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Published from : ★ India

Pages 48 | ₹50

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

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contents

JANUARY 2022



COVER STORY

Cargo & Logistics: Promise of a bright future



GOVERNMENT TALK

A digital platform of 'Speed' and 'Power'



INDUSTRY INTERVIEW

Freighter operations continue to thrive



ASSOCIATION TALK

Plea for logistics to be part of FFFAI



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NEWS



The logistics sector has been getting a good grip in the last few years. It plays a vital role in facilitating trade and propelling growth of the economy.

NIA is 'Logistics Gateway' for North India: PM Modi



PM Narendra Modi laid the foundation stone for Noida International Airport (NIA) at Jewar in Uttar Pradesh, which would be one of the largest aerodromes in Asia. Highlighting the development activities in the poll-bound state, Modi said the new airport will help UP become an export-centre, whereby even MSMEs will have access to overseas markets. He said the NIA, likely to be ready by 2024, will become the logistics gateway for North India. CM Yogi Adityanath said he expects investments of ₹10,000 crore after completion of the first phase and up to ₹35,000 crore once the airport is fully ready. Civil Aviation Minister Jyotiraditya Scindia was present.

Infrastructure projects worth ₹7 trillion in two to three years: Gadkari



Nitin Gadkari
Union Minister for Road Transport and Highways

Union Minister for Road Transport and Highways Nitin Gadkari, while addressing the CII Conference on Investment Opportunities in Highways, Transport and Logistics, has urged investors to take advantage of the diverse opportunities spanning asset classes in the infrastructure sector such as highways, multimodal logistics parks, wayside amenities, ropeways, and warehousing zones. Gadkari said, "The internal rate of return in the road sector is high and, hence, there is no need to worry about economic viability."

He informed that the government has addressed the early delays due to land acquisition, and now, projects are not awarded before 90 per cent of land acquisition is complete and environment clearances are obtained. Highlighting the benefits of projects under the Bharatmala programme, the minister said, "Travel time from Mumbai to Delhi on road will be cut down from 48 to 12 hours in one year; road and multimodal infrastructure projects will reduce logistics costs and boost manufacturing, increase exports and help the economy grow."

Gol to slash logistics costs by 5% over next five years: Goyal

Union Minister of Commerce and Industry Piyush Goyal said on November 8 that the Centre is aiming to bring down logistics costs by five per cent over the next five years with the help of inputs given by the Logistics Ease Across Different States (LEADS) Report 2021. The Ministry of Commerce and Industry (MoCI) had launched the LEADS study in 2018 to rank States and UTs on the efficiency of their logistics ecosystem. He said efficient logistics were crucial for ease of doing business. Logistics contributed immensely to India's fight against COVID-19 by taking essentials during the second wave of the pandemic.



Piyush Goyal
Union Minister of Commerce and Industry

India emerging as world leader in maritime sector: Minister

"India is emerging as a world leader in the maritime sector." He assured to work for the development of shipping, ports seafarers training, and ultimately, emerging as a world leader in the maritime sector, said Union Minister for Ports, Shipping & Waterways and AYUSH Sarbananda Sonowal in a statement. Recalling the vision of Prime Minister Narendra Modi, which has been embodied in the Maritime India Vision 2030 launched by him in March 2021, Sonowal said, "India is one of the largest seafarer supplying nation and our seafarers are in great demand internationally."

He expressed hope that the stakeholders would take appropriate measures to address the issues raised in the report.



Sarbananda Sonowal
Union Minister for Ports, Shipping, Waterways

Merchandise exports forecast for 2022-23



Dr. A. Sakthivel
President, FIEO

Federation of Indian Exports' Organisation (FIEO) president Dr A Sakthivel said, "Although the pandemic is controlled, we expect the global consumption to go up substantially in 2022. The good thing with our exports has been a balanced growth across sectors in traditional exports and sunrise exports during the current fiscal. We hope the same trend will continue particularly as the order booking position of all exporters is encouraging and China plus one policy of global companies is helping our exports. A trend of India's exports during the current year shows that in the first seven months of the current fiscal, when the overall exports grew by about 59 per cent, almost all regions showed a growth rate of 60 per cent or more except for ASEAN, North East Asia and CIS countries. Therefore, in the New Year, we feel that exports growth will be widespread and exports to NAFTA, Europe, Middle-East, Oceania will continue to boom particularly as we should look at concluding Free Trade Agreements with UK & UAE soon and CEPA & CECA with Canada & Australia respectively in 2022."

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QATAR AIRWAYS performs Carbon Exchange Transaction with IATA



Qatar Airways and International Air Transport Association (IATA) announced that Qatar Airways became the first carrier to make a transaction on the IATA Aviation Carbon Exchange (ACE) using IATA Clearing House (ICH). The IATA ACE is a marketplace where airlines and stakeholders can trade CO2 emission reduction units for compliance or voluntary offsetting purposes. IATA and Qatar Airways reach another milestone that encourages carbon markets to respond to the needs of the aviation sector. This move enables opportunities to ensure implementation of Carbon Offsetting and Reduction Scheme for International Aviation adopted by International Civil Aviation Organization, while supporting the implementation of voluntary offsetting programmes.

ABU DHABI receives first shipment of new AstraZeneca “Evusheld”

Abu Dhabi received the first shipment of AstraZeneca's Evusheld, after gaining Emergency Use Authorization (EUA) from the UAE's Ministry of Health and Prevention. The medication is designed to prevent infection and death amongst immunocompromised patients. This medication will be in addition to the existing COVID-19 medications that are already available within Abu Dhabi and the UAE to ensure the continuity of world-class care in the country. Under the leadership of the Department of Health, the first doses of Evusheld have arrived in Abu Dhabi on December 20, 2021 following a tie-up of partners such as Rafed, the UAE'S Primary Group Purchasing Organization and the nation's procurement arm along with Etihad Cargo, AstraZeneca, the British-Swedish MNC, and Abu Dhabi Airports Company (ADAC).



JAL partners with CHAMP Cargosystems for 5 yrs

Japan Airlines (JAL) and CHAMP Cargosystems have extended their partnership for next five years. By extending their partnership with CHAMP, Cargospot will remain the IT keystone of JAL's cargo business, enabling the JAL to take advantage of the solution as it continues to evolve for the benefit of CHAMP's large and growing customer community. The carrier has been using CHAMP's acclaimed Cargospot solution to manage its day-to-day cargo business processes since 2014. Since then, JAL has partnered with CHAMP in a series of groundbreaking digital transformational projects.



CATHAY PACIFIC CARGO launches new cargo- booking platform



Pacific Cargo launches Click & Ship, its new digital booking platform across its South Asian network starting this month. Click & Ship promises to book transparency and speed, day and night. Customers in South Asia, including India, Nepal, Bangladesh and Sri Lanka, can view prices and capacity and book cargo with instant confirmation in just three steps through the intuitive booking interface. Over the past 20 years, the industry has continued to rely on manual processes and email confirmation for shipment bookings, while the passenger airline industry has evolved to enable customers to book tickets and other services online. Digitization and automation are central to Cathay Pacific Cargo's vision.

AIR FRANCE-KLM to hike cargo capacity

Air France announces to buy four Airbus A350F Full Freighter aircraft, with purchase rights for four extra aircraft. This order would increase Air France-KLM's cargo capacity. Air France-KLM would be among the launch operators of the A350F Full Freighter. The order comes with substitution rights to Airbus A350 passenger aircraft, constituting the Air France long-haul fleet. The airline operates 12 of the 38 aircraft of the type on order. The order covers Airbus A320neo and Airbus A321neo aircraft. The first deliveries are expected in the 2023 second half. Benjamin Smith, CEO, Air France-KLM Group said, "This is a major step forward for KLM, Transavia and Air France."



SIA to operate A350F freighters

Singapore Airlines (SIA) signed a LoI with Airbus to purchase seven A350F freighter aircraft. The new aircraft will replace the airline's existing Boeing 747-400F. The pact includes a swap with 15 A320neo and two A350-900 passenger aircraft that are in the SIA Group order book. The A350Fs will replace seven 747-400F freighters, with options providing the ability to adapt our needs to future demand in the cargo market. "This will allow SIA to manage its expenditure, while continuing with the freighter renewal programme. Deliveries are scheduled to begin from FQ 2025. SIA will become the first airline to operate widebody freighter aircraft," Goh Choon Phong, CEO, SIA said.



AIR BELGIUM to expand air cargo ops



Air Belgium is looking to expand in the air cargo market through the addition of B747-8 freighter aircraft operations. The airline's expansion in the cargo market shouldn't come as too much of a surprise, Air Belgium already operates four A330-200 freighter aircraft on behalf of French shipping and logistics firm CMA CGM. Also, the airline is headed up Niky Terzakis who until 2014 was managing director/chief executive of express carrier TNT Airways. At this stage details of the airline's plans for cargo operations are thin on the ground – it is not known how many B747F freighters the airline plans to operate or where it will base them.

GEODIS partners with UAS for ULD solutions

GEODIS has entered into a five-year unit load device (ULD) supply, management and repair agreement with Unilode Aviation Solutions. At present, GEODIS leases one A330-300 aircraft, converted it into a freighter, and flies it to Amsterdam Airport Schiphol, O'Hare International Airport, London Stansted Airport and Hong Kong International Airport, to increase supply chain velocity and airfreight capacity for its customers. Stanislas Brun, senior VP, Global Air Freight, GEODIS said, "As airfreight capacity has reduced during COVID-19, we leased out our freighter aircraft to ensure air cargo space availability as well as give pace to speed of the shipments."



