end to another sans human intervention.

Considering all these benefits, the number of global logistics firms using automated invoicing in their operations is only expected to go up. The rapid pace of logistics is going to accelerate, making paperwork and other back-office activities increasingly redundant in the future. If logistics companies are looking to grow, there is no better time than now and there is no better way than to harness the power of technology to do it. 🚀

# Five trends to shape logistics in 2022

An efficient and optimized supply chain is significant for companies to keep face challenges and improve efficiency. New technologies, **Hector Patel**, Executive Director and Board Member, Jeena & Company, believes will not only make operations smoother but also hassle-free.



CT Bureau

**L**ogistics sector is witnessing transformation owing to rapid change in consumer habits and preferences. Businesses are investing in supply chain technologies more than ever as crises like the pandemic have exposed the loopholes, which are yet to be addressed by the logistics industry. According to a recent report, 50 per cent of global product-centric enterprises will have invested in real-time transportation visibility platforms by 2023.

The e-Commerce industry in India is flourishing and much of its success can be attributed to the logistics companies' ability to keep pace with modern day demands. An efficient and optimized supply chain is the key to success for most businesses and automation is imperative today to combat challenges and increase efficiency. Going forward, new technologies will make supply chain operations smoother and hassle free.

Listed below are a few of the logistics and supply chain trends that highlight the significant areas of change in the sector going forward in the New Year.

## **DIGITISATION WILL GAIN MORE PROMINENCE**

Digitization enables supply chains to be faster and granular. There is an increased need for end-to-end transparency



**Hector Patel**  
Executive Director and Board Member  
Jeena & Company and  
India Cargo Awards Winner 2019

throughout the supply chain so that stakeholders can make decisions based on real-time insights. In the coming years, the companies will invest heavily in cloud technology and leverage data to optimize processes and sense disruptions in the supply chain. While until recently data silos were a problem,

improving forecasting accuracy and enhancing cash flow.

## **DRONE DELIVERIES COULD BE A GAME CHANGER**

Drone deliveries is a new trend with the potential to change the logistics

**Drone Liberalization Policy would spur drone delivery service leading to adoption of the logistics companies in the near future**

digitization can eliminate the risks associated with data silos and integrate processes. It keeps things cohesive and connected, aggregating information from across the entire supply chain,

landscape forever. Drones can escape the traffic menace and reduce carbon emissions, promoting a sustainable transportation practice. The Drone Liberalization Policy introduced this year





would be a major catalyst in boosting the drone delivery service, paving the way for innovation and widespread adoption of drones by the logistics companies in the future. In this backdrop, the drone logistics and transportation market is poised to become a US\$ 11.20 billion market in 2022. Apart from vaccines and pharma supply chains, in the coming years, drones would be largely used for food, grocery and medicine delivery.

### LAST MILE SERVICES WILL ASSUME GREATER IMPORTANCE

Consumers today want quicker and speedy delivery and the companies are striving to develop new technologies that can help them resolve the last mile delivery problem. Crowdsourcing technology is a key trend to watch out for as it facilitates on-demand deliveries. With retail giants such as Amazon catering to customers with their lightning speed delivery, it has raised the benchmark for other companies. Logistics companies that are lagging behind in terms of last mile delivery are at the risk of losing their business to their tech-driven rivals. With the consumer's reliance on online shopping and want for instant

✈ **Last mile delivery is of importance for companies. Those not able to raise the bar of last mile delivery lose out to their rivals in competitive market** ✈

#### FACTFILE

➔ With rising concerns about carbon emissions owing to increased demand for logistics services on account of expanding ecommerce, there is a shift towards greener transportation alternatives. This growth can be partly attributed to logistics companies replacing their fleet with greener vehicles.

gratification, last mile delivery has become a prerequisite to survive in this competitive market. Drone deliveries are picking up in congested urban areas and the global last mile delivery market is expected to reach US\$200.42 billion in 2027.

