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# NEWS



**Logistics industry is not only a vital contributor to India's economic development, but also plays a significant role, thanks to freebies the sector got in the Union Budget 2022-23**

## India to become global leader in drones by 2030



**Jyotiraditya Scindia**  
Union Civil Aviation Minister  
Government of India

Jyotiraditya Scindia, Union Civil Aviation Minister, said that India will be a global leader in drones by 2030 and the roots for which are being put in place. Addressing the WINGS INDIA 2022 in Hyderabad, Scindia said that apart from the fleet size, airports and new routes, India will also expand the ecosystem including maintenance, repair and overhaul (MRO), cargo, flying and training organisations (FTOs) and drones. "I am optimistic for the increase in fleet size, aircraft, the building of airports, new

routes and expanding ecosystem in India, whether it is MRO, cargo, FTO and drones," he said. Citing Prime Minister Narendra Modi's vision on the potential and growth prospects of India in the drones' sector, the Union minister said, "As the Prime Minister said, India has the capability to become a global leader in the sector of drones by the year 2030. The underpinnings and roots of that are being firmly put in place as we speak, from a policy, incentivization and demand perspective."

## Mumbai-Goa highway to be ready in year: Gadkari



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

Nitin Gadkari, Union Minister for Road Transport and Highways, said that the work on the new Mumbai-Goa highway can be expected to be completed within a year. "Mumbai and Goa are the heartbeat of the region. We will complete the work within a year. At present, the highway runs from Mumbai to Goa, but we will be extending it up to Mangalore. If government land is available, we will help set up a logistics park and truck terminal as well," Gadkari said. He was speaking at the inauguration of various national highway projects at Raigad in Maharashtra. Work on the Mumbai-Goa highway is being carried out in 11 phases.

The work on the highway was initially delayed due to procedures like land acquisition and permissions from railways and forest authorities, Gadkari said. The highway is being constructed by spending approximately Rs 17,000 crore and it is expected to boost tourism in the region, including the Konkan belt. The highway is set to make travel possible between Goa and Mumbai within eight hours.

## Kerala Govt to rejuvenate Vizhinjam Port

With a 72-foot draught and low dredging requirements, Vizhinjam is the deepest in the country. The port's revitalization as Vizhinjam International Seaport Limited may be a game changer for the marine sector. The Rs 7,525-crore Vizhinjam deep-water, multipurpose, international



seaport and container trans-shipment terminal is being built under the PPP mode. The Kerala government has awarded Adani Ports and SEZ a 40-year contract with the option to extend it for another 20 years. Minister for Ports A Devarkovil and the Adani Group announced the project would be completed by December 2023.

## JNPA briefs stakeholders on Sagarmala projects

Jawaharlal Nehru Port Authority (JNPA) organised a stakeholders' meet chaired by Sanjay Sethi, Chairman, JNPA, on the completion of seven years of Sagarmala initiated in the year 2015. During the meeting, the Chairman apprised the officials and stakeholders of the various projects initiated by JNPA which are in line with the Sagarmala initiative in the presence of Unmesh Sharad Wagh, Deputy Chairman, JNPA. Sethi said, "All

the stakeholders play a crucial role in the JNPA's landmark achievements. They are an integral part of the port. The stakeholders' views and opinions on various ongoing projects are valuable to us. I want to take this opportunity to thank all the stakeholders for the proactive and constant support in maintaining the country's growth and ensuring seamless trade."



## Freight cost likely to decrease through waterway transport

Increasing freight cost due to spiralling fuel prices could likely be reduced using waterways, which would also help in reducing the pollution, said Nitin Gadkari, Union Minister for Road Transport and Highways, while addressing a virtual seminar on Prime Minister Gati Shakti master plan recently. Pointing out that the overall transportation cost was on the higher side in India in comparison to other countries, Gadkari said waterways is a much cheaper alternative as compared to other modes. "The future is to increase the nation's freight capacity. The country also needs to increase freight traffic by water and to save the cost. The development of water transport is important for the country. Efforts should be made to ensure that passenger transport and freight in the north-eastern states is carried out by this mode of transport," said the minister.





# Next five years to define Indian logistics industry

Kale Logistics Solutions, a pioneer in developing digital infrastructure for logistics industry from the last 11 years, with its vision to empower stakeholders in the supply chain and make tech affordable and accessible, has designed and developed tech interventions to make supply chain entities future ready, says **Vineet Malhotra**, Co-Founder & Director, Kale Logistics Solutions.

**W**ith digitalisation becoming buzzword in the logistics and air cargo industry and rapid surge in demand for adoption of advanced technology, how are you gearing up to meet the demand and create value to your clients?