SOUTH AFRICAN ports hit by crew change crisis



Vessels seeking supplies or crew changes in southern Africa have been making contingency plans to call elsewhere as the new strain of the virus, first detected in Botswana and thought to be far more contagious than earlier variants, has spooked many. "We are expecting a longer quarantine period, tighter COVID-19 testing regime and restrictions for vessels coming from South Africa and neighbouring countries," warned Carl Schou, president and CEO, Wilhelmsen Ship Management, with many managers already reporting crew change cancellations in South Africa. Guy Platten, secretary general, of the International Chamber of Shipping, said, "His fears that unless coordinated action is taken by world leaders there could be a return to the peak of the crew change crisis in 2020 where more than 400,000 seafarers were impacted by harsh travel restrictions."

HACTL launches iHCC for efficiency, resilience


Hong Kong Air Cargo Terminals Limited (Hactl) has opened a command centre, Integrated Hactl Control Centre (iHCC), manned 24x7. iHCC centralises operations control, systems control and maintenance control for the first time, with duty managers able to monitor the entire SuperTerminal 1 facility – from traffic management at its truck parks through the many different functional areas of the terminal, to cargo dispatch activities at the airside area. The iHCC provides real-time data, and workload forecasts for the coming eight hours, enabling instant adjustments to be made to staffing and resources to cope with any unexpected workload peaks. The iHCC serves as an emergency centre, facilitating the involvement of the crisis management team, and coordinating actions across all departments, to ensure effective decision-making and proactive responses to crises. The Centre's concept is similar to the emergency centres now found in many airlines and major airports around the world.





A digital platform of 'Speed' and 'Power'

Aim of the masterplan is to bring various government departments on a common digital platform, reduce cost of logistics, make business in India more competitive, says **Amrit Lal Meena**, Special Secy (Logistics), Ministry of Commerce & Industry, Department of Commerce, GoI.

 Priyanshi Bana

Prime Minister Narendra Modi announced the launch of the 'PM Gati Shakti Master Plan', a ₹ 100 lakh-crore project to build 'holistic infrastructure' in India, on the country's 75th Independence Day. The objective behind 'Gati Shakti' master plan is to create a common digital platform promising the "integrated planning and coordinated execution" by as many as 16 different ministries. Each ministry and government department will be able to access information about the ongoing and upcoming projects through this platform. The master plan will also help bring together under one common platform the government departments such as railways, roads, highways, telecom and many more. Furthermore, 'Gati Shakti' master plan is going to undertake a variety of infrastructural projects under distinct ministries such as Bharatmala, Sagarmala, inland waterways, land ports and UDAN and the like. It will also assist in setting up various 'Economic Zones' at the state levels for improving connectivity and making businesses of the country more competitive as well as bringing down the cost of logistics by a high degree. Elaborating further on Gati Shakti National Master Plan and other related issues, Meena shares various details during a candid conversation with **CARGOTALK** :



Amrit Lal Meena
Special Secretary (Logistics), Ministry of Commerce & Industry, Department of Commerce, GoI

Kindly elaborate in detail about the PM Gati Shakti National Master Plan?

The PM Gati Shakti is a National Master Plan for providing multimodal connectivity for various economic zones in the country. It is an approach for growth, accelerating infrastructure through synchronised, holistic, integrated

and comprehensive planning which is based on the knowledge, technology and innovations. The plan provides comprehensive database of the ongoing and the future projects of various ministries, infrastructure ministries, user ministries and also the state governments. More than 300 layers have been mapped based on GIS platform that have been



Narendra Modi
Prime Minister, India

Work is being done to give strength to the pace of development of the country. With the resolve of AatmaNirbhar Bharat, we are launching the ₹ 100 crore PM GatiShakti National Master Plan to propel India's self-confidence towards self-reliance. This Master Plan will give impetus to India of the 21st century. The GatiShakti National Master Plan will inform and guide the completion of the government's projects within the stipulated time-frame. At the center of Gati Shakti (speed and power), are industrialists, businessmen, manufacturers and farmers of India. This will provide new energy to the present and future generations to build an India of the 21st century. I am privileged to launch the PM Gati Shakti National Master Plan on the 75th year of Independence.

developed by the Bhaskaracharya Institute of Space Applications and Geo Informatics National Institute (BISAG-N). All the ministries and state governments are uploading their respective layers and this information will be available on a common GIS-based platform. Therefore, any ministry wanting to plan any economic zone, or a state government planning to set up an industrial park has to be on the lines of the PM Gati Shakti National Master Plan so that any information required for any kind of clearances is available on this platform to avoid any confusion or uncertainties.

What are the challenges perceived in the execution of this master plan?

In any new concept, challenges are bound to come. One of the main challenges is to build capacities of people involved in the planning of this plan across the concerned ministries and the state governments. This section of people has to be made aware of the execution of the various layers and updating them on concurrent basis. This capacity building, training and motivating people to use it is one challenge, while the zonal and state conferences and institutional linkage through BISAG-N are being planned. A few of such conferences have already been organised in Gandhinagar and Lucknow. Apart from the government officials participating

at various levels in these conferences, industry experts at state level too would be invited to make them aware of the infrastructure being created, economic zones developed, clearances required and how they can use this master plan for their planning purposes.

With digitalisation being the base of the PM Gati Shakti Master Plan, do you think digitalisation will play a crucial role in the times to come?

Definitely. It is not only this master plan which is being set up on a single platform. We are also integrating all the digital systems of various ministries and organisations which have a bearing on

Process reforms through the use of technology is an essential component of PM Gati Shakti apart from the infrastructure development

the logistics. For this, a unified logistic interface platform is being developed as an integrated platform of all the solutions such as Vaahan and Saarthi and the like. Almost 23 such systems are getting integrated through ULIP. The start-up initiative in the logistics sector. We are organising a workshop to apprise them and come out with the use cases useful for people as to how this data can be used to develop solutions for various problems. Process reforms through the use of technology is an essential component of PM Gati Shakti apart from the infrastructure development. Definitely time and cost will be reduced at large with digitalisation.





Two years of pandemic, what necessary steps are being taken to keep logistics sector stay efficient and seamless?

Major component of the logistics is transportation, warehousing, system processing and other admin charges. So the logistics cost is proposed to be reduced by way of intervention in all these components. There are ongoing discussions on the standardisation of the warehouse policy. Many state governments have come out with

AT A GLANCE

→ The logistic policy is aimed at taking and suggesting measures to reduce the cost and improve the logistics performance of the country compared to the global players. This is the main objective of the Logistics Policy.

different warehouse policies. I am sure in times to come things will become further standardised, more use of containerised movement of goods will be promoted, palletisation too will get promoted. All these will add to saving time and cost in future.

Kindly explain National Logistics Policy?

The cost of logistics in India is estimated to be around 13 per cent as compared to the developed nations where it is

more than 8 per cent. So this gap of 5 per cent is the biggest challenge. Therefore, the logistic policy is aimed at taking and suggesting measures to reduce the cost and improve the logistics performance of the country compared to the global players. This is the main objective of the Logistics Policy. There has been consultation with the different stakeholders, the user groups, various industry experts and the ministries. It is in its final stages of formulation.



Road logistics sector is on a growth trajectory. What is your take on it?

Road infrastructure in India has become world class under the Bharatmala project. We now have an extensive network of highways and other such various projects. However, according to the policy and expert views, there is a need for modal shift because almost 60 per cent of the goods are being transported through road as compared to the railways which needs to be enhanced. The cost per ton, per kilometre of railways is almost half as compared to the road transportation. Therefore in the policies, there is a mention of promotion of coastal shipping, another cheaper mode of transportation.

Plea for logistics to be part of FFFAI

The VPT Chairman launched FFFAI's 59th Foundation Day and ushering in its Diamond Jubilee Year in City of Destiny. BAV Srinivas, Commissioner of Customs hailed FFFAI's support to strengthen 28 Customs Brokers' associations. FFFAI's partnering with the Government of India and its initiatives to facilitate the trade were appreciated.



CT Bureau

Federation of Freight Forwarders Associations in India (FFFAI) celebrated its 59th Foundation Day and celebrates its Diamond Jubilee Year on December 2, 2021 during its second Executive Committee meeting held in Visakhapatnam.

K Rama Mohana Rao, Chairman, Visakhapatnam Port Trust (VPT) inaugurated the 59th Foundation Day celebration and launch of Diamond Jubilee programme. Shankar Shinde,



K. Rama Mohana Rao, Chairman, VPT, Shankar Shinde, Chairman, FFFAI, along with office-bearers and EC members of FFFAI cutting the cake on 59th Foundation Day/welcoming Diamond Jubilee year

Chairman, FFFAI welcomed Rao and other dignitaries. The event was attended by office-bearers, EC members and Board of Advisors from all over the country. The event was attended and addressed by several customs and government officials.

BAV Srinivas, Commissioner of Customs, appreciated FFFAI's partnering with the Government of India and its initiatives to facilitate the trade. He welcomed FFFAI to

Contd. on next page ►

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Launch of Diamond Jubilee Logo and Flag



Launch of FFFAI Newsletter



FFFAI signs MoU with LSC



Launch of IIFT Diploma Course -2



Dr. Pramod Sant, Head-Import, Export & Customs, SIEMENS Ltd speaking at the Knowledge Session



FFFAI Chairman Shankar Shinde felicitating Dr. Pramod Sant, Head-Import, Export & Customs, SIEMENS Ltd



FFFAI office-bearers and EC members attending the Knowledge Session



FFFAI office-bearers and dignitaries on dais during the Valedictory Session



Durgesh Kumar Dubey, Deputy Chairman, Visakhapatnam Port Trust, addressing the Valedictory Session

Vizag and noted the milestone was happy to note the milestone achieved by FFFAI and support to strengthen 28 Customs Brokers' Associations.

M Shrikanth, Joint Commissioner of Customs acknowledged the contribution of the customs brokers for facilitating the EXIM trade partnering with the Customs. He mentioned that the customs brokers should initiate the IT skill development in their role of facilitation measures.

While addressing the gathering, Dr. PK Gupta, Registrar, IIFT and Dr. Nitin Seth from IIFT acknowledged the efforts taken by FFFAI in Logistics Sector and signed a MoU between FFFAI and Centre for Trade Facilitation & Logistics (CTFL), on various researches in logistics sector with the FFFAI's presence at 28 locations in India.

