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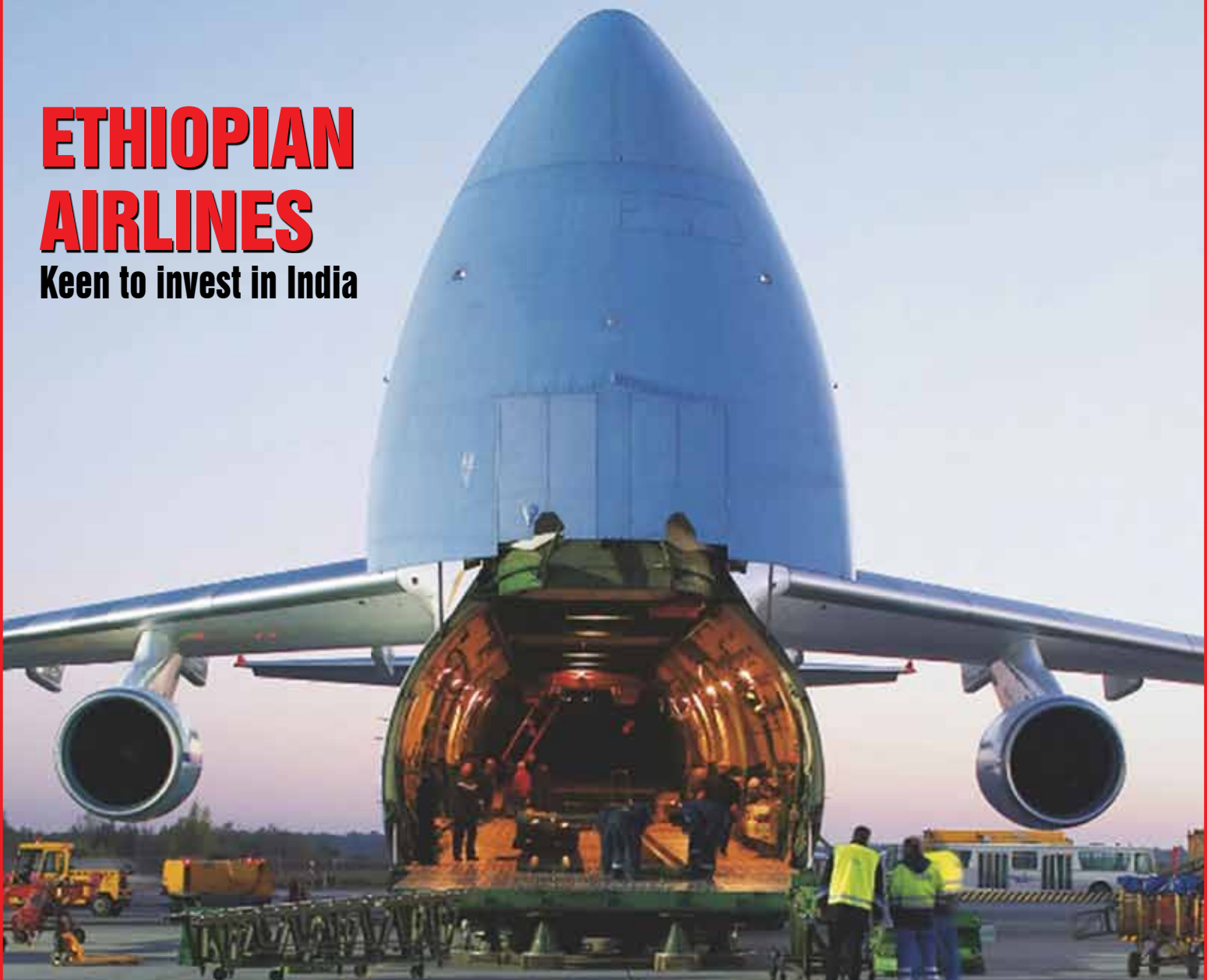
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## ETHIOPIAN AIRLINES

Keen to invest in India



## TIER II & III CITIES: EMERGING WAREHOUSING HOTSPOTS

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**The govt. has prioritised 65 road projects (2,041 km) to improve road link to ports. Out of these, 9 projects have been completed, 5 are under port connectivity and 4 projects are under Bharatmala.**

## Sagarmala project is growth engine for ports

Port-led development has taken place under Sagarmala project in a big way, said Sarbananda Sonowal, Union Minister for Port and Shipping, while addressing the media recently. The minister said the government has spent ₹99,000 crore for the project and took up 215 projects under the Sagarmala project. He said the projects are likely to be completed by 2035. "All the major ports have been performing well and the cargo handling has reached to 105 MT at present. Modernization had been taken up in all the major ports in the country using latest technology," Sonowal said. The project was taken up for fast development in the country, the minister claimed. Sonowal also reviewed the ongoing projects at the Visakhapatnam Port and said it would become one of the best ports in the world.



**Sarbananda Sonowal**  
Union Minister for Port and Shipping  
Government of India

## Gadkari opens 15 new national highways in Bihar at ₹13,585 cr

Union Minister for Road Transport and Highways Nitin Gadkari said Patna would have double-decker bridges akin to other metro cities. "I promise Bihar will have a road network like America by 2024," he said, while addressing an event after inaugurating the eastern flank of renovated Mahatma Gandhi Setu and laying the foundation stone/completion of road and bridge projects in Bihar worth ₹13,585 crore. Mahatma Gandhi Setu, built over Ganga River in early 1980s, is a major lifeline for Bihar, connecting the northern part of the state to capital Patna. Nitish Kumar, Chief Minister of Bihar, was present on the occasion, along with Union ministers and state ministers. The major projects which were inaugurated included Chapra to Gopalganj two-lane road built at a cost of ₹1,192 crore. Foundation stone was also laid for Munger-Bhagpur-Mirzapur four-lane new greenfield corridor.



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

## Paradip Port to be developed into world-class port at ₹3,000 cr

Paradip Port in Odisha will be developed into a world-class port having the capability to handle cape-size vessels at a cost of ₹3,004.63 crore. The Union Ministry of Ports, Shipping and Waterways aims for robust investor confidence by underpinning a strong vision and leadership from long-term strategic infrastructure plan, including a pipeline of investable projects that are economically, socially, and environmentally sustainable and practically deliverable.



## 100 cargo terminals soon to boost linkage, multimodal infrastructure

With the focus to improve multimodal infrastructure in India, the Ministry of Railways will soon build 100 cargo terminals with easy connectivity with roads and ports, said an official release. A senior official said details related to identification, timelines, and mapping for the plan are underway. At the Network Planning Group's (NPG) 20th meeting, he said details will soon be shared across with all ministries and departments. The NPG meeting was chaired by Amrit Lal Meena, special secretary in DPIIT's logistics division, and saw participation from officials of Ministries of Road Transport and Highways, Civil Aviation, Railways, Ports, Shipping and Waterways.



## JNPA invites foreign investment in 'SEZ project'

In line with the aim of port-led industrialization, Jawaharlal Nehru Port Authority (JNPA) organized 'JNPA SEZ Investor Conclave 2022' along with the CII in Mumbai on 27 May 2022 to propose opportunities to investors to invest in the India's growth story and be a part of country's growing port-led economy. This multi-product SEZ project is being developed on 277.38 h.a. of freehold land by JNPA, incorporating the port's Land Use Plan. This industrial hub is India's first port-based multi-product operational SEZ. Sanjay Sethi, Chairman, JNPA, said, "JNPA is all set to strengthen its growth in the port-led business with this project that offers varied facilities from single-window clearances to multi-modal linkage, making it an ideal choice to set up businesses and boost export-oriented industries."



## WFS partners with BIAL to develop terminal

To operate its first cargo handling operation in India at Kempegowda International Airport, Bengaluru (BLR Airport), Worldwide Flight Services (WFS) has entered into a tie-up with BIAL. WFS has been awarded a 15-year license and from May 2023, it will be responsible for development, operation, and maintenance of one of the BIAL cargo terminals. The WFS will operate and invest in the expansion of the airport's dedicated Cold Chain Facility. The terminal has a capacity to handle 210,000 MT of cargo per annum. The cargo terminal will be used by the WFS to handle international cargo.



## dnata gets \$100mn investment



dnata announced that it would invest US\$ 100 million in the next two years to enhance environmental efficiency across its network. The company's ongoing investment in infrastructure, equipment and process improvement will support it to achieve reduction of carbon footprint by 20 per cent by 2024, and by 50 per cent in 2030. Steve Allen, CEO, dnata Group, said, "We have been making progress on reducing our carbon footprint, minimizing waste and reducing energy and water consumption across our operations. We will increase our investment in cooperation with our partners."

## CMA CGM gets delivery of first B777F

Following the delivery of its first Boeing 777F, CMA CGM Air Cargo received the air carrier certificate from the French Civil Aviation Authority. Confirming this, the CMA CGM Group stated that it is supporting the growth of CMA CGM Air Cargo with a fleet of 12 aircraft by 2026. These aircraft include four Airbus 330-200Fs, currently in operation; two new Boeing 777Fs, one of which was delivered on May 31, while the second is in the process of being delivered; an additional two new B777Fs that have been ordered and are scheduled to enter the fleet in 2024; and four new A350Fs which will join the fleet between 2025 and 2026.



## AIR NEW ZEALAND CARGO to expand its network in North America

Air New Zealand Cargo is all set to launch new services in North America. Between June and November, Houston, Honolulu, New York, and Chicago will see resumptions of service or in the case of New York, a new destination for the airline. Alex Larsen, Manager, Global Cargo Sales, Air New Zealand said the robust resumption of passenger services is enabling the quick launch of these key gateways. "To free up capacity, we are working hard to get more 777s back in service, with the first 777 that was reanimated earlier in the year, it is set to return to passenger flying from 1 July, the rest following shortly after. By July, we expect to be at 65 per cent of 2019 international capacity, with 27 of our 29 ports operating. The ramp up is well and truly underway," he added.



## FEDEX CARGO FEEDER AirDialog launches first flight in Southwest



Albuquerque-based cargo airline, AirDialog has commenced its cargo flight operations, becoming the first Part 135 air cargo carrier to launch with FedEx in over 20 years. The inaugural cargo flight provided services between Gallup and Albuquerque. The airline is also planning to add new routes to its fleet. David DeRose, President, and Director, Finance, AirDialog said in a statement, "It is groundbreaking opportunity to be a part of the FedEx feeder network, and we look forward to expanding cargo operations to serve global customers in the Southwest and beyond."



# ACFI appoints Yashpal Sharma of Skyways as its new President

**Yashpal Sharma** has been appointed as the new president of Air Cargo Forum of India from 2022 to 2024. **Cyrus Katgara** will however remain in the current board as Ex-Officio and continue to support the ACFI and help to add an impetus to the Indian economy.

**A**ir Cargo Forum India (ACFI) formulates a new board for a term of two consecutive years 2022-2024 at the Annual General Meeting held on June 29, 2022. Yashpal Sharma, Managing Director, Skyways

together to appreciate and celebrate the remarkable work done by the previous governing board. ACFI has been working closely with the Ministry of Civil Aviation (MoCA) on its vision to achieve the goal of taking Indian air space to



(L-R): Yashpal Sharma, President ACFI, Cyrus Katgara, Ex Officio & Sanjiv Edward, Vice President ACFI

Group has been appointed as the new President of ACFI. Cyrus Katgara, the past President handed over the mantle to new board. Katgara will now be part of the current board as Ex Officio. He will continue supporting ACFI to achieve its goals and help boost the Indian economy.

Around 50 delegates joined the Annual General Meeting that was conducted on a virtual platform. Everyone came

10 MT by 2030-31 from the current 3.1 MT. Commenting on his prestigious new role, Sharma said, "I would like to thank my co-founding Members, Past Presidents, the ACFI secretariat and all board members of the past, for their invaluable and passionate contribution to ACFI and the air cargo community. It would be my utmost endeavour to work with the new board members and focus to achieve the Vision and Objectives of ACFI."

Position	Name, Designation and Company Name
President	Yashpal Sharma, Managing Director, Skyways Group
Vice President	Sanjiv Edward, Chief Commercial Officer Delhi International Airport Limited
Hon. Secretary	Ramesh Mamidala, Chief Cargo Officer Adani Airport Holdings Limited
Hon. Treasurer	Arun Kumar, Managing Director, InSynergy Supply Chain Solutions Private Limited
Ex Officio (Immediate Past President)	Cyrus Katgara, Partner Jeena & Company
Board Members	Abdulla Ali Al Khallafi, Cargo Manager – India & Nepal Emirates SkyCargo
	Ajith Pai, Chief Operating Officer Delhivery Private Limited
	Avinash Razdan, Chief Executive Officer, Delhi Cargo Service Center Private Limited
	Kamesh Peri, Chief Executive Officer, Celebi Delhi Cargo Terminal Management India Private Limited
	Keku Bomi Gazder, Managing Director and CEO , Aviapro Logistics Services Private Limited
	Nipun Aggarwal, Chief Commercial Officer Air India Limited
	Satish Lakkaraju, Senior Vice President, Radar Ventures Pvt. Ltd. (Wiz Freight)
	Saurabh Kumar, Chief Executive Officer GMR Hyderabad Air Cargo
	Shantanu Bhadkamkar, Managing Director ATC Global Logistics Private Limited



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# Regional airports to play vital role in future

**Keku Bomi Gazder**, who has spent three decades in the air cargo industry, is optimistic about growth of air cargo in the coming years. The MD and CEO, Aviapro Logistic Services Pvt. Ltd. shares new airports are being developed as multimodal hubs and they will play a role in moving cargo from tier 2 and 3 cities.



Ritika Arora Bhola

**W**hat should be the Indian air cargo industry's primary goal now and what will be the efficient strategies to move forward?

There are clear signs of uptake that air cargo business and traffic volumes, both for domestic and international cargo, are on the rise and will continue to do so. However, the ongoing Russia-Ukraine war is the main challenge the sector is facing currently. The crisis has impacted global supply chains. A contraction in the auto industry is another concern: it is dependent on the purchasing power of consumers, and advance planning will help overcome this.