Our cloud-based systems, smart mobile apps, API integrations, IoT, Blockchain, AI, ML, and Robotics are considered integral components of the systems developed by us like Cargo Community Systems and Enterprise Solutions. With scalable and

conscious, quality mindful, and value maximising Indian client keeps our innovation drive high. Due to this, we are enhancing more value for our clients. Our SaaS-based solutions are a response to this peculiar need.

*What is your take on the future of air cargo logistics in India? How have you been a game changer in this sector?*

When we started off, India logistics was still called as the typewriter-based sector. In those conditions, we propelled India



robust platforms, CCS will lead the future where business models will be data driven and customer-centric.

*Have you seen any changes as far as IT adoption among your clients is concerned? What are the main challenges you face while offering IT solutions to your clients in the Indian market?*

Though India has been the IT hub, the industry has been a laggard in IT adoption. SMEs prefer manual operations over investing in digital infra. The cost

to the sixth position in e-AWB adoption globally. That's the power of the cargo community systems. We take the credit of creating the awareness in Indian market about IT solutions from the grass-root level and today, we take pride in the fact that 90 per cent of India's cargo runs on Kale's systems. Today it's a different India, one driven by automation is setting new benchmarks for the world outside. Take the case of Mumbai and Bengaluru airports who adopted cargo community systems and transformed into cargo hubs in the region.



**Vineet Malhotra**  
Co-Founder & Director, Kale Logistics Solutions  
and India Cargo Awards Winner 2022

**As early innovators we take the credit of creating the awareness in Indian market about IT solutions from the grass-root level and today, we take pride in the fact that 90 per cent of India's cargo runs on Kale's systems**

*Kindly throw light on some of the recent advancements done by your company which have been integrated or used by the logistics sector?*

We have helped the exporters with speedy IGST refunds from 90 days to seven days with our port community platform, CODEX. We saw that when refund claims were filed from the system, there was an accuracy of 95 per cent. The customs department processed these refunds faster and refunds started flowing in less than a week which is better than three months or more. The paperless operations at V. O. Chidambaram Port Trust was recognised by UN and ADB as the best innovation on trade facilitation. The other innovation is the document to EDI conversion service for e-AWB which employs ML to convert legacy documents such as scanned copies, PDF, and emails into e-AWB format in less than two minutes.

*How do you see your business scaling over the next five years?*

The next five years will define the history of Indian logistics. The government is playing a vital role to boost this industry. As per Logistics Skill Council, the sector is valued at \$150 billion, contributing 14.4 per cent of the country's GDP. The road logistics market in India is expected to grow at a CAGR of 8 per cent in four years to reach \$330 billion by 2025. Initiatives such as PM Gati Shakti Master Plan has a huge role in improving infrastructure efficiency and reducing the cost of logistics.

## dnata opens cargo facility at Heathrow airport



dnata has inaugurated a new, state of the art cargo centre at London Heathrow (LHR). Part of the company's 'dnata City East' complex, the bespoke facility further increases dnata's capacity at LHR, ensuring continued smooth handling of a broad range of goods amid rapidly increasing demand for reliable and safe air cargo services in the UK. The new, 10,500 m<sup>2</sup> facility ('Phase 2') was designed to operate in conjunction with dnata City East's existing 22,500 m<sup>2</sup> facility ('Phase 1') which opened in September 2019. The dnata will handle all air freight of Virgin Atlantic Cargo and Delta Cargo at dnata City East. Exports will remain at dnata's Phase I facility while the new Phase II facility will cater for all imports, offering the airlines significantly increased handling capacity.

## MAERSK launches new air cargo business

Maersk announces Maersk Air Cargo as the company's main air freight offering serving the logistics needs of its clients with integrated logistics. At the same time, Maersk chooses Denmark's second largest airport, Billund, as its air freight hub for Maersk Air Cargo with daily flights, creating several jobs in the region. To this end, Maersk Air Cargo has announced its intent to enter into an agreement with the Flight Personnel Union which is a part of the Danish Confederation and Trade Unions (FH). "Air freight is a crucial enabler of flexibility and agility in global supply chains as it allows our customers to tackle time-critical supply chain challenges and provides transport mode options for high value cargo," said Aymeric Chandavoine, Global Head of Logistics and Services, AP Moller Maersk.



## AIR FRANCE-KLM order 4 full freighter aircraft

Air France-KLM announced its decision to convert into a firm order the Letter of Intent it had signed in December 2021 for the acquisition of four Airbus A350F full freighter aircraft, with purchase rights for an additional four aircraft. These aircraft will be operated by Air France and be based at Charles de Gaulle Airport in



Paris. In the context of a steady and sustainable growth of demand for air cargo, Air France-KLM continue to bolster its world-leading network built around the powerful Charles de Gaulle and Amsterdam-Schiphol hubs. They will increase Air France's cargo capacity comprising two Boeing 777F, supplementing the belly capacity of the airline's more than 100 wide-body passenger aircraft.