Shankar Shinde, Chairman, FFFAI appealed to all the logistics service

The FFFAI welcomes all Logistics Service Providers in the EXIM trade to have single voice of the Logistics sector

providers to be part of the FFFAI, which plays a significant role in Logistics and is the only association in the industry having a representation on National Committee on Trade Facilitation (NCTF), constituted by the Government of India. He said the FFFAI welcomes all Logistics Service Providers in EXIM trade to be part of FFFAI membership on eve of the Diamond Jubilee to have single voice of the Logistics sector.

Several new initiatives were also announced by the FFFAI at this event, which were as mentioned below:

- FFFAI unveiled its Diamond Jubilee Logo, Flag and Calendar
- FFFAI launched its Diamond Jubilee News Letter- FFFAI Bulletin
- FFFAI signed MoU with Logistics Sector Council (LSC) on Skill Development
- FFFAI announced the 'Young Forwarders Award 2022' €

• IIFF (Education Wing of FFFAI) launched IIFF-FIATA Diploma Course in Freight Forwarding and a course for Examination under Rule 6 of Custom Broker Licensing Regulations.

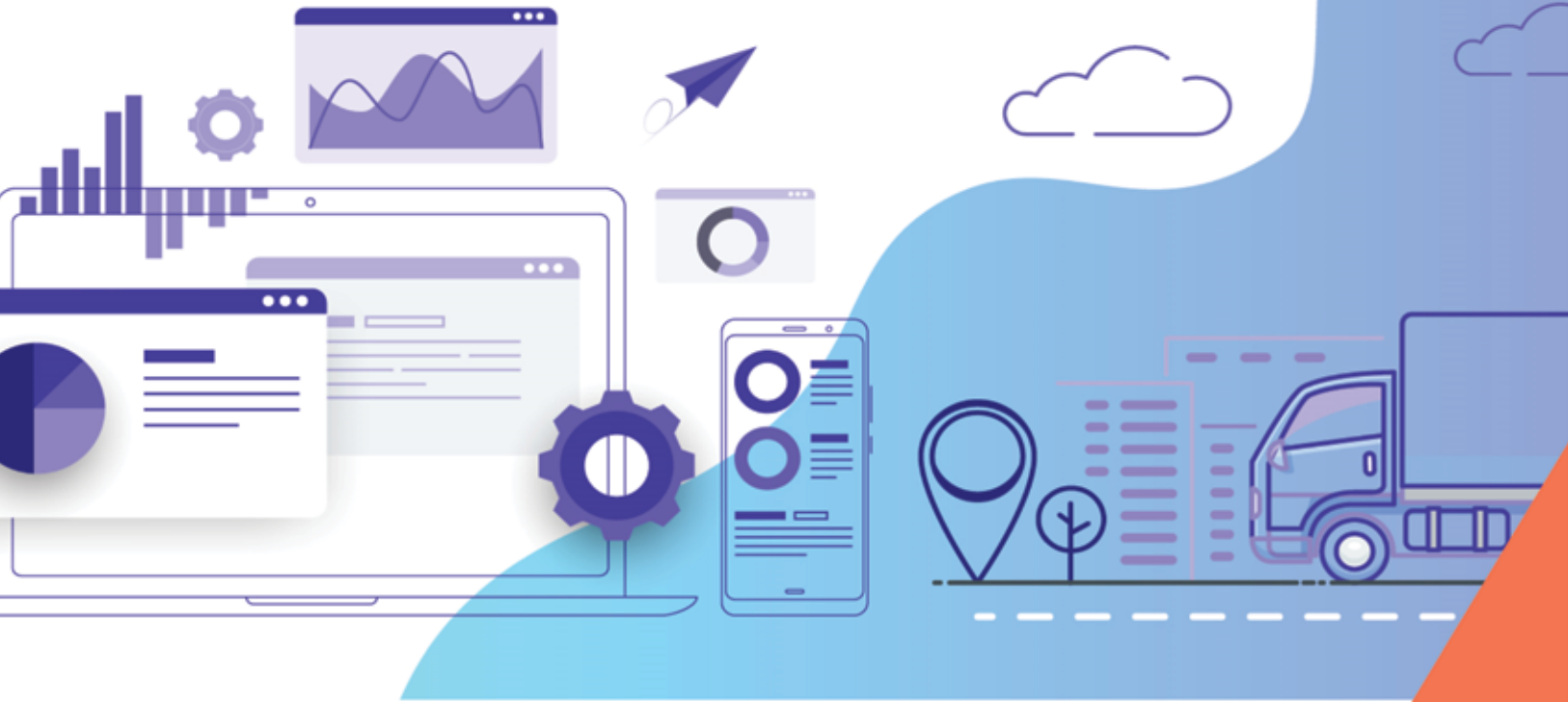
Later, it was announced that the FFFAI convention will be held from July 7 to 9, 2022 at Chennai. AV Vijayakumar, Immediate Past Chairman, FFFAI appealed to all LSPs to participate in the FFFAI biennial convention.

A Knowledge Session for the members was also organised by the FFFAI where Dr. Pramod Sant, Head-Import, Export & Customs, M/s SIEMENS Ltd. made a detailed presentation on 'Customs Brokers New Opportunities' which was much appreciated.

The event concluded with a Valedictory Session which was addressed by Durgesh Kumar Dubey, Deputy Chairman, VPT. 🇮🇳

AT A GLANCE

→ It was announced during the FFFAI event that the FFFAI biennial convention will be held from July 7 to 9, 2022 at Chennai. Dr Pramod Sant invited all the LSPs to participate in the FFFAI biennial convention.



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Freighter operations continue to thrive

With Covid-19 impacting travel and the passenger side of the aviation business, cargo has come a long way in building the resilience needed to combat any future pandemic. Digitization of processes in 2021 did away with the use of paper and is reaping benefits now, says **Wilson Kwong**, Chief Executive, Hactl.



Priyanshi Bana

A *Almost two years into the pandemic now, how has it impacted the air cargo sector either ways?*

For Hactl, the most obvious manifestation is the current lack of belly-hold capacity resulting from suspension of several passenger flights globally. This has reduced traffic of passenger aircraft, but increased it for freighters, which now makes up for over 80 per cent of our business. The freighter services are a mix of continuing scheduled operations, increased scheduled frequencies, and ad hoc charters. We are still seeing some passenger-freighters, but thankfully, there are virtually no cargo-in-cabin operations.

✂ e-Commerce is booming so much that shopping habits have changed forever. An e-Commerce centre has been opened by Hactl to assist customers ✂

While these were essential in the early days of the pandemic, and we fully supported them, they are labour-intensive, and we need to present cargo up to six hours earlier than usual. e-Commerce is continuing to boom, and it is clear that global shopping habits have changed forever. Our subsidiary, Hactl, has recently opened an e-Commerce fulfilment centre to help our customers attract and service this business.

What are the plans for the next year in making air cargo operations effective in these uncertain times?

Hactl has recognised early on its historically-high degree of automation,



Wilson Kwong
Chief Executive, Hactl

which reduced our reliance on a large manual workforce. It also gave us an advantage because we were able to continue operating even when there were issues with staff self-isolation and complying with increasing quarantine requirements. We took measures to equip our office staff to Work from Home — issuing note-pads, upgrading

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our servers and network resources, and increasing cyber security. We updated and digitized our processes to eradicate paper and make remote working more productive. We did most of the finessing work in 2021, and are now reaping the benefits for the future.

That said, "We are still interested in opportunities to automate areas such as ramp-towing and warehousing, where autonomous-guided vehicles could help to mitigate the current challenges of staff recruitment, enabling us to expand our business throughput without increasing staff

👉 **Problems with coronavirus variants are to be expected. The main impact was on travel and the passenger side of the aviation business** 🐦

levels. We are in the early stages of examining the possibilities."

What possible steps can be initiated in bringing the air freight rates down?

As a handler, Hactl has no direct involvement in rates setting, nor is it a direct beneficiary, since we are paid on the volumes we handle. The question whether airfreight rates should reduce, or remain at current levels, is an interesting one. Many would argue that the industry has been under-pricing itself for decades, and that the current rate levels represent a fairer return on investment. I think we

can all agree that the industry needs better profitability than in recent years, if it is to continue to meet the demand for modernisation and investment to accommodate e-Commerce, and commodities requiring special handling such as pharma.

Do you think air cargo be impacted with new COVID-19 variant creating ripples?

Continuing problems with the variants are to be expected; indeed, we may now live in an age where COVID-19 is a permanent (hopefully, less serious) presence. Obviously, the impact is on travel and the passenger side of the aviation business. As far as the cargo is concerned, we have come a long way in building the resilience needed to combat any future pandemic – additional freighter capacity, new working methods and so on. So the overall impact of any future variants, or even a new pandemic, should be less than in the past.



FACTFILE

👉 Hactl has no direct involvement in rates setting, nor is it a direct beneficiary, since it is paid on the volumes it handles. The question whether airfreight rates should reduce, or remain at current levels, is an interesting one.

Technology upgradation must for units to survive

With cargo movements getting tracked end-to-end and time slot management applications for managing truck movements taking place real-time, units are achieving paperless trade and sustainability metrics seamlessly. The growth prospects are thus going to double in the coming years, says **Amar More**, CEO, Kale Logistics Solutions.

Two years into the pandemic, how has it impacted the logistics sector?

The logistics sector was in for a rude shock, when we first experienced lockdown. However, our logistics frontliners never gave up hope. They embraced technology to keep the supply chain live for rapid distribution. While many industry experts predicted that adoption is going to be a challenge, so far, we see adoption has been seamless in the industry.

Two years down the line, it can be said that we are already in the New Normal and are going forward. We need to upgrade technology adoption to the next level. Small businesses were severely hit because they tend not to have any backup, recovery plan, or intermittent operation plan. Lack of technology, as well as tools to follow health guidelines, further complicate their response. Top players declared force majeure on their contract to deal with such uncertain situations where their credit matrix deteriorated, triggering downgrades.