**With the ongoing developments at regional airports, how do you foresee the future of Indian domestic air cargo?**

The Indian Government through its subsidiary, AAICLAS and private airports, will continue to invest in and develop more retail airports. With the growing cargo movement coming from tier 2 and 3 cities, this is going to be a major move forward. How these airports are going to develop, will depend on how much business is going to come from those cities. Regional airports are going to play a significant role in transporting cargo from the factories or their distribution points. New airports are being developed as multimodal hubs, with connectivity



Keku Bomi Gazder received Industry Ambassador of the Year at the recently held India Cargo Awards 2022



**The air cargo industry is not growing at a speed at which others are growing. We are still not innovating with products, services or processes**

from air/ports/sea/road/rail. This will have a very big impact as we move forward.

**How do you think the government's latest initiatives and infrastructure developments will give the impetus to logistics in the sector?**

There is a clear sign that the move is towards having an inter-departmental collaboration with all sorts of projects being undertaken by the government. There are multiple departments that are working alongside it with limited resources. These departments must work in close coordination with each other.

**Logistics cost is one of the major concerns. What are the significant factors responsible for it?**

What has been mentioned all along is that the logistics cost in India is very high. But if we look at it closely, the component, for example, of air freight within the overall logistics is not even 7 per cent, while we are projecting the entire logistics cost as between 12 and 14 per cent.

This number is not factually authentic. It is also to my understanding that the ministry of logistics is undertaking a separate study to come up with an actual number based on each of the sectors within the framework of overall logistics.

**Apart from high logistics costs, which are the other important challenges?**

Firstly, the air cargo industry is not growing at a speed at which others are growing. We are still not innovating with products, services or processes that need innovation and growth. So that is one pain point that needs to be addressed. This is going to take time. It is not easy because this is one of the most heavily regulated industries. And anytime there is a change in regulations, there is always a huge amount of debate. However, I am convinced that we are on the right track, and there will be results on the way forward. 🚀



# Retouching logistics industry through tech

Adaptive technology empowers supply chains to respond to the changing markets and be prepared for the changing demands. The resulting cohesion leads to increased supply chain connectivity and ensures orders are shipped faster, offering complete control of the products.



**L**ogistics play a significant role in economic growth of a nation. With technological advancements, the logistics industry has witnessed impressive growth over the past few years. COVID-19 compelled industries worldwide to embrace technology, and a similar trend was observed in the logistics space as well.

Automation is the key technology instrumental in improving efficiencies and triggering growth. The logistics automation market may reach, expanding at a Compound Annual Growth Rate (CAGR) of 13.28 per cent during the 2022-2026 period.

Going forward, automation will revolutionize the logistics industry with processes being conducted efficiently. As logistics processes become more efficient, its impact can be seen across

**From sorting of orders to route optimization and final delivery, automation of the logistics sector has helped the retailers improve their customer service to a significant extent**

industries. The increase in logistics automation is positively influencing retail, e-commerce, and manufacturing industries among others.

## RETAIL AND E-COMMERCE INDUSTRY

With the retail sector continuously advancing, this can partly be attributed to logistics automation. Automation of logistics helps retailers achieve timely deliveries, operational transparency, and omnichannel distribution. From sorting of orders to route optimization and final delivery, logistics automation has helped the retailers improve their cus-

tomers service to a significant extent. In addition, logistics automation enables the retailers devise appropriate fulfillment strategies.

## HEALTHCARE, PHARMA INDUSTRY

Logistics automation has been instrumental in bridging widening gaps and driving operational efficiencies in the 'criticare' segment. Automating shipping processes eliminate errors, ensuring healthcare products reach the right place at the right time. It is the key to shortening turnaround times, which is a significant issue prevalent in the industry. Logistics automation enables

cost-effective and real-time tracking of inventory. Automated alerts for drug expiry and last-mile connectivity across the supply chain are important benefits driving growth in the healthcare and pharmaceutical industries.

## MANUFACTURING INDUSTRY

Improper flow of information, failure to detect damaged products, incorrect inventory status are some of the challenges faced by the manufacturing industry. Automation of logistics sector enables coordinated and optimized processes within the manufacturing industry. The strategic addition of robotics to manage in-factory logistics can redefine the production cycle, resulting in a better turnaround time. Logistics automation has enabled manufacturing firms to achieve the highest production efficiency, avoid downtimes and increase throughput speed. Automation has been pivotal to optimize warehousing operations for FMCG industries.



**Cyrus Katgara**  
Partner  
Jeena & Company

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



# Sustainability holds future of air cargo sector

Implementing various tech platforms to facilitate cent per cent digitalisation of biz ops, introducing sustainable programs, investing in cold storage infra to transporting 600 million doses of COVID-19 vaccines during 2021-2022, Qatar Airways Cargo has remained at the forefront, says **Guillaume Halleux**, Chief Officer Cargo.



Ritika Arora Bhola

## BEING A GAME CHANGER

We implemented WebCargo by Freightos to encourage speed-to-market activities and grow the API channel transactions by not only facilitating e-bookings, but also to align with IATA standards and provide host of other aspects involved in end-to-end cargo transaction. We have partnered with WiseTech Global to offer direct e-booking solution for freight forwarders. The carrier became the first one to join the IATA CO2NNECT

## FACTFILE

→ We strengthened our presence across Central Eastern Europe with the appointment of a new GSSA

→ During the peak of the pandemic in 2020-21, cargo contributed 64 per cent to the airline's revenue

platform, launching a new voluntary carbon offsetting program, a part of its WeQare sustainability program for air cargo shipments. We continued using our full freighter fleet with belly flights and passenger freighters and mini freighters to support global trade. We backed many governments with complimentary transportation of vital aid e.g. Green Channel for China, aid from China and Vietnam to France, and Qatar to India. We strengthened our

presence across Central Eastern Europe with the appointment of a new GSSA for Bulgaria, Croatia, Czech Republic, Hungary, Romania, Serbia, Slovakia, and Slovenia. The carrier received IATA CEIV Live Animals certification becoming first in the Middle East to receive this certification. We signed a pact with Validaide in 2021 to provide customers with detailed capabilities and lane risk assessments on key routes at the click of a mouse. We will also have a new



storage facility ready by 2022-end, considering the ongoing growth of cargo via the hub.

## TRANSFORMING AIR CARGO

From the preighter solution, Qatar Airways went from 60 to 180 daily cargo flights swiftly. With global reliance on China for production of PPE, we had set up a China Customer Service department. We witnessed growth during COVID-19: our market share increased. We are proud of our Golden Triangle strategy, which is our revenue management, commercial network planning and cargo teams adapting and working in cooperation to create a successful model. We have done the most flying during the ongoing pandemic, efficiently utilizing our belly-hold planes and freighters (except the 10 A380s) and aligning the networks that are beneficial for both. We also leased extra freighters from various providers based on customer needs to cater to the growing demand and support global trade.

Whatever we have achieved is due to seamless coordination, communication and collaboration with industry stakeholders and our global teams. During the peak of the pandemic in 2020-21, cargo contributed 64 per cent to the airline's revenue, while in 2021-22, we made a contribution of 43 per cent, doubling up our contribution from pre-Covid times.

## MAJOR INDUSTRIAL CHANGES

The air cargo system is fragmented and there are several stakeholders involved in the supply chain, so digitalisation is the perfect investment to improve collaboration, leading to cost-efficiency and cargo service. Traditional methods gave rise to issues such as lack of integration affecting costs and efficiency, reliance on paper-based processes, inability to predict real time demand and under-utilization of capacity, lack of omni-channel platforms. Being part of this industry for long, I am now seeing the transformation that air cargo carriers are undergoing, especially in digitalisation of air cargo. Another

transformation taking place across the industry is the focus on sustainability. There is a lot of pressure from customers, employees, partners, investors, stakeholders on airlines to share their sustainability initiatives. We are seeing carriers ramp up their focus in this area, however, there is still a long way to go. Nonetheless, it is commendable that efforts and investments are being put forth in this area.

## PROJECTS IN PIPELINE

- We have been working on our Quality Management System and obtained industry recognized certifications such IATA CEIV Pharma and Live and pursuing the IATA CEIV Fresh certification.
- We are investing in advanced temperature monitoring systems to enhance visibility and control of temperature regimes across our facilities.
- Pharma Quality Agreements in line with GDP are being rolled out to ensure excellent customer service.
- To ensure booking and data compliance in pharma transportation, booking screens are being implemented globally to reduce manual tasks and improve accuracy.

## PLANS FOR NEXT FIVE YEARS

Over the next five years, we see ourselves as a leader in the fields of digitization and sustainability. Proactive communication, Ease of Doing Business, transparency of information, accessibility and innovative solutions is what our customers expect. The



**Guillaume Halleux**  
Chief Officer Cargo  
Qatar Airways

**Pandemic-induced curbs led to increased e-commerce activity. COVID-19 enabled a shift in consumer behaviour and increased adoption of e-commerce**

announcement of adding new Boeing 777-8 freighters, with innovative features, is part of our plans to achieve sustainability and profitability. It will help us increase our capacity and add new destinations and give us an edge on the charter business front. We are also investing in a brand new Cargo Terminal 2 with an additional capacity of 3.4 million tonne. This cargo facility will be a safe, smart, and green one relying on technology and automation for material handling and offer faster storage and retrieval and cargo processing. With this, we will be able to meet growing demand for transit cargo. This building will be built on Leadership in Energy and Environmental Design (LEED) rating framework, the widely used green building rating system in the world. In line with our commitment to safety and security of cargo and crew, we will be replacing our fleet of 10,000 ULDs over the next five years with Safran Cabin's Fire-Resistant Containers.

## FUTURE PROJECTIONS

Digitalisation and sustainability are the future of the industry. As the air cargo carriers continue to invest in these areas, air freight will keep playing a significant role in maintaining the world trade and ensuring distribution of vaccines globally, while also safeguarding safety of the environment. e-commerce and air freight as an omnichannel are some of the trends that are reshaping the future of air cargo industry. 🚀



# 'India on the cusp of becoming a pharma hub'

Cargo Service Center is ready for next decade with its world-class Pharma Excellence Center, which has a capacity of storing 14,500 tonnes. **Tushar Jani**, Group Chairman says the ground handler is working on developing new processes to prevent temperature excursions, and upgrading cargo tracking mobile app.



**T**he demand for pharma has increased ever since Covid-19 has struck the world. How efficiently are you handling the pressure?

Our Pharma Excellence Center, which we set up just before COVID-19 hit the globe, has helped us cope with the increased pressure of storing and transporting pharma products globally. The world-class facility has a capacity of 14,500 tonne for a throughput, and we are merely doing 4,000 to 5,000 tonnes at present. About 300 tonne of cargo can be stored on ULD under temperature-controlled zone. We are ready for the next 10 years.

**How do you see business ops at CSC in next 10 years?**

We are increasing our cold storage capacity. We are working on developing new processes to prevent temperature excursions, and our cargo tracking mobile App is being upgraded. Furthermore, we are improving our supply chain processes to move and handle goods more efficiently. For us, air in air cargo means agility, innovation, and resilience, which is our mantra for work.

**Your collaboration with Pharma Aero and Mumbai Adani Airport would strengthen ops at CSC?**

CSC is a strategic member of Pharma Aero and we work closely with them. We are working on a few



Cargo Service Center-Mumbai felicitated with Best Air Cargo Terminal Operator – Cold Chain award at the recently held India Cargo Awards 2022



**We are increasing our cold storage capacity and working on developing new processes to prevent temperature excursions, and our cargo tracking mobile app is being upgraded**

projects with Pharma Aero such as Pharma Air Corridor, Life Care Cell Therapy and Sustainability.

**How does tech help in creating end-to-end visibility and help create supply chain and avoid future disruptions?**

More than pharma cargo, CSC Pharma Excellence Centre lends a helping hand to life. CSC has touched six billion lives till now. To make it possible, it is vital to understand the status of cargo—from the origin to the destination. Cargo security is of paramount importance. We have the technology and infrastructure to make it possible. We have skilled manpower—pharmacists working at the terminal have in-depth knowledge of each and every drug being handled, stored, and transported via air.

**Any new features added to the technology you mentioned?**

We offer our customers the ability to track their cargo, on the go, via our Turant App. We are looking forward to deploying predictive science and Machine Learning for all of our business operations. By 2032, we want to be predictive science company, which can help customers learn about the location, time, and quality of delivery for all their consignments.

**How can Gati Shakti boost the India pharma sector?**

Gati Shakti is one of the most innovative programs, which aims to change the face of India in a few years. Its focus will be on improving logistics infrastructure, resources and tech resulting in reliable transport services throughout India. 🚀



# We create multimodal cargo systems: Kale

Amar More, Co-founder and CEO, Kale Logistics Solutions talks extensively about collaborating with GMR Hyderabad International Airport (GHIAL) to transform its air cargo processes. He also focuses on expansion plans and India setting a benchmark internationally.



## Tell us about your recent collaboration with GHIAL?

Our MoU with GHIAL was to transform its air cargo processes with an air cargo solution that is a combination of our flagship Cargo Community System (CCS) and Cargo Management System—GALAXY. GHIAL is our 100th airport, which will be digitized using our solutions. We have got customers in the US, Europe, Middle East, CIS countries, Africa, Asia Pacific. With our global presence, we are planning to create the world's biggest digital logistics cloud for international supply chain. GHIAL is an important, digitally forward-looking and tech-savvy airport. It is a matter of pride to be associated with them.



**Amar More**  
Co-founder and CEO  
Kale Logistics Solutions

## Kindly elaborate more on your customised services for GHIAL?

Hyderabad is a pharma hub. They have few specific requirements for pharma

temperature tracking and providing end-to-end visibility to the customers. We will be catering to few exclusive business practices, which are specific to Hyderabad cargo. They also have different processes when it comes to courier services or pharmaceutical handling. Our solutions are very agile and customer centric, they are curated as per the needs of the customer and industry.

## Can you mention few services?

Firstly, we are providing digital solutions to exporters to track their shipments from the point of origin to destination, transparency and end-to-end visibility of supply chain operations. The refrigerated trucks to carry pharma and temperature sensitive products will be AI-enabled as well as equipped with other advanced technologies.