## KARGO XPRESS implements CHAMP's Cargospot application



M Jets International (DBA Kargo Xpress), has become the first Malaysian carrier to implement CHAMP's advanced Cargospot application. The airline, delivering innovative middle-mile logistics solutions through a growing fleet of aircraft, will use Cargospot to manage its business-critical cargo processes. The CHAMP solution selected by Kargo Xpress is part of the Cargospot suite that fulfils the business needs of 126 airlines and cargo terminal operators in 75 nations around the globe. For Kargo Xpress, the Cargospot enables the airline to manage its cargo capacity and inventory across an expanding network.

## IAG CARGO launches new route from Barcelona to LA

IAG Cargo has launched a new route between Barcelona and Los Angeles and re-starting their popular route between Barcelona and San Francisco for the first time since the end of September 2021. The routes operated by LEVEL from Barcelona run up to four times a week to Los Angeles International Airport and four times a week to San Francisco International Airport. Customers will now be able to transport goods to and from the regions. The services will utilise Airbus A330-200 aircraft, with a capacity to hold up to 14 tonnes of cargo.





## SWISS WORLDCARGO, Fischer Road Cargo extends tie-up



Swiss WorldCargo and its partner Fischer Road Cargo (FRC) share a partnership which dates to the existence of SWISS. FRC started to transport luggage for SWISS, marking this way the first collaboration and continued with the creation of a dedicated air cargo trucking service, serving as an expansion of the network. To this day, FRC connects the major airports in Europe on a daily schedule with Full Truck Load and Less Truck Load. FRC shares the same values as Swiss WorldCargo when it comes to providing premium logistic services to its customers and offering top-quality road transportations across Europe.

## MENZIES AVIATION expands LOT Polish Airlines alliance

Menzies Aviation has doubled the number of airports where it supports LOT Polish Airlines with ground and air cargo services. The



new contract covers as many as 12 airports across the airline's network, including key hubs at Chicago and Budapest. The new airports where Menzies will start supporting LOT include Los Angeles International Airport, Toronto Pearson International Airport, Iasi International Airport, Oslo Airport and Bucharest Henri Coandă International Airport. Passenger and ramp services will also be provided at all new stations, with air cargo services starting at the YYZ.

## FCS launches Dakosy's ramp control system

Frankfurt Cargo Services (FCS) has implemented Dakosy's FAIR@Link digital Ramp Control System to reduce truck waiting time for cargo collections and deliveries. The slot booking tool allows FCS, an affiliate of Worldwide Flight Services (WFS) to optimise the allocation of truck ramps by allowing freight forwarders delivering and collecting cargoes for FCS' airline customers to digitally reserve ramps for loading and unloading, speeding up the handling process. This approach allows FCS to use its facility infrastructure efficiently, counteracts peak times, and increases the ability for all parties to plan and utilise their resources efficiently.



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# Logistics undergoing digital transformation

Hans Infomatic has been providing advanced and user-friendly technology solutions to air cargo and logistics industry globally. **Parvinder Singh**, MD, in an interview with **CARGOTALK**, says 'digital fitness' is a prerequisite for success and winners will be those who will embrace technology.



CT Bureau



Parvinder Singh, MD, Hans Infomatic; Padma Handa, Tajinder Kaur and Rajesh Kumar receiving Best IT & Software Solution Provider of the Year Award at the recent India Cargo Awards

**W**hat new possibilities do you anticipate in 2022, and how do you intend to make use of them?

We are planning to expand our footprint outside India, and focusing on large infra products such as warehouse management at airports, container freight stations and inland container depots. We are working on providing better data analytics to clients. We assist organisations wherein data can be accessed. Many logistics players are using our resources to improve their systems and supply chain networks to reduce costs, and generate revenue.

*What do you believe is a key takeaway from the pandemic?*

**We have launched new digital solutions that could be used by any device with an internet connection. We have also enabled a few paperless transactions**

We have launched new cloud-based digital solutions that could be used by any device with an internet connection. We enabled paperless transactions. Few mobile apps were launched such as HR App with Geotagging to facilitate work from home, remote workforce management and operations. We have tied-up with PHDCCI for online application and generation of electronic certificate of origin (e-coo). We facilitated the air community in handling cargo operations right from going paperless, contactless to taking delivery of cargo by generating gate pass management remotely. Our cargo community system brought together all stakeholders thereby facilitating the seamless

movement of goods and data across the logistics ecosystem.

