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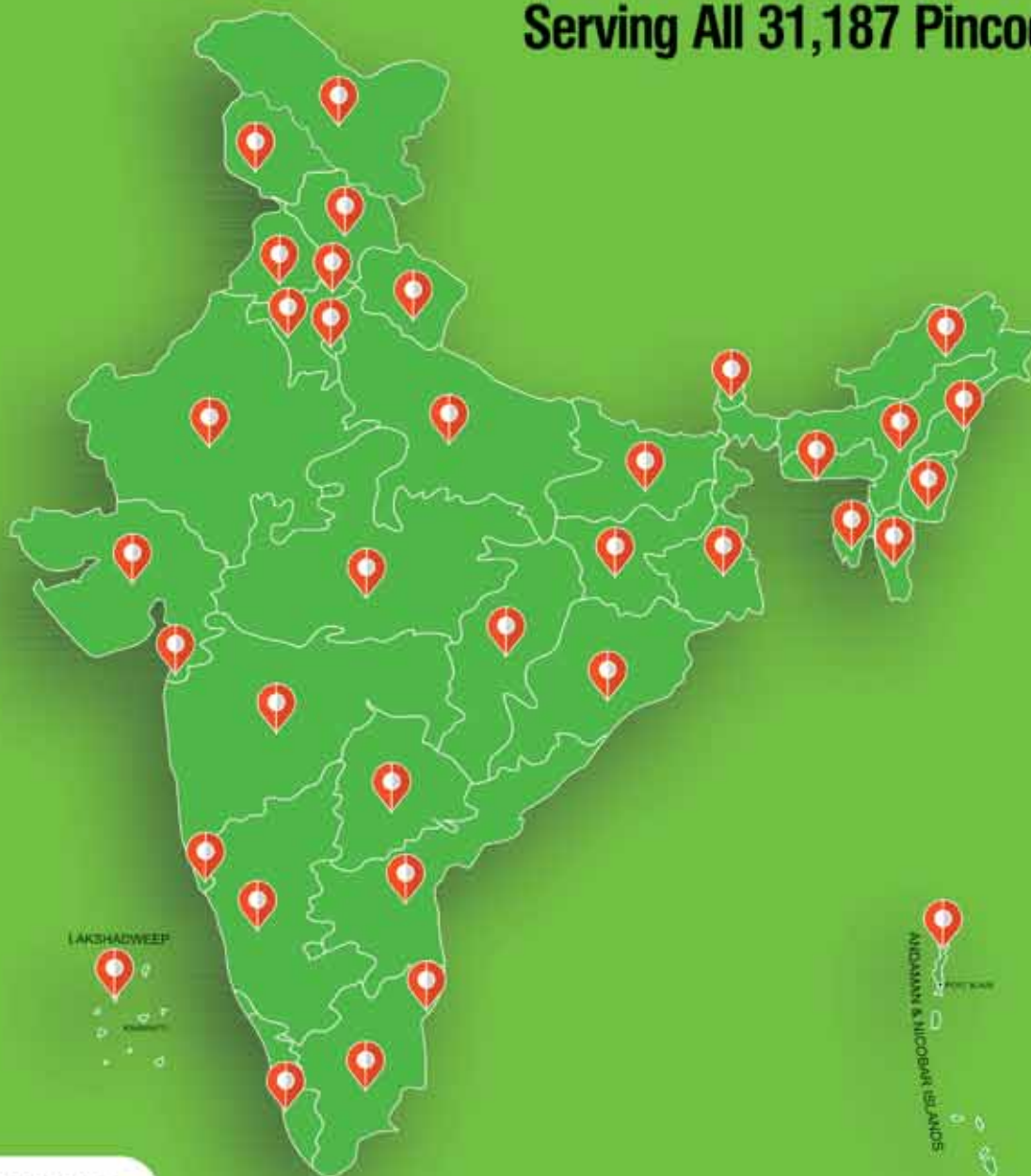
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NEWS



SEZs have tremendously contributed to India's exports and created additional employment opportunities. The new legislation on SEZ Act will lead to holistic development of enterprises and enhance competitive exports.

First freight train to boost Manipur commerce: Narendra Modi



Narendra Modi
Prime Minister
Govt. of India

With the first freight train reaching Manipur, Prime Minister **Narendra Modi** said this will enhance the state's commerce and connectivity as goods from there will reach all parts of the country. "The transformation of the north-east continues. Manipur's connectivity will be enhanced, and its commerce will be boosted. Products from the state can reach all over the nation," the Prime Minister tweeted, tagging a post by Union Minister for Development

of the North Eastern Region, **G. Kishan Reddy**. "It is a historic day for Manipur and the entire North-East. After 75 years of India's independence, the first goods train reaches Rani Gaidinliu Railway Station, Tamenglong in Manipur. The Centre is committed to enhancing connectivity and economic prosperity in the north-east region," Reddy tweeted. The project, which includes the country's longest train tunnel, will connect Imphal with Guwahati.

New law for SEZs to boost export competitiveness: Sitharaman



Nirmala Sitharaman
Union Finance Minister
Govt. of India

While presenting the budget, Union Finance Minister **Nirmala Sitharaman** said, "The SEZ Act will be replaced with a new law that will enable the states to become partners in 'Development of Enterprise and Service Hubs'. This will cover all large existing and new industrial enclaves to optimally utilise available infrastructure and enhance the competitiveness of exports." "Alongside, we will undertake reforms in the Customs Administration of SEZs and it shall be fully IT-driven and function on the Customs National Portal with a focus on higher facilitation and only risk-based checks. This will ease doing business by SEZ units. This reform shall be implemented by September

30, 2022," she said. NASSCOM tweeted, "SEZs have contributed to India's exports and created additional employment opportunities. We look forward to the new legislation on the SEZ Act as this will lead to the holistic development of enterprises and enhance competitive exports."

National Highway network to expand rapidly: Gadkari

In a statement, Union Road Transport Minister **Nitin Gadkari** said the NH network will cover 2 lakh km within three years' time. Gadkari said the centre is developing 22 greenfield access control expressways to reduce travel time. Speaking on the role of infrastructure development, he said highways help in the economic development of a region apart from cutting down on travel time and fuel costs. This can be achieved by providing seamless connectivity for the movement of people.



Nitin Gadkari
Minister, Union Road Transport
Govt. of India

EoDB, OETT initiatives reviewed: Sonowal

Union Ports, Shipping and Waterways Minister **Sarabananda Sonowal** took a comprehensive review of initiatives taken by the various ports to facilitate ease of doing business and operational efficiency through technology to boost growth under the PM Gati Shakti National Masterplan in the presence of Union MoS Shantanu Thakur, Secretary Dr Sanjeev Ranjan and chairmen of all major ports. **Gati Shakti** aims to lay the foundation for holistic infrastructure to pave the way for integrated growth of the country's economy. Urging the chairmen of all the major ports to promote **Atmanirbhar Bharat** mission and skill development, the Union minister said, "Efforts which are being taken by ports to give pace to development works across the country. **Gati Shakti** will help the people, farmers, and fishing community, and strengthen India's economy."



Sarabananda Sonowal
Minister, Union Ports, Shipping
and Waterways, Govt. of India

India can reach export target of \$650 bn: Goyal

The Union Minister of Commerce and Industry, **Piyush Goyal**, said that the export target of US\$ 650 billion within the current financial year is achievable. Chairing a review meeting of all major export promotion councils (EPC), Goyal said the \$400 billion target of merchandise exports is within sight and the services sector should strive for US\$ 250 billion in exports, read an official statement. "In December alone, we touched US\$ 37 billion in exports despite Omicron fear weighing high. This month, in 15 days till January 15, 2022, we have reached US\$ 16 billion," he said. India recorded the highest-ever monthly merchandise exports in December. India's merchandise exports in December 2021 were \$37.29 billion, indicating a rise of 37 per cent over US\$ 27.22 billion in December 2020 and an increase of 37.55 per cent over US\$ 27.11 billion in December 2019.



Piyush Goyal
Union Minister of Commerce
and Industry, Govt. of India

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CC: Coach & mentor to India SWC Team: shankar.iyer@swiss.com

Your Tasks/Position

- Swiss Cargo is looking for a managerial candidate for its Delhi and NCR sales region.
- You will be the commercial and operational leader of Swiss WorldCargo's local Delhi organisation in Northern India.
- In your role, you will facilitate and implement Swiss World Cargo strategies in close coordination with the regional head of APAC, to whom you will report, to ensure the positive development of key quantitative and qualitative performance indicators.
- Besides maintaining a sound, well-performing, and motivated local team, you will be responsible for fostering smooth and seamless relationships with external and internal stakeholders to achieve annual goals.

Your Duties

You will be in charge of the entire Swiss World Cargo Delhi team, including cargo sales, marketing, customer service, accounting, team management, and operational proficiency, as well as security and safety.

You will be responsible for achieving defined annual revenue goals and KPIs while using resources efficiently and effectively.

- Define the Sales Plan jointly with Regional Management and ensure implementation by monitoring targets (revenue, charges, yields, tonnages) via MIS and the in-house analytical tool CARIS regularly and securing measures to reach them. Outdoor sales activities are monitored, guided, and controlled; reports are generated using a CRM tool.
- Adopt and implement a local pricing policy.
- Acquisition of new cargo traffic through a target-oriented sales approach and maintenance of existing business.
- Plan and execute sales and marketing activities in the assigned sales territory and develop long-term partnerships with the customer base. Increase market distribution of Swiss WorldCargo Special products (VAL, XPS, VUN, CEL).
- Support procurement in the negotiation of service agreements and ensure quality service from contracted third-party service providers in accordance with agreed-upon SLAs and KPIs. Collaboration with group company partners is essential for overall benefit.

Dealing with Customers & Stakeholders

Represent Swiss WorldCargo's interests in the Western India market, primarily with forwarders, customers, providers, governments, suppliers, and stakeholders.

- Provide professional customer service and visit cargo clients in the sales area to maintain and increase overall business.
- Arrange regular quality and security meetings with the handling agents based on the monthly station QR and take corrective actions whenever needed. QR codes will need to be sent to HDQ on a regular basis for follow-up actions.

Dealing with your Team

Be recognised as a firm and fair leader, motivating a team and setting ambitious and realistic goals for the local organisation and for individual team members.

- Perform yearly EATs with staff and support team members with up-to-date training

Projection of the Company

Maintain optimal information flow within the organisation, in collaboration with Regional Management and the Central Services Group.

- Participate in projects, training, and meetings at CSG and within the region.
- Represent the Swiss image whenever requested (events and meetings).
- Development of revenues by promotion of the Swiss WorldCargo brand and product portfolio

Your Profile

- University degree (Bachelors)
- Minimum 3-5 years in commercial role in airline freight industry and 2-3 years of leadership experience is preferable
- Excellent knowledge of Microsoft Office: Word, Excel, PowerPoint
- A pleasant, outgoing personality with excellent interpersonal communication skills-verbal and written (email, letter, internet). Good command of the English language: fluent in speaking and writing
- Impeccable customer service attitude
- Team player, good listener, presentation skills for negotiations
- Strong analytical and convincing negotiation skills with organisational capabilities
- Implement and be adaptable to changes
- Flexibility and the ability to travel (nationally and internationally)

Lalin Sabuncuoglu-Janssen

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CHENNAULT AIRPORT enters air cargo sector, facility ready



Chennault International Airport in Louisiana, US, is entering the air cargo sector. Construction of the 10,000 sq ft air cargo pass-through facility began in June 2021. It is expected to be completed this summer, according to **Kevin Melton**, Executive Director, Chennault Airport. "We believe there is value for firms moving goods through Chennault," said Melton. "We provide a low-cost alternative to the larger markets where expenses, ground delays, and airspace delays affect the efficient flow of goods." The facility is anticipated to be certified for international cargo by US Customs and Border Protection. Ongoing discussions are planned with potential ground handling partners on related issues such as ramp handling, warehouse operations, and securing unique ground equipment to service large aircraft.

BOLLORÉ LOGISTICS employees rally in support to children with disabilities in Dubai

As part of Marathon Day 2021, the solidarity run of Bolloré Group, Laurent Ferry, GM, Bolloré Logistics UAE, acting on behalf of the employees of the subsidiary, contributed towards student sponsorships which ensured that Manzil students' education could continue and it would offer them employment opportunities. Manzil is a non-profit organisation which focusses on the inclusion of people with disabilities and is based in Sharjah, UAE. Marathon Day is a solidarity run created in 2016 on the initiative of Cyrille Bolloré, CEO, Bolloré Group. UAE was one of the 10 countries with the highest participation rate to Marathon Day among 85 countries. "The principle of generosity is written into the DNA of the Bolloré Group and I am happy that, together, we are able to help improve the conditions of these young people with disabilities, to whom we offer job opportunities at the end of their training," said **Philippe Lortal**, CEO, Bolloré Logistics for the Middle East and South Asia.