## How can technology take India to the next level?

India today ranks fifth or sixth globally. The CCS has been accepted globally. We have created single cloud-based platform for each country and region. For example, For Mumbai it is AMAX. CCS have evolved over generations. First generation was just simple flights tracking, second generation was cargo tracking and management system. But in India, we have the next generation CCS. And not just in India, but we are partnering with several airports globally, including dnata in

Dubai and several in the US. We are right now engaged with about 8-9 airports. Through CCS, India is setting standards worldwide for air cargo digitalisation. Digital infrastructure can enhance the existing physical

**We are providing digital solutions to exporters to track their shipments from the point of origin to destination, and create transparency and end-to-end visibility**

infrastructure significantly and that's what will take our industry forward. With right digital infrastructure in place, I think we are going to create the capacity for India's air cargo to grow.

## Please tell us about your expansion plans?

We have customers in US and at German airports. We are in the process of creating a multimodal cargo community system for our global customers. We are linking air freight and ocean freight together via intermodal corridors. Or you can say, all the airports will connect via air digital corridors. We are going to create business opportunities for our customers and new marketplace out of it. 🚀





# Rise of warehousing in tier II and III markets

India's economic slowdown seems to have no effect on warehousing sector. Demand for warehousing has increased in the last few years. With the advent of modern tech, industry experts have embraced surge in e-commerce, changing consumer behaviour, and are capitalizing on potential of tier II and III cities.



Ritika Arora Bhola

**D**emand for warehousing is expected to grow around 160 per cent to reach 35 million square ft. in 2022, as per JLL's recent reports. According to Knight Frank, "The change in global supply chains has made firms reform their expansion strategies and regionalize operations to cover themselves from contingencies and provide efficient last-mile deliveries. This trend will continue with increasing demand and a rise in manufacturing to benefit tier II and III cities such as Ludhiana, Ambala, Lucknow, Patna, Siliguri, Guwahati, Bhubaneswar, Vizag, Vijayawada, Coimbatore, Kochi, Nagpur, Indore, Jaipur and Dholera, which may emerge as Grade A warehousing

## FACTFILE

→ According to Knight Frank, "The change in global supply chains has made firms reform their expansion strategies and regionalize operations to cover themselves from contingencies and provide efficient last-mile deliveries

clusters. Some of these cities have witnessed as much as 20 per cent growth in warehousing in FY2020."

According to another report by Praxis Global Alliance, "The advantages in terms of low rentals, availability of cheaper manpower, low capitalization and high vacancy levels are driving the growth in non-tier 1 cities. The demand in these cities is driven by e-commerce, 3PL, FMCG, retail and automobile industries. These industries are likely to witness a 2.5x to 4x growth from FY20 to FY25."

According to experts in the warehousing and logistics sectors, the demand for

Country	Total Logistics Stock, 2021
USA	14,086 Mn. sft.
India	288 Mn. sft

Grade A, multi-storey warehouses will see a spike in these markets. The factors that have led to the rise of in-city and multi-storey warehouses include same-day delivery guaranteed by many e-commerce firms, easy return policies, overall shorter supply chains, rising popularity of daily online orders.

## KEY GROWTH DRIVERS

**Abhijit Malkani**, CEO, ESR India said COVID-19-induced curbs led to



increased e-commerce activities. "The pandemic enabled a shift in consumer behaviour and increased adoption of e-commerce. The volume of e-commerce purchases increased in tier II and III cities, including the average spend per customer. Brands were able to target customers online, where they had limited exposure through offline channels. Decentralisation is happening, and in a way, it will augment organised warehousing," said Malkani.

Agreeing, **Chandranath Dey**, Head, Operations & Business Development, Logistics & Industrial, India, JLL said, "The government's push for Digital India has proven to be catalyst of growth for tier II and III cities in terms of warehousing. It has forced companies to reform their expansion strategies and regionalize their operations through transformed global supply chains. e-commerce and 3PL are the biggest demand absorbers in tier II and III cities, followed by manufacturing. **Rajesh Jaggi**, Vice President, Real Estate, Everstone Capital reiterated, "IndoSpace is one of the first few companies to notice the e-commerce trend. It has launched six parks in tier II and III cities such as Rajpura, Coimbatore and Sri City in Andhra Pradesh."

According to Jaggi, the rising expectations of consumers, combined with access to high-speed internet have resulted in an increase in e-commerce demand in these areas. Consumers in tier II and III markets like those in tier I markets are demanding faster and more prompt fulfilment. Major e-commerce businesses are expanding their supply networks to meet this increased demand. Accordingly, 3PL companies are also consolidating the requirements of e-commerce players in such locations."

Echoing similar views, **Yash Ravel**, Executive Director, Fund Raising and Corporate Strategy at Welspun One Logistics Parks said, "This trend is demonstrated by recent reports, which show that over 60 per cent of e-commerce transactions in India take place in tier II and III cities. Given that modern warehousing is the backbone

of e-commerce fulfilment, the trend of higher demand for Grade A warehousing facilities is likely to grow in these cities."

**Abhijit Verma**, Executive Director, and CEO, Avigna Group, said, "We have witnessed a significant change in warehousing industry. Some of the changes being, shift from Grade C to Grade A warehousing, shift from B to C and D to C business models, is of importance to SCM due to exigent consumer demands and consumption during post pandemic, then the changing technical specifications of the client being some of the reasons for the insistent demands towards creation of a more Built-to-Suite Model of warehouses from the previous Ready-to-Move models, the big changes that will drive demand."

**Gaurav Agrawal**, Chief Executive Officer (CEO), R Logistics Parks said, "With the government promoting cashless transactions and companies offering same day deliveries, customers are now switching to online purchasing. Companies are opening micro warehouses in tier II and III cities. With companies choosing to offload the logistics wings to 4PLs there has been efficiency in this space. Even in tier II and III cities, some firms are offering deliveries in two to three days. Another major factor in driving growth is warehousing rentals and labour cost; they are cheaper in smaller cities."



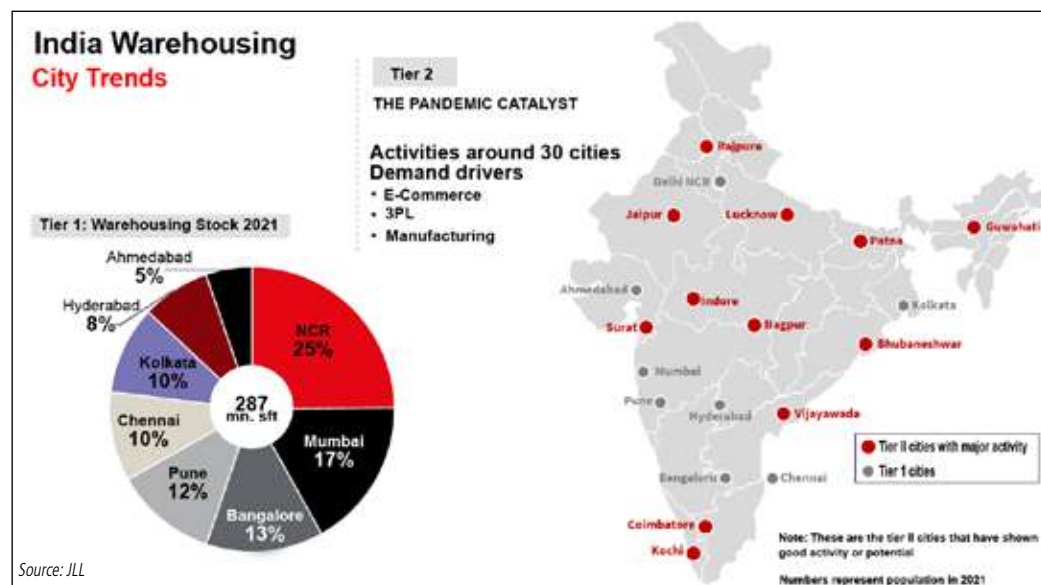
**Abhijit Malkani**  
CEO  
ESR India

**Pandemic-induced curbs led to increased e-commerce activity. COVID-19 enabled a shift in consumer behaviour and increased adoption of e-commerce transactions**

## A STRATEGIC SHIFT

Today, smart 'Grade A' warehouses equipped with world-class digital and physical infrastructure are being developed by the operators to facilitate efficient supply chain operations for any business vertical. Developing such superlative structures with advanced facilities in tier II and III cities can be a challenge considering the existing infra bottlenecks. Also, modern warehousing has become relevant due to factors such as regulatory compliance, security, and quality assurance, causing organised players to raise the bar of efficiency.

"There is a massive opportunity for Grade 'A' warehousing development in the smaller cities amidst rising demand," said Malkani adding, "With the infusion of Artificial Intelligence, companies are wanting to adopt automation to increase their efficiency, consolidate their businesses, increase safety initiatives and increase contactless business processes, and implement newer construction technology and Grade A spaces. Grade A spaces provide better environment for their workforces. Rising demand from 3PLs, pharma, e-commerce players is the key growth driver of consolidated, efficient, and strategically located grade 'A' warehouses as contactless and digitally managed spaces are gaining prominence due to COVID-19." Malkani said ESR keeps Grade A specifications similar in all locations and provides a standardised product.



Stressing that technology adoption is imperative for warehouses in these locations, Jaggi said, "Smart technologies have enabled Grade A warehouses to be more agile and market-oriented. It has helped customers improve inventory management, sophisticated transportation, and automated oversight. Since tier 2 and 3 cities are rapidly evolving, smart technology adoption has become the most important component to provide an efficient supply chain and manufacturing and distribution strategy."



**Rajesh Jaggi**  
Vice President - Real Estate  
Everstone Capital

He added, "Going forward, we expect faster adoption of technologies. Functions such as imaging, tracking, cloud integration, video-conferencing, voice/face recognition, and personal assistants are being implemented in tier 2 and tier 3 cities. The next generation of warehousing and logistics will increase operational efficiencies and storage capacities for the customers."

Dey spoke no differently. According to him, businesses improve operations through smart warehousing in the following ways:

- Reduce labour, damages, and human errors
- Improves transparency and visibility
- Offers real-time tracking, analytics, reporting
- Improves warehousing accuracy and speed

"Warehouses in these locations need to scale up and meet standards of an

**With a shift in consumer behaviour and demand, there is a focus in not only maintaining sufficient inventory, but also having it in closer proximity to fulfil last-mile delivery**



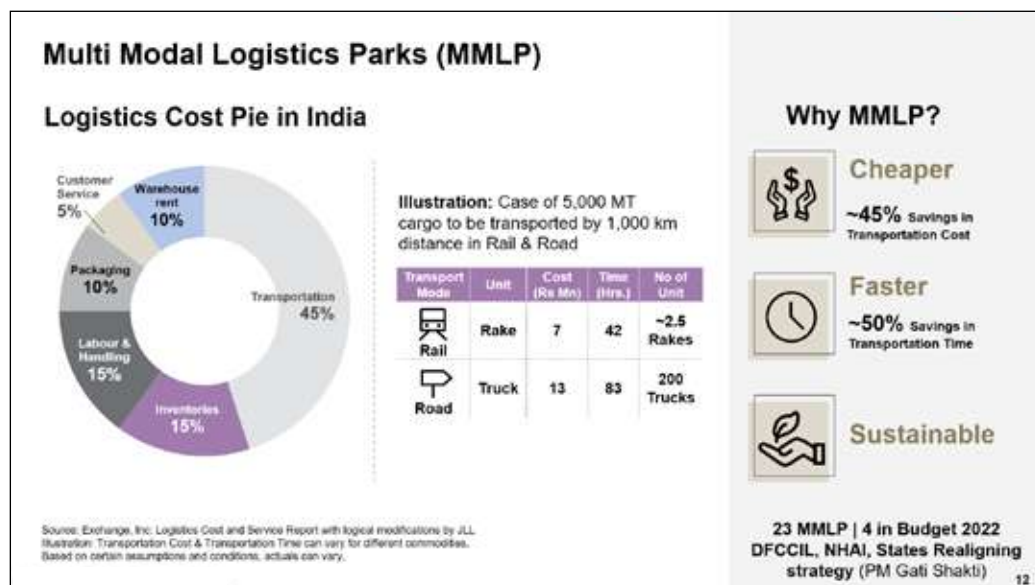
intelligent, efficient, and automated warehouse. Many fast-growing online brands partner with third parties and offer tech-enabled fulfilment solutions. This allows online brands to outsource logistics, while gaining supply chain visibility and reducing cost. Interestingly, smart warehousing technology can be executed in tier 2 cities as most of such warehousing operators work across the country and have platform level implementation of most technology tools. Just the warehouse block needs to adhere to some specification / Grade

A. The trend of warehouses in tier 2 cities going grade A is indicative of more smart warehouses in tier 2 cities," opined Dey.

## ROBUST & RESILIENT SUPPLY CHAIN MODELS

Supply chain resiliency and robustness is of importance when it comes to transporting cargo from one point to another. The ongoing pandemic not only led to this shift to tier 2 and 3 cities, but also accelerated opportunities in innovation and digitalisation in warehousing sector. Providing customers' end-to-end visibility, cargo tracking options, transparency, and agility, helped warehousing sector to grow. Also, COVID-19 gave rise to D2C, which promised customers doorstep delivery of products. To meet the demand, the manufacturers and warehouse operators geared up to increase productivity and capacity to meet customers' needs and create value. In the process, supply chain efficiency became a major task to ensure speed and on-time delivery.

"A well-established digital presence is the only option for brands to keep their businesses running smoothly," asserted Dey. He added, ever since







**Abhijit Verma**  
Executive Director & CEO  
Avigna Group

## Shift from Grade C to Grade A warehousing, from B-C to D-C business models, imperative importance to SCM, changing technical specifications



the pandemic struck, it raised an impulse towards D2C (direct-to-consumer) business models, which means brands operate without physical stores. Over the last two years, one of the biggest shifts we saw was in how the B2B model changed—before the pandemic, consumer reach and revenue models operated differently—and numerous businesses jumped onto the D2C bandwagon. Deployment of emerging technology such as data analytics, Augmented Reality/Virtual Reality (AR/VR), Blockchain and Chatbots improved online customer experience and supply chain transparency. Gradually, technologies will mature, become less expensive, and make it easy for new participants to penetrate market and offer better experience to customers.”