*What is the one thing that is required to change for the industry to advance?*

There is a need to change the mindset towards technology. Still many industry players handle a lot of paper documents. Electronic documents such as e-AWB, would have eased the workflow. 'Digital fitness' is a prerequisite for success: the winners will be those who understand how to exploit a range of new technologies, from data analytics to automation and platform solutions and those who don't risk obsolescence. The small and medium segment logistics service providers are slow in adopting technology and cut corners fast as they see this as a cost rather than an asset.

*Which sectors, according to you, will develop rapidly in the future and why?*

There is no doubt that digitisation is set to revolutionize the logistics industry. Trade associations are pushing for end-to-end paperless transportation for the cargo industry through a regulatory framework. Currently, India is on a fast track to development, powered by innovation and disruption across key sectors, and encouraging government policies. In India, the sector is undergoing a transformation fully led by innovations in IT and digitisation.



# Future calls for more exports to CIS, EU

Russia-Ukraine war disrupted air cargo and logistics industry in the new normal. Rise in air freight rates, more mother vessels sailing was expected, but due to tense conditions in East Europe, this seemed a distant vision. Better planning, optimally using space, rate will be beneficial for logistics industry, says **Ravinder Katyal**, Director- Air Freight, ISSGF.



Bryan Anthony Thomas

**P**lease share megatrends for 2022, how do you intend to carry them out?

The logistics sector seems to have a great year ahead, even with increased air freight rates and increasing demand for ocean containers, I foresee a gap between demand and supply in the next few months. When curbs have been lifted and international flights resumed, the Russia-Ukraine war has come a Damocles' sword and disrupted normalcy thereby increasing air freight rates.

*What is your greatest learning during the pandemic?*

Keep going and opportunities will come. We have never seen such challenging times, but in these circumstances freight forwarders and the airlines were able to cover up their losses rather in fact revenues and profits touched sky high. Newer avenues such as Pharma exports, tech and medicinal supplies and equipment took the lead. More throughput should be the mantra.

*What is the one thing that needs an adjustment of request for the business to develop?*

More dedicated scheduled cargo capacity to be deployed. Exports are at an all-time high. Geopolitical factors are favouring India and we must gear up to take advantage of the trade and



Ravinder Katyal, Director, Air Freight India, ISSGF; Rohil Kohli and Roop Singh receiving Leading Freight Forwarding Company Award at the recent India Cargo Awards

economic drift in favour of the Asia-Pacific (APAC) region.

*Going forward, which logistics sectors do you think will grow and why?*

The future calls for massive exports to CIS countries and Eastern Europe to facilitate the redevelopment and restoration of war destruction. Pharma, heavy machinery, hospital supplies, paper products and perishables will grow exponentially.

*How do you foresee the future of the Indian logistics industry?*

✈️ The future calls for massive exports to CIS countries and Eastern Europe to facilitate the redevelopment and restoration of war destruction ✈️

Bright. The CIS business is likely to grow because of the strong relationship between India and Russia and lifting of all the global curbs give an advantage to the Indian business.

*How do you look upon the challenges placed on your company? What is the vision of your company?*

The air freight rates have increased four times than the previous ones, but lifting of all the COVID-19 curbs will be beneficial in balancing them. The future is based on the airfreight, I believe.

# Digital strategies for growth of logistics

Last two years have been challenging for leading logistics & warehousing solutions provider, but with right digital and physical strategies in place, it achieved growth. Focus has always been on integrating latest, futuristic, and applicable technologies. Our new ERP System will be a game changer for logistics, says **Mahendra Shah**, MD and CEO, V Trans (India).



Bryan Anthony Thomas

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

Automation and 100 per cent digitalisation among others are the achievements during the ongoing COVID-19. Data Science, Big Data, AI and ML have impacted different parts of logistics. Blockchain is being used widely now where multi-layer documentation is involved for higher transparency. Robots and automation assist in warehousing spaces—goods can be found, transported, and packaged in an efficient manner. Until now, this task had been a challenge for large companies, but now, with automation, it has become a much simpler task. At V Trans, we focus on integrating the latest, futuristic, and applicable technologies. We will also be introducing new ERP System, which will be a game changer for optimizing the administrative and operational environment, enabling error-free processes, and more efficient service. We are going to integrate various departments for better visibility and smooth operation process to provide unmatched service to our clients.