Is digitalisation the future for the logistics industry for a swift growth?

Digitalisation is already happening in the industry. Even though, in some geographies we see sluggishness in terms of adoption due to lack of awareness overall the greatest number of processes are already automated. Cargo movement is getting tracked end-to-end



and time slot management applications for managing truck movements and everything is happening real-time. And they have achieved paperless trade and sustainability metrics seamlessly. Therefore, growth prospects are going to double in the coming years.

One very pertinent issue which surfaced during the pandemic was the cross-country differentials in tech adoption which led to supply chain disruptions. The industry is now ready to move away from 'just-in-case' regime to 'just-in-time' market transactions and just-in-time 'factory-to-end-user' deliveries.

Plans for 2022

The New Year 2022 will possibly see the rise in core technology upgradations in the logistics industry. While stakeholders are gradually embracing standalone applications

✈️ **It is unfortunate small businesses were hit for they do not have any backup, recovery plan, or intermittent operation plan. Lack of technology, to follow health norms, complicates their response** 🛬

such as truck slot management, e-air waybill processing, online delivery orders, e-Certificate of origin to name a few, we now see there is going to be a steady rise in the use of predictive analytics, blockchain-related applications and, most importantly, cloud-based community platforms such as cargo community systems and digital freight corridors to witness more demand. 🛬



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

Cargo & Logistics: Promise of a bright future

While airlines worldwide posted a loss US\$126 billion as Covid-19 prompted nations to close down borders and ban international flights, the industry generated US\$129 billion in revenue and the future looks promising for the cargo and logistics sector. Let us hear the views of the industry experts on the same.



 Priyanshi Bana

Still not out of it, nevertheless, as COVID-19 restrictions began to ease in India and the rest of the world, businesses started to open-up, but cautiously. For the cargo and logistics sector, it was time to prepare well for the future of their businesses. Engaging their businesses and employees for changes taking place across the industry. According to the IATA data, while airlines worldwide lost US\$126 billion last year as the pandemic prompted countries to close borders and ban international flights, the air cargo industry generated US\$129 billion in revenue. The

FACTFILE

→ According to IATA data, while airlines worldwide lost US\$126 billion last year as the pandemic prompted countries to close borders and ban international flights, the air cargo industry generated US\$129 billion in revenue.

impact of COVID-19 on cargo operations resulted largely in digital transformation initiatives, including enhanced web interfaces, to allow more self-service quotes and transactions for cargo shipments and charter services via cargo.com websites. Converting to chartered, cargo-only flights required the implementation of revenue management to optimize the cargo rates and maximize yields across available inventory in terms of belly space, payload, and containers B2B air freight services. Thus, the pandemic accelerated the adoption of digital technologies and set the stage

for the future. India needs a thriving and efficient logistics sector to achieve its growth targets, and digitisation is central to delivering the same.

Nathanaël De Tarade, Chief Commercial Officer, Wiremind said, "Digitalization in air cargo comes in various flavours: A booking that used to be done over the telephone can be done through the airline's online portal; an AWB that used to be paper is now an e-AWB and the like. At Wiremind with our SkyPallet solution, 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, or the paper and pen used to calculate how many ULDs are required for a certain set of boxes that come in many different dimensions. Our vision for the future is that SkyPallet becomes the best solution in the market for all capacity-related decisions."

According to **Akash Bansal**, Executive Director, Om Logistics Ltd., "We as an organisation are geared up with extended capacity capability of 30 per cent to 40 per cent on existing volumes. I think the credit for this capacity availability goes to digitalization. Due to simplified and systematic operations, we were able to create capacities in terms of manpower productivity and volume optimisation within the system. We are anticipating that India would witness fastest growth in coming years ahead and we all, as a part of value chain have to play our role to further catalyse the upcoming growth trajectory of the country. We are also analysing diversification in all possible logistics domain to ensure that we keep up with the pace of organisations' growth in line with the country's growth."

Emphasising further on the need for digitalisation, **Soham Chokshi**, CEO & Co-Founder, Shipy, said, "Trust is the most critical element in digital adoption. Our domain experience tells us that lack of data security and transparency often discourage industry players from embracing technology. Hence, we are building tools that leverage sophisticated technologies like blockchain to counter these challenges and foster trust amongst stakeholders. Integration with newer delivery modes such as drones and autonomous vehicles also are a part of our checklist. We are already powering robots to execute deliveries. We also seek to establish ourselves as a platform company facilitating services for trade, insurance, finance, and so on. This will expand our operational ambit, making us a part of more and more transactions. Regardless of the size, we look forward to creating value for all supply chain and logistics stakeholders and monetizing capabilities innovatively."

Adding on the same lines, **Rajesh Makkolath**, Associate Vice President, Head Of Business Development, Godrej Storage Solutions, "Over the years, the supply chain has become complex due to faster throughput, accuracy, safety and



Nathanaël De Tarade
Chief Commercial Officer
Wiremind



Akash Bansal
Executive Director, Om Logistics Ltd and
DDP Game Changer (India Cargo Awards) 2017

✈️ 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 ✈️

✈️ 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 ✈️





Soham Chokshi
CEO & Co-Founder
Shipy

✈️ Trust is a critical element in digital adoption. Our experience tells us lack of data security and transparency often discourage industrialists from embracing tech 🦋

flexibility of operation, and companies going for de-risking disruptions. Digitalisation in various areas has indeed helped in managing such complexities with ease. Tracking of components from their source to final point of consumption, real-time data analysis for improving various metrics, predictive technologies for managing peaks, and automation in warehouses to enhance efficiency, productivity and accuracy are few such examples."

Rajat Gupta, Co-Founder & CEO, TESSOL said, "The difference that took place post-COVID-19 is increased consumer awareness towards need for refrigerated and temperature controlled solutions. I think this is driven by increase in the home delivery and direct to consumer solutions that are available in the market. Both brand as well as consumer are seeing need for increased adoption of temperature controlled solutions. This is triggered in large brands



Rajesh Makkolath
Associate Vice President, Head Of Business
Development, Godrej Storage Solutions

✈️ 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 🦋

as well. Many large e-commerce brands are also opening dark stores and trying to cater customers with quick delivery. With increased home delivery, there is increase demand for cold chain which wasn't the situation in e-commerce and food segment pre-COVID-19.

But the overall impact on the worldwide air cargo logistics industry is significant and it will affect its ability to recover from the health crisis. Surely, the experts from the industry are quite optimistic about the industry bouncing back soon. According to **Tushar Jani**, Chairman, Cargo Service Centre Group, "The air cargo industry has shown resilience right from COVID-19 outbreak. In the various peaks which came in, the air cargo industry supply chain was transporting PPE, ventilators and oxygen concentrators. In fact, air cargo has been defined for the word AIR — agility, innovation and resilience. The air cargo industry has displayed collaborative teamwork and has moved million tons of cargo around the world during the pandemic. In fact, a senior government health official from UAE commented while addressing the air cargo industry that you have saved more lives than millions of tons that you have carried on your aircraft. This speaks volumes for the air cargo industry. The airlines were quick to respond to the challenge by loading cargo on passenger

aircraft, removing seats from main cabin on to load cargo, converting passenger aircrafts to freighter, not only that, people on the ground— ramp handlers, cargo handlers, forwarders, truckers, custom brokers — showed resilience and agility to move this supply to the patients. I am convinced that the industry is ready now for any new variant coming in and the industry has learnt safety standards to be observed, while handling air cargo."

According to **Martin Drew**, Senior Vice President Sales and Cargo, Etihad Airways, "The air cargo industry was severely impacted from the onset of the pandemic with the challenging global situation evolving daily. With commercial aviation largely grounded, one of the core challenges the air cargo sector faced was navigating the almost overnight loss of belly-hold operations, which, for Etihad Cargo, accounts for most of our capacity and connectivity to more than 80 destinations globally. Alongside capacity issues, another significant challenge was adapting to stringent — and varying — border control measures implemented across the world in response to the COVID-19 outbreak.

"Within 48 hours of the suspension of passenger flights, we adapted by deploying a fleet of passenger aircraft for cargo-only operations which we continue to use to date. We have also increased the utilisation of our Boeing 777 freighter fleet to meet continuing customer needs in a period when global demand for air freight remained extremely high. We have continued to demonstrate agility and innovative in our operations throughout the pandemic with cargo taking on even greater significance for the wider Group.

"The pandemic has also put the spotlight on employee safety and wellbeing, and they remain a core focus of operations. While measures were quickly implemented to address required schedule changes and shift patterns to protect pilots, crew, riding engineers, loadmasters, and ground staff at the onset of the pandemic, we have continued to maintain strict health and



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ORIGIN: BOM
 DESTINATION: NBO
 AC TYPE: B787 (P2C)
 DAYS OF OPERATION: DAY 2



HONGKONG AIR CARGO
 香港貨運航空

ORIGIN: BOM
 DESTINATION: HKG
 AC TYPE: A330F
 DAYS OF OPERATION: DAY 1

ORIGIN: DEL
 DESTINATION: HKG
 AC TYPE: A332F
 DAYS OF OPERATION: DAY 2, 4, 7



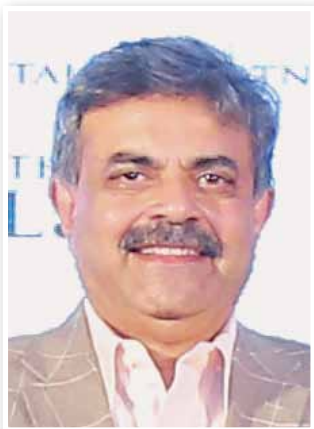
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Tushar Jani
Chairman, Cargo Service Centre Group and
Gallery of Legends (India Cargo Awards) 2015

✈️ In fact, air cargo has been defined for the word **AIR** — agility, innovation and resilience. The industry has displayed teamwork and has moved million tons of cargo around the world 🌍

safety measures in line with the World Health Organisation, the UAE Ministry of Health and Prevention, UAE GCAA and Abu Dhabi Department of Health guidelines. These ongoing measures help safeguard employee wellbeing while operating on the frontline — and they will likely stay in place long after the pandemic has weakened.”