CEVA LOGISTICS expands rail link between Turkey and Germany

CEVA Logistics connects Turkey, while offering daily connections between the Halkali terminal in Istanbul and Duisburg, Germany. A block train solution connects Vietnam and Germany via China. At the



same time, the company increased its multimodal services linking China with southeastern Asian destinations. The company launched it in June 2020, at the peak of the pandemic, as a response to the decreased flights, capacity limits, operational restrictions, and waiting times at border crossings.

SEKO LOGISTICS using Descartes for air cargo, e-Commerce



SEKO Logistics has streamlined cross-border e-Commerce for 10 million parcels worldwide each month. The supply chain specialist, which in January launched e-Commerce business unit Seko e-Commerce, is using Descartes' solutions for air cargo and e-Commerce security filings, speeding up the customs clearance processing time. **D. Emerson**, global VP, e-Commerce solutions, SEKO Logistics, said, "Cross-border e-Commerce is growing, and customers are looking to us to simplify filing of security and customs entries. Descartes' high-level filing automation has enabled SEKO to manage the volumes we are shipping."

FLEXPORT adds to its air cargo charters capacity

Flexport has added more air cargo charter capacity in response to what it expects to be a robust year for airfreight. It has announced a deal with JetOneX to provide services on the Asia-Europe trade lane. The service will operate bi-weekly between Hong Kong and Maastricht, and once a week between Ho Chi Minh City and Maastricht. **Neel Jones Shah**, Executive VP, Airfreight, Flexport, said, "Disruption in the airfreight market was caused by global uncertainty and changing COVID-19 curbs. "By partnering with JetOneX, we are able to grow our capacity, and our customers will enjoy best-in-class service while flying into an uncongested MST airport as a gateway for the rest of Europe."





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Gati Shakti: It is cargo, logistics all the way

Recognising logistics efficiency as one of seven engines of the masterplan, Union Finance Minister **Nirmala Sitharaman** in her budget speech emphasised development of multimodal logistics parks, roads, and cargo terminals among others, thereby putting the country on international map of cargo and logistics.



Priyanshi Bana

A budget of historical importance. When Union Finance Minister Nirmala Sitharaman reiterated the importance of the Prime Minister's Gati Shakti Masterplan in her Union Budget speech, the industry leaders went gung-ho. For the first time, the cargo and logistics sectors were recognised for their quite significant role in the economy of the country. COVID-19 has just enhanced it.

The government has announced 25,000 km of new highways, 100 new cargo terminals with multimodal logistic parks to be developed in the next three years, and initiatives to connect urban transport to railways, boosting new warehousing and logistics facilities across the country. The masterplan will oversee all major infrastructure projects across different line ministries. As Sitharaman said, "Logistical efficiency

FACTFILE

→ The sector will attract more investment from institutional funds and developers, led by the government's masterplan to set up multimodal logistic parks and other initiatives.

→ Logistics hubs in tier 2 and 3 cities will reap benefits, apart from key logistics hubs such as NCR, Mumbai, Chennai, Kolkata, and Bengaluru, among others, attracting more investment.

is one of the seven engines of the masterplan. The development of multimodal logistics parks, roads, and cargo terminals under the Gati Shakti framework is likely to improve pan-India connectivity and reduce logistics costs. The highway network will be expanded by 25,000 km and ₹20,000 crore will be mobilised in innovative ways of financing to complement budgetary resources."

The warehousing and logistics sectors are expected to gain strength and attract more investment from institutional funds and developers, led by the government's plan to set up multimodal logistic parks and other initiatives to connect urban transport to railways. Logistics hubs in tier 2 and 3 cities too will reap benefits, apart from key logistics hubs such as NCR, Mumbai, Chennai, Kolkata, and Bengaluru, attracting more investment.

"The data exchange among all mode operators will be brought onto a unified logistics interface platform designed for application programming interfaces," Sitharaman said. This will allow the efficient movement of goods, reducing logistics costs and time spent on moving freight, supporting just-in-time inventory management and eliminating tedious documentation. This will provide real-time information and increase international competitiveness. This budget continues to provide impetus for growth, guided by PM Gati Shakti and the synergies of a multimodal approach," Sitharaman said.

The Union Road Transport and Highways Ministry will formulate the development of inland container depots, cold storage and cold chain networks, free trade warehousing zones and mini logistics parks outside key urban centres.



Gati Shakti likely to improve pan-India connectivity

A.L. Meena, Special Secretary (Logistics), Ministry of Commerce, and Industry, Department of Commerce, Govt of India

Massive public investment in modern multimodal infrastructure and process digitisation, guided by Prime Minister Gati Shakti Masterplan, shall enhance the logistics efficiency of the nation. Through a transformative approach to economic growth, driven by seven infrastructural engines coupled with energy, telecommunications, and sustainability, PM Gati Shakti will bring in manufacturing competitiveness and enhance employment opportunities. The development of multimodal logistics parks, roads and national highways, cargo terminals, among others, under the Gati Shakti framework is likely to improve pan-India

connectivity and reduce logistics costs. The highway network will be expanded by 25,000 km and ₹20,000 crore will be mobilised in innovative ways of financing to complement budgetary resources.

✈️ **Gati Shakti, through a transformative approach, is driven by seven infrastructural engines, coupled with energy, telecommunications, and sustainability, resulting in increased manufacturing competitiveness and employment prospects** ✈️

connectivity and reduce logistics costs. The highway network will be expanded by 25,000 km and ₹20,000 crore will be mobilised in innovative ways of financing to complement budgetary resources.



FM has made efforts to simplify tax structure

Shankar Shinde, Chairman, FFAI

The Union Budget is a growth-oriented budget whose main thrust is on capital expenditure and increasing the manufacturing base in the country. For the logistics sector, this is going to be one of the important milestones, as this sector supports and improves the efficiency of endeavours such as Atmanirbhar Bharat, Make in India, and Digital India, among others. The

PM Gati Shakti will be driven by seven engines, including roads, railways, airports, ports, mass transport, waterways, and logistics infrastructure, which will be game changers for years to come in the country. The formulation of an expressway masterplan will benefit in increasing logistics speed and lowering logistics costs.

Another important announcement, which is eagerly followed by the logistics sector, is pertaining to the Unified Logistics Interface Platform, which allows data exchange among all mode operators. A multimodal logistics park through public-private partnerships, as well as the promotion of local businesses, will be established. One Station, One Product will help small MSMEs and small exporters considerably. Infusing ₹20,000 crore into road infrastructure and building 100 cargo terminals in three years will go a long way in the logistics industry. The emergency credit line guarantee for MSMEs, which has been extended up to March 2023, will help

enterprises considerably. On the customs side, a one-of-a-kind landmark exercise has been carried out for simplification, and 350 exemptions have been withdrawn. Thrust has been laid to simplify custom tariff structures to create transparency for trade and industry. The simplification of IGCR rules will impact domestic manufacturing and make Indian products more

✈️ **For the logistics sector, the budget is going to be one of the important milestones, as this sector supports and improves the efficiency of endeavours such as Atmanirbhar Bharat, Make in India, and Digital India** ✈️

competitive in the international market. On the GST front, the rationalisation of the return filing procedure and the sequential filing of GSTR1 allowing the transfer of input tax credit in the electronic cash ledger for certain categories are two highlights that will benefit trade and industry.

Most importantly, AI is being used to increase GST revenue. FFAI is in constant dialogue with CBIC to ensure that the endeavours of the Government of India are implemented in the most efficient manner for timely customs clearance and the movement of goods internationally and nationally.



More cargo terminals to improve India's competitiveness

Cyrus Katgara, President, Air Cargo Forum India and Partner, Jeena & Company and Gallery of Legends (India Cargo Awards) 2017

The Union Budget 2022-23 is a thoughtful, progressive, and growth-oriented budget that touches all economic segments while embracing digitalisation and other modern tools of governance. The highest-ever CapEx allocation of ₹7.5 lakh crore is aimed at creating and improving our logistics infrastructure through the Prime Minister Gati Shakti

Masterplan, along with healthcare, education, and housing. The expansion plan of the national highway network by 25,000 km will strengthen road transportation of export and import shipments. The development of 100 cargo terminals will improve the country's competitiveness in faster movements by rail. While special focus is laid on logistics, which

✈️ **Focus on logistics will help solve supply-side challenges. Integrated deployment of logistics and connectivity solutions is critical to improving crucial supply chain issues** ✈️

will help solve supply-side challenges, integrated deployment of logistics and connectivity solutions is critical to improving crucial supply chain issues. Such advancements will aid in the elimination of inefficiencies and redundancies, resulting in better resource utilization, lower logistics costs, increased productivity, and increased global manufacturing competitiveness.

Govt's focus on development of ports noteworthy

Xerrxes Master, President, AMTOI

It is perhaps the first budget in the history of independent India that has focused on the logistics industry. Kudos to the government for realising the importance of the industry in the nation's economic growth and prosperity. Developing a network of ports is essential. The Union Finance Minister highlighted the government's focus on the sector. It was announced that ports across the

✈️ **By encouraging private participation, India aims to capitalise upon the advantage of its geographical location and become a viable option for many domestic and international players** ✈️

country will be moving from managing their operational services on their own to having private players enter and manage the operations. For this purpose, seven projects worth about ₹2,000 crore will be offered by the major ports

in PPP mode in FY21-22. By encouraging private participation in the sector, India aims to capitalise upon the advantage of its geographical location and become a viable option for many domestic and international players. As exporters grapple with a global container shortage and exorbitant freight costs, the government is exploring a proposal to extend tax and other incentives to attract large players to set up shipping lines in India. The centre is focusing on improving the port infrastructure under programmes such as Sagarmala. Around 574 projects have been identified to be implemented between 2015 and 2035, covering areas such as port modernisation, port connectivity, port-led industrialisation, and coastal community development. The budgetary measures will complement the favourable policy measures recently undertaken and will help in achieving the broader goal of growth in domestic manufacturing and exports.



Masterplan will also develop aviation sector

Vipin Vohra, Chairman, Continental Carriers and Chairman, Civil Aviation Committee, PHD Chambers of Commerce and Gallery of Legends (India Cargo Awards) 2017

This Union Budget 2022-23 is a boost to the logistics sector. Out of the seven sectors under Gati Shakti, on which the Union FM emphasised, two of them are related to aviation (airports and cargo terminals). Developing 100 cargo terminals under the Gati Shakti masterplan for the next three years will not only boost the logistics industry, but also

the civil aviation industry. Apart from this, four multimodal parks to be developed by 2022-2023 will further enhance the efficiency of the logistics sector. 25,000 km of roads to be developed for cargo movement is yet another step in the positive direction. Another major step taken for the

✈️ **Another positive is the development of infrastructure in the north-east. Once connected, it will help move a lot of perishables not only to various parts of the country but globally also** ✈️

logistics industry is the development of the infrastructure in the north-east. Once connected, it will help move a lot of perishables not only to various parts of the country but globally also, which have gone to waste till date due to no connectivity.



Expanding the depth of reach to new age consumers

Arif A Siddiqui, Founder & Director, Coign Consulting on the India Finance Budget 2022

The warehousing and distribution industry sector will further solidify its position as the budget outlays an extremely large amount to set up multimodal warehousing and distribution centres and clusters. With the announcement of 25,000 km of new highways, the Gati Shakti Masterplan will boost new warehousing and logistics facilities across the country. This network master plan will expand the depth of reach to new age consumers, who are rapidly increasing as the country's digital/internet penetration increases. Tier 2 and 3 cities will experience an increase in or new demand in terms of distribution and fulfilment centres and dark stores. The long-term success of the budget will only be possible with the alignment and integration of the respective state policies and plans. The warehousing sector will further gain as the regulatory and

policy environment and digitisation are constantly evolving and getting more favourable, particularly at the state level. This will lead to better confidence to spend/invest in infrastructure and, in turn, increase the overall demand for

✈ The warehousing sector will further gain as the regulatory and policy environment and digitisation are constantly evolving and getting more favourable, particularly at the state level ✈

modern warehouses and distribution centres, be it ambient or cold. This will lead to more and more emphasis on Grade A specification warehouses that will be developed by large and small/local developers.

Budget lays emphasis on sustainability initiatives

Vineet Malhotra, Director, Kale Logistics Solutions

Stress on facilitating the swift movement of goods is a welcome move as it is now more focused on eliminating tedious documentation procedures. Enabling data exchange among stakeholders through a unified logistics interface platform is a boost to the rate of technology adoption. Eventually, it will improve work efficiency in the logistics sector by providing real-time information to all stakeholders and improve international competitiveness. Also, expanding the national highway network by 25,000 km in 2022-23 under Gati Shakti is a welcome measure too, as road infrastructure is a potent means of socio-economic integration and vital for the economic development of the nation. The plan to develop 100 cargo terminals under the Gati Shakti Masterplan and rolling out contracts for the implementation of multimodal logistics parks at four locations through public-private partnership (PPP) mode are all commendable measures. The highlight of the budget was

✈ Enabling data exchange among stakeholders through a ULIP boosts rate of technology adoption. Amrit Kaal will boost ease of doing business to aid productive efficiency of capital ✈

the sustainability initiatives, which are welcome. Hence, even developing nations are now keen on achieving sustainable development goals and reducing carbon emissions. The Amrit Kaal initiative to boost ease of doing business rank to improve productive efficiency of capital and human resources is also commendable.