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

The health crisis had its worst effect on the companies. It has enhanced



Aditya Shah, ED, V-Trans (India); Deepak Kumar receiving Best Integrated logistics Service Provider award at the recent India Cargo Awards

🔥 Customers are becoming frenzied towards environment, and this should be reflected in the sector as well. We are focusing on the sustainable initiatives, for example, reducing CO2 emissions for hybrid vehicles 🔥

the technology infusion in the sector, which is supportive even for electronic commerce to grow. Overall, it has accelerated the digital transformation.

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

Another trend for 2022 would be the optimization of routes. Customers are becoming frenzied towards the environment, and this should be reflected in the logistics sector as well. We are focusing on the sustainable initiatives, for example, reducing CO2 emissions for hybrid vehicles. Other measures can also be adopted such as the use of eco-friendly

packaging, better planning, among others for cutting down the number of trips for deliveries.

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

Some of the fastest-growing sectors are e-commerce, renewable energy, textile, retail, FinTech, EdTech, pharma and, healthcare. Indeed, the market will grow, and this boom will be backed by factors such as government policies, international affairs, and market conditions and so on. This growth will strengthen the sectors and enhance their limits. 🔥



# Lessons for logistics: learn, create, initiate

Tripath Logistics, one of fastest growing logistical solutions provider, specialises in providing efficient, reliable, and customer-focussed comprehensive solutions tailored to customer's needs. It relies on functional excellence, customer focus, product leadership, people, and sustainability, says **Ravindra Kumar**, Director, Sales and Agency Development.



Bryan Anthony Thomas

**P**lease share with us the key emerging trends in 2022 and beyond?

Customer demands and expectations will be the most important bases for improvements. Last-mile delivery, robots, sustainability solutions to warehouses, automated picking systems, and predictive model optimisation software will leading factors. Technology and automation can bring differences in logistics as it can increase the speed and efficiency of operations. The LPS should take care of warehouse management, efficient transportation, upskilling of the employees, and adopt automation.

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

Behavioural changes in customers and the demand in logistics have changed. Logistics had to be re-organized within a short time. Customers have acknowledged



Ravindra Kumar, Director, Tripath Logistics; Prabhanjan Sreedhar, Rajendra Singh and Tapan Kumar Phull receiving Fastest Growing Freight Forwarder-Air award at the recent India Cargo Awards

the importance of this section and of those who have worked behind for a successful supply chain. Many processes had to be digitized quickly, while the ongoing pandemic has made the world learn, improvise and innovate continuously.

**What do you feel can be the major growth drivers?**

Logistics has embraced digital transformation slowly as compared to

other industries. The companies are dealing with an increase in growing costs, and are facing troubles in getting containers, scaling up their processes, predicting the demand and relying on labour. It is high time for innovation. However, regardless of the international market turns, the financial industry still manages to remain afloat. Banking and financial institutions have helped businesses keep going. With digital marketing, the businesses may grow double fold in the coming years.

**Which sectors do you think will grow the fast and why?**

Logistics, Healthcare, Banking and, financial industries are expected to grow. Employment opportunities are likely to increase. Technology will become the highest priority.

**Companies are dealing with a rise in growing costs, troubles in getting containers, scaling up their processes, predicting the demand and relying on labour**



# ‘We are looking at 5x growth this year’

Wiz Freight is one of the fastest growing digital cross-border supply chain solutions provider in emerging markets. **Ramkumar Govindarajan**, Chief Executive Officer, discusses about the company's strategic plans to scale up and achieve 5x growth in 2022 by having product-specific approach around multiple cargo segments.



Bryan Anthony Thomas

**W**hat are the new entry-ways that you are expecting in 2022 and how might you plan to complete them?

2022 seems to be a year with lot of potential for growth. We are expecting the market to open fully in a short while. We are already seeing positive signs with many countries, including India, announcing the resumption of international flights. We are on the way to normalcy. We expect the freight rates for both air and ocean cargo to fall this year, however, not up to pre-pandemic levels. At the company, we have ambitious plans to scale up and we are looking at a 5X growth in 2022. One of the ways we plan to achieve this is to have product-specific approach around multiple cargo segments.

**What do you assume have been your most noteworthy getting during the ongoing pandemic?**

The biggest learnings have been that the cheapest service provider is not always the best. We have seen that performance during the ongoing COVID-19 experience can give you a place in the customer's office forever. Reliability is important, but it comes at a cost. We have been striving to provide our customers and clients best in class services with high quality and excellency.



Ramkumar Govindarajan, CEO, Wiz Freight; Satish Lakkaraju and Vikrant Singh receiving Most Promising Start Up – Logistics Award at the recent India Cargo Awards

✈️ **We are on the pathway to normalcy. We expect the freight rates for both air and ocean cargo to fall this year, however, not to pre-pandemic levels** 🦋

**What is the one thing that needs a change of solicitation for the businesses to create?**

One thing which needs a change is for the customers to understand that value is bigger than price. The Indian shippers and consignees should recognise and support the Indian organisations not just based on cost but trust also and the ability to support them during troubled times during the health crisis. If there is trust, then the value would increase automatically.