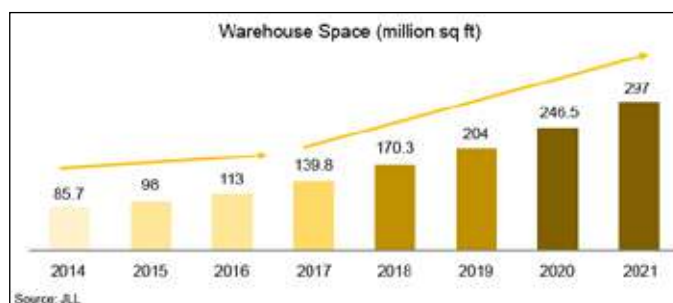
Malkani said, “We believe new users are ready to embrace the D2C format, large-scale digitization is happening for smaller brands through social media. However, to tap non-metro markets, brands must relook at their strategies from every angle, operations, marketing, sales and tweak features, messaging to cater to this consumer base. Once we see a sizeable demand from these cities, we can explore the opportunity. Now, the demand is driven by e-commerce and 3PL companies.”

Verma said, “The shift from B-C and D-C models represents change in the consumer consumption and demand patterns. Better infrastructure facilities through establishment of warehouses at different locations, enhanced the speed of transmission. The implementation of digital interfaces along with automation

in warehouse and 3PL operations assured safe, speedy, and smart delivery. The proof of it can again be the increase in the quantum and size of square feet occupancy of boxes and increasing technical specifications in terms of height and number of storage units. All this has triggered the EoDB, and has raised the convenience quotient of customers. Same day delivery, in fact hourly-based deliveries, the ease of returns, are all part of the package, which we have made our consumers accustomed to. Now this habit of convenience and expectation, created by D-C companies is irrevocable.”

Agrawal commented, “We have companies such as Delhivery that is operating out of R Logistics Park in Raipur. They are currently the leaders in the D2C/e-commerce delivery business. Customers have become demanding and are looking at real-time tracking of their parcels before time delivery and visibility. Thanks to the ongoing pandemic, we do not have to sign any delivery challans / PODs anymore. With OTP-based verification, the safety and security of the parcels have become better. Companies such as Flipkart, Ecom, Delhivery are using auto bots, sorters, sensors, barcode readers, replacing manual intervention to increase speed, and reduce errors.”

Jaggi said, “The rate at which India’s e-commerce is expanding is remarkable, with buyers prioritising convenience overvalues in making purchasing decisions. The industry, which is among the top 10 globally in terms of sales, is hardly saturated. Moreover, with a shift in consumer behaviour and demand, there is a focus in not only maintaining sufficient inventory, but also having it in closer proximity to fulfil last-mile delivery. Due to this, many



organizations are taking omnichannel business models seriously and scurrying for extra warehouse capacity across cities, realising the potential of online sales. The expanding industry, forecast to grow 15 times its current size in less than five years, reflects this trend. As a result, in city warehouses have emerged as a popular choice to cater to these needs in the coming years. In city warehouses will prompt the building of a resilient supply chain, being close to many industrial hubs and delivery locations."

## MULTIMODAL LINKAGE REQUIREMENTS

Multimodal connectivity is crucial area of concern when it comes to warehousing in tier 2 and 3 cities. Efficient and cost-effective connectivity via rail, road, air, and sea is required for seamless transportation of cargo, especially



**Yash Ravel**  
Executive Director- Fund Raising and Corporate Strategy at Welspun One Logistics Parks

**With the idea to bring projects such as Bharatmala, Sagarmala, inland waterways, and UDAN under one umbrella, the vision is to create an ecosystem linking road, rail, and sea transportation**

temperature-sensitive pharmaceuticals and perishable products. With right growth strategies in place, the industry is gearing up to fulfil high demand by creating best-in-class supply chain business models and multimodal connectivity options. Also, the industry is relying heavily on the government projects such as Bharatmala and Sagarmala whose aim is to create connectivity between road and port. While Jal Shakti is the programme to use large Indian inland waterways, Gati Shakti is launched to focus on railway movement. However, any mismatch and deficiency in connectivity, development timeline, hinterland logistics infrastructure, development fund, manpower availability among others will lead to bottlenecks in the desired integration process.

"Success of multimodal connectivity depends on quality and positioning of the intended infrastructure, said Dey adding, "The last mile and first mile infrastructure would be critical factors in establishing connectivity with logistic infrastructure having a network of multiple modes of transport."

Malkani shared, "Connectivity via good road infrastructure in close proximity to freight corridors, airports and ports are important factors to consider, while considering these locations. Developers are now cautiously choosing locations since most of the tier 1 and 2 cities are near major industrial zones, ICDs and industrial hubs. Development of transport corridors has played a role in building a well-entrenched network across India, and improved infrastructure across the smaller cities of India has

offered seamless intra-state and inter-state cargo movement. Technological capabilities have increased the speed of the fulfilment process, resulting in enhanced storage capacity and supply chain efficiency. Institutional players are investing in Grade-A warehousing facilities in smaller cities with improved distribution facilities and return management," added Malkani.

"In India, road transport is a major mode of logistics, followed by rail and then air transport. Hence, the road infrastructure is the most important factor in the logistics set-up. Nitin Gadkari, Union Minister for Road Transport and Highways is doing a great job in developing the road network in an organised manner. R Logistics Park has been set up in a very strategic location within Raipur, which provides easy connectivity to NH-53 and all the ring roads," said Agrawal.

## TRANSFORMING WAREHOUSING, LOGISTICS

Government's initiatives such as Aatmanirbhar Bharat, Ease of Doing Business, Make in India and Gati Shakti focused on improving infrastructure and connectivity, enhancing quality, scale, competitiveness and efficiency. They will not only fortify warehousing demand but also attract foreign investors to the Indian market. The state of the art automated asset class facilities to cater to all the warehousing needs—from manufacturing, storing, handling, packaging, and distributing—are being developed to create a benchmark globally.







**Chandranath Dey**  
Head – Operations & Business Development,  
Logistics & Industrial, India at JLL

## Digital India is a catalyst of growth in warehousing in tier II and III cities. It forced firms to reform their expansion strategies

Acknowledging, Ravel said, "The PM Gati Shakti Masterplan was introduced as a one-stop solution to all logistical problems. With the idea to bring projects such as Bharatmala, Sagarmala, inland waterways, dry/land ports, and UDAN under one umbrella, the vision is to create an ecosystem linking road, rail, and sea transportation. Multiple governing bodies such as the NHAI and PWD should work together to identify routes with higher port-driven traffic. These initiatives can also help bring down the cost of logistics to 8 per cent of the country's GDP."



Verma pointed out, "As the asset class is transforming towards a built-to-suit model, support from the government towards Land Regulatory Policies to reduce the time span between a proposal and approval, can commence operations at the earliest thereby producing quicker and more returns. Secondly, after the intensity of the pandemic subsided, the industry is witnessing higher cost of input, with

beyond metros, and focusing on quality of construction. Experts expect logistics parks to integrate inland waterways, ports, and railways as value added service proposition to their occupiers.

### FUTURE PROJECTIONS

The tier 2 and 3 cities witnessed a surge in warehousing activities, especially during COVID-19, the key advantages being marginally good population with



**Gaurav Agrawal**  
CEO  
R Logistics Parks

## With govt. promoting cashless transactions and firms offering same day deliveries, customers are now switching to online purchasing

is ready for a boom, forecast experts. From retail, electronics, agriculture products to pharma—smart Grade A facilities in tier 2 and 3 cities, in the coming years, will cater to the increased demand. Agrawal concluded, "Firms will continue to work in a decentralised manner of having multiple warehouses. With more e-commerce firms emerging for almost every industry, the demand and success of warehouses in remote locations will always be there."

 <p>United States of America (USA) GDP Constant Prices (USD tn): 18.3 Population (mn) : 328 GDP Per Capita (USD) : 55,753 Warehousing Stock (mn sq m) : 1,446 Warehousing Stock Per Capita (sq m) : 4.4</p>	 <p>United Kingdom GDP Constant Prices (USD tn): 2.9 Population (mn) : 6.7 GDP Per Capita (USD) : 43,710 Warehousing Stock (mn sq m) : 73 Warehousing Stock Per Capita (sq m) : 1.09</p>
 <p>China GDP Constant Prices (USD tn): 11.5 Population (mn) : 1,397 GDP Per Capita (USD) : 8,242 Warehousing Stock (mn sq m) : 1,060 Warehousing Stock Per Capita (sq m) : 0.8</p>	 <p>India GDP Constant Prices (USD tn): 2.9 Population (mn) : 1,366 GDP Per Capita (USD) : 2,152 Warehousing Stock (mn sq m) : 30.9 Warehousing Stock Per Capita (sq m) : 0.02</p>

higher construction and land costs, but decrease in profit margins. Policies and sanctions towards the same can also be of significant help."

"The government-led infrastructure development can enable the consolidation of warehouses for companies and help developers with options of larger land parcels slightly further away from city peripheries. Land acquisition around cities is becoming increasingly difficult. Infrastructure developments will create opportunities for new warehousing zones and help build an ecosystem," shared Malkani.

The industry expects the growth momentum to continue as the economy demands quality and efficiency in movement and handling of cargo. This would result in institutional/organised developers expanding their footprint


relatively lower spending capacity, affordable real estate, and labour. With digitalisation, e-commerce boom, Gati Shakti, Make in India, and Ease of Doing Business, the warehousing sector

Zone	City	Catchment Size (Population) & Logic
North	Rajpura	0.2 Mn; In confluence quadrilateral of Chandigarh, Ambala, Patiala & Ludhiana.
	Jaipur	4 Mn+; Capital city of Rajasthan.
	Lucknow	6 Mn+ twin cities of Lucknow and Kanpur
East	Patna	6 Mn+; High population density and growing prosperity of the city
	Guwahati	9.6 Mn+; Has a potential to cater to several north eastern states
	Bhubaneshwar	1.2 Mn+; Excellent integrated logistics capability
Central	Indore	3.2 Mn+; Epicentre of the state of MP; having manufacturing base as well
	Nagpur	2.9 Mn+; emerging logistics distribution centre.
West	Surat	7.2 Mn+; affluent diamond and textile capital city
South	Vijayawada	2.7 Mn+; twin cities of Vijayawada & Guntur. Tin & Capital city advantages
	Coimbatore	4 Mn+; distribution advantages to Erode and Dindigul
	Kochi	2 Mn+; Untapped potentials of the port & capital city

# The curious case of rising logistics costs

Transportation is dominating sector when it comes to evaluating logistics cost in India—58 per cent, followed by inventory and warehousing, as per reports. Trimming it down, by adopting efficient strategies and solutions, has become foremost priority of Indian freight forwarders.



 Ritika Arora Bhola

**H**igh logistics cost has become the major issue of concern for the Indian logistics industry stakeholders. In the last few years, on various forums, the logistics experts have raised the issue and suggested several strategies to address the same. The Government of India has put forward large-scale initiatives to cut down elevated logistics cost.

However, achieving this still seems to be a distant dream. Recently, Piyush Goyal, Union Minister of Commerce and Industry, said the government wishes to

**Alternative fuels and adoption of more Electric Vehicles will reduce reliance on fuel price fluctuations, while contributing to a greener supply chain**

## FACTFILE

➔ According to Piyush Goyal, Union Minister of Commerce and Industry, the government wishes to trim down India's elevated logistics cost by five percentage points over the next five years


trim down India's elevated logistics cost by five percentage points over the next five years from the current 13 to 14 per cent of GDP. If the target is achieved, the minister said, it will catapult India into the league of developed nations, where the logistics cost is around 8 to 10 per cent of the GDP.

There are many reasons behind it, the primary one being the highly fragmented nature of the Indian

logistics industry. The economic slowdown in 2019 drastically affected MSMEs and small fleet owners. Many were on the verge of bankruptcy by early 2020. During the lockdowns, restrictions between the states created impediments for operators as it led to a temporary stoppage in cargo transportation, putting pressure on shipping and road/rail/sea freights. This led to skyrocketing of freight charges. Rise in fuel prices, toll charges, shortage of truck availability further increased costs.

In addition, a demand-supply mismatch caused fluctuation in freight charges in the last two to three years. Disruptions caused due to natural calamities and the ongoing Russia-Ukraine war effected efficiency of the global supply chains and contributed to cost fluctuation, creating enormous pressure on the Indian freight forwarders, forcing them to reduce logistics cost by adopting 100 per cent digitalisation and creating world-class infra for smooth cargo movement.

Gati Shakti aimed to add impetus to multimodal connectivity by reducing logistics cost to eight per cent in the next four years. Alternative fuels and adoption of more EVs will reduce reliance on fuel price fluctuations, while contributing to a greener supply chain.

 spoke with experts about the strategies and solutions to trim down logistics cost.



## KEY FACTORS

I feel transportation and handling cost are at 8 per cent in most economies across the world. The inventory carrying cost is high due to longer idling of the goods, whether in raw material or finished goods form. This element is not a logistics cost, as it is due to bad planning of the supply chain. Underdeveloped road network, lack of optimized use of river network for waterways, and limited train and sea freight options make for poor infrastructure for transport within the country. **While the government has started to build the DFC to improve the highway network under Bharatmala project, Gati Shakti will help map the gaps and align modes of transportation, leading to better optimisation of costs for customers.**

## SOLUTIONS

The customers should plan the movement of goods better. Pre-planning will help them explore options to make the



**Yashpal Sharma**  
Managing Director  
Skyways Group

movement more competitive. Also, digital adoption will help customers to plan their inventories better. The obsolete inventory should be done away with or stored in a way that the same does not hinder fast moving inventory, leading to further optimising costs. In the long run, they can explore possibilities to re-locating factories to locations closer to ports/airports, which will reduce the cost of movement of goods on land.