7 engines of growth under Gati Shakti will reduce logistics cost

Dr. Sakthivel, President, FIEO

The Union Budget has struck a fine balance to address the gaps in social and physical infrastructure, besides increasing digitization and new trends, including the digital Rupee and sovereign green bonds. The 35.4 per cent increase in capital expenditure from ₹5.54 lakh crore in 2021-22 to ₹7.50 lakh crore in 2022-23 will allow MSMEs to benefit from additional capital

allocation and boost job creation in the sector. FIEO welcomed the extension of the ECLGS Scheme for 2022-23 with an additional outlay of Rs 50,000 crore and the allocation of an additional credit provision of ₹2 lakh crore under the Credit Guarantee Trust for Micro and Small Enterprises (CGTMSE) to meet the requirements of MSMEs. The CGTMSE will help to provide collateral-free lending and an infusion of liquidity.

✈ The seven engines of growth will help reduce logistics costs and time of exports, thereby adding competitiveness to exports. The setting up of 100 cargo terminals will facilitate Exim trade ✈

The seven engines of growth under the masterplan will help reduce the logistics cost and time of Indian exports significantly, thereby imparting added competitiveness to exports. The setting up of 100 cargo terminals will facilitate Exim trade a lot, as logistics challenges today are the biggest stumbling blocks. The focus on skilling through the Digital Ecosystem for Skilling and Livelihood—the DESH Stack E-portal for Skilling, Re-skilling, and Upskilling through online training, will help in qualitative manufacturing and consistency in production.



'Prioritisation of technology is two-pronged strategy'

Aneel Gambhir, CFO, Blue Dart

We are pleased to note that the budget is progressive, focuses on growth, and is in line with our expectations. The centre's focus on consistently investing in infrastructure development across the country bodes well for the Indian economy and, more specifically, for the logistics industry. The government's focus on public investments, by expanding the National

Highway network by 25,000 km, and the PM Gati Shakti Masterplan with seven engines and 100 new cargo terminals, will give an impetus to the growth of the industry and help bring efficiency in logistics operations. We must also recognise the push for utilising and promoting a digital ecosystem, whether that be with the launch of the PM Gati Shakti Masterplan and the numerous opportunities it initiates or the adoption of e-Vehicles; it streamlines systems and processes, propelling the idea of Aatmanirbhar Bharat. According to priority to technology is a two-pronged strategy that seeks to drive cleaner

While there is good news for the logistics sector, there are efforts in infra, digitalisation, and sustainable practices, all of which need focus going into the new fiscal

operations. The announcement of the battery swapping policy, the introduction of a uniform standard for electric vehicle batteries, the encouragement of the private sector to engage in sustainable business models, and the establishment of additional public charging stations have the potential to revolutionise the e-vehicle industry. Moreover, e-Vehicles also play a significant role in last-mile logistics, a feat that can assist the industry in reducing its carbon footprint. The central government has also highlighted initiatives that will be beneficial for all by reducing the surcharge on long-term capital gains.

FM has walked on expected lines, lays stress on clean energy

V.S. Parthasarathy, Vice chairman, Allcargo Logistics Ltd

Go India, Grow India. The budget is clear on both growth drivers and health checks and places a long-term thrust on development. The FM has walked on the expected lines to strike a balance between spending and fiscal

With a big CapEx infusion and a macro push to key sectors such as infrastructure, the FM has walked on the expected lines to balance the spending and fiscal deficit

deficit while going all out to maintain the momentum of growth, with a large CapEx infusion and a macro push to key sectors such as infrastructure. The PM Gati Shakti Masterplan, the umbrella scheme, will get more

firepower with higher allocations across the board to propel all related sectors, including logistics.

The development of multimodal logistics parks will further spur economic growth. The Unified Logistics Interface Platform is a progressive move in tune with the times to enable the efficient movement of goods, cut down on logistics costs, and better inventory management. The budget can be termed 'smarter' and 'greener'. The 5G rollout, digital Rupee driven by blockchain, and supportive measures for IT and startups make it smarter. The stress on clean energy, reverse logistics, and support for the EV revolution, among other things, make it more environmentally friendly and sustainable.



Govt focussed to boost logistics, multimodal transport network

Nilesh Ghule, Co-founder and CEO, TruckBhejo

The Union Finance Minister's budget speech, starting with PM Gati Shakti, shows the government's focus and commitment to boosting logistics infrastructure in India. With ₹20,000 crore allocated to strengthen the overall transportation network in India, it is sure to boost the manufacturing sector as well as exports from India. It is encouraging to see the government

emphasising sustainable growth via the Gati Shakti scheme, ensuring increasing penetration of digitalization. The Gati Shakti plan aims to achieve synchronous decision-making to create a world-class, seamless multimodal transport network, on the back of which India will be transformed. This will

With funds pumped into strengthening transportation network, it is sure to boost manufacturing sector and exports. This is an opportunity for tech-based logistics sector

be further supported by Gram Sadak Yojana getting an additional boost by Nirmala Sitharaman, which will help connect rural India better. This is a great opportunity for the Indian tech-based logistics sector to take its rightful place in the larger scheme of things.



Reshaping air cargo through lens of digitisation

Amrit Kaal initiative to boost ease of doing business and improve productive efficiency of capital and human resources is commendable. Highlight of Union Budget 2022-23 was on sustainability initiatives, says **Vineet Malhotra**, Co-founder and Director, Kale Solutions Pvt. Ltd.



Budget 2022 has been historic for the cargo and logistics industry. Could you please elaborate on this?

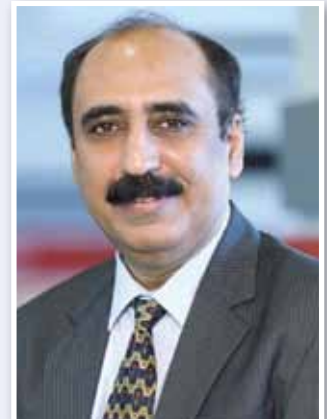
Stakeholders of the country's logistics sectors have welcomed various pro-sector announcements in the Union Budget this year, and it is indeed historic for cargo and logistics. The Union Finance Minister, Nirmala Sitharaman, spelt out plans to take the Gati Shakti initiative forward to spur the logistics infrastructure. The plan has received its first outlay of ₹20,000 crore for 2022-23. The overall emphasis on facilitating the swift movement of goods is a welcome measure as it is now more focussed on eliminating tedious documentation procedures. Enabling data exchange among stakeholders through a unified logistics interface platform is a boost to the rate of technology adoption. And, eventually, it will improve work efficiency in the logistics sector by providing real-time information to all stakeholders and improve international

✈️ **Amrit Kaal initiative to boost ease of doing business rank to improve productive efficiency of capital and human resources is commendable. It could be game-changer if the government walks the talk** ✈️

competitiveness. Also, expanding the National Highways network in 2022-23 is a welcome move too, as road infrastructure is a potent means of socio-economic integration and vital for India's economic development. The plan to develop 100 cargo terminals and roll out contracts for the implementation of multimodal logistics parks at four locations through PPP mode are all commendable measures. The highlight of the budget was the sustainability initiatives. Hence, even developing nations are now keen on achieving sustainable development goals and reducing carbon emissions. The Amrit Kaal initiative to boost ease of doing business and improve the productive efficiency of capital and human resources is commendable. It could be a game-changer if the government walks the talk.

Please tell us about your latest implementations and future plans in India and globally.

We are in an exciting phase of growth and expansion, with offices worldwide in the US, the Netherlands, UAE, Kenya, and India. We are also growing our head count to 600 people by year-end. We are in talks with some of the large airports in India to implement our Airport Cargo Community System (ACS). We shall soon make the announcement to this end. We are proud that Kale's system now transports 90 per cent of India's air cargo. On the global front too, we are on the verge of signing up some large airports in North America and the Middle East.



Vineet Malhotra
Co-founder and Director, Kale Solutions Pvt. Ltd.
and India Cargo Awards Winner 2019

On the maritime front, in Indonesia, Kale has developed its first PCS at the Port of Rembang in Central Java. In the short span after going live, CODEX-PCS has enabled the reduction of average truck dwell time by 70 per cent and waiting time at the gate has been slashed by 80 per cent.

In Thailand, Kale's electronic-delivery order services enable freight forwarders, shipping lines, customs brokers, importers, and terminal operators to exchange and receive delivery order documents digitally instead of in paper form. The CODEX e-DO platform allows multiple stakeholders to perform their business activities via a digital interface, enabling stakeholders to place an e-DO request to the shipping line. Kale also provides this service to the MSC shipping line. It has been live since February 1, 2022.

Additional capacity to overcome challenges

Despite pandemic, we introduced new initiatives for quick delivery and prepared for unprecedented situations ahead. We continue to invest and introduce solutions such as ULD Blockchain System, Ultra Track and Skid Fire Containment Bag to speed up processes, says **Rajesh Menon**, Regional Head, Cargo, Cathay Pacific.

 Priyanshi Bana

In the Indian context, how did air cargo fare in 2021 in terms of tonnage?

The cargo industry has seen its share of challenges in the last two years. However, it has emerged as one of the critically vital and resilient industries that assists in keeping the global trade and international supply chain open. While Cathay Pacific Cargo has seen a similar trend in the last two years, despite the disruptions, we have witnessed healthy demand across our ports in India.

Throughout 2021, we deployed additional capacity to meet the demand that helped us achieve strong yields and high load factors. Besides transporting essential medical and humanitarian relief during the first half of the year, we saw significant tonnage and revenue growth in key product segments such as special products, dangerous goods, and pharma.

Moreover, the introduction of our new digital cargo-booking platform, Click & Ship, in India has enabled our customers to book their shipments in just three easy steps. Customers using the Click & Ship platform can view prices and capacity, book cargo shipments, and receive instant confirmation. The platform, which is highly transparent, cost-effective and fast, has been positively received by our customers.



Rajesh Menon
Regional Head of Cargo, Cathay Pacific

 **We continue to operate 20 Boeing 747 freighters, cargo only passenger flights and preighters allowing us to cater to the demand and different product segments, including odd-size shipments, dangerous goods and, perishables among others** 

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

The aviation and air cargo industries have witnessed extraordinary circumstances after the outbreak of the pandemic. However, the airlines have been agile enough to adapt to the fast-evolving situation. While the cargo industry faced challenges such as limited handling support on the ground and constraints in cargo capacity, it also explored opportunities to expand its foothold in the supply chain and logistics market. The challenges in the supply chain, particularly due to the disruptions in ocean freight, resulted in the deliveries being delayed as well as a rise in overall costs. Despite the rise in cargo rates and capacity issues, manufacturers and customers turned to air cargo for quick

delivery and speed in priority shipments. This not only helped the industry grow, but also helped prepare for multiple unprecedented situations ahead. Also, the industry was able to implement solutions that accommodated the market demand, utilised the current cargo capacity to the maximum and innovated their offerings to customers.

With cargo being one of the key contributors to our business, we are responding to the market demand and maximising our capacity, irrespective of the challenges faced in our hub, Hong Kong. Not only are we fast-tracking our digitalisation projects, but we are also launching multiple projects such as IATA ONE Record and Click & Ship that help accelerate processes. Additionally, we continue to invest in and introduce



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solutions such as the ULD Blockchain System, Ultra Track, and Skid Fire Containment Bag. The initiatives reflect our commitment to invest in solutions and technology that improve the quality of our services to customers, supporting our brand ambition to become the world's most customer-centric air cargo service brand.

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

Air cargo is critical for serving markets that demand speed and reliability for the transport of goods. While most countries are slowly moving towards normalcy, passenger travel has been slow to pick up, which has led to the constraints in capacity. Air cargo will remain a preferred solution for transporting higher-value goods that are time-sensitive and economically perishable. Additionally, freighters are well suited for transporting high-value goods as well as odd-sized shipments.

Cathay Pacific continues to operate 20 Boeing 747 freighters, cargo-only

passenger flights, and freighters, allowing us to meet a wide range of cargo demand and product segments such as odd-size shipments, dangerous goods, and perishables. However, we will continue to study and analyse the fast-evolving scenarios and optimise our fleet deployment accordingly.

Cathay Pacific is committed to zero emissions by 2050. Kindly elaborate on the plans?