**What are the fastest growing segments?**

At present, the fastest-growing segments — pharmaceuticals and renewables energy — are part of the country's commitment at the World Trade Organisation (WTO) in a bid to reduce carbon emission and the need to move to clean energy. Last but not the least is e-commerce which is the fastest-growing segment internationally and India is not too far behind, thanks to COVID-19. 🦋





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# 2022: Year of hope for reducing freight cost

**Vikramjeet Ahluwalia**, Managing Director, India at Air Logistics Group shared with **CARGOTALK** in a video interview that it is always wonderful to meet the stakeholders in person rather than through virtual meetings. He says it is high time that Russia-Ukraine war should end, and air freight prices should be rationalised.



CT Bureau

**How does it feel to be back in an offline event meeting people face to face?**

When we heard about India Cargo Awards, a physical event organised by the DDP Group, we got excited as it is always wonderful to meet the industry leaders in person rather than through video cameras or computers. All the industry leaders did not miss the opportunity. It is a fantastic and exciting start to the year 2022.

**What are the major growth drivers for the industry now?**

Capacity must be added, and air freight prices must be rationalised. Until that does not happen, the exporters will feel the pressure, as their costs are rising. Coming together under one roof is memorable indeed. The ongoing conflict between Ukraine and Russia which has come at a wrong time, should come to an end. The war has only resulted in an increase in prices, be it fuel, freight costs among others.

**How does it feel to be honoured as Best GSA - Cargo?**

It is a lovely feeling, and I am looking forward to a fantastic year ahead.

**How important are the cargo awards for the industry in general and to you in particular?**

It inspires you, propels you



Vikramjeet Ahluwalia, MD, Air Logistics Group; Sakshi Gupta receiving Best Cargo GSA Award at the recent India Cargo Awards

**Like other industries, logistics is undergoing immense change, and this brings both risk and opportunity, including new technology, new market entrants etc**

onward, and drives you as an industrialist to achieve more success in your own league.

**How do these award functions boost the industry leaders to work and motivate?**

Meeting people one after the other after a long break is a terrific experience. It is a fantastic experience for the logistics sector to communicate and get to know the players in the supply chain. I would like to thank CargoTalk magazine and all the

stakeholders of the supply chain, the freight forwarding fraternity, the ground handling agents (GHAs), the ramp handlers, the loaders, the Information Technology industry, and the air logistics team for the India Cargo Awards. We have been through an unprecedented crisis following the ongoing coronavirus, and we have evolved, fortunately.

Let us make 2022 a year to reckon with, grow and evolve in this ongoing pandemic.





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# It is high time units embrace AI, Big Data

**Amar Khurana**, Director, Inext Logistics & Supply Chain speaks about the importance of making supply chain robust and creating value for customers by enabling on-time deliveries and live information sharing. Companies are positive about obtaining pre-COVID growth in 2022 and believe technology as a tool to move forward.



Bryan Anthony Thomas

**W**hat are the new opportunities you are looking forward to in 2022 and how do you want to go about implementing them?

The year seems to be a positive year in terms of new growth opportunities. During the last two years, the difficulties faced by the global supply chain have impacted the industry. However, with easing of COVID-19 norms, the boundaries have started opening and the demand is coming from all economic sectors, be it raw material or finished goods. On-time deliveries and live information sharing are the need of the hour to make the supply chain planning robust. This has forced the industry to embrace advanced technology solutions such as AI and Big Data, among others.

We are planning and executing the strategy to become a technology-enabled logistics service provider. We are continuously investing in developing new systems for "track n trace" to keep our valued customers updated about all phases of logistics movements.

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

COVID-19 has underscored the need for an approach that was underway over the last six years, diversifying supply



Amar Khurana, Director, Inext Logistics & Supply Chain; Vandana Guleria, Rohit Seth and Nitin Oberoi receiving Fastest Growing Freight Forwarding Company award at the recent India Cargo Awards

**Like other industries, logistics is undergoing change, and this brings risk and new technology, new market entrants, new customer expectations, and new business models**

chain solutions to a broader array of locations and away from single source/single region suppliers. Indeed, many companies are moving their production out of China to diversify supply chain locations due in part, following the trade dispute between Washington and Beijing that reached its pinnacle last year. Now, in some cases, the pandemic is expediting that trend.