Bansal said, “It would not be wise to say that the growth of any organisation was not impacted in last two years due to the pandemic. As the country was struggling to be on its feet due to unprecedented conditions, so was the logistics industry trying to keep up pace for critical and essential service requirements which was immediate need for the country to keep the economy moving. As an organisation we were tasked to ensure that the continuity of essentials was maintained, and I hope, we delivered the same to our best. It would not be wrong to mention that logistics companies were at least in



Martin Drew
Senior Vice President Sales and Cargo
Etihad Airways

✈️ Within 48 hours of the suspension of passenger flights, we adapted by deploying a fleet of passenger aircraft for cargo-only operations which we continue to use to date 🌍



business during the past couple of years considering the then economic situations. As organisations, we should be ready for such uncertainties and as Om Logistics are ready for further expected growth that is all set to happen in years ahead.”

Tarade added, “It is hard to give an international picture, but the words intense, uncertain and exceptional come to mind. Demand remains high, and the focus is on finding the right strategy balancing short and long term, both in terms of sales and of digital/innovation, in an unstable context. I believe that the impact of the pandemic will be profound and change the way we do business. Also the cargo people already knew it, but it was for sure been asked “why” we do business to the general public as well.”

The air freight supply chain and cargo freight operations, experiencing increased volume, will require streamlined processes to improve the management of air freight and carrier paperwork. This may involve bill of lading, air waybill, inventory counts, safety documentation for dangerous or hazardous goods, EDI data transmissions to expedite and resolve international customs check points, certificates of

origin among others. Requirements for increased documentation presents an opportunity to provide Electronic Data Interchange (EDI) and data exchanges support services between shippers and airline carriers.

Jani said, “The most important is that the Indian government must create additional upliftment capacity for Indian export cargo. Indian airline operators will take few years to handle these challenges as India’s more than 80 per cent exports of air cargo require wide body to move from India to destinations in Europe, America, and Asia. While the Indian airline operator is yet to acquire these wide body aircrafts, the government must create the extra upliftment capacity by allowing other carriers to bring in capacity. In the ease of doing business, India has done well but there are still some important processes which need to be streamlined to help Indian air cargo, such as transshipment, e-Commerce, cross border and many more.”

It is not only the air cargo which is showing signs of recovery, the shipping sector is equally doing well.

Sabyasachi Majumdar, Senior VP & Group Head, ICRA Limited said, “The port sector has witnessed a healthy recovery in cargo volumes, which are largely back to pre-pandemic levels with only 0.7 per cent having declined during 8mn FY2022 as compared to 8mn FY2020, while on a YoY basis the volumes have grown by 6.5 per cent. While compared to the same period in FY2020, cargo segments such as containers and iron ore have witnessed an improvement, coal and fertilizers volumes are still subdued due to lower



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Sabyasachi Majumdar
Senior Vice President & Group Head
ICRA Limited

✈️ The port sector has witnessed a recovery in cargo volumes, which is back to pre-pandemic levels with 0.7 per cent having declined during 8mn FY2022 as compared to 8mn FY2020 📈

thermal coal demand and fertiliser prices have ramped up significantly. With the expected pick-up in economic growth for the full year FY2022, the overall volumes at Indian ports should continue to witness improvement and are expected to grow by six to nine per cent on a YoY basis and by 1 to 3 per cent compared to FY2020. The credit



Rajat Gupta
Co-Founder & CEO
TESSOL

✈️ The difference that took place the post-pandemic is increased consumer awareness towards need for refrigerated and temperature controlled solutions 📈



profile of ICRA-rated port entities did not witness any material adverse impact owing to Covid-19 due to a comfortable balance sheet and strong sponsors. In the current fiscal, the growth in volumes should aid in revenue and profitability of the port segment due to improved capacity utilisation and benefits of operating leverage."

With a seamless network of expressways and rise in demand for e-Commerce goods, the road logistics sector is expected to grow by six to nine per cent in the coming years. Chokshi said, "The rise of mobile-based e-Commerce, omnichannel strategies, rapidly growing popularity of on-demand deliveries, and the overall shift in shopping trends will boost online delivery demands. In fact, e-Commerce will make up to 22 per cent of global retail sales by 2023.

Increasing customer expectations accompany this growth. For instance, 80 per cent of customers want same-day shipping, 61 per cent demand packages within three hours of placing an order, and nearly one-third of customers would leave the brand they love after just one bad delivery experience.

Businesses must unearth ways to plan highly efficient routes, reduce manual dependencies, provide customized delivery experiences and optimize costs to ensure profitability and business sustenance. An AI-powered smart logistics management platform can automate and optimize logistics processes. It reduces freight spending, boosts profitability per order, and drastically shrinks delivery times. Such a platform enhances delivery productivity, optimizes capacity utilization, curbs

carbon emissions, eliminates manual errors, helps enhance 3PL management and achieves much more."

Bansal said, "Logistics as an industry to all set for growth in coming years as already forecasted and being the backbone of any business would always have opportunities for growth along with all business verticals. Road logistics play a significant and major role for present logistics requirements in the country. Though lately more focus is on increase of Rail freight for reasons well informed: Cost optimisation, decongestion of roads, transit time reduction, material safety in transit and the like. But with expected growth, the roads will have their pie of business which we expect will grow continuously. The transition that we might witness from road freight to rail freight can be achieved on long hauls basis but in any case first and last mile would then also be needing rapid connectivity for execution. So in a nutshell, road freight is all set to grow in years ahead."

In a nutshell, the New Year 2022 promises to be a bright year for the cargo and logistics industry in the New Normal. Tarade said, "I see several focuses for the coming five to 10 years:

- There are still many areas to optimize. At Wiremind, we see that Flight Planning, ULD buildup, and Dynamic Pricing are things where we can bring a lot of value.
- Investments made now in technology will pay off. Currently, the market is peaking, but we all know cargo works in cycles — we have to build an industry that is more robust, and takes advantage of the peaks to ensure that when the market is low. 📈

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ACCB members gather for X-mas

Air Cargo Club of Bombay hosted a bright and colourful Christmas party infusing a festive feel. Dressed up to the occasion, the gathering had all its members, stakeholders along their families.





ACCD hosts party on Christmas

Air Cargo Club of Delhi hosted a bright and colourful Christmas party infusing a festive feel. Dressed up to the occasion, the gathering had all its members, stakeholders along their families.



Quick estimates for selected major commodities for Nov 2021

Trade: Export

Sl. No.	Commodities	Values in Crores		% Change NOV'21
		NOV'20	NOV'21	
1	Tea	531.52	466.23	-12.28
2	Coffee	334.58	561.28	67.75
3	Rice	4183.89	4908.56	17.32
4	Other cereals	469.14	636.34	35.64
5	Tobacco	569.17	467.24	-17.91
6	Spices	2329.44	2366.89	1.61
7	Cashew	279.97	274.94	-1.80
8	Oil Meals	1040.17	777.66	-25.24
9	Oil seeds	1137.18	1010.87	-11.11
10	Fruits & Vegetables	1200.91	1389.98	15.74
11	Cereal preparations & miscellaneous processed items	1149.50	1220.58	6.18
12	Marine Products	4354.00	5617.00	29.01
13	Meat, dairy & poultry products	2913.82	2823.89	-3.09
14	Iron Ore	2438.72	171.72	-92.96
15	Mica, Coal & Other Ores, Minerals including processed minerals	2425.65	2938.84	21.16
16	Leather & leather products	2028.41	2656.23	30.95
17	Ceramic products & glassware	1955.55	1870.52	-4.35
18	Gems & Jewellery	19971.30	17821.07	-10.77
19	Drugs & Pharmaceuticals	14572.31	13598.31	-6.68
20	Organic & Inorganic Chemicals	12579.69	16735.64	33.04
21	Engineering Goods	43764.99	60174.25	37.49
22	Electronic Goods	8321.27	10843.58	30.31
23	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	6476.07	9146.94	41.24
24	Man-made Yarn/Fabs./made-ups etc.	2527.47	3191.12	26.26
25	RMG of all Textiles	7746.67	7987.32	3.11
26	Jute Mfg. including Floor Covering	243.17	317.58	30.60
27	Carpet	1090.64	1107.22	1.52
28	Handicrafts excl. handmade carpet	1286.85	1189.78	-7.54
29	Petroleum Products	11558.72	29494.13	155.17
30	Plastic & Linoleum	3764.82	5396.44	43.34
	Sub-Total	163245.59	207162.15	26.90
	GRAND TOTAL	175306.78	223755.78	27.64