The Cathay Pacific Group has committed to achieving net-zero carbon emissions by 2050. We recognise that our industry must decarbonise in order to mitigate the impact of climate change, and as one of the leaders in the industry, we aspire to be one of the chief contributors to the global efforts. Cathay Pacific, along with other airlines and Boston Consulting Group, together, has formed the Aviation Climate Taskforce (ACT), a new non-profit organisation founded to tackle the challenge of eliminating carbon emissions in aviation through innovation and collaboration.

We have led the way in decarbonisation efforts over the years, becoming the first

airline to invest in Sustainable Aviation Fuel (SAF) developer Fulcrum Bioenergy in 2014 and recently committing to using SAF for 10% of total fuel consumption by 2030. This cross-sector partnership will contribute to the airline's ongoing decarbonisation efforts and commitment to reaching net-zero carbon emissions by 2050.

Additionally, we have set up a dedicated cross-functional Climate Actions Steering Group and have developed an approach to tackle climate change. This approach extends from managing our own operations to working with industry bodies and helping our customers to reduce their carbon footprint from flying.

FACTFILE

→ Cathay Pacific, along with other airlines and Boston Consulting Group, together, has formed the Aviation Climate Taskforce (ACT), a new non-profit organisation founded to tackle the challenge of eliminating carbon emissions in aviation through innovation and collaboration.

We have further identified five core areas of our climate change strategy—Carbon Offsetting and Reduction, Scheme for International Aviation (CORSIA), Sustainable Aviation Fuel, Carbon Offset Programme, Aircraft emissions, and Ground emissions, and have actively been understanding and enhancing our existing efforts in all these areas. 🌱

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On runway of excellence

Kempegowda International Airport, Bengaluru, being one of India's fastest growing cargo airports, plays a key role in bolstering regional and national economies, thereby becoming the most favoured cargo hub for South India. **Satyaki Raghunath**, Chief Strategy & Development Officer, BIAL, elaborates on the various achievements.



Priyanshi Bana

Kempegowda International Airport, Bengaluru (BIAL) had a fantastic year in 2021, winning many global accolades for outstanding service excellence. As India's third busiest airport, it has made significant contributions to the country's aviation growth story by establishing robust connectivity to non-metro cities. Hence, the airport has emerged as South India's favoured transfer hub. Thanks to its robust cold-chain infrastructure, BIAL has transformed itself into the preferred choice for perishable shipments in India.

HANDLING PERISHABLE SHIPMENTS WITH UTMOST CARE

BLR Airport, with a cold-chain handling capacity of 60,000 MT, emerged as the country's No. 1 airport for perishable shipments in FY21, processing 48,130 MT of perishables. It accounted for 31 per cent of total perishable shipments in India, and per the Agricultural and Processed Food Products Export Development Authority's (APEDA) data for FY21, BLR Airport was India's No. 1 airport for flower exports. The

✈️ **Our cargo infrastructure, powered by technology, provides rapid distribution of perishable cargo, making us favoured cargo airport in South India** ✈️

FACTFILE

✈️ **BLR Airport registered its highest-ever cargo tonnage. It processed an all-time high tonnage of 406,688 MT of cargo for CY2021, exhibiting a significant rise of 28.6 per cent over 316,305 MT in 2020. This is 7.2 per cent more than the pre-COVID-19 tonnage of 379,348 MT in 2019.**

terminal's Plant Quarantine Inspection and Certification facility enables seamless and faster transit of flowers. During the same period, BLR Airport also emerged as the No. 1 airport for poultry product exports. It processed a total of 28,182 MT of poultry products. The perishables were transported to 46 overseas locations by 24 aircraft.

In the run-up to Valentine's Day this year, it saw an almost two-fold rise in rose exports. The airport helped in the movement of about 5.15 lakh kg of roses to 25 international and domestic destinations, compared to 2.7 lakh kg shipped in 2021. The domestic market's demand for roses during the season increased significantly. Domestic shipments grew substantially, rising to 3.15 lakh kg (6.5 million stems) in 2021 from 1.03 lakh kg in 2021, indicating over a 200 per cent increase. This year, around 2 lakh kg (7.3 million stems) were sent to international destinations, up from 1.7 lakh kg last year. "Bengaluru is the biggest exporter of roses in India. At BLR Airport, we take pride in becoming a channel to aid



Satyaki Raghunath
Chief Strategy & Development Officer
BIAL and India Cargo Awards Winner 2019

the local community, cultivators, and shippers by facilitating the shipment of their produce while maintaining freshness. Our cargo infrastructure, powered by technology, provides rapid distribution of perishable cargo, making BLR Airport the preferred cargo airport in South India. We will continue to work with our cargo partners to introduce new initiatives and facilities that cater to constantly evolving demand," said

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Satyaki Raghunath, Chief Strategy & Development Officer, BIAL.

Robust cold-chain infrastructure operated by Air India SATS and Menzies Aviation Bobba Bangalore, as well as enough airline capacity to key global markets. Since time is critical in perishable logistics, BIAL has invested in several tech-driven interventions to ensure that products reach their destination while still offering the same freshness, quality, and appeal to consumers. These interventions ensure that there is no temperature excursion, reduce handling time, and speed up clearance of consignments, enabling farm-fresh commodities to reach their destinations within 24 hours of harvest. AISATS Coolport is the airport's dedicated cold zone, with a capacity of 40,000 MT per year and temperature zones ranging from -25°C to +25°C under the same roof. Menzies Aviation Bobba Bangalore has a cold zone as well, with a capacity of 20,000 MT per year and the ability to handle 20 ULD Pallets from 15°C to 25°C and two ULDs from 2°C to 8°C.

CARGO TONNAGE ON GROWTH TRAJECTORY

In the midst of COVID-19, BLR Airport registered its highest-ever cargo tonnage. It processed an all-time high tonnage of 406,688 MT of cargo for CY2021, exhibiting a significant rise of 28.6 per cent over 316,305 MT in 2020. This is 7.2 per cent more than the pre-COVID-19 tonnage of 379,348 MT in 2019. The data indicates that foreign freight increased by 32.8 per cent, with 265,873 MT handled in comparison to 200,209 MT in 2020. Domestic freight increased by 21.3 per cent, with

140,815 MT processed versus 116,096 MT in 2020. The airport's current cargo capacity is 715,000 MT per year. This may be extended to 850,000 MT. It aims to expand its cargo infrastructure to a capacity of 1.5 million MT by the mid-2030s. The airport conducts around 30 to 33 daily freighter movements to maintain the record cargo tonnage shipments. Currently, 14 dedicated freighter planes fly to and from the airport, with passenger aircraft providing extra belly capacity. Perishables, pharma, chemicals, and textiles are driving growth in the export category, while electronics, heavy machinery, healthcare, and life science products are driving growth in the import category. Notably, BLR Airport has emerged as the country's No. 1 airport for perishable exports, accounting for 31 per cent of all perishable shipments in India for FY21.

EMBRACING TECHNOLOGY

Since cargo was the sole functioning sector during the pandemic, digitisation became even more vital. Airports were on their toes for providing the best services in the shortest amount of time while maintaining efficiency. BLR Airport undertook major duties to boost operational efficiency by offering cutting-edge infrastructure, technology,

✈️ **BIAL has invested in tech-driven interventions to ensure that products reach their destination while still offering the same freshness, quality, and appeal to consumers** ✈️



and other facilities. The Airport Cargo Community System was established to streamline cargo operations.

Express cargo terminal: It is India's first dedicated ECT that has enabled ease of doing business and a reduction in transaction time and costs. With express courier shipments gaining greater significance and growth of e-commerce, the ECT at BLR Airport is a first-of-its-kind facility at an Indian airport.

Public bonded warehouse: It aids the re-export of cargo, long-term storage of bonded cargo, partial clearances, and value-added services. Bengaluru handles a large volume of imports due to the presence of IT and biotechnology firms, multinational corporations, and retail brands.

Airport truck management facility: Within the airport campus, there is a specific airport truck management facility. Shell manages and operates the facility. It enables cargo supply chain partners to arrive at cargo terminals on a timely basis after being processed by the ATMF, reducing landside congestion and boosting terminal throughput/processing times.

Road feeder service (RFS)-catchment area connectivity: BLR Airport, along with its cargo partners, initiated LogiConnect, a bonded and non-bonded trucking service from various parts of South India. This covers trucking services from Tirupur, Coimbatore, Ambur, Salem, Erode, Hyderabad, and Chennai to BLR Airport on a regular basis.

TAG Box: It is an integrated IoT-based solution used at the airport to enable live monitoring of temperature-sensitive products.

Envirotainer: This enables pharmaceutical firms and their logistics partners to move temperature-sensitive cargo around the world while maintaining product integrity and quality during the journey. ✈️



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Standing tall in the face of pandemic

Kannur Airport is building cold chain facilities to ease export of perishable goods while maintaining global standards. **Dr. Venu V., IAS**, Addl. Chief Secy and MD, Kannur International Airport, says airport began exporting perishable goods on October 16.

 Priyanshi Bana

What are the challenges involved in handling perishable shipments?

Efficient transportation, crop-specific infrastructure, processing and value-added facilities, grading and packaging units, standardised procedures for handling perishable shipments, and training are some of the areas that need focussed development.

Are Indian airports ready with perishable goods handling cargo terminals and technology required to handle such shipments?

Airports supporting perishable movement in India have the necessary infrastructure, including cold chain, technology and material handling equipment, to ensure smooth handling of perishables from the air cargo terminal. Kannur Airport is building infrastructure with the

 **Adoption of technology, knowledge sharing, and introduction of mechanisation are some areas which will improve efficiency in supply chain** 

necessary cold chain facilities and technology to facilitate seamless handling of perishable cargo without compromising any of the global standards. This facility will be commissioned by June 2022.


Has the pandemic led to a rise in demand for perishable goods? What other products are shipped from Kannur Airport besides pharma and agri products?

COVID-19 has hit air cargo in general. Kannur Airport has started exports of perishables from October 16, 2021 and perishable exports increased from 150 MT to 300 MT in a quarter. Garments and spices are other commodities that are getting exported, apart from agriculture products. We have not commenced pharmaceutical movements out of the Kannur Airport.



Dr. Venu V., IAS
Additional Chief Secy and MD
Kannur International Airport

Since the perishable goods are time and temperature sensitive, how efficient is the Indian cold supply chain?

As I had stated earlier, the supply chain for perishable or time-sensitive products should be looked at from 'Field to Market' or 'Producers to Consumer'. Multiple stakeholders are involved and need more collaboration in order to ensure the integrity of the product is maintained till it reaches the end consumers. 



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Breaking glass ceiling in cargo, logistics

Despite having a global presence in various sectors, women, unfortunately, do not have an adequate presence in the male-dominated logistics industry. **CARGOTALK** speaks to a few women entrepreneurs who have made a mark in logistics industry.



Priyanshi Bana

The analysis of women's role in the male-dominated logistics sector remains largely uni-dimensional. However, the focus on diversity and inclusion in the last few decades, especially on gender diversity, has borne fruit with women being identified as a potent talent. Women are breaking through the glass ceiling and finding themselves playing an important role in areas which were hitherto

considered male bastions. When one thinks of the logistics or the warehousing sector, the first image that comes to mind is of male truck drivers or labourers carrying heavy loads. It is not surprising, as the vast majority of people do not feel that women play a significant role in a male-dominated industry.

Globally, in 2010, women formed only eight per cent of the logistics workforce,

which has steadily increased to the current global average of 20 per cent by 2022. Considering the focus and the concerted efforts that are being put in across the sector, women are today are taking up leadership roles at the senior and mid-management level, not to mention many women.

In this excerpt, let's hear it from the ladies at the helm of affairs about their journey.



I have always felt valued and respected in the industry

Sarbani Sengupta, VP-CS, DHL Express India

My career in the logistics industry started in 2004, after over 10 years in the financial services industry. I have always been fascinated by this field because it connects the world and brings people closer. I have never faced any challenges in this industry, despite the fact that when I joined 17 years ago, the diversity ratio in the industry was quite low. I saw the opportunity presented

by a lower diversity ratio as a motivation for me to perform as well as to motivate others to join. I am proud to share that today, there is a significant presence of women in logistics, across hierarchies.

Although our industry has been largely male-dominated, I have been privileged to experiment with varied solutions and learn to grow throughout the course of my career. One of my key milestones has been building customer service as the competitive differentiator, the secret sauce for the growth of an organization. As a woman leader, I have always felt valued and respected in the organisation and in the industry for the diversity of thought and approach that I bring to the table. With even our customers becoming more diverse, how can the female viewpoint and participation in logistics ever be ignored? If it is, then the organisation will not succeed in the long run.

The pandemic has created a disruption in the global economy, with e-Commerce, supply chain, and logistics witnessing exponential growth. On the other hand, the flexible work option has created a great opportunity for more women to join the logistics industry.