### GREEN VEHICLES WILL GAIN MORE TRACTION

With rising concerns about carbon emissions owing to increased demand for logistics services on account of expanding ecommerce, there is a shift towards greener transportation alternatives. The global electric truck market is projected to reach \$1,893.1 million by 2027 and this growth can be partly attributed to logistics companies replacing their fleet with greener vehicles. Not just trucks, electric two-wheelers, three wheelers and light commercial vehicles are also in demand as adopting such sustainable practices provides with remarkable benefits such as lots of torque, low levels of pollution, reduced maintenance cost among others.

### REVERSE LOGISTICS OPERATIONS WILL BECOME MORE OPTIMIZED

Customer product returns, failed

delivery attempts and damaged product returns necessitate optimization of reverse logistics. The return experience matters just as much as the delivery experience and companies are leaving no stone unturned in enhancing customer satisfaction. Companies will invest in big data and blockchain technology to achieve efficient, customer-centric reverse logistics. Companies are focused on reducing fleet costs arising from reverse logistics (both planned and on-demand) with data reporting enabled on every node in the supply chain.

### IN A NUTSHELL

With digitization leading the way and the supply chain companies resorting to automation and new transport concepts for menial and repetitive tasks, it is safe to say that there will be transformation in all facets of the logistics industry in the coming years. The key trends mentioned above will play a pivotal role in addressing new customer requirements and proactively resolve supply chain challenges with advanced forecasting approaches aided by technology. ✈





# End port congestion for smooth sail ops

After surviving two consecutive pandemic waves, ports are well prepared to withstand any disruptions in future. Any more intensification of containment measures can have adverse impact on cargo volumes, feels Sai Krishna, Assistant Vice President & Sector Head, Corporate Ratings, ICRA Limited.



Priyanshi Bana

**W**ith the new variant Omicron creating ripples, how well are the ports prepared for any exigency?

After witnessing two waves of COVID-19 and related containment measures, the Indian port sector is better prepared to withstand any disruptions caused by the current wave. Port sector being an essential service was allowed to operate during the earlier pandemic waves despite stringent lockdowns.

Although there were issues of labour availability and sharp decline in cargo volumes due to the first wave and



**Sai Krishna**  
Assistant Vice President & Sector Head,  
Corporate Ratings, ICRA Limited

following intensive containment measures, however, the volumes gradually picked up and ports aided by digitalisation and automation measures which were already being implemented prior to pandemic outbreak, managed to operate with lower availability of labour.

As the impact of the current wave is expected to be relatively milder, with not so stringent containment measures, the impact on port operations is expected to be limited. However, any intensification of containment measures leading to contraction in

economic activity can have an adverse impact on cargo volumes.

*Port congestion is a topic most discussed. Any solution for this problem in the near future?*

Port congestion problems arise from congestion issues inside the port perimeter. Issues outside the port could pertain to infrastructural constraints or it could be due to disruptions caused in supply chain leading to bottlenecks which can have a cascading effect on other stakeholders, including ports. In Indian ports, congestion inside the port perimeter has witnessed improvement in the last few years due



to various measures adopted by the ports, including better yard management, improvement in infrastructure and streamlining of processes supported by the digitization or automation of projects. For congestion outside the ports, infrastructure projects to address bottlenecks such as elevated roads and alternate routes to bypass congested routes and improved connectivity to national highways is being implemented. Ever since pandemic outbreak, supply chain disruption and labour shortage, congestion has been taking place at major ports in China, Europe and US. This has had some impact on Indian ports also, apart from issues such as container shortage and increase in freight rates impacting the trade. However, the impact has been limited on cargo volumes at domestic ports which witnessed a healthy recovery in the current fiscal during FY2022, despite the severe second wave. With the impact of the third wave likely to be relatively moderate, the adverse impact on domestic ports is expected to be limited.

#### *How much does real-time tracking and visibility help?*

Real-time tracking and visibility when properly implemented lead to optimisation of assets, reduce transit



time, reduce congestion issues and result in cost savings. However, in India, implementation of real-time tracking is still at a nascent stage and the full benefit of the same will happen once the coverage has expanded to include the hinterland and smaller ports and integration of systems between different stakeholders in logistics supply chain, including various government agencies such as Customs to reduce redundancy and duplication.