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

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

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

Quick estimates for selected major commodities for Nov 2021

Trade: Import

Sl. No.	Commodities	Values in Crores		% Change NOV'21
		NOV'20	NOV'21	
1	Cotton Raw & Waste	140.55	194.97	38.72
2	Vegetable Oil	7283.82	13073.55	79.49
3	Pulses	1658.21	2056.00	23.99
4	Fruits & vegetables	2249.74	1926.16	-14.38
5	Pulp and Waste paper	498.94	1104.82	121.43
6	Textile yarn Fabric, made-up articles	1038.44	1354.63	30.45
7	Fertilisers, Crude & manufactured	6666.12	10745.38	61.19
8	Sulphur & Unroasted Iron Pyrites	69.17	356.59	415.56
9	Metaliferrous ores & other minerals	3222.23	7175.10	122.67
10	Coal, Coke & Briquettes, etc.	11259.75	26650.53	136.69
11	Petroleum, Crude & products	46868.38	109344.49	133.30
12	Wood & Wood products	2686.17	3632.65	35.24
13	Leather & leather products	334.78	508.22	51.81
14	Organic & Inorganic Chemicals	11248.06	18802.25	67.16
15	Dyeing/tanning/colouring materials	1735.56	2681.73	54.52
16	Artificial resins, plastic materials, etc.	8584.49	13848.88	61.32
17	Chemical material & products	5826.67	6798.42	16.68
18	Newsprint	110.14	184.00	67.05
19	Pearls, precious & Semi-precious stones	13650.08	14740.41	7.99
20	Iron & Steel	7319.10	11068.75	51.23
21	Non-ferrous metals	8570.08	11332.10	32.23
22	Machine tools	1841.90	2482.94	34.80
23	Machinery, electrical & non-electrical	19066.26	24392.43	27.94
24	Transport equipment	12487.05	10115.34	-18.99
25	Project goods	480.84	911.30	89.52
26	Professional instrument, Optical goods, etc.	2776.20	3079.88	10.94
27	Electronic goods	34846.66	42572.38	22.17
28	Medicinal & Pharmaceutical products	3969.91	5480.73	38.06
29	Gold	22433.58	31449.87	40.19
30	Silver	68.77	1821.89	2549.40
	Sub-Total	238991.62	379886.39	58.95
	GRAND TOTAL	250954.16	394419.58	57.17

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

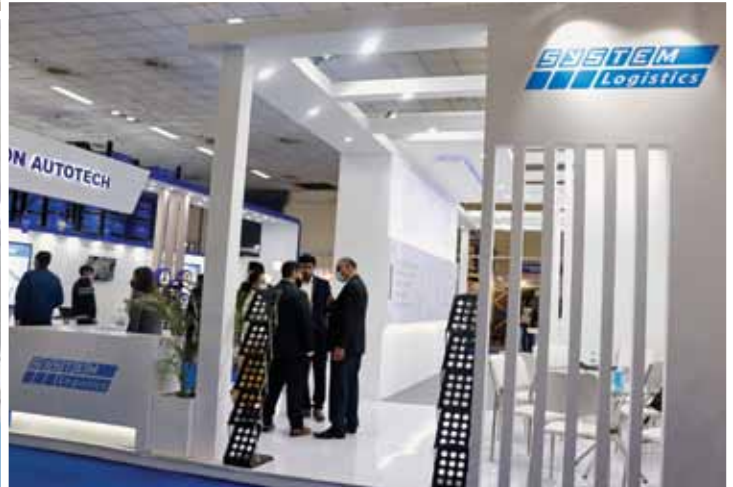
Note 2: The figures for NOV 21 are provisional.

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

Glimpses of Warehouse Show 2021

The show is at the epicentre of logistics solutions in Asia. Meet the who's who at the show. Thousands of buyers and sellers of the logistics industry and supply chain segments had come together to pick up newer technologies at the show.





Retailers open dark stores to stay afloat

With e-Commerce brands trying to outdo each other, dark stores or micro-warehouses came up when companies were catering exclusively to online customers at reduced logistics costs. Also the dark stores maintain the freshness, especially of perishable products, says **Aditya Vazirani**, CEO, Robinsons Global Logistics Solutions.



CT Bureau

At a time when consumers expect instant satisfaction, it comes as no surprise that last mile deliveries are gaining huge traction. Online shopping was a hit before the pandemic, and it accelerated when people were confined indoors. As global shopping volumes increased, e-Commerce brands scrambled to outperform each other with superior customer experience.

Same day deliveries was thus a strategic move adopted by retailers to stay afloat amidst stiff competition and brands started partnering with 3PL logistics and warehousing providers to achieve faster



Aditya Vazirani
CEO
Robinsons Global Logistics Solutions

deliveries. According to a recent report, the quick commerce market is poised to be a \$5 billion market by 2025 and the last mile delivery is one of the key determinants of customer satisfaction.

Achieving the last mile delivery at reduced costs was a challenge for businesses. But that is when the dark stores came to rescue. For the uninitiated, dark stores are micro-warehouses located in close proximity to high-demand areas. Dark stores aid the last mile deliveries for groceries, personal care products, and their utility is spreading across other categories as brands turn to third-party logistics and warehousing providers to

optimize operations for speedy delivery. Let us understand how dark stores can address key challenges pertaining to the last mile deliveries.

REDUCES LOGISTICS COSTS

The dark stores are similar to brick and mortar retail stores, but are not designed to accommodate customers inside the store. They are exclusively dedicated for fulfillment operations. They are located in strategic urban areas closer to customers which significantly reduce the pick-up per unit and last mile costs. As the dark stores only have goods meant to meet internet orders, it drives better efficiencies and can



help save between 10 per cent and 30 per cent of logistics costs.

STORES RANGE OF PRODUCTS

The layout of the dark stores is such that it facilitates better storage and picking capabilities. Businesses don't have to spend on aesthetics or interiors of the dark stores as they are not built for in-store shopping. A dark store that focuses on a set of high-demand products, there is a better opportunity for businesses to store more product varieties as opposed to traditional retail stores. More product options to choose from mean increased customer orders and better profits.

QUICKER DELIVERY

Perishable products such as groceries, milk and meat need to reach the customer's doorstep within their respective expiry windows. Dark stores help maintain the freshness of perishable products and enable quicker delivery owing to their proximity to delivery points. During COVID-19-induced lockdowns, when consumers were forced to stay indoors, and safety concerns made the simplest of tasks such as grocery shopping seem daunting, retailers tied-up with the dark store service providers and capitalized on this opportunity with the promise of instant and contact-less deliveries.

24-HOUR OPERATIONS

Dark stores operate round-the-clock to fulfill customer demands. Due to the strategic location of dark stores, orders

✈ **The demand for the dark stores has led to growth of urban logistics space. The said space is likely to surpass seven million square feet in India by 2022** ✈

can be delivered at the time convenient for the customers. The customers have the freedom to choose a time slot since the dark stores are optimized for easy pick-up and delivery.

ON-DEMAND DELIVERY NEEDS

The dark stores cater to on-demand delivery requirements. The customer expectations are evolving and the order and purchase process is different from what it used to be a few years ago. A consumer

the unplanned ordering behaviour observed among today's consumers.

The dark stores are revolutionizing the last mile delivery landscape as the consumer convenience, meeting growing demand, and accessibility take centre stage. It has changed the way products are delivered to the customers. The rising demand for dark stores has led to robust growth of urban logistics spaces. The urban logistics space is likely to surpass seven million square feet in India by 2022. The dark stores act as



FACTFILE

✈ **The dark stores are revolutionizing the last mile delivery landscape as the consumer convenience, meeting growing demand, and accessibility take centre stage. It has changed the way products are delivered to the customers.**

stumbles upon a product when casually browsing online, makes an impulse decision to buy it, and expects delivery within a matter of minutes or hours. Such on-demand delivery requirements are possible with the dark stores as they facilitate optimized SKU management, and last mile connectivity. The dark stores are an efficient solution to keep up with

last mile storage space that facilitate movement of goods across urban areas with cost optimization and efficiency benefits. With product assortment, super-efficient order fulfillment and better view of stock levels, and inventory management aided by technology, the dark stores unlock the path towards fast, dependable, and accurate product delivery. ✈

e-Commerce plays vital role in logistics sector

It is important for material handling, warehousing, packaging, supply chain management, procurement, and customs service throughout the nation. Growth of the sectors holds potential for generating employment, says **Abhijit Verma**, Executive Director & CEO, Avigna Group.



CT Bureau

In a developing economy such as India, warehousing and logistics industry can be a major game changer. According to the Report 'Warehousing Market in India 2021', the market was valued at ₹ 1,050 billion in 2020 and expected to grow at a compound annual growth rate (CAGR) of 14.86 per cent between 2021-2025, to reach a value of ₹ 2,028.86 billion by 2025, something that can be a blessing in disguise for India and its economy.

The expansion of e-Commerce in the tier-2 and tier-3 cities is playing a pivotal role in the growth of the warehousing and logistics sectors. This upward trajectory holds potential for enhancing job opportunities for skilled people thus solving one of the major problems of India — unemployment. If the country has to witness success and economic growth, it has to give priority to its logistics sector.

The logistics sector is responsible not only for employment generation, but also for generating direct foreign influx. Its contributions include \$200 billion addition to the economy and jobs to around 40 million people. Its macro contributions do not stop here, since the industry takes the responsibility of connecting numerous markets, businesses, and suppliers. It has been important for material handling, warehousing, packaging, supply chain



Abhijit Verma
Executive Director & CEO
Avigna Group

management, procurement, and customs service throughout the nation.

COVID-19 IMPACT

The pandemic outbreak has seen industries weakening throughout the world. India too has gone through a difficult phase so much so its economic

movement. The frequent lockdowns and additional limitations carrying from region by region created an adverse effect on the e-Commerce, warehousing and logistics networks.

However, the industry's progress has been encouraging, since it continues

Indian supply chain industry follows traditional and obsolete practices. The industry's progress, of late, has been encouraging, since it continues to expand digitally

growth has been effected. The logistics industry has come as a saviour for many businesses, overall growth and economy. The pandemic resulted in labour shortage and curbs on goods'

to expand technologically and looks forward to a bright future. There have been changes in the logistics business, such as changing customer preferences and other government reforms that are



currently expected to drive the industry to the next level.

COVID-19 created an increased demand for essential items, such as food, pharmaceuticals and groceries. The logistics companies have served these demands well while adhering to the safety norms. This shows the need to have the industry growing to ensure growth even during such difficult times.

Furthermore, it has helped the micro, small and medium enterprises (MSMEs), aligned with the self-reliant movement of the government and supported small sellers who wished to take their businesses to the online platform. These sellers could increase their customer base with the logistics sector's one-stop fulfilment solution. Logistics companies are regarded as the employment-generating sector for the country.