✈ As a woman leader, I have felt valued and respected in both my organisation and industry for diversity of approaches that I bring to table. How can female viewpoint ever be ignored? ✈



We transformed challenges into opportunities during COVID-19

Anjali Bhadbhade, CFO, DHL Express India

My journey in the logistics industry has been quite fascinating. The logistics industry happened to me by chance, but once I joined, I was glued in because the industry is transforming other businesses by adding immense value and contributing to the economy as a whole. With over two decades of experience in the courier and logistics industry, I consider myself

fortunate to have built my career path and grow in what is traditionally considered a 'male-dominated' industry. I was awarded the 'CFO 100 Innovation Award' at the CFO 100 Forum and was conferred with the 'Women in Leadership Award' by Bloomberg UTV in 2012. In 2015, I was also awarded the 'League of Excellence Award' at the CFO 100 Forum.

As a woman leader, my challenges are no different from those of other women and men in the corporate workspace. In the sense that it relates to time management, work-life balance, prioritization and keeping oneself relevant in this ever changing world. However, my mantra in life has always

✈ I was fortunate to have built my career in logistics. I received 'CFO 100 Innovation Award' at the CFO 100 Forum and was conferred 'Women in Leadership Award' by Bloomberg UTV in 2012 ✈

been to maintain balance in everything I do. While my journey has been enriching throughout, it reached a different dimension during the pandemic.

Turning challenges into opportunities, we managed to transform the way we work, moving completely digital and paperless. I see this as a major milestone and an acceleration in the direction of the future of work.

If I had to give one message to young aspirants, I would say, pursue your goals, but do not forget to enjoy the journey.



Over period of time, I came know various aspects of business

Kruti Lalit Jobanputra, Director, JWC Logistics Park Pvt. Ltd. and India Cargo Awards Winner 2019

At the very outset, I would like to tell you that being a second-generation entrepreneur left me with little risk in embarking on a new business venture. I had the prerogative to be associated with my dad in his cargo and logistics business for over four decades.

As I made my foray into the family business as a trainee, I realised that back then it had been predominantly a "man's world". With changing times, it no longer remains the same. It is merit, not gender, that is important.

Over a period of time, I acquainted myself with all the facets of business, such as operations, finance, HR, business development, and marketing. The journey for second generation entrepreneurs is full of learning. It is important to remember that the space they enter is already functional and things operate a certain way, but with time and experience and learning, I was able to bring my own input and make changes that have created a difference.

Over the years, the family business grew to a new high as it diversified its business activities into container freight stations, warehousing, 3PL activities, and cold storage facilities while having its own fleet of trailers for transportation. These strategic developments called for huge investments in land, buildings, machinery, warehouses, transportation, and technology to create world-class state-of-the-art facilities, processes, and infrastructure to effectively and adequately serve our customers in an extremely competitive world. Our customised logistics solutions for our customers give us a competitive edge over others. In the coming years, the company plans to increase its market share and footprint in the logistics business. We plan to expand our operations within Navi Mumbai and across India, exploring uncharted territories. In a welcome move, the government has been taking proactive steps to support and facilitate the logistics industry as a whole. But

Over a period of time, I acquainted myself with all the facets of business, such as operations, finance, HR, business development, and marketing. The journey for second generation entrepreneurs is full of learning

under the government's 'Ease of Doing Business' mantra, the list of permissions required for a new start-up should be reviewed and reduced to encourage more companies to venture into this business.

Not to mention that my father has been my mentor and guide throughout my journey. He has always taught me that there is no substitute for hard work, and today my brother and I are following in his footsteps.



I am proud about my work experience in the logistics industry

Sonia Nair, National Head, Customer Service, Blue Dart

My 23-year-old stint with the logistics industry (Blue Dart) continues to remain steadfast, and as I look back, the journey so far reflects a consistent balance between the highs and lows. The happiness that tided over as I successfully handled a customer, retaining his loyalty and business for my brand, the recognition I received for my work, and the responsibility of being the voice of the

customer to the brand and the voice of the brand to the customer, is what made this journey extremely worthwhile.

Today, as a woman leading an integral function at the nation's most preferred trade facilitator, I proudly vouch for the wonderful experience I have had in the industry. The industry has been stereotyped as one that is 'male-dominated'. Early on, I understood that the industry does not differentiate; opportunity can be found, even in the most inopportune moments, if only one knows where to look for it and how to advance with

As a woman leading an integral function at the nation's most preferred trade facilitator, I vouch for the experience I have had here. I found many opportunities with a wise set of mentors

it. With this in mind, I found opportunity galore with a wise set of mentors who embraced my diverse mindset. Logistics is the backbone of every industry across verticals and, as we put it at Blue Dart, 'We Move So Your World Can Move'.

The industry is experiencing growth across verticals today, especially given its adoption of tech-led solutions and its expansion into tier 2, 3, and 4 towns. With the recently introduced government policies as well as the adeptness in implementing them, the industry shows great promise and is resilient.



With each airline I worked in, I enhanced my experience

Jane Vaz, President, Air Cargo Club, Mumbai

My journey in the cargo industry has weighed me with an experience of twenty-six years since 1999. I started my career in cargo with South African Airways, and have been able to play a vital role in introducing Etihad Airways Cargo into BOM in the year 2004. My current profile as Deputy General Manager Sales for Turkish Cargo hails primary responsibility of promoting Turkish Cargo in the market. Maintaining and developing new relations with customers, agents, and exporters.

My vast experience in the cargo industry earned me strong KRA to be able to achieve set targets, in addition to assisting and interacting with the organisation's business units worldwide. Each airline was a learning experience and has been a boon to enhancing my overall performance, which includes

✂ My experience in the cargo industry made me able to achieve set targets. The industry has acclaimed in me a sense of integrity, accountability, empathy, humility, resilience, and vision. Each airline was a learning experience and has been a boon to enhancing my overall performance ✂

a constant check on competition plans, market share, and quality. The cargo industry has affirmed in me the sense of integrity, accountability, empathy, humility, resilience, vision, inspiring, influence and positivity. Now heading the Air Cargo Club of Mumbai as President.



It is wonderful to do business along with sister

Sanjam Sahi Gupta, Sitara Shipping Ltd.

Ever thought about going into business with your sibling? When, as kids, the two were partners in crime, the two Sahi sisters never thought that one day they would be working together. Here is what Sumi Sahi and Sanjam Sahi Gupta have to convey. Both sisters are now directors for Sitara Shipping Ltd. and are heading the NVOCC business for the Indian Subcontinent and

Middle East business. Having joined the family business as trainees in 1997 and 1999, respectively, they have helped establish Sitara as one of the key players in the ODC and project cargo market. They both draw inspiration from their father, who has taught them to excel with determination, hard work, and willpower. They have seen how he raised the company with his sweat, blood, and toil, and they will follow his vision to take Sitara from strength to strength.

Sanjam is a founder member of WISTA India, and was a board member of WISTA International from 2014–2021, becoming the first Indian lady to be elected and helping set up WISTA associations in the APAC region. She is a member of the Executive Board of Directors of the World Maritime University, Malmö, Sweden. She is the first Indian to hold this position. In February 2020 and 2021, she was named as one of the top 100 women in shipping by All About Shipping, UK for two consecutive years. She is also a member of the diversity committee of the International Chamber of Shipping.

To further her commitment to diversity in the maritime and logistics industry, she has launched Maritime SheEO to provide solutions to the industry. The first Maritime SheEO conference, held virtually in November 2020, was the world's biggest maritime gender equality conference ever held—a gathering of over 1550 participants from across 70 countries. Featuring the IMO Secretary General, India's Minister of Ports and Norway's Minister of Foreign Affairs, plus a strong line-up of leading executives. Sumi and Sanjam took the plunge into the family business over 15 years ago, and spent these years wisely fulfilling a childhood dream.

Enthralled by the shipping industry since when they were two little girls in pigtails, they recall visiting all the ships that their father handled as a ship agent. They had wanted to follow in their father—Capt. Sahi's footsteps, him having instilled a love for the sea and a passion for the marine industry in his girls. The sisters agree they have big shoes to fill for a father who's a stalwart, having been in the industry for the past 50 years

✂ Family get-togethers often turned into business brainstorming sessions, but it's great to work with someone who knows you so well and can support you or give a good kick in the right direction ✂

and whose humility has kept them grounded. They chose to join him in the family business, which is operated under the name "Sitara Shipping Ltd." Sumi, who first contemplated taking up teaching as a profession, and Sanjam, having nursed a desire to foray into the field of education, finally followed their hearts and joined the family business in 1999 and 2001, respectively. Sumi said, "Family get-togethers quickly turn into business brainstorming sessions, but it's great to work with someone who knows you so well and can offer the right support or a good kick in the right direction without offending you." It is wonderful to work with a sister; they always have each other while travelling for work and develop new ideas with time spent together. They know each other well enough to use their strengths to their advantage and peruse their passion for shipping together.





I'm proud to have helped launch the first domestic cargo airline

Tulsi Mirchandaney, Managing Director - Blue Dart Aviation

My fascination with and admiration for the aviation industry began decades ago. An unexpected turn in my career saw me working in the less stylish entrails of the aircraft, aiding in the effort to deal with stranded cargo – from issuing air waybills to loading freight. This was the beginning of a career-defining move with airlines and, subsequently, Blue Dart. It began with a phone

call from the then-Managing Director and one of the founding fathers of Blue Dart on a fateful day in June 1995. He was planning on launching India's first domestic cargo airline and asked me if I would like to join him to help set it up – a job after my heart; and thus began my more than 25-year stint with this wonderful organisation. It was a great privilege to be part of the team that helped to launch India's first domestic cargo airline. Each day has brought an exciting challenge of the unpredictable environment, changing regulations, and our response in building capacity, capability, and a high performance, professional team to sustain the country's important lifeline and an enduring organisation. The hours have been long and hard, but the thrill of seeing an aircraft take off with a full load is still an unbeatable experience.

The general impression was that logistics was a masculine domain in which prospects for women were bleak. Yet, the reality is that opportunities abound. Blue Dart actively promoted gender equality at a time when the movement itself lacked impetus. Today, the initiatives are striding ahead. We have women

in almost every department in Blue Dart Aviation that was known to be male-dominated – flight crew, engineering, quality, technical services, flight dispatch, flight operations, and materials. As part of the 'Women in Aviation' effort, we work closely with the Airports Authority of India each year, to familiarise young schoolgirls with various aspects of the aviation industry. We try to attract more women to our industry by encouraging them to visit our facilities and witness our operations.

✈️ **The general impression is that logistics is a masculine domain in which prospects for women are bleak. Yet, the reality is that opportunities abound. But Blue Dart promotes gender equality** 🦋

Finally, it is up to the individual to take the first step toward realising her potential and fulfilling her dream. Air Express is a purposeful, dynamic, result-oriented, and fast-paced industry with a diverse range of functions, including aviation. The pandemic specifically highlighted its importance in keeping the global and domestic critical supply chains alive by moving essential and non-essential items when every other form of transport came to a grinding halt. Early adoption and innovation in technology, as well as changing customer demand, provide renewed momentum and make for a promising future.



My male colleagues have been supportive throughout

Saloni Agrawal Chokhani, Nagarkot Forwarders

It has been an amazing journey in this industry. Every day is a new day, and every day teaches something new. As a young woman, it was difficult to be taken seriously initially. It has done nothing but make me believe in myself. It has been a story of growth since then. The revenue of the company has multiplied

✈️ **As a young woman it is difficult to be taken seriously initially. It has done nothing but thought me to believe in myself. It has been a story of growth since then** 🦋

manifold. For the majority of those years, the company's freight forwarding division was entirely made up of women. It feels proud to say that I attribute my success to my colleagues. Today we have a balance of 50:50. My male colleagues have also been super supportive and have played a major role in my career.

The Indian logistics industry is booming and on all fronts, be it technology or otherwise. A new day, and every day teaches something new. As a young woman, it was difficult to be taken seriously initially. It has done

literally nothing but think of me and make me believe in myself. It has been a story of growth since then. The revenue of the company has multiplied manifold. For many years, the freight forwarding division in the company comprised of 100 per cent women. I feel proud to say that I attribute my success to my colleagues, comprising both men and women. Today we have a ratio of 50:50. My male colleagues have also been very supportive and have played a major role in my career.

The Indian logistics industry is booming and growing on all fronts, including technology, warehousing, inclusion, diversity, among others. This has also increased its popularity amongst young aspirants. I am proud to be part of this industry. The opportunity to interact with people from all across the world attracted me to pursuing a career in this industry. Since childhood, I have seen my father in this business and it always fascinated me.

When I was 23 years old, I took over the freight forwarding division of the family business. The only challenge that I faced was during my initial years in the logistics industry, where it was difficult to be taken seriously because I was a young woman. I worked hard to accelerate my experience through learning, on-the-ground activities, and the mentorship of industry veterans. I met many people who did not believe in me, but also met a few who pushed me to achieve the success that I, along with my team, have achieved for the company today.