The use of analytics based on tracking system such as LDB has resulted in reduced dwell time at West Coast Ports

Due to supply chain disruption following lockdowns and labour shortage, congestion has been taking place across the globe. This has had some impact on Indian ports also

such as JNPT. Further, the manpower should also be sufficiently trained to use the facility.

#### *Has digitalisation really helped in making movement of goods swift?*

Indian ports have been implementing digitalisation projects in the last few years aimed to improve efficiency, optimise the process, improve security and bring down the cost of logistics in the country by reducing bottlenecks. Some of these projects are being implemented under Sagarmala. Also, an Enterprise Business System (EBS) is being implemented at five major ports — Mumbai, Chennai, Deendayal, Paradip and Kolkata. It is being implemented in a phased manner. While the digitalisation measures have led to reduced dwell time at several ports and other efficiency improvements, the benefits are likely to become visible over time with expanded coverage and integration of systems.



#### FACTFILE

➔ Real-time tracking is still at a nascent stage and the full benefit of the same will happen once the coverage is expanded to include the hinterland and smaller ports and integration of systems.

➔ Indian ports have been implementing digitalisation projects in the last few years aimed to improve efficiency, optimise the process, improve security and bring down the cost of logistics.



# Freight forwarding in brand new avatar

As time is of value in logistics industry, according to **Manish Bindal**, CEO, Trans Cargo, having an efficient rate management system can reduce your time for inquiry generation from a few minutes to a few seconds, leading to cost and time savings.



CT Bureau

**W**hile the business landscape has been undergoing digital transformation, logistics sector has been a late entrant. Accelerating e-Commerce along with increased customer expectations has made participation of logistics critical. Freight forwarding business needs to adapt to the change to face the challenges of international trade. In India, the logistics sector is expected to hit a value of US\$160 billion by 2025.

The pandemic gave pace to the need for digital transformation. New-age technologies such as IoT, Big Data, automation, and streamlining workflows became critical to ensure steady supplies during ongoing COVID-19. Digitalisation in the logistics industry is a necessity, not a choice.

✈️ **Automation of the back office operations will offer access to data and improve efficiency of operations thereby optimizing time and costs** ✈️

## DIGITAL FUTURE

The world has become digital in all aspects and the pandemic has succeeded in accentuating this trend. Businesses switched to remote working while consumers switched to online shopping. There is a need for digital solutions to cope with the increasing demand and growing customer expectations.

Since logistics may have stakeholders in different countries within the supply value chain, digital transformation is vital. To improve visibility and add to the ease of operations, shipping processes and back-office activities needed to be digitized. Operational efficiency will be enhanced by the use of real-time freight rates, digital bills of lading and automation of processes. Most logistics players have switched to efficient and automated systems.



**Manish Bindal**  
CEO, Trans Cargo

## AUTOMATION FOR EFFICIENCY

To guarantee on-time delivery, every step in the workflow has to be timed perfectly. Complex operations in the shipping supply chain can be managed only by automation. Digitizing back-office processes such as email, faxes, calls to check freight rates can all be automated. Having an efficient rate management system can reduce one's time for inquiry



generation from a few minutes to a few seconds leading to cost and time savings thus offering an improved customer experience.

## REAL-TIME TRACKING

Apart from making operations more efficient, digital transformation allows quick reactions to disruption by providing real-time updates. Real-time tracking helps to identify the possibility of delays and plan accurate ETAs, which can be intimated to customers. This helps to set the customer expectation correctly and offer them a great experience. Another advantage is dynamic routing which helps to optimize routes when a sudden disruption is identified. This helps to prevent delays.

## GAINING THROUGH DATA-BASED INSIGHTS

Digitalisation enables companies not only to streamline data but also obtain data-based insights that can improve efficiencies. Interoperability between stake stakeholders opens the door to exchange of data between various parties offering new information. This can improve efficiencies tremendously. This is an expected trend in the future and will come with huge benefits to all the stakeholders concerned.