FUTURE OF THE INDUSTRY

For a long time, Indian supply chain industry followed traditional and obsolete practices. However, the nation has come a long way and is fast emerging as an important hub for the supply chain sector globally. The e-Commerce boom and influx of investments from private players have

✈️ **The industry also helped small traders who wished to go online and catered to demand for food, groceries and, drugs during the pandemic** 🛵

taken the industry to the next level. In the last couple of years, the government has also taken several initiatives and launched many programmes to strengthen the logistics sector of the country. The government is known to have approved proposals for building 35 multimodal logistics parks as part of Bharatmala programme for a long time — the flagship highways development project. Under the programme, the government has started developing elevated corridors, bypasses and ring roads to ease traffic congestion caused by heavy vehicles.

Besides, the government is seen encouraging private participation through PPP model which is expediting the process of setting up of Logistic Parks across the country. Prime Minister Narendra Modi's national infrastructure masterplan — Gati Shakti — is another project that will lay the foundation for a holistic infrastructure development, help local manufacturers, and generate job opportunities.

Furthermore, there has been an increase in export and import as rise in manufacturing across the country driven by the government initiatives such as 'Make in India' and 'Atmanirbhar Bharat'. India has all the potential to emerge as

a manufacturing hub beating China in the long run. By re-planning the global supply chain strategies, India definitely can capture the lion's share of the world's manufacturing demand.

Though India's entry is late in the modern supply chain industry, we are learning the ropes of the trade. The role of technology is helping the sector catch up with the globally accepted standard. The industry is still evolving in its digital transformation journey in the post-pandemic period, which saw companies re-strategize their global supply chain models.

IoT, Big data, Robotics, Automation, AI, Machine Learning and Analytics, 5G, Blockchain, Cloud Computing are some the technologies to look forward to in the supply chain industry. Adapting to these technologies can help reduce costs and lead to better transparency in information flows and better analysis of data.

India is expected to compete better with the warehouse and logistics sector, when it comes to last-mile delivery, being an attractive investment destination and enhancing manufacturing export performance. The sector has the ability to influence social life of farmers and support low-wage workers. 🛵

FACTFILE

➔ **Though India's entry is late in the modern supply chain industry, we are learning the ropes of the trade. The role of technology is helping the sector catch up with the globally accepted standard. The industry is still evolving in its digital transformation journey in the post-pandemic period.**

Set up exclusive Air Freight Stations

Highlighting some of the various points which have been of concern for sometime and providing solutions for the same, ACAAI has shared the draft of the memorandum with the Union Ministry of Civil Aviation recently. Here are the few points mentioned from the same.



CT Bureau

POINTS FROM ACAAI FOR CONSIDERATION BY MOCA

❖ **Interlinking of airport by a robust SEAMLESS TRANSFER RFS system.**

❖ **AFS:** Need to develop urgently workable and financially feasible transshipment model especially at Delhi and Mumbai international airports to be fed by hub and spoke model and integration of domestic cargo with international cargo through a bridge terminal for exclusively handling transshipment cargo. In this connection, underutilized airports can be identified and incentives given to the Indian carriers to start operations from there. To this end, it is pertinent to encourage Air Freight Stations (AFSs), which can be used effectively.

❖ **Common platform pan India:** It is essential there should be a common platform which can be used to integrate all individual systems of the custodians at various airports, and the trade can use a common platform pan India.

❖ **MoCA to issue norms for setting up infra:** Union Ministry of Civil Aviation should issue clear guidelines for the setting up of infrastructure for the storage and handling of all cargo needing special attention, temperature-sensitive goods and pharmaceutical products.

❖ **Internal process to be with the custodian:** It is suggested that cargo terminals be designed so that handling of cargo becomes internal to the custodians such as at the passenger terminals. Processes such as loading, unloading, X-ray and bonded locations should be internal process with the custodian.

❖ **Standard Operating Procedures:** There should be well defined time bound SOPs for standardized airport ops. Handling of cargo to be issued by terminal operators, and responsibility and accountability to be fixed thereon. Since major airports in India are now either RA3 approved or in the process of being so, we have 100 per cent X-ray of goods with high security dual view machines so that illegal and contraband substances can be detected far better than in the past. We must take advantage of them to ensure good surveillance and security, while speeding up clearance processes.

❖ **Delays at Customs / Terminals:** A problem more relevant in times of erratic flights and low supply of space has been cancellation of flights and flights missed due to delays at customs or terminals. For such shipments, it is imperative that processes be developed to ensure that goods can be withdrawn and rescheduled to ensure orders are not cancelled. These processes currently take almost two to three days and can result in big losses in exports.



Afzal Malbarwala
President, ACAAI and Gallery of Legends
(India Cargo Awards) 2017

❖ **The absence of government allied agencies:** The agencies involved in processing of documents for exports such as Wildlife Authorities, Plant and Quarantine, Drug Controller, ASI etc are not available 24x7, thereby delaying and hindering the exports process. This is a major hindrance for example wild life authorities visit the airport three times a week for four to five hours, and at all other times shipments would be held up till they show up at the airport on net designated day.

❖ **eSanchit:** In spite of implementation of eSanchit and digital upload of documents, there is still a mindset of insistence of physical documents for exports processing which leads to additional costs and waste of manpower and resources. Multiplicity of data entry and huge quantities of printed papers are still being used defeating the purpose of truly going digital.

❖ **ICEGATE:** It is vital to ensure that ICEGATE functions in a smooth manner on 24x7 basis to facilitate the speedy clearance of the export and import goods and decongest the cargo terminals. Custodians and airport operators must exclude the periods of ICEGATE system failure from the computation of the free period. ✈

✈ **The agencies involved in processing of documents for exports are not available 24x7, thereby delaying and hindering the exports process** ✈



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2022

JANUARY

► Domestic

- 24 **Mumbai** Annual Warehousing and Inventory Optimization Summit
- 31 **New Delhi** Rail Analysis Innovation & Excellence Summit
- Jan 31 **Mumbai** Ports In India - Virtual Conference
Feb 1

► International

- Jan 23 **Denver, USA** Colorado Independent Warehouse Show
Feb 13
- Jan 23 **Denver, USA** Colorado Independent Warehouse Show
Feb 13

FEBRUARY

► Domestic

- 22-24 **Mumbai** Air Cargo India (ACI)
- 24 **Kolkata** East Coast Maritime Forum

► International

- 9-11 **Bonita Springs, USA** Supply Chain Visibility Conference
- 19-21 **Guangzhou, China** Asia-Pacific Fresh and Cold-Chain Exhibition (PLCE)

22-24 **Mombasa, Kenya** Intermodal Africa

22-24 **Kuala Lumpur, Malaysia** ASEAN Ports & Shipping (ASEANPS)

MARCH

► Domestic

- 20 **New Delhi** India Cargo Awards
- 23-25 **New Delhi** Transport India Expo (TI)

► International

- 1 **London, UK** eWorld Procurement & Supply
- 2-3 **London, UK** Retail Supply Chain & Logistics Expo
- 6-10 **Dubai, UAE** Logistics & Transport Management Conference
- 8-10 **Miami, USA** Air Cargo Americas
- 10 **Milton Keynes, UK** Supply Chain & Logistics Expo
- 16-18 **Singapore** Asia Pacific Maritime

APRIL

► Domestic

- 20-22 **Mumbai** Express Logistics & Supply Chain Conclave
- 22-24 **Bengaluru** Supply Plus South

MAY

► Domestic

- 11-13 **Mumbai** Maritime Transport & Shipping India Expo

JUNE

► Domestic

- 16-18 **New Delhi** India Warehousing Show

JULY

► Domestic

- 21-22 **Mumbai** India Logistics Summit & Awards

AUGUST

► Domestic

- 19-21 **New Delhi** SupplyPlus

► International

- 1-3 **USA** Logistics Development Forum, Conference

SEPTEMBER

► Domestic

- 14-16 **Mumbai** Food Logistics India

► International

- 22-24 **China** China International Logistics and Supply Chain Fair

OCTOBER

► International

- 5-6 **Malta** Malta Aviation Conference and Expo

NOVEMBER

► Domestic

- 16-18 **Mumbai** Smart Mobility Expo

► International

- 8-9 **Sweden** Logistics and Transport Exhibition

DECEMBER

► Domestic

- 1-3 **Mumbai** India Warehousing & Logistics Expo (IWLS)
- 20-22 **Chennai** Shipping & Logistics India



For more information contact: cargotalk@ddppl.com

The dates shown on the annual event calendar are subject to change. Please refer to EventTalk in CargoTalk to track the changes in dates



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INDIA WAREHOUSING SHOW concludes successfully



Redefining logistics to explore new business opportunities, India Warehousing Show (IWS) concluded and got overwhelming response from industry experts. Happening after a forced break of two years due to the pandemic, it is India's leading exhibition on logistics and supply chain. In this edition, the IWS has offered its participants an enriching business platform with a wider networking opportunity.

The show also offered a unique platform to the participants to find insights, seek relevant information, explore advanced technologies, network and generate contacts all under one roof. The event showcased the highlights of the business calendar for the entire supply chain industry in the country in the logistics and transportation industry.

INDIAN RAILWAYS announces new cargo GCT policy

The Indian Railways has decided to forgo close to ₹ 700 crore a year that it collects from companies running freight businesses on its network. Under a new cargo policy, which came into effect on December 15, owners of private sidings, or short railway tracks, and private freight stations, 1,200 in total will no longer have to pay land licensing fees for using railway tracks that connect their private sites to the nearest rail line. The policy was rolled out after the railway board had approved a 76-page document titled Gati-Shakti Multimodal Cargo Terminal (GCT) Policy on the premise that the national transporter will focus more on leveraging its land resources than making some money out of it, as per an official.

So, the decision to forgo a sizeable fixed earning, is based on a risky calculation that such a waiver will woo more private players into cargo terminal businesses, which in turn will augment the Railways' freight movement and revenue. And that will not only offset the losses to be incurred due to the waiver, but will fetch more profit.