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Quick estimates for selected major commodities for Jan 2022

Trade: Export

Sl. No.	Commodities	Values in Crore		% Change JAN'22
		JAN'21	JAN'22	
1	Tea	488.27	434.81	-10.95
2	Coffee	335.18	686.71	104.88
3	Rice	5628.64	6113.24	8.61
4	Other cereals	679.09	881.60	29.82
5	Tobacco	468.56	482.36	2.95
6	Spices	2080.02	2020.34	-2.87
7	Cashew	346.52	282.80	-18.39
8	Oil Meals	1537.66	754.80	-50.91
9	Oil seeds	857.51	686.28	-19.97
10	Fruits and vegetables	1667.81	1750.31	4.95
11	Cereal preparations and miscellaneous processed items	1351.07	1522.20	12.67
12	Marine products	3104.60	4094.17	31.87
13	Meat, dairy, and poultry products	2180.78	2584.28	18.50
14	Iron ore	3855.92	1707.37	-55.72
15	Mica, coal and other ores, minerals, including processed minerals	2700.03	3046.35	12.83
16	Leather and leather products	2421.72	2979.30	23.02
17	Ceramic products and glassware	2169.03	2168.83	-0.01
18	Gems and jewellery	20789.56	24055.61	15.71
19	Drugs and pharmaceuticals	15171.78	15271.03	0.65
20	Organic and inorganic chemicals	14199.04	18193.94	28.13
21	Engineering goods	54197.11	68488.43	26.37
22	Electronic goods	8627.59	10142.31	17.56
23	Cotton yarn, fabrics, made-ups, handloom products, etc.	7124.81	10330.96	45.00
24	Man-made yarn, fabrics, made-ups, etc.	2971.62	3741.70	25.91
25	RMG of all textiles	9474.29	11511.58	21.50
26	Jute manufacturing, including floor covering	288.33	348.32	20.81
27	Carpet	1074.90	1076.00	0.10
28	Handicrafts, excluding handmade carpet	1313.48	1303.89	-0.73
29	Petroleum products	15616.15	31042.33	98.78
30	Plastic and linoleum	4667.06	6280.40	34.57
	Sub-Total	187388.15	233982.25	24.87
	GRAND TOTAL	201330.70	256833.01	27.57

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

Note 2: The figures for JANUARY 2022 are provisional.

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

Quick estimates for selected major commodities for Jan 2022

Trade: Export

Sl. No.	Commodities	Values in Crore		% Change JAN'22
		JAN'21	JAN'22	
1	Cotton raw and waste	389.63	266.46	-31.61
2	Vegetable oil	8301.23	13812.05	66.39
3	Pulses	1546.21	1623.83	5.02
4	Fruits and vegetables	2051.23	1832.82	-10.65
5	Pulp and waste paper	659.56	1395.57	111.59
6	Textile yarn, fabric, made-up articles	1310.95	1526.93	16.48
7	Fertilisers, crude, and manufactured	4343.95	11826.49	172.25
8	Sulphur and unroasted iron pyrites	121.59	446.50	267.23
9	Metaliferrous ores and other minerals	3354.45	6527.47	94.59
10	Coal, coke, and briquettes, etc.	13639.73	19371.72	42.02
11	Petroleum, crude, and products	68900.46	89027.84	29.21
12	Wood and wood products	3527.23	4196.71	18.98
13	Leather and leather products	423.86	599.87	41.53
14	Organic and inorganic chemicals	14502.39	19876.80	37.06
15	Dyeing/tanning/colouring materials	2065.46	2575.41	24.69
16	Artificial resins, plastic materials, etc.	11190.43	13098.29	17.05
17	Chemical material and products	6084.79	6923.39	13.78
18	Newsprint	70.44	151.88	115.61
19	Pearls, and precious and semi-precious stones	16057.78	17330.50	7.93
20	Iron and steel	10364.58	13479.52	30.05
21	Non-ferrous metals	9869.71	13609.83	37.89
22	Machine tools	2554.24	2950.80	15.53
23	Machinery, electrical, and non-electrical	24621.12	30013.89	21.90
24	Transport equipment	12804.87	9604.98	-24.99
25	Project goods	1199.68	1361.23	13.47
26	Professional instrument, optical goods, etc.	2880.90	3397.45	17.93
27	Electronic goods	38430.73	56988.40	48.29
28	Medicinal and pharmaceutical products	4023.35	5217.25	29.67
29	Gold	29501.36	17866.69	-39.44
30	Silver	68.69	4566.15	6547.26
Sub-Total		294860.59	371466.72	25.98
GRAND TOTAL		307279.33	386538.36	25.79

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

Note 2: The figures for JANUARY 2022 are provisional.

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



Infra boost to perk up last mile delivery

Tax reforms are significant factor for driving growth in third-party logistics market in the country. Various reforms allow transformation of 3PL sector in India, of which major change was brought by GST, says **Nitin O. Mahipal**, Managing Director, Mega Freight Movers.



Priyanshi Bana

Warehouses in tier 2 and 3 cities are showing consistent growth. What is your take on it?

The expansion of warehousing in tier 2 and 3 cities was expected sooner rather than later. The next growth in top line revenue for corporates is expected from tier 2 and 3 cities. The e-Commerce boom and online retailing have increased the demand there too.

The government is pushing infrastructure development to increase connectivity to potential towns with high demand, which, in turn, allows



Nitin O Mahipal
Managing Director
Mega Freight Movers

easier access for the manufacturing and logistics industries to sell and deliver cargo in these cities.

Infrastructure projects such as Gati Shakti, introduced by Prime Minister Narendra Modi, are a national initiative aimed at bringing change to India's logistics performance by cracking the full potential of India's roads, rails, air, coastline and waterways. Seamless connectivity across India to make it a US\$ 5 trillion economy by 2025 is a great push for the warehousing sector. The project is opening logistic corridors in cities such as Dholera, Amritsar,

Ambala, Bhatinda, Jamnagar, Raipur, Vizag, and Salem as they will be linked by express highways to the metros. As they get linked, the warehousing sector will grow equally fast to cater to the demand of these cities.

How much impact does e-Commerce and 3PL companies have on the rising demand of warehouses in such cities?

Companies are expecting new capabilities and complex solutions from the 3PL service providers to help them with the successful management of supply chain processes, bring

down conventional logistics costs, and handle more complicated tasks.

Most people in the manufacturing sector do not want to get involved in the management of warehouses, including manpower and stock management, as they want to focus on their core activity. All these jobs are left to the professional management of a 3PL company.

The Government of India has set a target to bring down the current 14 per cent logistics cost of India's GDP to 9 per cent by 2022. This has a huge impact on the 3PL companies, and therefore, the Indian 3PL market is expected to register a growth rate of over 11.5 per cent during 2020-2025.

As per reports the demand for warehouses will increase in future. What factors are responsible for the same?

Many new manufacturing industries have been set up in India due to policy reforms by the government that have improved the ease of doing business in the region. The third-party logistics market in India is set to grow by US\$ 10.74 billion from 2020 to 2025, progressing at a compound annual growth rate (CAGR) of 8 per cent. The tax reforms can be considered a key factor in driving growth in the third-party logistics market in India. Various reforms have allowed the transformation of the 3PL sector in India, of which the major change was brought by GST. It has helped reduce the price differences between states and made tax liabilities uniform across India. This also reduces border checks and, in turn, brings down logistics costs and increases operating



efficiencies. Such initiatives are fuelling the market growth of 3PLs in India.

The demand for faster delivery has never been higher before. Although the same product may be available on Amazon and Flipkart, the platform that delivers faster will be preferred by customers. Therefore, a warehouse that caters to fast on-demand delivery will be a great asset to e-Commerce. A hub that stores fast-moving items along with slow-moving items is the best bet to push sales. Distributors and traders of D2C customers are delighted if their order to delivery time is reduced by providing warehousing close by.

The changing face of age-old godowns into smart warehouses. Smart warehouses are no longer catering only to storage. They are equipped for faster picking, packing, and sorting activities with precision. With the faster employment of technology, it will gradually become easier to manage warehouses with standardisation.

✈ The growth in digitalization of 3PL is supporting the 3PL market in India. The 3PL players in India are more receptive to the trend of digitalisation ✈

The pressure for cost reduction in logistics for faster delivery is also a reason why a healthy supply chain planned to optimise the last mile delivery can aid in cost reduction too.

Has pandemic and digitalisation further enhanced the demand for warehouses?

The pandemic made demand forecasting tough for manufacturers. With each wave, one or more product markets were disrupted, while demand for necessities such as food and medicine increased dramatically. Yes, the warehouses picked up demand during the pandemic as the industrial production due to sudden falls or rises in demand was all stored in warehouses to balance the demand-supply gap for the goods.

DIGITISATION

In India, higher warehousing costs are driven by a shortage of warehousing capacity and non-standardisation of warehouses without IT applications.

The growth in digitalisation of 3PL is supporting the 3PL market in India. The 3PL players in India are more receptive to the trend of digitalisation. Many have started investing in smarter IT and software systems that offer a better return on investment.

Specialised software helps drive the costs down, save time, and increase efficiency. The technologies used by 3PL are radio-frequency identification (RFID) and real-time location systems (RTLS). ✈





Indian EV sector still in nascent stage

Though the government is giving incentives to EV players for setting up and maintaining charging stations, there is still a long way to go. India is dependent on imports of lithium and cobalt, says **Kalyan C. Korimerla**, Managing Director and Co-Promoter, Etrio.



Priyanshi Bana

Do you think India is ready with the changing infrastructure and components required by the EV industry?

Adoption of electric mobility has gained momentum in India over the recent past. It is heartening to see central and state governments announce various initiatives to support the EV transition. Despite that, as of date, various ground-level challenges remain unsolved, hindering the growth of the EV sector.

For instance, a major hindrance to the adoption of EVs in our country is range anxiety, which is linked to EV charging infrastructure and allied issues such as high costs, high power consumption, charger compatibility, and so on. Setting up and maintaining charging stations for EVs is a mammoth task in

👉 **Adopting EVs in our country is range anxiety, which is linked with EV charging infra and allied issues such as high costs, high power consumption compatibility, etc** 👉

and of itself. While the government is trying to manage the need for frequent charging stations by incentivizing newer battery technologies and advanced cell chemistries, there is a long way to go for India when it comes to comprehensive charging infrastructure for the EV transition in the coming decades.

The increasing cost of raw materials for EV components and spare parts and an unreliable supply chain far away from being indigenised are among the other key challenges for EV industry players today. Given that lithium-ion EV batteries continue to dominate the market, lithium is becoming one of the most important elements of the EV value chain on account of its usage in batteries. However, India has no known sources of lithium and cobalt mining and production and must continue to import these metals.



Kalyan C Korimerla
Managing Director and Co-Promoter
Etrio

So, it can be said that India is not yet 100 per cent ready with the infrastructure and components required by the EV industry. Notwithstanding, it is a fact that EV sales, especially in the cargo and logistics segment, are growing exponentially. India has the opportunity to catch up soon and create a sustainable and enabling ecosystem for the EV industry, which in turn will lead to a cleaner, zero-emissions future of transport.

Elaborate on industry trends and opportunities for EVs in e-Commerce and delivery market?

As consumers increasingly become aware of the impact of consumption on the environment, e-commerce companies and other fleet user companies are looking for sustainable delivery solutions, and hence they are opting for zero-emission electric vehicles. Leading this trend are e-Commerce giants like Amazon and Flipkart, which have doubled down on EVs for delivery. Amazon plans to have 10,000 EVs for delivering parcels in India by 2025, while Flipkart plans to deploy more than 25,000 EVs over the next few years and make their fleets fully electric by 2030. We at Etrio believe that EVs have the potential for adoption and sustained usage in the e-Commerce and delivery market segments. Below are some of the notable trends we foresee in these areas:

- Commercial and logistic use-case EV fleets will continue to see a growing demand in COVID-19, which in turn will lead to increased production of such specialised cargo electric vehicles.
- Major e-tailers such as Amazon, Flipkart will be deploying EVs increasingly for their delivery model across India, and hence EVs are going to play a vital role in the last mile delivery of goods.
- In the new generation of e-Commerce called q-Commerce (quick commerce)

✈️ **EVs have lower servicing costs compared to petrol or diesel vehicles. EVs see much lower service cost escalation as they have far fewer moving parts compared to ICEs** ✈️



where only speed matters, we will see increased adoption of EVs as well.

- EVs, especially three-wheelers and four-wheelers, will become an integral part of the overall supply chain of businesses in the years to come.
- In the coming years, all e-Commerce companies, big or small, will opt for EVs for their delivery and operations because they're economical and environmentally friendly, low on maintenance compared to diesel and petrol cars, and offer scalability and technological advantages over ICE engines.

How do EVs fare against ICE vehicles in terms of performance and costs?

While internal combustion engine (ICE) cars are less expensive on pen and paper, EVs beat them hands down when it comes to long-term running costs, especially for logistics and transport use cases. The foremost benefit of electric vehicles for delivery and logistics is that they are low-maintenance compared to their ICE counterparts. ICE vehicles generally become less cost-efficient as they get older, and thus the servicing costs increase over time. On the other hand, their mileage or fuel efficiency also tends to decrease. However, cost efficiency often becomes comparatively better for electric vehicles as time goes on.