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

Like other industries, logistics is

currently undergoing change, and this brings along both risk and opportunity including new technology, new market entrants, new customer expectations, and new business models. There are ways the sector could develop to meet these challenges, some evolutionary, others revolutionary.

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

Automobile, textile, retail and pharmaceutical will be the fast moving sectors in the new normal.

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# Developing resilient supply chain for future

Despite pandemic-induced disruptions, Sampark India has recorded growth in its business activities in last two years in terms of network expansion, scaled up transportation business and ventured into contract manufacturing, says **Sanjay P Rathi**, Chairman and Managing Director in an exclusive interview with **CARGOTALK**.



Ritika Arora Bhola

**P**lease share with us the growth strategies adopted by Sampark Logistics for 2022 and beyond?

Sampark India has been able to register growth in all categories of services. Our growth strategies for 2022 include targeting growth in the warehousing sector, scaling up the transportation business for Eastern India from different parts of the country and vice versa, network expansion across India has been accorded priority and venturing into contract manufacturing would also play a major role.

*What, according to you, will be the major growth drivers?*

We are looking at digitalised operations and the role of data analytics. The sector combines AI, IoT, and data analytics, to improve its performance. Rapid infrastructure development by the Government of India would be the major growth driver.

*What are the emerging trends in logistics sector globally and what are the areas which need immediate attention?*

Some of the emerging trends in the global industry include growth of autonomous vehicles, 3D printing to produce products on demand, companies can change their business model to do just in time production instead of mass production



Sanjay P Rathi, CMD, Sampark India Logistics and Sawan Maheshwari receiving Best Multimodal Transport & Logistics Company Award at the recent India Cargo Awards

## WEAK AREAS

- Rising fuel prices and its impact on the economy
- Shortages of Blue Collared resources due to Pandemic
- Complex Government Regulations
- Growing Need for Sustainable Logistics operations

and AI applications. Another trend is multichannel logistics, omni channel logistics and integrated 3PL services.

*How important has it become for firms to design the supply chains of the future which are cost-effective, resilient and are able to meet ever evolving customer requirements?*

It is inevitable. One needs to move with the pace, improvise, innovate, and digitalize. After COVID-19 impact has lessened, the companies are looking at LSPs who could help them optimise on their logistics cost, by offering them the fastest and the most innovative supply chain solutions.

*How challenging has it become for LSPs to meet the customers' expectations considering the nature of the Indian market and existing bottlenecks?*

Experts must take quick decisions and take quick action to sustain business operations to serve their customers, clients, and communities, as well as protect and support their workers. The reshaped supply chains of the future will need to be characterised by resilience and responsibility. These will help communities manage the short-term crisis and enable businesses to build around their customers and help economies rebound.

*Could you elaborate on the strategies you are planning to devise to perk up the company's operations for efficiency in business and network enhancement?*

Planning ahead minimises the scope of any problems and helps provide enough time to plan every detail, leaving nothing to chance. Few of the strategies which we have devised and will infuse in our company's operations. They are: creating robust network in east with the support of leading Regional LSP, thus making Sampark India equally strong across India—this is going to be a game changer. 🚀





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# SCM firms seek one-window solution

Logistics was one of the hardest hit sectors during COVID-19. After combatting lockdowns, capacity crunch, shortage of workforce, supply chain crisis, the logistics firms continued with movement of essentials. In the new normal, the industry, with efficient strategies in place, is gearing up for growth, says **Shazul Mohammed**, Director, Fast Forward Logistics.



Ritika Arora Bhola

**P**lease throw light on the strategies adopted by your company to move ahead?

Throughout the pandemic, we have focussed towards increasing our interest in niche markets. The company's strength is in its offices, spread across India, China, UAE and Turkey. Capturing these markets during the ongoing pandemic was an analytical move that helped us to double our volumes year-on-year. Likewise, we see huge growth prospects in these markets.

*What will be the major growth drivers in 2022 and beyond?*

Global container shipping and airfreight forwarding is affected by many factors occurring across borders, and the impact will be on the freight rate which is major cost in the international logistics sector. It is advantageous as well as challenging. However, we have seen similar situations during the ongoing pandemic. We have been taking an advantage and we bet it is going to improve our finances and profits.

*What are the areas which need immediate attention?*

Adapting new emerging technology will be a challenge and companies must focus on moving with this trend. As technology advances, those firms which



Shazul Mohammed, Director, Fast Forward Logistics; Ashok Kumar, Swapna Parmar and Madhumita Chakraborty receiving Best Logistics Service Provider – Solar Products award at the recent India Cargo Awards

Like other industries, logistics is undergoing change, and this brings risk and new technology, new market entrants, new customer expectations, and new business models

these two factors is something which we strive for, and we believe if the duo can be managed effectively, customer satisfaction can be achieved.