APM TERMINALS PIPAVAV, PRCL offer double stack rail link to Jodhpur

APM Terminals Pipavav tied-up with Pipavav Railway Corporation Ltd (PRCL) to offer double stack rail service to Jodhpur via Sanand on a hub & spoke model for providing access to other ICDs. The service is managed by PRCL. The JV between Gujarat Pipavav Port Ltd and Indian Railways is the first such service by PRCL. "Customer-centricity is at the core of all our initiatives. The rail link to Jodhpur via Sanand will give an edge to our customers in linking their markets/ICDs. We support PRCL to make this link a success," said Jakob Friis Sorenson, APM Terminals Pipavav.



MERCHANDISE exports to touch \$400 bn this fiscal



Piyush Goyal
Union Commerce Minister

Union Commerce and Industry Minister Piyush Goyal said, "Indian merchandise export to touch an all-time high of \$400 billion during the current fiscal, driven by sharp uptick in shipments." According

to data, India's merchandise exports in April-November 2021 were at \$262.46 billion, reflecting a rise of 50.71 per cent. "Our exports have crossed \$30 billion for the last eight months. We are pegged at \$262 billion worth exports. So, by the ninth month, we hope to export a record \$400 billion," he said. While speaking at CII Partnership Summit 2021, the minister also mentioned a growth is observed in the country's imports, thus opening many opportunities for other nations to expand business and trade with India.

DP WORLD to set up SIS at its port terminals soon

DP World announced a new weekly Straits India Service (SIS) at its Port Terminals in Nhava Sheva and Mundra. The new service is operated by Feedertech part of Unifeeder Group, DP World Marine Services. The new service will establish linkage to the Far East within the shortest transit time from in Nhava Sheva and Mundra. The service port rotation is Singapore-Port Kelang-Nhava Sheva-Mundra-Singapore. RS Johal, Regional Head, Commercial Liner Sales (Ports), Subcontinent, DP World, said, "This is our endeavour to build an end-to-end logistics capability, and help the grow their business. We are delighted to announce the launch of the service."





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SHRIPAD NAIK visits JNPT to review port operations

Union Minister of State for Ports, Shipping & Waterways, and Tourism Shripad Naik visited Jawaharlal Nehru Port Trust (JNPT) and observed the port operations. He was apprised about the infrastructural and technological advancements harnessed by the Port, enabling it to offer world-class services to the global maritime and EXIM community. The minister also engaged with the port stakeholders and explored numerous tech-enabled 'Smart Port Initiatives' undertaken to optimize terminal operations to enhance the efficiency and competence of the Port.



KOTTAYAM PORT inks MoU to develop cargo warehouses



Inland Container Depot (ICD) in Kottayam (Kottayam Port) announced to work together with the Kuwait-based Azimar Shipping & Logistics LLP in container movement and setting up modern consolidated cargo warehouse in Kottayam. Abraham Varghese, MD, Kottayam Port, and Ani Peter, managing partner, Azimar, signed a MoU in this regard in the presence of Industries Minister P. Rajeeve and Registrations Minister V. N. Vasavan in Thiruvananthapuram on Monday. Azimar will invest in building a new barge with a capacity to carry 30 TEU (20-foot equivalent unit) of cargo. "With the arrival of Azimar, we expect that to cross 600 units in the beginning and touch 1,000 units later," said Roopesh Kumar, GM, Kottayam port.

LANDMARK CAPITAL may set up logistics parks with ₹ 500cr

Landmark Capital, managing real estate investments through SEBI, announced the launch of Landmark Warehousing & Logistics Fund. The fund is targeting a corpus of ₹ 500 crores, including a green-shoe option of ₹ 200 crores. It presents avenues to in-

Landmark

C A P I T A L

vest in the warehousing and industrial space in India. This is an opportunity presented by the changing landscape of logistics industry in India due to regulatory changes such as GST, infrastructure development, and rise of digital platforms to buy goods and services. The fund is launched to generate superior risk-adjusted returns by investing in high-quality Grade-A warehousing and logistics opportunities. It is focusing on non-speculative built-to-suit assets and diversification across geographies to ensure effective risk mitigation.

INDOSPACE to develop warehousing, logistics parks



IndoSpace announced its partnership with KSH infra to develop a portfolio of grade A warehousing and logistics parks over the next five years across the country. To develop these assets spread over 10 million sq. ft., IndoSpace will be investing ₹ 1,000 crore. The focus of the JV will be tier I premium micro-markets such as Pune, Mumbai, Delhi NCR, and Bengaluru. KSH Infra will be responsible for identifying and developing the assets and co-investing in the assets along with IndoSpace. "The demand for warehousing and logistics space is high and the opportunity is enormous. As a market leader in this space, we are looking to enhance our reach. With a partner like KSH Infra, we want to tap the market potential," said Rajesh Jaggi, Vice Chairman, Real Estate, Everstone Group.

SPICEJET to expand cargo services

SpiceJet is looking to not only expand its passenger operations but also its cargo services, both domestically and internationally. The airline plans to induct 50 Boeing 737 Max aircraft by December 2023, said Ajay Singh, Chairman, SpiceJet. Twenty additional cargo planes will be added in the next two years, the officials said. The airline may spend \$2.5 billion to \$3 billion to expand its cargo operations over the next few years. "A fleet of 10 to 12 wide-body planes and 10 freighter narrow-body ones will be sufficient to expand our cargo operations in the next two years. This is above the 17 aircraft we presently have in our cargo operations," a senior SpiceJet official said. "The business is growing rapidly and we are looking at all opportunities to raise funds to grow this business, and that includes selling a stake," said Singh. As part of SpiceJet's cargo expansion plans, the airline aims to create a network for domestic and international operations. It may set up loading docks and storage facilities in India.





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CBIC INDIA

The Centre has appointed **Vivek Johri** as the Chairman, Central Board of Indirect Taxes and Customs (CBIC). Johri, a 1985-batch IRS (Customs and Indirect Taxes) officer, is currently working as the board member. His appointment was approved by the Cabinet's Appointments Committee. The change comes as the budget preparations are gathering pace and the new chairman would have to undertake the government's promised customs duty rejig aimed at boosting local manufacturing.



JAS APAC SINGAPORE

Derek Lee has joined as the VP, Pharma and Healthcare, APAC JAS Worldwide APAC. With 20 years of experience, Lee has managed multiple supply chains, and developed healthcare recommendations and support solutions. His leadership and in-depth knowledge of the industry trends and requirements are key drivers to meeting customer needs. "He brings pharma and healthcare business expertise that will strengthen our future GDP-certified locations," Stefano Olmi, VP sales and Marketing, Asia Pacific.



ACL AIRSHOP USA

ACL Airshop, a leader in air cargo Unit Load Device logistics solutions, has appointed of **James W. Harris** as Chief Financial Officer (CFO). Harris has a background in financial leadership, mergers and acquisitions, capital markets, and enterprise management. He was CFO, Forum Energy Technologies which he helped it grow from \$25 to \$1.7 billion firm through organic growth and 20 acquisitions. Harris was a key leader in taking it public on the New York Stock Exchange, Steve Townes, CEO, ACL Airshop said.



FICCI DELHI

Sanjiv Mehta, CMD, HUL will be the new FICCI president after the chamber concludes its 94th AGM on December 18, 2021. Currently serving as FICCI Senior VP, Mehta will succeed Uday Shankar, the current FICCI President. "During his eight years at the helm, HUL's market capitalisation has risen by \$55 billion making it one of the most valuable companies in India." In this period, HUL has won several awards and recognitions including the Economic Times 'Company of the Year' & 'Corporate Citizen of the Year' awards.



AMERICAN AIRLINES USA

Robert Isom, president of American Airlines, will succeed Doug Parker as its CEO. Isom will join the airline's Board of Directors, while Parker will continue to serve as Chairman of the board. "I have worked with Isom for two decades and I am pleased that he will be the next CEO of American Airlines," Parker said. "Over the past several years, our airline and our industry have gone through a period of transformative change. And with change comes opportunity," Isom said.



LUFTHANSA CARGO GERMANY

Dietmar Focke will join the Executive Board of Lufthansa Cargo on March 1, 2022. He is currently the VP, Engine Services at Lufthansa Technik. He will be responsible for Operations and HR. Focke is very experienced in logistics and management of large operational areas, and strengthen the role of Lufthansa Cargo. Focke will also be appointed as Labour Director, and assume responsibility for handling the Frankfurt and Munich hubs, and Global Handling Management, Flight Operations, and Security and Procurement.



WESTJET GROUP CANADA

Alexis von Hoensbroech has been appointed as the CEO of the WestJet Group. His starting date for Hoensbroech is subject to the timing of a immigration process, expected to be completed before 2022-end. Harry Taylor, the interim CEO, will continue until that time and then resume his position as Executive VP and CFO. Prior to accepting this role, Hoensbroech served as the CEO of Austrian Airlines, starting in 2018, where he led the airline through COVID-19 crisis.



CHAPMAN FREEBORN NEW DELHI

Gerhard Coetzee has been promoted as Regional Manager, IMEA, Cargo by Chapman Freeborn. Coetzee has worked at Chapman Freeborn for seven years, starting in 2015 as Cargo Account Manager, South Africa, and then as Cargo Charter Manager, South Africa from 2018. In his new role, Cargo will see him develop and grow the Cargo Team in this region, supporting and delivering on the wider IMEA strategy. He said, "I will encourage the sharing of fresh ideas and innovative solutions."





Looking Forward To 2022

After an eventful 2021, the Bastian Solutions team is ready to commence the New Year with continued efforts to provide best-in-class supply chain and distribution automation systems to our valued customers. As part of Toyota Advanced Logistics, we continue to take our commitment of quality to the next level with continued research and development in robust technologies, as well as an extensive global support network in order to provide customers a single source for intralogistics solutions. We are looking forward to serving our clients with exciting technologies and automation opportunities for a strong, competitive edge in the year to come.



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