EVs also have lower servicing costs compared to petrol or diesel vehicles. EVs typically see much lower service cost escalation as they typically have far

fewer moving parts compared to ICEs and are therefore way cheaper in terms of replacements due to wear-and-tear.

What potential challenges are faced in the inter-city, intra-city mobility, and logistics domains?

India's inter-city mobility landscape comes with its own unique challenges. As India develops as a leading global economic powerhouse, faster mobility will be the determinant factor for both the inter-city and intra-city mobility and logistics domains. The vision for India's future mobility should be clean, environmentally friendly, and convenient.

One of the challenges that India faces today is the lack of cutting-edge technology with regard to manufacturing electric vehicles and their allied components. Another challenge is less awareness and thus less hesitation to switch from ICE to EVs. Also, given that fleet/cargo vehicles for intercity logistics drive through various states in India, and have to cross several checkpoints while in transit, the red tape barrier is another major problem that is hindering logistics and mobility in our country today.

What is the future of electric vehicles in India?

The future of EVs in India looks brighter than ever before. In addition, EVs can become the cornerstone of growth in the B2B last mile delivery and logistics segment in the near future, once the right infrastructure and support ecosystem for EVs is in place. While EVs will contribute significantly towards job creation and economic growth in the years to come, at the same time, it can have a larger impact, as e-mobility becomes the most important pillar of India's sustainability and climate action agenda as well. The industry stakeholders need to work collectively and strategically to ensure that the country does not miss its golden opportunity in terms of leading the global electric revolution. ✈️





High cost concern in popularising EVs

India is moving towards electrification, and the recent Union Budget echoes this sentiment. Electric vehicles are set to play a much larger role as customers and businesses move towards electric mobility, says **Vani Rikhy Mehra**, AVP-Sales and Mobility, Euler Motors.



Priyanshi Bana

What are the challenges associated with charging infrastructure and components in India?

Electric mobility is still upcoming in India, where a lack of charging infrastructure for EVs hinders mass adoption. The industry, currently, needs to work together to achieve this rather than rely on other players to build charging infrastructure. For OEMs and solution providers, the entire industry must work together to solve the problem of getting customers to adopt EVs. The high cost of setting up charging stations is a concern. Multiple parties should come together to set it up. Finding the right location and making those chargers

At Euler Motors, we have understood and are solving the issue. With a full stack model, we are providing EVs along with 200 charging infra points to support EVs on the ground



Vani Rikhy Mehra, AVP-Sales and Mobility, Euler Motors

accessible is the next step, where OEMs could begin with a set of customers in a particular area, and then expand the vehicle and charger network. As

charging points require maintenance checks, this approach should aid in addressing technical issues and not impact charging input.

Furthermore, software and technology will play a key role in this regard as chargers come with different outputs — fast, medium, and normal. The right software and tech will not only help make the charging experience better and faster, but it will also help customers' book stations reduce lead times. At Euler Motors, we understand and are working to solve the issue. With a full stack model, we are providing EVs along with 200 charging infra points to support EVs on the ground, with multiple charging variants and charge on wheels options across Delhi-NCR. We plan to add more charging points as we expand our vehicle footprint.

Elaborate on industry trends and growth opportunities for EVs in ecommerce and delivery markets.

EVs have become the preferred choice in the two and three-wheeler segments providing customers with a better value proposition. EVs have progressed from complicated and unreliable charging and low-power vehicles to simple-to-charge and high-performance transport solutions — especially for first, and last mile operations. The market is buoyant with massive EV demand in this space, as some of the largest e-Commerce businesses such as Amazon, Flipkart, Zomato and BigBasket, have committed to electrifying their delivery fleets in the coming years. As India moves towards sustainable mobility, EVs are taking centre stage, led by a thriving EV ecosystem led by start-ups as



well as the government support and incentivization in the sector. EVs are a US\$ 8 billion market opportunity in India, where legacy players and VCs are investing heavily on powerful vehicles, battery manufacturing, and electronics for EVs.

How do EVs fare against ICE vehicles in terms of performance and cost?

Till now, the industry has looked at EVs the same way it looks at ICEs. Therefore, in terms of the cost of acquisition, the focus was to build vehicles in the same price bracket. However, the EVs are different in design from the ICEs, and given the high cost of batteries, expecting the same performance at the same price point is implausible. In matching the price, earlier EV models compromised performance. The customer also views EVs through the same lens, in terms of performance and price parity.

The industry and EV OEMs should now understand this factor and shift focus to EV performance rather than price. The focus should be on designing powerful EVs that match or even surpass ICEs in terms of performance, and not compromise on load capacities and maximum range. EVs certainly fare better in terms of lower TCOs, easier maintenance, and better ROI, and the needed shift from ICEs to EVs will only be possible when performance is not in question.

HiLoad from Euler Motors addresses these parameters and boasts the

highest payload capacity, the highest battery power (12.4 kWh), and the longest certified range (151 km), suited to deliver higher performance and the best range. Our vehicle offers beyond the regular benefits of EVs in the three-wheeler segment, boosting customer profitability and earnings with overall better performance and output.

Is dependence on China for major components a hurdle?

Yes. Dependence on imports is a challenge that we need to solve, and the industry is already working towards import substitution and localisation to create a formidable ecosystem to make EVs mainstream. Because one of the most significant barriers to EV adoption is the high cost of ownership, the push toward indigenizing EV technology will aid in lowering the cost of ownership and increasing EV adoption. Our EVs are designed and developed in India, and we have achieved 85 per cent product localisation (except for cells).

What do you have to say on the future of EVs in India?

India is swiftly moving towards electrification, and the recent budgetary announcements in the country's Union Budget echo this sentiment. EVs are set to play a much larger role as customers and businesses move towards electric mobility. With massive advancements in EV technology and indigenous battery manufacturing, the two- and three-wheeler segments are already leading with strong demand.

As battery prices continue to slide, EVs will become more popular and accessible. The government continues to support the sector, and more supportive policies and programmes should be implemented to fast-forward the adoption of EVs in India. OEMs and governments must work together to improve the ease of sourcing, manufacturing, and financing in the EV value chain so that buyers have more confidence in purchasing EVs. 🇮🇳

FACTFILE

→ The country is swiftly moving towards electrification, and the recent budgetary announcements in the country's Union Budget clearly echo this sentiment. Electric vehicles are all set to play a much larger role as customers and businesses move towards electric mobility.





Revolutionising logistics landscape

In the past, logistics was all about delivering products to customers. But now, the new generation of logistics service providers have resorted to a customer-centric supply chain characterised by agile operations and customised solutions, says **Hector Patel**, Executive Director and Board Member, Jeena & Company.



CT Bureau

There has been a flood of innovations and technological developments in the past few years, but the logistics sector has been relying on manual processes up until recently. This scenario is gradually changing due to the emergence of new age entrepreneurs who are adept at and aware of the significant benefits that technology adoption can bring to the logistics landscape. With consumption patterns changing and last mile delivery assuming more importance, the industry has quickly adapted to the volatile environment and is becoming an area of interest for the younger generation.

The younger generation is keen to understand the deeper nuances



Hector Patel
Executive Director and Board Member
Jeena & Company

of the sector by gaining career-focused education in supply chain management. A 2019 study found that 99 per cent of young professionals considered working in the supply chain a good career choice. With the industry going through massive transformation, the younger generation is eager to explore the intricacies of logistics. As big players try to align with new trends and expand their operations, young talent is getting a chance to work for them, learn on-demand skills, and learn industry best practices.

Cutting-edge technology is now an inevitable part of logistics, which is one thing that excites today's digital natives. These young professionals are the key drivers of change as

they are leveraging opportunities to transform supply chain workflows with technological breakthroughs. Let's understand how digitisation, driven by new-age entrepreneurs, can shape the logistics landscape in the coming years.

TECH-ENABLED INNOVATION

Drawing on their learning about new technologies, there is a new breed of entrepreneurs who have observed a need to automate repetitive tasks and introduce greater efficiency to the system. Archaic systems such as spreadsheets and manual processes are being replaced by tech-enabled systems so logistics companies can meet consumer demand and achieve transparency. There is a growing

demand for ultra-fast delivery for both essentials, such as groceries, and non-essentials. A one-size-fits-all approach is not practical, and logistics companies are leveraging innovation powered by technology to cater to businesses across sectors. Companies are changing their business strategies to provide value-added services and respond more flexibly to changing consumer demands.

CUSTOMER-CENTRICITY TO BE KEY FOR SUPERIOR LOGISTICS EXPERIENCE

Until a few years ago, logistics was all about delivering products to customers. A focus on customer service or a customer centric approach was evidently missing. The situation, however, is quite different today. In the face of large shifts in consumer behavior, the new generation of logistics service providers has resorted to a customer-centric supply chain characterised by customised solutions. From real-time tracking of orders to increased control over delivery windows, companies are developing new capabilities to enhance the customer experience. Industry best practices pertaining to order fulfilment have gained more importance, and companies are leveraging collaborative partnerships to support customer demands. With the help of digital tools, the new generation of logistics companies is



configuring supply chain activities to create tailored experiences for customers.

TECH ADOPTION TO STREAMLINE SUPPLY CHAIN LIKE NEVER BEFORE

Tech adoption became an imperative, and logistics companies scrambled to implement tech-enabled solutions to survive and thrive. The rise of e-Commerce fueled tech adoption, with companies opting for drones and similar technologies to keep pace with the instant gratification needs of customers. Temperature-controlled warehousing is another key area that has witnessed significant developments. Time-sensitive supply chain management and warehouse management systems (WMS) are catalysts in driving resource usage optimization across the supply chain.

✈️ The growth in digitalisation of 3PL is supporting the 3PL market in India. The 3PL players in India are more receptive to the trend of digitalisation 🚀

WMS is critical in reducing error rates, improving traceability and transparency, and the next generation of logistics solutions is moving towards more productive and efficient supply chains.

DIGITISATION TO PROMOTE SUSTAINABLE LOGISTICS PRACTICES

With rising concerns about CO₂ emissions, the storage and transportation of goods in an environmentally sustainable manner is becoming increasingly important. By gleaned insights from big data analytics and AI, logistics companies are employing a host of technologies for route optimisation and thereby saving energy. Consumers today are aware of their actions and associate with companies or brands that are responsible. Firms are now in a position to enhance efficiency and save costs by making sustainability an integral part of supply chain management.

Digitisation is reshaping the industry and there is a new generation of companies accelerating tech adoption across the sector with a keen intent to optimise supply chain workflows and build trust among their customers. With companies challenged to deliver unparalleled value, digitisation is the way forward to gain competitive advantage. By embracing digital innovations, companies can capitalise on a plethora of opportunities. 🚀



GATI SHAKTI to be implemented from April 2022

The implementation framework for PM Gati Shakti MasterPlan will take final shape after April 1, 2022. A government official said that every project is likely to be routed through the network planning group formed under this initiative. The Gati Shakti plan was announced last year to break departmental silos and bring in holistic and integrated planning and execution of projects to address multimodal and last-mile connectivity issues.



Anurag Jain, Secretary in the Department for Promotion of Industry and Internal Trade (DPIIT), stated that this will help reduce logistics costs. Things are in readiness. The Empowered Group of Secretaries and NPG have been constituted, and the Technical Support Unit is more or less in place. So the structure is there," he said "We have asked states to put in their layers (on the masterplan portal). So what we intend to do is that after April 1, 2022, every infrastructure project that is over ₹500 crore will be routed through this (NPG)," Jain said.

GOVERNMENT proposes new logistics park in Kochi

A new logistics centre is proposed in Kochi. To be completed by June this year, the project was discussed by Industry Minister P Rajeev in Thiruvananthapuram with a private group. The meeting was held as part of the 'Meet the Investor' initiative to promote new ventures in the state. The decision to accelerate the process of setting up the park, for which property has been acquired, the minister said, while emphasising that the group will disclose the exact location of the project. The upcoming park will be completed in the second phase of the project, he said. To be completed in a six-month time frame, the park will be looking at the possibility of a single-window clearing system, provide employment to 2,000 people, and attract an investment of ₹500 crore.



SAFEXPRESS launches ultra-modern logistics park



Safexpress, India's largest supply chain and logistics company, has launched its ultra-modern logistics park in Hyderabad, Telangana. This state-of-the-art facility is located on the Nagpur-Hyderabad NH-44. Senior dignitaries from Safexpress were present to launch the Safexpress Logistics Park in Hyderabad, Telangana. The facility is spread over three lakh square feet and is enabled with ultra-modern transshipment and 3PL facilities, which will boost the storage and warehousing needs of this region. The new park is equipped for the loading and unloading of about 50 vehicles simultaneously.