## INTERNET OF THINGS

Using Internet of Things (IoT) devices at nodal points across the value chain will help to provide real-time tracking,

✈️ **In the logistics industry, blockchain will offer more visibility and help remove middlemen in the supply chain. It would bring efficiency to backoffice operations** 🐦



measure temperature and humidity to adhere to quality standards of sensitive goods and proactively identify any disruptions in the shipping process. These devices collect information and transmit them to the cloud. 4G LTE-based sensors offer quick data transmission with decreased data latency offering real-time actionable insights.

## BLOCKCHAIN TECHNOLOGY

Blockchain offers companies a fool-proof end to end solution for more efficient operations. It is a decentralized public ledger system that cannot be tampered with. In the logistics industry, this will offer more visibility and help remove middlemen in the supply chain. It would bring efficiency to back-office operations. Smart contracts would improve transparency across the value chain. In combination with Big Data and AI blockchain is expected to be a game changer in the freight forwarding business.

## DATA ANALYTICS

Storing data is one thing but making use of it is another. To extract the maximum out of data, it is important to digitize it so that it can be retrieved and used easily. Data analytics tools help to analyze the humongous volumes of available data to extract meaningful insights that can be actioned. This would help in improving workflows and streamline operations.

## OPTIMIZING BACK OFFICE OPERATIONS

The logistics industry deals with volumes of paper leading to inefficient back

office operations and lack of visibility. The digitization of the back office will offer easy access to data and improve the efficiency of operations thereby optimizing time and costs.

## PROVIDING REAL-TIME QUOTES

Digitization of the back-office ensures that information can be accessed by team members across the world. In the logistics industry, this means saving considerable amount of time and cost. Automation of processes such as sending and receiving invoices and bills of lading will make the system paperless and efficient. This will free up human resources to handle more critical tasks, digital solutions can help obtain the best rates real-time which can improve the operational efficiency by reducing hours to a matter of seconds.

## GROWING EXPECTATIONS OF CUSTOMERS

e-Commerce biggies such as Amazon have skyrocketed the expectations of customers. Using a real-time tracking system to gain visibility across the supply chain will allow companies to offer a better customer experience. Growing customer expectations have raised the bar and logistics providers have to up their game to beat the competition. Digitization of the logistics sector is imperative for businesses to stay competitive in the market. Summing up, the freight forwarding business is in an exciting space right now. The need for efficient logistics is only bound to accelerate in the days to come. 🐦



## BIAL processes record cargo in 2021



Kempegowda International Airport, Bengaluru recorded highest-ever cargo tonnage, despite a turbulent pandemic situation. During CY 2021, the airport processed an all-time high tonnage of 406,688 MT of cargo, recording a growth of 28.6 per cent. This is 7.2 per cent over the pre-COVID level tonnage of 379,348MT in versus 2019. International cargo recorded a 32.8 per cent growth, 265,873MT processed as compared to 200,209 MT in 2020. Domestic cargo grew at 21.3 per cent, 140,815 MT processed as against 116,096 MT in 2020. "BIAL has emerged as the top airport in the country for perishable exports, accounting for 31 per cent of India's total perishable shipments during FY 2020-21. The recovery in air cargo is a positive sign for the aviation sector," said **Hari Marar**, MD & CEO, Bengaluru International Airport Limited (BIAL).

## INDIAN RAILWAYS mission to improve its freight share

Indian Railways has started "Mission Hungry for Cargo" targeting 45 per cent share in freight transportation. A considerable portion of traffic was taken away by road transport and, the Railways was left ferrying coal, cement and iron ore etc where it commands a bulk marketshare. Even here it is facing the threat from road trailers and coastal shipping. Cement from Gujarat to south India, coal is transported to power plants in Tamil Nadu from Paradip Port. To reverse the trend, the Railways introduced the mission for cargo.



## GATI SHAKTI to improve Northeast's trade potential



Gati Shakti National Master Plan for Multi-Modal Connectivity will bridge differences between macro planning and micro implementation. The eight Northeastern states are linked with India by a 20-km-wide 'Siliguri Corridor' in West Bengal. This has kept the region's trade potential at ₹ 3,577 crores in 2019-20 and ₹ 3,364.4 crores in 2020-21. There is a thrust on implementing central and State government funded projects in North-east India to improve its internal and external connectivity. As per the MoSPI, there are 143 ongoing projects worth Rs. 97,418-crore in 2021.