## KEY FACTORS

At the outset, we should understand that there is no standard nomenclature for defining logistics cost across the world. Every country follows different practices. There are several components of logistics cost. In this country, components of logistics cost include transportation, material handling, logistics equipment cost, administration cost, documentation, insurance, warehousing, marketing, packaging and, maintenance of equipment. Considering **most of these include inadequate infrastructure, fragmented industrial clusters, slow pace of technology adoption, skyrocketing fuel prices, gateway and hinterland connectivity, they are the major reasons for high logistics cost in the country.**

## SOLUTIONS

Wider technology adoption across the supply chain, Open Sky policy, process automation, effective utilization of resources by combining short-term and long-term strategies, more thrust on collaboration,



**Cyrus Katgara**  
Partner - Jeena & Company

and innovation are a some of the cost-effective strategies, which can help reduce logistics cost of fast forwarders.



**Pratul Shekhar**  
Senior Director - Air Product (Indian Sub-Continent), DSV Air and Sea

## KEY FACTORS

One can divide the logistics cost under four heads, that is, transportation, warehousing, labour, and equipment. Transportation is driven by different factors such as fuel, toll charges and poor road network. At present, we are seeing high fuel and toll costs driving the transportation cost up. Few other factors affecting this area are frag-

mented industrial cluster, unorganized logistics provider, intermediaries, slow pace of digital adoption especially among MSMEs in tier 2 and 3 cities. **Air cargo is affected by international fuel charges and uncertain global market conditions. Shortage of trained manpower joining at entry level is also very low.**

## SOLUTIONS

Digitalisation must be embraced at all levels of supply chain sector. Automation and Artificial Intelligence-based decision-making will help in quick turnaround of processes and faster decision making, thus saving cost as an effect. Production teams using technology and digital tools will have better inventory management, which will further lead to advance logistic planning hence reduce logistics costs. Consolidation of cargo will bring the costs down hence we need to work towards having world-class multimodal transportation parks.



**Aditya Shah**  
Executive Director  
V Trans (India)

## KEY FACTORS

Today, packaging represents one of the main logistics costs for companies, especially when it comes to delicate and fragile products. After all, the basic function of logistics is to ensure that the product reaches the end customer in perfect condition. The cost varies and depends on many factors, such as:

- Type of load
- Quantity
- Shipping frequency
- Distance
- Destination points
- Vehicle type

**The main logistics costs involving transportation are:**

- Fleet maintenance
- Fuel

## SOLUTIONS

**Lack of route planning encourages a rise in logistics cost that is reflected in the prices of the service. Lack of monitoring of its carriers through satellite tracking can trigger unnecessary fuel consumption, reduce number of daily deliveries, and wrong deliveries, which increases logistics cost.** Logistics cost associated with failed deliveries—the company must bear extra logistics cost related with restocking, re-processing, and reshipping the merchandise until a successful delivery is achieved.

## KEY FACTORS

The increased logistics cost in the country has been a topic for discussion for quite some years, and we are now seeing concrete steps being taken to build robust infrastructure, which is important to provide a competitive platform for reduction of cost. **A larger network comprising highly efficient airports, seaports, faster highways, expressways, coastal waterways, enhanced rail networks and efficient logistic parks are all important elements for optimizing the logistics costs.**

The Government initiative such as comprehensive Prime Minister Gati Shakti National Masterplan is helping us unleash the high potential that we hold in India and is transforming the logistics industry.

## SOLUTIONS

While the Indian Government is working expeditiously on the infrastructure development plans, it is equally important that all industry stakeholders to work



**Huned Gandhi**  
Managing Director Air & Sea Logistics,  
Indian Subcontinent at Dachser India

on initiatives such as digitalisation / Electronic Data Interchange, pallet standardisation for optimising the capacity to reduce the logistic costs.



**Hima Parvataneni**  
CEO  
Navata Supply Chain Solutions

## KEY FACTORS

This is due to inefficiencies, including lower road and rail speed, higher inventory levels, theft, and damage. The dominance of road transport, despite being the costliest mode, is likely to be sustained due to the expanding road infrastructure. On the other hand, there has been less investment in rail, leading it losing its share within the transporta-

tion industry. Combining these factors with uncertainties such as manpower shortages and increases in fuel prices are the main reasons behind high logistics cost in India.

## SOLUTIONS

Our TMS system helps improve visibility in a supply chain. The system provides real-time data on cargo and traffic. This helps in better route optimization, reducing costs and improving overall efficiency. We can also help with forecasting demand in the market. Using rail transit for long distances instead of relying on a single form of transportation will assist in reducing logistics cost. **Gati Shakti projects reduce logistics cost to eight per cent in the next four years. Alternative fuels and adoption of more electric vehicles into the fleet will help lessen reliance on fuel price fluctuations while also contributing to a greener supply chain.**

## KEY FACTORS

The ongoing pandemic has widened the demand-supply gap in India's logistics business. It has resulted in freight rate changes, manufacturing delays, late delivery, and unavailability of ports, trucks, among others. All of this has resulted in increased shipping cost, freight charges, and fuel expenses. Multiple players servicing various logistics result in visibility gaps, which increase dwell times and inevitably add to the logistics costs.

## SOLUTIONS

The solution lies in fully integrated firms, managing supply chains with efficiency. **Businesses can utilize AI and ML to automate warehouses, track shipments, and gain data-driven insights to better serve customers.** Govt initiatives such as GST helped reduce a multitude of indirect taxes and the National Logistics Policy may be finalized soon to increase the nation's competitiveness. Due to India's road net-



**Coen van der Maarel**  
MD, Kuehne+Nagel India, Sri Lanka  
Maldives

work being complex, a consolidated rail-road network and route planning are critical in lowering logistics costs. It requires coordinated development of the network to ease the burden and improve transportation of the country's network. Developing a multimodal logistics service network can be effective in lowering freight, warehouse, and transportation costs.



**C V Kumar**  
CEO  
CCI Logistics

## KEY FACTORS

Logistics cost primarily involves cost of transportation through different channels such as cost of warehousing, handling and the inventory carrying cost.

For example, road transportation cost is not over than 1.5 per cent to 6 per cent, depending on the value of the

material. **Warehousing cost generally tends to be less than 2 per cent of the value of the material stocked there and inventory carrying cost is around 3 per cent.** So, the logistics cost of low value material would be around 11 per cent and, for high value materials, it will be lower. Of course, the air movement is expensive, and so is shipping. But then they cater to a different market hence the reasons for cargo movement through air/ship are different.

## SOLUTIONS

Government initiatives such as GST, e-waybill and, toll gate automation among others will help to a certain extent. Removal of toll booths is being planned, which will save time and foreign exchange with less negative impact on environment. The customers, who optimize their distribution network through new technology portals, are trying to backfill trucks to avoid empty runs.



## KEY FACTORS

Unfavourable policy regime, absence of a multimodal transport system, reliance on road transport, a fragmented storage infrastructure, presence of multiple supply chain stakeholders, poor road and port infrastructure, absence of tech intervention in storage, transportation, and distribution activities are the main reasons. The fragmented structure of the sector is a major contributor to these additional costs.

## SOLUTIONS

**Technology is the key component and the difference-maker in the logistics ecosystem today. It has proven to be the answer to efficiency in most industries.** Undoubtedly, efficiency is the bandage for all the injuries inflicted on the logistics industry by rising costs. The pillar can propel the sector toward the cost-convenience formula of C.A.R., with its components being cus-



**Zaiba Sarang**  
Co-founder  
iThink Logistics

tomers convenience, avenues for profit, and real-time information. Speedier deliveries at a sustainable rate and viable operationalization through the option of multiple shippers have set unprecedented avenues for profit as customers are happy and return for repeat services.

## KEY FACTORS

In today's world, e-commerce and last-mile logistics is said to account for 50 per cent of all shipping costs. While rising fuel costs play a significant role, this is largely due to complexity that comes with making last-mile deliveries to incorrect addresses in increasingly congested urban areas, not to forget the cost of handling returns.

## SOLUTIONS

**Dispatch management platforms leverage advanced algorithms to optimize last-mile logistics functions such as order scheduling, rider allocation, delivery route planning, and tracking of drivers.**

An end-to-end last-mile optimization provides visibility over the order cycle, right from the point of capture to the end delivery. This leads to more



**Nishith Rastogi**  
Founder and CEO  
Locus

delivery efficiency, optimal fuel usage and improved SLAs. Businesses can also capture vast source data sources to uncover hidden efficiencies and make better short-term and long-term decisions, turning the last mile from a cost center to a revenue generator.



**Bhavik Chinai**  
Group CEO  
BVC Logistics

## KEY FACTORS

There is a need to create an end-to-end supply chain model in Indian logistics businesses. Indian logistics industry is dominated by SMEs that are non-digital in nature. SMEs have low visibility in the market and higher operational inefficiencies.

There is no analytics, location mapping and tracking, which affect its performance and being a cost-plus industry, we have higher prices for shippers. Inadequate infra is another issue of concern. Fewer ports, airports and quality of roads affect vehicle performance, which result in high cost.

## SOLUTIONS

**There is a need for a shift in the mindset of consumers. The industry needs to invest in software before it invests in people. Increasing investments and PPPs in infrastructure will be a game changer for the industry.** We need more airports, ports, and better roads. The government needs to promote incentives for businesses such as airlines and infra investors to improve speed of execution in the Indian growth story.



**Pervinder Singh Chawla**  
Founder  
onmove by Zast Logisticsolutions

## KEY FACTORS

Being a geographically diverse country, India's supply chain has suffered from several inefficiencies, including **highly fragmented operators, bad roads, multiple state borders, supply chain**

**planning based on tax structure rather than efficiency and lack of use of technology in terms of creating visibility across the chain as well the usage of outdated asset base.** This has resulted in Indian businesses operating with a mindset of "just-in-case" inventory model rather than "just-in-time", which means large inventory buffers and unnecessary cost to the economy.

## SOLUTIONS

In recent times, there has been a wave of macro-level factors such as the introduction of GST resulting in state borders going away and warehouse planning becoming efficient for businesses. With the introduction of expressways and freeways, India's road infra is improving. Technology is the glue that is holding the complex framework of modern-day logistics. ✈️





# ‘Pharma an important segment for us in India’

Hundred per cent digitalisation formed the core of Hong Kong International Airport’s (HKIA) business operations, which enabled the operator to move cargo worldwide. **Wilson Kwong**, Chief Executive of Hong Kong Air Cargo Terminals Limited (Hactl) in a conversation with  shares, Integrated Hactl Control Centre, helped the airport survive and create value.



Ritika Arora Bhola

## How are your business operations shaping up now in the ‘New Normal’ scenario?

COVID-19 made the Hactl operations more efficient, and ensure business continuity in extreme situations. Key measures included strengthening our IT resources, supporting WFM, while maintaining data security; digitalisation of paper-based processes to eliminate the need for physical presence, meetings and signoffs, and the opening of our new Integrated Hactl Control Centre (iHCC) to centralise management of our operations; optimize resource deployment to cope with unexpected workload peaks; and enable swift emergency responses. Although

### FACTFILE

→ Our skilled workforce is adept at utilising every pallet and container to its maximum capacity.

→ In 2021, we handled 34.5% more freighters than 2019. These services cover every key destination globally.

2022 has started slowly due to world economic factors, we handled 19 per cent additional cargo in 2021 than in 2019 with a slightly reduced workforce.

## How is Hactl preparing to meet the increasing demand of cargo handling and ensuring 100% capacity utilisation? Share with us growth strategies adopted by you?

Hactl’s high degree of automation, its sophisticated IATA CEIV-accredited pharma and perishable facilities, and the efficiencies delivered by iHCC combine to ensure that Hactl provided careful handling services as per demands of the pharma industry. While capacity remains an issue on some

routes, our skilled workforce is adept at utilising every pallet and container to its maximum capacity, thereby helping to ease the overall problems.

## Please throw light on the latest physical and digital infrastructure at Hactl for handling variety of cargo?

Our fully automated Container Storage System (CSS) and Box Storage System (BSS), which accommodate 3,500 ULDs, and 10,000 stillages for loose cargo, forms the core of business. These are controlled by in-house-developed software and interact with our COSAC-Plus cargo management system, connected to our handling workforce via mobile devices to send instructions



and receive data on the fly. COSAC-Plus also connects the Hong Kong air cargo community and customs, and customer airlines have access to real-time data and can generate reports on their business. Mobile apps enable freight agents to pre-alert the arrival of their vehicles and book handling slots. On the ramp, new paperless processes facilitate last-minute updates to manifests and load plans, ensuring cargo flies as booked and flight capacity is optimized. Everything is monitored and controlled by iHCC. Our physical resources accommodate every kind of cargo from perishables, hazardous to outsize and e-commerce.

**Highlight freighter operations at Hactl and the destinations covered worldwide. How is trade activity with India stand now? What kind of cargo is moved to and from the country?**

In 2021, we handled 34.5 per cent more freighters than 2019. These freighter services are both scheduled and virtually cover every key destination globally. We do not currently handle any Indian freighter operations, but would be happy to do so. Pharma traffic is a small percentage of our total volumes, but important to our customers, and we recognise India's key role in this sector. It is an area for development for us.

**Do you have plans to expand your operations in India? How do you think of the country as an investment destination?**

Our current agenda is centred on growing with Hong Kong as it leverages the new capacity provided by the third runway. But we remain alert to all opportunities, and would welcome any meaningful approach from an Indian organisation, we have a lot of skill and resource to share with like-minded parties.

**Please share with us contingency plans adopted to deal with future disruptions?**

The iHCC is the core of our response mechanism for any future emergency such as the pandemic, but our entire operation is anyway set up for business continuity in whatever emergency may



arise. This includes dual IT systems with remote data storage. Hactl is now more resilient than ever.

**With passenger operational gaining momentum, do you think 'freighters' will survive?**

Freighters were a short-term, quick fix for the distribution of urgent cargo such as PPE during early COVID-19 days. Loading cargo in passenger cabins is slow, labour-intensive, and expensive. It will not survive unless capacity once again becomes more important than cost. Adjustments to the global aircraft fleet over the past two years (more P2F conversions, and more new-build freighters) along with the steady return of passenger services and belly hold capacity, are likely to rule out any return of this concept.