MAERSK expands with multimodal containerised cargo facility

Even amidst the various challenges that arose in the global supply chain due to COVID-19, Chhatrapati Shivaji Maharaj International Airport (CSMIA) witnessed promising signs of EXIM movement. CSMIA's air cargo terminal in 2021 handled 7.7 lakh tonnes of cargo, as against the 6 lakh tonnes of cargo recorded in 2020. The cargo volume at CSMIA may have witnessed a 10 per cent growth in 2022, and it is projected to achieve 95 per cent of the pre-COVID-19 volume by the end of CY 2022. CSMIA has mobilised essentials, including pharmaceutical goods, vaccines, COVID-related aid, and agro products, across India and the world, seeing a rise in the past year. CSMIA has so far handled 10,000 cargo relief flights.



ALTIGREEN raises \$40mn funding

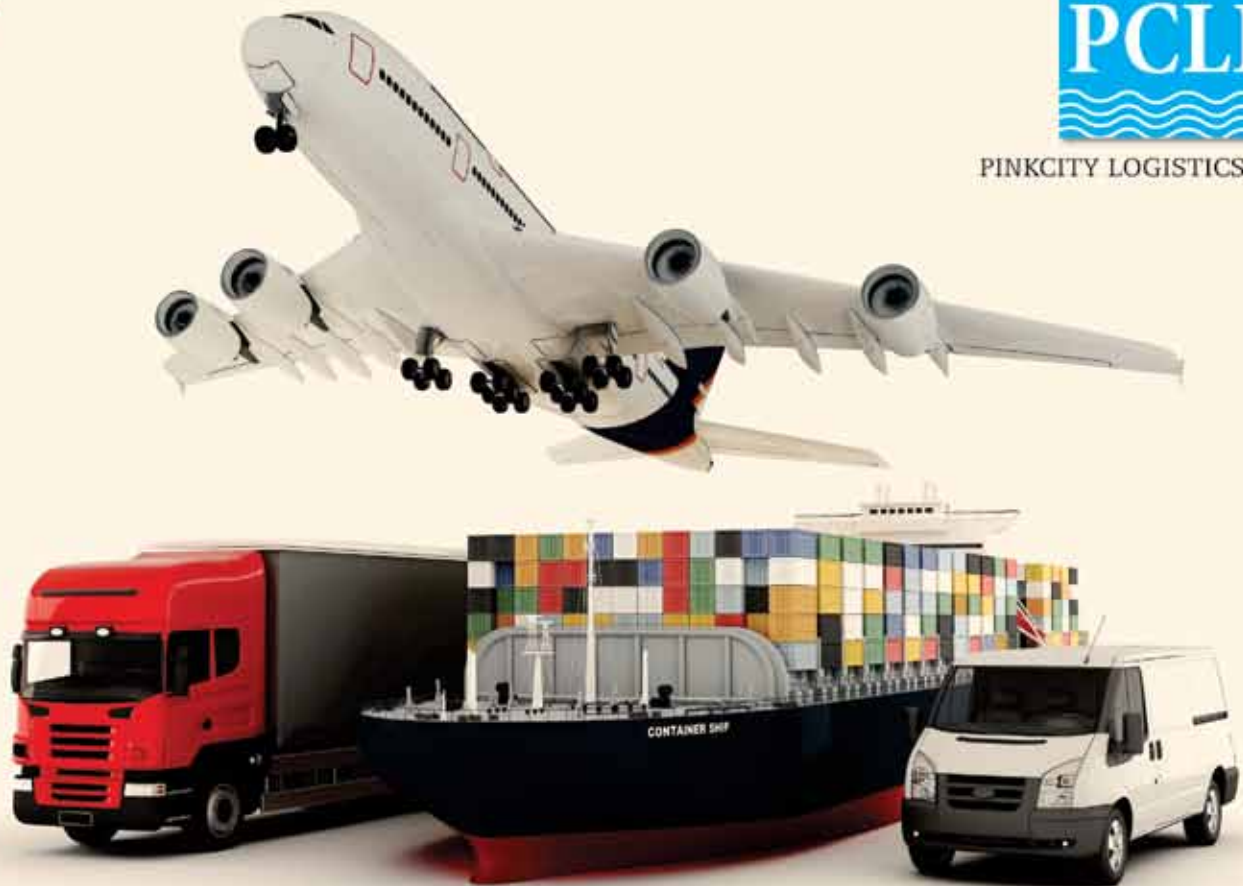
Altigreen raised ₹300 crore through its Series A round to boost its EV manufacturing and launch new products, including LCVs, and strengthen its countrywide presence. With its road-ready commercial EVs, powered by its proprietary drivetrain



technology, the firm is changing the face of last-mile delivery and, with this funding, will accelerate towards its next phase of growth. The funds will be utilised to ramp up production capabilities, accelerate R&D, fast-track EV adoption, and develop a robust pan-India network. The investment is led by Sixth Sense Ventures, with Reliance New Energy (a wholly-owned subsidiary of RIL) and Xponentia Capital, among others.



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Fax: +91-512-2234911

Corporate Office:

216 Chawla Complex, Sector-15,
CBD Belapur, Navi Mumbai-400 614
Tel: +91-22-27562739/49, 61400500
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GMR HYDERABAD AIR CARGO launches ICT for express cargo



GMR Hyderabad Air Cargo (GHAC) is stepping up its investments to cater to higher cargo volumes by launching a dedicated International Courier Terminal (ICT) for handling express cargo this year. A 'Cool Container Yard', set to be South Asia's largest on-airport base for temperature-controlled air cargo containers to facilitate transport of high-value life-saving medications globally, is also scheduled for opening. The entire export processing zone was recently converted into a temperature-controlled area, becoming the only cargo terminal in the country with such an offering.

SHIPPING LINES reposition 1.85 million containers due to export surge

Shipping lines repositioned a record 1.85 million containers in the country in 2021 as demand for exports surged and exporters continued to be hurt by an acute shortage of containers, according to lobbying body the Container Shipping Lines Association (CSLA). Repositioning of containers means getting an empty container from a port of surplus to one where they are scarce. Shipping lines had to resort to this strategy as container shortages soared as several container ships got stuck in ports amid the pandemic. "Many new services were introduced between India and various trades such as the US, Europe, the Far East, West Africa, and Latin America by carriers."



EXPORTS to boost with extension of ECLGS

Dr A Sakthivel, President, FIEO said, while commenting on the Monetary Policy Statement, the RBI has struck a nice balance between growth and inflation and evaluating the two, has not tinkered with the rates.



Dr A Sakthivel
President, FIEO

At the same time, the extension of the Emergency Credit Linked Guarantee Scheme (ECLGS) will augment the flow of credit to the export sector. Sakthivel said that RBI has also acknowledged the challenges of containers, labour shortages and high freight rates, which led to a revision in the trade growth projection for 2022-23 at 6 per cent. He added that the demand side of Indian exports is encouraging and the export sector is all set to repeat its spectacular performance in the next financial year.

RAILWAYS records highest-ever freight loading



In January 2022, the India Railways recorded the highest-ever freight loading of 129.11 million tonnes, marking it as the 17th consecutive month of growth in freight loading, i.e., from September 2020 to January 2022. According to the Railway Ministry, Indian Railways registered 107.56 MT of freight loading in January 2019, 110.58 MT in January 2020, 119.55 MT in January 2021, and 129.11 MT in January 2022. A few days ago, it was announced that the East Coast Railway became the first zonal railway to achieve 200 MT of freight loading in 2021-22. The zone has achieved 200 MT in loading, recording a growth of 26.67 MT, which is an increase of 15 per cent over the corresponding period of last fiscal, i.e., from April 1, 2021 to February 14, 2022. The ECoR loaded 200.50 MT of freight during the period, as against 173.82 MT of freight last fiscal.

SURAT-CHENNAI economic corridor to be ready by Apr'22

The economic corridor is one of the projects that will be monitored as part of PM Narendra Modi's Gati Shakti National Masterplan. The corridor is under various stages of execution in Tamil



Nadu, Andhra, Telangana, Maharashtra, and Gujarat. Some of the packages have reached the bidding stage. The project is envisioned as a combination of two partially access-controlled economic corridors (Chennai-Solapur and Solapur-Surat) and will include the construction of greenfield stretches and upgrading of brownfield sections.

Form - IV

Statement about ownership and other particulars about newspaper Cargo Talk to be published in the first issue every year after the last day of February

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6. Name and address of individuals who own the newspaper and partners or shareholders holding more than one percent of the total capital: DDP Publications Pvt. Ltd. Shareholders: 1. SanJeet, 72, Todarmal Road, New Delhi-1. 2. Sumati Jeet, 72, Todarmal Road, ND-1. 3. Devika Jeet, 72, Todarmal Road, ND-1.

I, SanJeet, hereby declare that the particulars given above are true to the best of my knowledge and belief.

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Akash Saini	+918882225244	akash.saini@rainbowaviation.in
Sattanathan Jayaraman	+919717123980	sales.del@rainbowaviation.in
Rakesh Kumar	+919643947020	sales.support.del@rainbowaviation.in

SWISSPORT INTERNATIONAL SWITZERLAND

Nadia Kaddouri has been appointed to the Group Global management team as Chief Strategy & Sustainability Officer of Swissport International. In her new role, she will drive Swissport's business strategy and take over the lead of its lounge and executive aviation businesses. Nadia will also continue to serve as the company's Chief of Staff, leading the CEO Office and supporting Warwick Brady, President and CEO of Swissport International, in managing the growth of the business.



GATI LTD. INDIA

Anish Mathew has joined Gati Ltd. as CFO. He will manage the core financial and fiscal management aspects of Gati Ltd. He will lead the company's finance function on a pan-India basis. He will provide leadership in business planning, financial performance, accounting, budgeting, and forecasting. As a key member of the company's operating board, he will work closely with the management team and Board of Directors. Mathew has worked in senior positions with a slew of listed companies.



ECOM EXPRESS LTD. INDIA

Ashish Sikka has been appointed as the Chief Strategy Officer at Ecom Express Limited. He will be responsible for the company's planning, corporate development, and partnerships, driving growth and transformation initiatives across all business lines. "I am a strong believer that this is just the start of a phenomenal growth journey for Ecom Express and I am excited to join this tech and consumer-first company. "I look forward to adding value and being part of an exceptional leadership team at Ecom Express," said Sikka.



AIR INDIA INDIA

Mehmet Ilker Ayci has been appointed as the new Chief Executive Officer and Managing Director of Air India by Tata Group. He will take charge on or before April 1. Prior to that, Ayci was the Chairman of Turkish Airlines and was also on its Board of Directors. He said "I am privileged to lead Air India and to join the Tata Group. Working closely with my colleagues at Air India and the leadership of Tata Group, we will utilise the airline's heritage and make it one of the best airlines in the world."



TVS SUPPLY CHAIN SOLUTIONS UNITED KINGDOM

Ravi Viswanathan has joined as the MD of TVS Supply Chain Solutions. Its board meeting recently approved the appointments and announced the changes w.e.f. February 7, 2022. He joined in Feb 2020 as the Joint MD and has been working on growing the business focusing on tech adoption and building the globally relevant network as a single company. He will continue to focus on the integration of the varied capabilities across the operating geographies of the company.



SEABLY SWEDEN

Aashish Puri has been appointed as the HoE by Seably, the global online marketplace for maritime bespoke training. He brings decades of leadership in HR, technical and seafaring expertise to lead the content on the Seably platform. Puri's appointment will enrich the diverse and accomplished Seably leadership team. Puri said, "My years within the maritime industry have prepared me to always be actively prepared to face tomorrow. I am delighted to join the current leadership team at Seably and work alongside such talented individuals."



CRANE WORLDWIDE UNITED STATES

Jens Osterwald has been announced as MD of the Germany region by Crane Worldwide. Having worked globally in leadership roles in logistics for over 20 years, the German national joins Crane Worldwide to drive future growth and development of both the freight forwarding and contract logistics footprints in Germany. The company provides transportation and logistics services. The company offers air, ocean, trucking, customs brokerage, truckload, and logistics services.



WORLDWIDE FLIGHT SERVICES UNITED STATES

Mohammed Esa has been named the Senior Vice President, Group Commercial Business Development and Strategy of Worldwide Flight Services. At WFS, Esa's mission is to develop and oversee the implementation of WFS' commercial development strategies to ensure a fully integrated commercial approach to drive future growth. He will help develop new lines of business and focus on the development of digital solutions which support WFS' customer experience and organic growth.



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The airport has developed a temporary Integrated Air Cargo Complex handling 9800MT of cargo annually. Facilities include Cold Storage with variable temperature control system, Freezer, Strong Room, Radioactive material storage room, Hazardous material storage room to name a few.

"It is a remarkable achievement that Kannur Airport has exported more than 1000 MT of fruits and vegetables in just 3 months of operations. A larger International Cargo Complex is expected to be operational by August 2022. This facility can handle 60000MT of cargo per annum".

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