## MATCHLOG raises \$3mn to decarbonise shipping

MatchLog, a digital first container logistics optimisation platform, has raised \$3 million in its pre-series A round through Blue Ashva Capital, a leading Singapore and India-based VC, Rainmatter Climate, and Capital-A. The capital raised will be utilised to develop the tech platform for Artificial Intelligence (AI) and Machine Learning, grow the multimodal share and expand its footprint to more ports in India and around the world. MatchLog's work results in fuel savings and contributes to the decarbonisation goals of the shipping industry. In 2021 alone, MatchLog saved one million kg of carbon emission.



## WOLP to build warehousing space to service BMR

Welspun One Logistics Parks (WOLP) has announced it acquired 40 acres of land to set up a warehousing facility on Malur-Hosur road. With development potential of one million sq. ft. and a project cost of



₹ 300 crore, the facility will service Bengaluru Metropolitan Region's (BMR) demand for space. Bengaluru has always been a warehousing supply-starved market. The demand has witnessed an uptick following post COVID e-Commerce boom.

**BK Goenka**, Chairman, Welspun Group said, "It (acquisition) will deepen our Fund Portfolio, and this is a first step towards our presence in the region."





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## CONTAINER prices rise at major ports due to Omicron

Omicron has disrupted the global supply chains by increasing container prices between 10 and 15 per cent in January at major Indian ports. The Chennai port in early January witnessed a rise of \$2,100 for a 20-foot dry container and price of a similar container in Mundra climbed to \$1,950 in early January and \$1,900 in Nhava Sheva in Navi Mumbai. The price of a 40-ft dry container at Chennai, Mundra and Nhava Sheva rose to \$5,100, \$4,900, and \$4,850, respectively. Restocking by retailers in China and its rising COVID-19 cases accounted for the rise of container prices.



## CARGO MOVEMENT to commence from Varanasi & Haldia to Pandu Port

The movement of heavy cargo ships from Varanasi and Haldia to Pandu Port in Assam through riverways is likely by mid-2022, said Minister for Ports, Shipping and Waterways **Sarbananda Sonowal**. "Dredging work in Ganga and Brahmaputra rivers has been initiated to facilitate the movement of large cargo ships. I hope by mid-2022 cargo ships of 2,000 MT from Haldia and Varanasi will start sailing to Pandu. This will be boost trade and industry of the region. "The people will benefit from the development of river tourism, cargo transportation, and an alternative economic transportation system," Sonowal said. Support from experts of Tezpur University, IIT Guwahati, and IIM Shillong will be sought to make the dredging work in Brahmaputra successful, he said.



**Sarbananda Sonowal**  
Minister for Ports, Shipping  
and Waterways

## MAERSK INDIA records 43% growth in rail cargo in 2021



Maersk became the pioneer in offering 'assured transit time' with its solutions to customers which are expected to aid the rising demand through dedicated services. e-Commerce, which has run on road transit, is likely to move towards rail. "Having flagged off 13 new services over the year, Maersk has witnessed 43 per cent growth in movement of containerised export cargo on rail in 2021. We want to create offerings that would delight our customers, especially during the pandemic situation," said **Vikash Agarwal**, Managing Director, Maersk South Asia.

## FIEO signs agreement with RebelCorp



Federation of Indian Export Organisations (FIEO) inks MoU with RebelCorp to facilitate individuals and MSMEs, including exporters and artisans, have a digital presence to do business in today's market with the help of RebelCorp's No Code, All-in-one Easy to Use Website Builder. **Saad Khan**, Founder & COO, RebelCorp said, "We are thrilled to help create a digital identity for 30,000 FIEO members. The RebelCorp technology platform will enable them to do business digitally in 2022 and beyond." Sujata Uchil, Regional Head, FIEO Western Region said FIEO will invite RebelCorp to organise workshops and training programmes for their member exporters.