**Sustainability is the only way forward for the air cargo industry. Please share initiatives taken in this regard?**

Hactl's sustainability programme—Green Terminal—aims at creating the world's most environmentally-friendly handling operation. Our major achievements include eradicating single-use plastics, recycling wood and paper, and generating green electricity from our giant roof-top



**Wilson Kwong**  
Chief Executive  
Hong Kong Air Cargo Terminals Limited

solar farm. But there are many more measures we have undertaken.

**What are the key challenges you faced, while transporting perishables globally? Please share with us specialized solutions offered by Hactl for perishable transport worldwide?**


Hactl has many years of experience in handling perishables and has put in place many resources and procedures long before we became accredited under IATA CEIV Fresh. The key to perishable handling is minimising the dwell time between arrival of aircraft and hand-out to customers; we achieved this by dedicated and accredited procedures, priority handling, temperature-controlled storage and working areas, and dedicated loading bays.


**Any upcoming expansion plans or projects in pipeline?**

We are currently implementing a new resource-tracking system for our ground support equipment fleet and will announce details in due course. We are undertaking a Knowledge Management programme, using innovative methods to capture and share the workplace expertise and know-how of senior retiring staff. 🍀

**Loading cargo in passenger cabins is slow, and expensive. It won't survive unless capacity again becomes more important than cost**

# Building AI-powered biz essential for success

**Nomita Kothari**, CEO, New Globe Logistik who has been serving the industry since last three decades tells women are holding positions of leadership across all economic sectors and they know how to balance work and family. In a tete a tete with , she seeks to provide a work environment that values gender diversity and flexibility.

 Ritika Arora Bhola

**W**hat motivated you to be a part of the Indian logistics industry? How has the journey been?

I have been working in the cargo industry for over 30 years. I began my career in the cargo business of KLM Royal Dutch Airlines and have since then worked for GSA Sharaf Cargo and the freight forwarding sector. A dream to work in the air cargo industry quickly evolved into a passion for the cargo sector. The dynamic nature, broad reach, and extreme difficulty of the cargo industry's operations set it apart from other occupations.



**Nomita Kothari**  
CEO  
New Globe Logistik

**What industrial transformations have you witnessed since the time you stepped in?**

Huge advancements in infrastructure, digitization, technological investment, e-logistics, etc. These changes have



improved customer satisfaction, enabled more economical operations, increased efficiencies, and fostered corporate expansion.

**What are the major challenges have you faced till now?**

The cargo industry is a male-dominated sector, but we have a few women who have made their name in the cargo sector. We battled, toiled, and gained our footing as we worked with our male coworkers and encountered the same obstacles. You will get beyond challenges if you are committed to succeeding.

**The last few years have witnessed increased women's participation in the air cargo business. How are you as an individual working towards bringing a change?**

Today, the women are becoming more prevalent in leadership positions across all sectors of the economy. Today's they are more career-focused, diligent, and capable of making difficult choices, while gracefully juggling work and family obligations. It is imperative that they support and encourage one another. It is essential to encourage women's ambition and provide a work environment that values gender diversity and a respectful workplace culture.

**It is not about a man or a woman, it should be about the common goal – 'growth.' Tell us about your**


**contributions in the industry for growth and success?**

Growing is about doing whatever comes our way and not waiting for things to come to us. Success will come if you follow your passion and grow strong,

**Women are becoming prevalent in leadership positions in all sectors. They are career-focused, diligent, and capable of making difficult choices, juggling work and family obligations**

independent, and confident. The most essential thing is to help others. Over the years, I have met and worked with several incredible women who have coached, inspired, and pushed me to be a better person.

**What are the megatrends for the Indian logistics industry? And what are the areas, which need attention?**

Building capacity to achieve active scanning of supply chain activities and analyzing the influence of global events on supply chains are two lessons learned from the pandemic. Building AI-strengthened businesses will be essential for success. 



# Technology is vital for future of road logistics

**Aditya Shah**, Executive Director, V-Trans (India) (Special In-charge, V-Xpress) is optimistic about logistics industry's future growth. The veteran thanks the government bodies for creating a comprehensive digital and physical infrastructure by investing in management, planning and resources.

 Bryan Anthony Thomas

## How can the government's initiatives give an impetus to road and transport infrastructure?

The logistic sector is driven by numerous variables in 2022 and beyond, including India's emphasis on resilience-building, the growth of e-commerce, the acceleration of the digital way of life and business, faster technology adoption, green logistics, and many more. The sector is poised for growth

**A comprehensive infra is being built due to investments & pressure from the regulatory environment and the govt. The industry's future will be shaped by two important factors—technology and ESG**

following government's emphasis on EoDB and initiatives such as Gati Shakti, Bharatmala, Sagarmala, MMLP, and DFCs, with an emphasis on PPP models. A potential opportunity for India Inc. is the Indian Railways' Gati Shakti multimodal cargo terminals. The government has developed a policy to encourage private investment in IR's cargo facilities.

This regulation allows both current and newly proposed terminals. To increase its part of the overall transport from its current level of 30 per cent to 45 per cent as envisioned in the National Rail Plan, the strategy seeks to increase the number of cargo terminals in Indian Railways. In terms of length constructed daily (on average between 22 and 26 km per day) and annually, road construction is at its highest level (an average between 11,000 and 13,000 km per year).

## Tell us about technological breakthroughs in the road freight sector that have had a significant impact on the industry?

With the help of technology, we can improve delivery procedures; it enables us to provide delivery services at a lower cost and increases client retention. In this respect, technology is crucial to logistics since it allows us to optimize a variety of activities, including transportation, storage, and inventory management. From an Indian perspective, the following are some important concepts that seem promising:

**Digital Twins:** It gives businesses the ability to forecast market volatility and the possibility of future disruption, identify current or potential supply chain bottlenecks, and improve logistics planning. In alternative fuel/EVs, to reach the objective of a mainly carbon-free, more effective, and sustainable transportation system, feasible,



**Aditya Shah**  
Executive Director, V-Trans (India)  
(Special In-charge, V-Xpress)

sustainable, and energy-efficient logistics must be accorded priority.

**Digital Freight Matching:** For creating a fictitious market place for shippers and transporters of road freight, the field has not yet been fully investigated, even if there have been some failed attempts in the country in this field.

## How do you foresee the future of road freight in India?

The industry has a promising future and is vital to the economy as it supports manufacturing by ensuring smooth operations of the entire supply chain. A comprehensive infrastructure is being built thanks to investments and pressure from the regulatory environment and the government. The industry's future will be shaped by two important factors—technology and ESG. The sector is certain to expand as the industry strives to become more structured, effective, and talent-attractive.


## What are the major impediments in this sector?

There are none in the traditional sense except from the talent gap. On the other hand, the industry is experiencing more favourable developments. The only thing left is for the logistics industry to be given industry status, which would lead to more changes and help with the talent shortage that the entire sector is experiencing. 🚚

### FACTFILE

➔ A potential opportunity for India Inc. is the Indian Railways' Gati Shakti multimodal cargo terminals. The government has developed a policy to encourage private investment in IR's cargo facilities.

# 'It is the right time to invest in Indian market'

**Tigist Eshetu**, Regional Director, Indian Sub-Continent, Ethiopian Airlines in an exclusive interview with  talks about potential in India's manufacturing and IT segments. The carrier spread its wings to Delhi, Mumbai, and Bengaluru, and will start its flight to Chennai from 2 July 2022.



Ritika Arora Bhola

**N**ow that cargo and pax ops are coming back to pre-pandemic levels, how is Ethiopian Airlines gearing up to meet the increased demand?

During the pandemic, Ethiopian passenger aircraft utilization declined to 10 per cent and most of our aircraft were grounded. As a result, we focused on the cargo business as the demand for PPE and medical supplies increased globally. Though many countries have lifted curbs and opened their borders, the passenger business still in a recovery stage: it is yet to reach pre-COVID-19 levels.

**Please throw light on the new freighters launched or routes initiated for cargo ops?**

We have around 66 dedicated freighter destinations till date.

**Where do the trade activities with India stand at the moment? How do you think of India as an investment destination?**

India is a great investment destination, thanks to its large economy, huge consumer market, and abundant skills and talent. Strengths in manufacturing and IT in Indian economy are evident and it is an exciting place to be. Most countries are entering bilateral trade agreements with India and it is the right time to invest in India. India's Foreign Direct Investment is concentrating on three main streams:



**Tigist Eshetu**  
Regional Director - Indian Sub-Continent,  
Ethiopian Airlines

**Ethiopia has a world class airport and cargo warehouse. The Government of Ethiopia is dedicated and working to improve the infrastructure for cargo and logistics growth in terms of human capital, technology**

- Businesses want to see a reduction in tariffs, for example, in food and drink and healthcare.
- They want to see an alignment of standards and simplified customs procedures.
- Businesses seek alignment of data protection rules and IP practices, particularly in R&D-intensive sectors.

**Please elaborate on the Indian destinations covered, and what kind of cargo is moved to and from the country?**

Ethiopian has expanded its network to all major Indian cities, including Delhi, Mumbai and Bengaluru. On 2 July 2022, Ethiopian will start its inaugural flight to Chennai. Exports from India include

pharmaceutical products, fabrics, finished goods, petroleum goods, fruits/vegetables, heavy machinery for project cargo, spares and handicrafts, among others.

**Please share with us the digital and physical infrastructure for efficient storage, handling, and transportation of a variety of cargo?**

Ethiopian Cargo & Logistics Services has a state-of-the-art facility equipped with cold storage facility and is capable of transporting pharmaceuticals across the globe. The Cargo terminal has 54,000 square metres cold storage space with various temperatures ranging from +15°C to 25°C, +2°C to 8°C and -25°C. It has a real-time temperature







monitoring system. In addition, the airline complements its cargo terminal facilities with temperature controlled modern freighter and belly fleets, dedicated team for pharmaceutical products handling and Smart Cool Dollies that have a capability to maintain temperature between  $-29^{\circ}\text{C}$  to  $+27^{\circ}\text{C}$  to ensure unbroken cold chain for the movement of COVID-19 vaccines and other pharmaceuticals.

**How would you rate infra in Ethiopia for cargo movement? Does it support its plans to move cargo, especially pharma, COVID-19 vaccines and booster shots. Do you feel there's need for improvement?**

The cargo and logistics infrastructure in Ethiopia is developing as compared to developed economies in Europe or Asia.



In terms of airport and cargo terminal, Ethiopia has a world class airport and cargo warehouse. The Government of Ethiopia is dedicated and working to improve and fulfil the infrastructure for growth of cargo and logistics in terms of human capital, technology, among others.

**Sustainability has become the buzzword in the air cargo sector. Kindly share with us the initiatives taken in the last few years?**

The Ethiopian Airlines Group is implementing environmental management system based on ISO 14001:2015 and is certified since 2016 thereby maintaining the same through yearly audits. Various environmental protection activities are performed in a well-structured management unit. The requirements for waste management, hazardous waste disposal, pollution control and other proclamations and directives are woven into the Group's day to day activities.

Besides, the Group is closely working with relevant stakeholders on initiatives such as solar energy, emission reduction and climate change, tree plantation and carbon sequestration, sustainable aviation fuel, waste reduction and recycling. We are also working on as follows:

- Changing high energy consuming lighting fixtures with efficient LED lightings
- Utilizing fuel efficient aircrafts

**Ethiopian is constructing its own dedicated e-commerce warehouse/ hub on 15,000 sq. metre area with a capacity of 150,000 tonnes per annum worth US\$ 50 million USD in Africa**

(average 20 per cent efficiency)

- Operating the youngest fleet in the industry, Ethiopian Airlines is implementing in line with environmental sustainability.

**Could you elaborate on the techniques and strategies you are planning to infuse into the company's ops for augmenting business and network enhancement?**

In the strategic roadmap of Ethiopian-Vision 2035, Ethiopian Cargo and Logistics Services envisions to be a full-fledged profit center with annual revenue of US\$3.38 billion, 37 dedicated aircraft, 90 global freighter destinations and annual tonnage of 2.16 million tonnes. We are working towards this strategic vision.

**Does the Ethiopian have any projects in the pipeline?**

With the growing impact of the digital community affecting the way business is conducted, now is the time for the airlines to rethink about an e-commerce solution as a game changer platform. Consequently, the carrier is constructing its own dedicated e-commerce warehouse/ hub on 15,000 square metres area with a capacity of 150,000 tonnes per annum worth US\$ 50 million in Africa.


Ethiopian Airlines has signed a partnership agreement with AeTrade Group to develop African e-commerce fulfilment Center in Addis Ababa and to facilitate intra-African trade. 🇪🇹

#### FACTFILE

➔ We are serving around 66 dedicated freighter destinations till date.

➔ The cargo terminal has 54,000 sq. mt. cold storage space with various temperatures ranging from  $+15^{\circ}\text{C}$  to  $25^{\circ}\text{C}$ ,  $+2^{\circ}\text{C}$  to  $8^{\circ}\text{C}$  and  $-25^{\circ}\text{C}$ .

# Superior infrastructure vital to facilitate trade

**Balwinder Kumar**, Managing Director, MEX Storage Systems in an interview with  emphasizes on improving industry's machinery, raw materials, and infrastructure by investing adopting 100 per cent digitalisation. Govt initiatives such as Gati Shakti, Make in India, are needed to enable the success of infrastructural development.



Bryan Anthony Thomas

**H**ow do latest government initiatives such as Gati Shakti, Make in India, and India Investment Grid help in better opportunities and projections?

Locally created products, I believe, would be useful to the company because they reduce logistics costs, strengthen supply chains, and assist small businesses to develop. It will raise demand for their products and encourage them to improve product quality to maintain their position in the area. It would be fantastic for assuring the country's growth in addition to being profitable for enterprises. Government efforts will attract investments from all around the world, allowing the country's infrastructure to grow even more.

**Could you tell us about state-level initiatives? What are the opportunities for quality infrastructure?**

Infrastructure quality can be improved by harnessing the power of innovation in the infrastructure, creating the market for infrastructure projects and services Mobilizing private funding and introducing new technologies.

**Please elaborate about some attractive investment opportunities?**

Healthcare, personal hygiene equipment, online marketing, e-commerce, logistics, transportation, and quality infrastructure are all areas where infrastructure is needed. These are only a few of the many industries in which I believe



*MEX Storage Systems was felicitated with Best Storage Systems Manufacturer award at the recently held India Cargo Awards 2022*

**The demand for improved storage has increased, and as an Industrial Rack Manufacturer, I believe investors and entrepreneurs would be willing to fund rising company**

there is room for expansion, especially following the COVID-19.

**What are the future investment needs and new funding sources are you looking forward to?**

I have been trying to improve industry's machinery, raw materials, and infrastructure, and I would like to invest in these things to help my products, their quality, and my business develop. The demand for improved storage has increased, and as an Industrial Rack Manufacturer, I believe investors and entrepreneurs would be willing to fund such a rising company.

**Could you tell us the policies, regulatory and instructional gaps, issues, and challenges faced?**

The main obstacle is lack of modernization or automation, and I am planning to




integrate cutting-edge technology to ensure seamless production. I am also looking forward to improved logistics that will allow for more timely transportation and streamlined corporate processes.

**What are the risks of infrastructural projects?**

Concept, technical glitches, construction risks, operation risks, revenue risks, financial/ expenditure risks, technology and design changes risks and poor management. Talking about the cost, it depends on different factors such as the land, type of infrastructure, the technology used and more. However, the right investment in infrastructure can lead to better results or returns in the future.

**Can you tell us about the investments in mobility-oriented development and modal integration?**

Mobility is essential for a smooth journey in and out, and transportation infrastructure has become a big issue for them in recent years. As a result, it is critical to improve existing transportation mobility and modal integration, which is required for smooth product movement inside or across the country. 



# ACCD members gather at 45<sup>th</sup> AGM

Air Cargo Club of Delhi (ACCD) hosted its 45th AGM on 27 May 2022 at Hotel Radisson in Mahipalpur. The house had a lively discussion about the Managing Committee's performance in 2021-22 and praised the team's work by President Rajan Nijhawan. The club chose the Managing Committee for 2022-23 at this meeting.



# Export Growth in Commodity Groups in April 2022

Sl. No.	Commodities	(Values in Million USD)		% Change APR'22
		APR'21	APR'22	

## Commodity groups exhibiting positive growth

1	Petroleum Products	3625.66	8255.39	127.69
2	Electronic Goods	978.43	1679.82	71.69
3	Other cereals	55.96	90.00	60.83
4	Coffee	71.46	113.90	59.38
5	Cereal preparations & miscellaneous processed items	165.38	229.58	38.82
6	Leather & leather products	289.65	395.90	36.68
7	Tobacco	73.01	98.63	35.10
8	Organic & Inorganic Chemicals	2025.59	2679.92	32.30
9	Mica, Coal & Other Ores, Minerals including processed minerals	392.53	489.90	24.81
10	Jute Mfg. including Floor Covering	37.12	45.56	22.73
11	Engineering Goods	7974.06	9725.92	21.97
12	RMG of all Textiles	1297.68	1575.86	21.44
13	Oil seeds	96.47	115.52	19.74
14	Marine Products	550.05	634.28	15.31
15	Meat, dairy & poultry products	345.31	383.96	11.19
16	Fruits & Vegetables	257.75	285.03	10.58
17	Drugs & Pharmaceuticals	1892.58	2072.26	9.49
18	Plastic & Linoleum	727.90	797.00	9.49
19	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	1065.20	1158.08	8.72
20	Ceramic products & glassware	286.31	310.46	8.43
21	Man-made Yarn/Fabs./made-ups etc.	424.52	458.59	8.02
22	Gems & Jewellery	3379.14	3467.71	2.62

## Commodity Groups exhibiting negative growth

23	Iron Ore	635.55	418.48	-34.16
24	Cashew	49.71	32.76	-34.10
25	Handicrafts excl. handmade carpet	158.42	118.85	-24.98
26	Spices	401.09	319.32	-20.39
27	Oil Meals	120.52	101.64	-15.66
28	Rice	895.60	810.66	-9.48
29	Carpet	129.92	125.02	-3.77
30	Tea	49.73	49.22	-1.03

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



# Import Growth in Commodity Groups in April 2022

Sl. No.	Commodities	(Values in Million USD)		% Change APR'22
		APR'21	APR'22	

Commodity Groups exhibiting positive growth				
1	Silver	11.90	109.50	820.04
2	Fertilisers, Crude & manufactured	376.84	1202.98	219.23
3	Sulphur & Unroasted Iron Pyrites	18.58	58.73	216.08
4	Coal, Coke & Briquettes, etc.	2004.56	4937.85	146.33
5	Petroleum, Crude & products	10764.84	20188.06	87.54
6	Pulses	55.07	99.14	80.01
7	Cotton Raw & Waste	33.36	52.59	57.64
8	Leather & leather products	53.59	83.64	56.08
9	Organic & Inorganic Chemicals	2244.19	3420.90	52.43
10	Non-ferrous metals	1316.79	1870.90	42.08
11	Vegetable Oil	1289.13	1746.27	35.46
12	Textile yarn Fabric, made-up articles	145.87	197.35	35.29
13	Pulp and Waste paper	93.54	126.05	34.75
14	Electronic goods	5058.85	6722.37	32.88
15	Iron & Steel	1181.08	1492.36	26.36
16	Dyeing/tanning/colouring materials	293.09	367.23	25.30
17	Metaliferrous ores & other minerals	631.59	768.06	21.61
18	Professional instrument, Optical goods, etc.	461.77	543.98	17.80
19	Chemical material & products	891.54	1037.06	16.32
20	Project goods	103.40	119.46	15.54
21	Artificial resins, plastic materials, etc.	1779.47	2019.61	13.50
22	Wood & Wood products	505.20	572.84	13.39
23	Machinery, electrical & non-electrical	3054.64	3416.39	11.84
24	Fruits & vegetables	216.36	240.15	11.00
25	Newsprint	23.17	24.85	7.26
26	Pearls, precious & Semi-precious stones	2470.74	2594.34	5.00
27	Medicinal & Pharmaceutical products	681.31	710.98	4.35
28	Machine tools	315.51	328.95	4.26
Commodity Groups exhibiting negative growth				
29	Gold	6238.36	1724.86	-72.35
30	Transport equipment	1861.98	1467.09	-21.21

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

## Merchandise Trade

EXPORTS & IMPORTS: (Rs. Crore) (Provisional)	
	APRIL
EXPORTS (including re-exports)	
2021-22	2,28,980.61
2022-23	3,06,094.76
%Growth 2022-23/2021-22	33.68
IMPORTS	
2021-22	3,42,864.34
2022-23	4,59,260.03
%Growth 2022-23/2021-22	33.95
TRADE BALANCE	
2021-22	-1,13,883.73
2022-23	-1,53,165.27

## Services Trade

EXPORTS & IMPORTS (Services) : (US\$ Billion)		
(PROVISIONAL)	March 2022	April- March 2021-22
EXPORTS (Receipts)	26.88	254.36
IMPORTS (Payments)	15.33	146.95
TRADE BALANCE	11.55	107.40
EXPORTS & IMPORTS (Services): (Rs. Crore)		
(PROVISIONAL)	March 2022	April-March 2021-22
EXPORTS (Receipts)	2,04,960.46	18,96,918.81
IMPORTS (Payments)	1,16,867.57	10,96,031.56
TRADE BALANCE	88,092.90	8,00,887.25
Source: RBI Press Release dated 2 May 2022		

# Multimodal show links stakeholders

The recently concluded second edition of the Multimodal Logistics Show brought together the top industry stakeholders under one platform to discuss about recent developments and latest innovations in the sector. Experts from various industries such as manufacturing, retail, FMCG, chemical, automotive, electronics, pharmaceuticals participated.





*FLY BAGHDAD OPERATING  
WEEKLY 2 PAX FLIGHTS MUMBAI TO IRAQ*

*FLY BAGHDAD SCHEDULE*

<i>Flight No.</i>	<i>From</i>	<i>To</i>	<i>Departure</i>	<i>Arrival</i>	<i>DAY</i>
<i>IF 442</i>	<i>BOM</i>	<i>NJF/BGW</i>	<i>09:25</i>	<i>11:35</i>	<i>2</i>
<i>IF444</i>	<i>BOM</i>	<i>NJF/BGW</i>	<i>08:25</i>	<i>1030</i>	<i>5</i>



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# ACCB hosts glittering event

Air Cargo Club of Bombay (ACCB) hosted a bright and colourful evening in Mumbai recently. The event saw live performances by renowned artists followed by delectable food and wine. The ACCB members along with their families participated in the event and all of them had a robust time.







# ‘We want to bring more capacity into India’

With support to global trade with its innovative processes in terms of transportation, using latest tech for developing sectors, and creating a large logistics ecosystem, Turkish Cargo has come a long way, says **Halit Tuncer**, Cargo Director.



Ritika Arora Bhola

**Where do the trade activities with India stand now? How do you think of India as an investment destination?**

The pandemic has accelerated opportunities for innovation and digitalisation of Turkish Cargo. We gained more market share during 2020-2021 COVID-19 did not stop us from performing well. We not only continued, but also expanded our operations to six cities such as Delhi, Mumbai, Hyderabad, Ahmedabad,

tonnage. We received Fastest Growing Cargo Airline of the Year Award during the ongoing pandemic. We want to continue to grow and expand in the Indian market. India is a key market for us.

**Please elaborate on the Indian cities you have covered till now?**

At present, we operate three flights to Bengaluru, four to Chennai, five to Delhi, three to Hyderabad, four to Mumbai, and two to Ahmedabad and

we presently serve in India. We have plans to bring more stations under our ambit soon. Hopefully by the end of this year or next year, we will have more freighters joining our fleet.

**Share with us about freighters launched, destinations covered and efficient strategies to move towards growth?**

In terms of passenger carrying capacity, we are back in Mumbai and Delhi, one frequency every day i.e. 14 frequencies every week. We want to improve that. And we ordered new white body passenger aircraft, more than 60 of them, and they will be delivered within a period of three to four years. In North America, we just opened a new lane, Seattle last week and Dallas was started a few months ago. Initially, we operated weeklyflight now operate daily flights. We changed Los Angeles and San



**Halit Tuncer**  
Cargo Director  
Turkish Cargo

Francisco from daily to double daily. Miami is double daily now. So North America is a focal point as of now.

**Please share with us digital and physical infra for storage, handling, and transportation of all types of cargo at Smartist?**

Smartist is one of the world's best and advanced cargo facility. Most of the warehousing equipment are AI-based, temperature-controlled and electrical. For the equipment, we try to avoid fuel and use electric powered vehicles. 🚚

**We want to continue to grow and expand in the Indian market because India is a growing market, and we wish to grow more in India. It is a key market for us**

Chennai, and Bengaluru. We want to introduce more capacity here, keeping our position of three in terms of cargo

more than 20 freighters frequencies every week. We are focusing on deepening the frequency to cities that

# WIZ to open R&D centres in Bengaluru & Singapore

**Krishnakumar V**, CEO, India, Wiz Freight talks about plans to expand in Asia, Africa, Middle East. Push towards digital supply chain, cross-border logistics, demand for pharma, will propel India's logistics sector forward. Wiz is also opening new offices in Malaysia, Indonesia, Thailand, Saudi Arabia, the UAE, Qatar, and Vietnam.



Ritika Arora Bhola

## How do you ensure tech-enabled solutions involved in the cross-border supply chain business?

Wiz Freight helps emerging market exporters and importers book and manage cross-border shipments on its tech platform with e-commerce-like convenience. Its AI-powered platform

Capital and Stride Ventures. Wiz had closed a US\$ 3.5 million seed round led by Axilor Ventures in August 2021. Arali Ventures and Foundamental had participated in the round along with angel investors, Ramakant Sharma, Co-Founder, LivSpace and Daniel Richner, Chairman of M+R

## The push for digital supply chain, cross-border logistics, and rising demand for pharma, food chain, and perishable goods will propel India's logistics sector forward

saves shippers countless hours by providing instant capacity discovery, dynamic pricing, optimized routing, door-to-door tracking, and automated document workflows. We work directly between carriers and customers, offering an execution model that offers visibility and cost saving to all the stakeholders. Wiz is now expanding into Asia, Africa and the Middle East, with new offices opening in Singapore, Malaysia, Indonesia, Thailand, Saudi Arabia, the UAE, Qatar, and Vietnam.

## Please tell us about the investments done by your company in the technology and logistics sector?

Wiz Freight has raised a Series A funding of ₹275 crore in a mix of equity and debt led by Tiger Global with participation from Axilor Ventures, Foundamental, Arali Ventures, Alteria

Spedag Group, a Swiss-based logistics conglomerate. The company plans to accelerate its technology R&D and global expansion into Southeast Asia, the Middle East and Africa with the



**Krishnakumar V**  
CEO, India  
Wiz Freight

new investment. It will open new R&D centres in Bengaluru and Singapore by the end of 2022.

## What do you see as the biggest growth drivers in 2022?

Among the promising growth opportunities in logistics in India is increased emphasis on last-mile deliveries, improved customer experience, cost reduction, and productivity. The push for digital, supply chain, and cross-border logistics, as well as rising demand for pharma, food chain, and perishable goods, will propel India's logistics sector forward.

## How do you ensure efficient supply chain ops keeping in mind competitive pricing, safety and quality of services and products?

Our expertise and disruptive technology help our customers reduce manual work through automation, improve visibility, and generate savings. It enables them to easily book their shipments with competitive pricing, track their shipments with real-time status updates.

We have a dedicated in-house team who upgrade our digital infra. Our solution is all about visibility, transparency and decreasing human error, which includes instant pricing, route validation, choosing the right temperature-controlled packaging solutions, real-time monitoring of shipment via a Global Control Tower. 







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# Turkish Cargo opens Indian offices

Turkish Cargo opened new offices in Mumbai and Delhi, in the first week of June 2022. Selahaddin Burak Omeroglu, VP, Cargo Sales (Middle East and South Asia) said the new offices are an appreciation for their employees in India. The event was attended by Air Cargo Industry stakeholders and Turkish Cargo employees.