## ICRA forecasts growth for logistics sector in FY2022

The Indian road logistics sector may witness healthy growth in FY2022 supported by demand recovery and improved business activities, said ICRA in a statement. This forecast is ably supported by the favourable scenario presented in recent times wherein most players reported strong growth in freight volumes in the second quarter of FY22. The momentum may continue in the third quarter too. Demand recovery and improved business activities from Q2 FY22 led to better asset utilization. Demand for e-Commerce, FMCG, retail, chemicals, pharmaceuticals, post GST and e-Way bill implementation will keep the growth steady, it said.







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## WIZ FREIGHT INDIA

**Krishnakumar V** has joined Wiz Freight as the CEO. He will work with Wiz founders, Ramkumar Govindarajan & Ramkumar Ramachandran, to drive the next phase of growth of the platform as it expands its footprint in India and abroad. Armed with an experience of 20 years in the logistics industry, served with Agility for as many as 18 years in various positions. Popularly known as KK, he comes with an in-depth understanding of the industry.



## WIZ FREIGHT INDIA

**Satish Lakkaraju** has been appointed senior VP by Wiz Freight, a tech-enabled freight forwarding platform. He started his professional career 27 years ago. Lakkaraju has since then become an experienced sales and commercial head with a history of working in the logistics and supply chain industry. The cross border supply chain start-up in emerging markets uses cutting-edge technology to solve hard problems in US\$2 trillion global supply market, he said.



## FLEXPORT UNITED STATES

**Douglas Brown** has joined Flexport as the company's new leader for Europe. He served the company as the vice president Flexport Asia. Replacing Jan van Casteren, Brown will focus on diversifying the digital freight forwarder and customs broker's mode and trade lane mix and expanding into new European markets, after relocating to Flexport's Europe headquarters in Amsterdam this March. Fluent in Mandarin, Brown joined Flexport in 2019 as GM of Greater China.



## NEXSHORE BENGALURU, INDIA

**Lionel van der Walt** joined the Advisory Board of Nexshore, which powers the 'OneRecord' air cargo logistics data-sharing platform. Designed by the IATA and brought to life by Nexshore, the OneRecord platform is a digital ecosystem of air cargo stakeholders, communities, and data platforms. Walt joined PayCargo LLC in 2018 as a Board Member, later became the CEO and late President for the Americas in 2019, before being appointed Global CCO in 2021.



## MENZIES AVIATION UNITED KINGDOM

**Filip Nekvinda** has been appointed as senior vice president of digital and innovation by Menzies Aviation. He will lead its digital strategy and accelerate the company's growth. Nekvinda will focus on employee engagement, operational efficiency and help the UK-based company and its customers achieve carbon reduction targets by digitising processes. He brings in a wealth of digital transformation experience in automation and supply chain digitisation which he gained by leading digital projects for several global brands.



## ENVIROTAINER SWEDEN

**Sebastien Pradal** has joined Envirotainer as the new Head of CryoSure® Sales, which it announced recently. In his appointment speech, Pradal said, "I am excited to be part of the global market leader in secure cold chain solutions to position it at the forefront of supporting customers with cold chain shipping challenges, enabling delivery of temperature-sensitive products. Helping research to advance and facilitating access to health for patients are one of our main priorities."



## IATA CANADA

**Frederic Leger** has been appointed as Senior Vice President for Commercial Products and Services by International Air Transport Association (IATA). Leger served in the role on an interim basis since July 2021, when IATA's Commercial Products and Services Division was created as part of an internal restructuring. He holds the concurrent position of President of IATA's Cargo Network Services in the US, a job he held since May 2021. Since then, he has held various roles with a focus on IATA's commercial products and services and cargo.



## SEKO LOGISTICS UNITED STATES

**Char L. Dalton** has been promoted as Chief Legal Officer & Chief of Staff of SEKO Logistics. Dalton joined SEKO Logistics in 2014 as the Director, Legal after five years as Corporate Legal Counsel at NNR Global Logistics. She also served as General Counsel, Vice President at SEKO for the past seven years, managing legal issues for the company's various entities. Dalton's global legal work for SEKO incorporates corporate governance, commercial transactions, litigation management, contracts, and other legal affairs.





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