## KUEHNE+NAGEL launches EVs to ferry cargo at MIAL



To reduce its carbon footprint and progress towards a sustainable future, global logistics giant, Kuehne+Nagel has launched EVs at the Mumbai International Airport Ltd. (MIAL). The Indian-made EVs, Mahindra Treo Zor, will shuttle air cargo between Chhatrapati Shivaji Maharaj International Airport and Kuehne+Nagel's Mumbai Airport warehouse. The use of the EVs is likely to result in a reduction of 24.7 tonnes vehicular CO2 emissions each year, thus reducing the company's overall carbon footprint, said Marcel Fujike, SVP, Global Head Products & Services Air Logistics, Kuehne+Nagel.

## DACHSER recertified with IATA CEIV pharma certification in India

Proving its Life Science and Healthcare Logistics capabilities, Dachser has been recertified with the Center of Excellence for Independent Validators in Pharmaceutical Logistics (CEIV Pharma) certification from IATA for its Hyderabad and Mumbai branches. "With the recertification, we confirm our capabilities in Life Science and Healthcare in India," said Timo Stroh, Global Head, Airfreight and Life Science and Healthcare Logistics. "We strive to adhere to the highest international standards in global transportation of sensitive products. We are proud of this recertification and once more confirm our presence in the Indian market despite COVID-19 impact. For the Business Field Solution Life Science and Healthcare Logistics at DACHSER, the Indian subcontinent is an essential pillar," he added.



## DP WORLD, NIIF strengthens partnership, invest in India

DP World and National Investment and Infrastructure Fund (NIIF) announce broadening of existing partnership, with NIIF Master Fund investing primary capital of US \$300 million for a shareholding of approximately 22.5 per cent in Hindustan Ports Private Limited (HPPL), stated a release. HPPL is the wholly owned subsidiary of DP World. With this transaction, which is the Master Fund's single largest investment, NIIF's investment under this partnership will reach US\$500 million. The transaction is subject to customary completion conditions and is likely to close by Q1 CY2023.



# Upcoming Events 2022

## JULY

### ► SupplyPlus

**Date** - 07-09 July 2022

**Time** - 10.00 hrs to 18.00 hrs

**Venue** - Pragati Maidan, New Delhi, India

**Genre** - Trade Show

**One-liner** – Supply chain, logistics, and distribution professionals from the food, agro-produce processing, pharmaceuticals, personal care, FMCG, household durables, retail, and other industries will attend the SupplyPlus show. It is a B2B event, so you will have plenty of opportunities to network.

### ► Logistics, Storage, Warehousing & Material Handling Expo

**Date** - 15-17 July 2022 (General)

**Time** - 09:30 hrs to 17:30 hrs

**Venue** - Chennai Trade Centre, Chennai, Tamil Nadu, India

**Genre** - Exhibitions

**One liner** - The Logistics, Storage, Warehousing and Material Handling Expo is a platform where the industry gathers once a year to showcase and discuss the region's most recent and forthcoming initiatives. This trade exhibition provides an ideal setting for showing your products to people you have been attempting to reach. You can reach a much bigger audience here—from small to medium businesses to larger corporations.

### ► International Conference on Emerging Trends in Supply Chain and Operations

**Date** - 25-27 July 2022

**Time** - 09.00 hrs am to 18.00 hrs

**Venue** - Institute of Management Technology, Ghaziabad, Uttar Pradesh, India

**Genre** - Conference

## AUGUST

### ► Logistia Summit & Expo 2022

**Date** - 17 and 18 August 2022

**Venue** - Mexico City

**Genre** - Trade Show

**One liner** - The primary logistics and supply chain event in Mexico and Central America is widely recognized as the

greatest place to learn about the industry's trends, strategies, and best practices. It includes an International Congress as well as a program of 35 free conferences and workshops. It comprises 300 exhibition stands with products and solutions from the industry's leading providers.

### ► India Warehousing Show

**Date** - 19-21 August 2022

**Time** - 10.00 hrs to 18.00 hrs

**Venue** - Pragati Maidan, New Delhi, India

**Genre** - Trade Show

**One liner** - The India Warehousing Show is more than just India's biggest logistics and supply chain exhibition. This year's IWS provides all its attendees with a business platform as well as networking opportunities under one roof. The event provides a unique platform for gaining insights, seeking pertinent information, exploring breakthrough technology, networking, and generating key relationships. The highlights of the business calendar for the supply chain industry in India in the logistics and transportation industry are highlighted at this event.

## SEPTEMBER

### ► Warehouse & Logistics Show

**Date** - 07-09 September 2022

**Time** - 09.00 hrs to 18.00 hrs

**Venue** - Pragati Maidan, New Delhi, India

**Genre** - Trade Show

**One liner** - The Warehouse & Logistics Show will be a venue for the warehousing industry to collaborate

on solutions for many warehouse and logistics issues. The three-day B2B event is likely to be attended by exhibitors, buyers, investors, and industrial and corporate visitors. The goal is to make the storage ecosystem easier to navigate. Manufacturers, suppliers, distributors, solution providers, engineers, IT experts, logistics automation specialists, warehousing infrastructure experts, supply chain consultants, and others will also participate in the trade show.

### ► IATA World Cargo Symposium 2022 - London

**Date** - 27-29 September 2022

**Venue** - London TBC

**One liner** - The World Cargo Symposium (WCS) is the most distinguished annual event in the cargo industry. WCS 2022 will keep the sector moving from discussion to action. Plenary sessions, specialist streams, seminars, and executive summits will be held at the symposium, which will cover varied topics such as technology, innovation, security, customs, cargo operations, and sustainability.

## OCTOBER

### ► Logistics & Automation

**Date** - 26-27 October 2022

**Venue** - Madrid

**Genre** - Trade Show

**One liner** - The leading event in packaging technology is made up of two days of professional meetings, business, and innovation that bring together the industry's major players. It is also conducted concurrently with the Empack trade show, leveraging the synergies between logistics and packaging, both of which are likely to attract more than 10,000 visitors.



**For more information contact: [cargotalk@ddppl.com](mailto: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



# Kale's solution to GHIAL air cargo

Kale Logistics Solutions recently signed a pact with GMR Cargo Hyderabad International Airport (GHIAL) to transform its air cargo processes with a unique air cargo solution—GALAXY. The event was attended by top executives from the GHIAL and Kale Solutions and other industry stakeholders.



## DELHIVERY to open cargo facilities in Bengaluru, Bhiwandi

Delhivery has announced plans to expand its infrastructure in Bhiwandi (Greater Mumbai) and Bengaluru. Delhivery is collaborating with Welspun One on a 7 lakh sq ft mega-gateway in Bhiwandi and with GMR for a one million sq ft facility in Bengaluru. The Bengaluru facility also includes a warehouse for multi-channel order fulfilment for Delhivery's customers. These fully automated large integrated trucking terminals will be operational by 2023 and increase Delhivery's processing capacity to meet customer demand from the South and West. Ajith Pai, COO, Delhivery, said, "Since our inception, we have created a robust pan-India network supported by quality infrastructure, automation, proprietary technology, and data capabilities. We will continue to drive speed, reliability, and cost-efficiency for all our customers through these investments."



## Pune airport authority plans to build cargo facility on 1.75 acre land

Pune international airport authority is all set to commence a cargo facility on the 1.75-acre land which will be handed over by the defence ministry in the next week, says reports. The 1.75-acre land is part of 13-acre land which the Ministry of Defence will be handing over to the airport authority. "As of now, we will set up a makeshift cargo facility on that vacant land. The defence ministry had approved to transfer land in March, the hand over process is remaining," said Santosh Dhoke, Pune airport director in an official statement. The defence department already has its establishments on the remaining 11.25 acres of land. The department will be relocating all its assets before handing land to the airport authority, said reports.



## JAIPUR INT'L AIRPORT gets new cargo terminal



The cargo terminal at Jaipur International Airport is now functional. According to media reports, Rahul Nangre, Commissioner, Customs (preventive) inaugurated the cargo terminal, which is managed by AAI Cargo Logistics and Allied Services Limited. Nangre said, as per reports, "There is potential for direct import and export from Jaipur Air Cargo terminal and with the commencement of this cargo terminal, all the importers and exporters of Rajasthan will benefit, including gems and jewellery." He added, "With commencement of the terminal's operations, export-import of products such as fabrics, clothes, handicrafts, machinery parts, vegetables, among others will increase."

## BELUGA AIRBUS cargo plane lands for first time at Ahmedabad airport



The large size Beluga Airbus cargo plane landed at Sardar Vallabhbhai Patel International (SVPI) Airport in Ahmedabad for the first time. The impressive cargo airliner landed in the SVPI for refuelling and took off later. The Beluga aircraft is a version of the standard A300-600 wide-body airliner and is modified to carry aircraft parts and outsized cargo. It may be mentioned here that the Beluga Airbus received the sobriquet of 'The Super Transporter' because it resembles a giant whale.

## INDOSPACE leases 50k sq. ft. space for cylinder unit in Chennai

IndoSpace has expanded its tenant portfolio by onboarding Lind Jensen Machinery (LJM). The hydraulic cylinder manufacturer will set up its first factory in India at Oragadam 2 in Chennai where it will produce hydraulic pitch, lock cylinders, and accumulators for the wind turbine industry. The project has received an investment of €2 million so far. The facility, which occupies 50,000 sq. ft. space, may begin trial production by July-end. This is LJM's second facility in Asia, with the first one being operational in China.



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## ALLCARGO LOGISTICS posts revenue growth of over ₹ 20,000 cr

Allcargo Logistics Ltd reported consolidated revenue of ₹ 20,072 crore for the year and EBITDA stood at ₹ 1,516 crore. The company profit before tax stood at ₹ 1,186 crores, including ₹ 81 crore share of profit from associates and JVs. The Board of Directors approved the audited financial results for the financial year ended March 31, 2022 at a meeting held recently. Shashi Kiran Shetty, Chairman, Allcargo Logistics, ECU Worldwide and Gati Limited in a statement, said, "The company's performance is an outcome of sustained strategic initiatives over last few years. Our sharp focus on technology has benefitted us in many ways, be it using data science and automation to drive optimization, or digital platforms to serve customers better."



## INDIA to receive first semi-high speed freight train by Dec



India is likely to get its first semi-high speed freight train under Gati Shakti by December. The trains, with 16 coaches each, will be manufactured at the Integral Coach Factory (ICF) in Chennai. These freight trains will run at a speed of 160 kmph akin to the Vande Bharat Trains, according to reports. AK Agarwal, ICF GM said, "The design work of these trains has already started. Two of these trains will be manufactured by December. More number will be manufactured depending on the market's response. We are planning to target e-commerce and courier parcel services by introducing these trains." Every train will have refrigerated wagons in the rear and front.



# MOVEMENTS

## WIZ FREIGHT INDIA

**Bipin Chinnappa** has been appointed as the CCO for the APAC region and Head of Global accounts by Wiz Freight, a tech-enabled digital cross-border supply chain platform. He brings with him a mix of experience in commercial development and growth in Europe, India, and Southeast Asia. In his new role, he will work with Wiz Freight founders Ramkumar Govindarajan and Ramkumar Ramachandran to drive commercial growth in Asia-Pacific region (APAC).



## WELSPUN ONE LOGISTICS PARKS INDIA

**Namdev Maddewad** has been appointed as the Head, Procurements and Contract by Welspun One Logistics Parks. He has more than 22 years of experience in the field of purchase, contracts, and procurements. In his last assignment, he was the General Manager and Head of Contracts and Procurement at Ascendas Firstspace (Capitaland Group). Prior to this, he worked at E-City Ventures (Essel Group) as the GM and Head of Purchase and Contracts.



## PROCAM WORLDWIDE LOGISTICS KOLKATA

**Manas Kumar Ganguly** has been appointed as Director of Procurement Worldwide Logistics. He was previously associated with Balmer Lawrie & Co Ltd as its COO. In his new role, Ganguly will be stationed at the Kolkata HQ of Procurement Group. TG Ramalingam, MD of Procurement Group, said, "We are pleased to appoint Ganguly as Director for our international forwarding business, Procurement Worldwide Logistics."



## AMERICAN AIRLINES CARGO US

**Emma Oliver** joins American Airlines Cargo as Director Cargo Sales EMEA and APAC. It marked her return to AA's cargo division where she spent four years as senior global accounts manager, followed by a stint leading the EMEA strategy and projects team in the passenger business. She has worked at AA for eight years. Oliver has replaced Tim Isik, who left last month to join Etihad as VP cargo commercial. "She has a track record of hard work and success," said Lisa Oxentine, MD global sales for AA Cargo.

## ETIHAD CARGO UAE

**Caroline Pappas** has joined the Etihad Cargo, the cargo and logistics arm of the Etihad Aviation Group as GM, Americas. Based in Chicago, Pappas will report directly to Mark Faulkner, Director, Cargo Commercial Wes, Etihad Cargo. In her new role, she will be responsible for establishing new and developing existing relationships with Etihad Cargo's customers based in North and South America. Pappas has more than 30 years of sales and commercial experience.



## UPS UK

**Rick Fletcher** has been appointed as the new president of United Kingdom, Ireland, and Nordics business of the UPS. In his new role, Fletcher will be responsible for managing growth and operations and meeting growing demands of e-commerce. He will act as a significant trade partner for North America and Asia and enabling seamless trade to and from the EU in the post-Brexit era. He has worked for the express firm for almost 25 years and held several positions.



## ALASKA AIRLINES SEATTLE

**Wayne Newton** has been promoted as Senior VP, Airport Operations and customer services by Alaska Airlines' Board of Directors. Apart from overseeing airport and cargo operations across 125 locations and a team of employees and contractors, he will lead Alaska's largest hub in Seattle. He has also been named the chairman of McGee Air Services Board of Directors, an Alaska Airlines subsidiary. He is currently the VP, Airport Operations and is responsible for 3,200 airport and employees.



## UPS USA

**Bala Subramanian** has joined UPS as the Executive VP and Chief Digital and Technology Officer. Effective July 18, he will report to CEO Carol B. He has joined the UPS executive leadership team with responsibility for technology and industrial engineering to drive innovative, and flexible solutions for UPS stakeholders. "Bala will supercharge our digital transformation, driving new advantages for our customers and partners," said Carol.






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