*What makes your company better than its competitors? What is your USP?*

Our strength is in our global presence. Our memberships and certifications add to our strength and we have been developing huge volumes through them and meeting international commitments of the customers.

*Please elaborate on the global strategies you are planning to infuse into the company's operations?*

Real-time tracking of the consignment, dynamic pricing, transparent rate sheet for SCM processes, training and developing talent accordingly.

*Please tell us about your expansion plans?*

We are tapping new unexplored, niche markets. In the FY 2013-15, we had forwarders peep into the African markets using our network. Now, we are in Turkey, planning to set up markets in Qatar, parts of EU and the Americas. This is a strategic advantage and we are betting that in these trade lanes, we can manage to simply multiply our volumes. yoy.

do not adapt will lose opportunities to diversify their businesses and make their investments robust.

*In the new normal, how important has it become for the companies to design the supply chains of the future, which are cost-effective, resilient and are able to meet ever evolving customer requirements?*

We believe the companies are looking for one-window solution for all their SCM solutions. As due to sophisticated procedures and policies, and time constraints, the one-window solution helps the customers.

*How challenging has it become for LSPs to meet the customers' expectations?*

The logistics industry is dependent on people and operations. Managing





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# Rewriting pharma supply chain of future

In the last two years globally, industry has witnessed wave of surge in demand for pharma, especially Covid-19 vaccines that forced industry to scale up production, determine best form of storage, and put right pharma logistics strategies in place. Race is still on to get booster shots to people as quickly, possible through seamless and accurate supply chains.



Ritika Arora Bhola

**P**harma manufacturers and logistics service providers have learnt some important lessons in the last two years. Not only reliable and steadfast contingency plans, but the pandemic has also accelerated the need for resilient, agile, robust, and tech-friendly pharma supply chains which can combat any future crisis without getting disrupted. End-to-end visibility, accuracy, quality, and speed are the key pillars of a robust pharma supply chain. And the industry needs to work on it for attaining efficiency and growth.

## FACTFILE

- End-to-end visibility, accuracy, quality, and speed are key pillars of a robust pharma supply chain.
- Emphasis has been laid on bringing in reefer trucks to transport pharma in high-quality packaging to ensure zero damage.

Observing the same, **Sanjay Sharma**, Chief Operating Officer (COO), Coldman Logistics said, "In the last two years, we introduced flexible solutions for our customers in warehousing and transport wherein the demand uncertainties can be accommodated. Our modular warehouse design solutions help us in setting up the Temperature Control Warehouse in flat three months lead time as compared to conventional 10-12 months during pre-COVID-19 times. This has helped in absorbing the sudden surge in demand from our customers and we are

seeing a good traction in this space from our customers."

Expressing similar sentiments, **Sunil Nair**, CEO, Snowman Logistics said, "Our focus has always been on building robust warehouses and operating processes for seamless logistics operations at key locations for creating maximum value for our customers. The Snowman Logistics warehouses are multi-temperature facilities designed to store products ranging from ambient temperature to -25°C, are divided into chambers and

loading bays with related infrastructure that includes G+5 racking system. Through our SnowPreserve model, we offer complete flexibility to our clients as the command centre monitors and tracks the temperature and activities of each rack. For our pharma clients, we also offer blast freezers at all key locations throughout India."

Life science continues to be a core vertical for DHL Global Forwarding. "Under our LifeConEx unit, our staff is well-trained in good distribution practices and professionally experienced to handle variations in climate, route deviations, documentations, among others to ensure maintenance of the sterility and quality of this critical cargo," explained **Narayanankutty Karayangal**, Senior Director, Airfreight, DHL Global Forwarding.

"Fortunately, the large network we have with common visibility tools, capacity agreements with airlines, packaging solutions and temperature-controlled warehouses across the world helps us to prioritize the pharmaceutical product movement, and keeping these ahead of all other shipments. Under Thermonet service, our employees are trained holistically about the sensitivity, care and security regulations surrounding the pharmaceutical products not just between airports, but from the supplier's door to the buyer's door. We continue to invest in such value additions so that our customers can ensure their pharmaceutical products reach as they are intended to at the doorstep of their buyers," added Karayangal.



**Yashpal Sharma**, Managing Director at Skyways informed, "We have set up a control tower for the Healthcare vertical which ensures safety and seamless movement of supply chain. We have created a few cold chain storages of our own and tied up with various industry players for expanding our reach of these storages. We also have invested in our own reefer trucks to ensure our service offering is integrated fully with all means of transportation and with all healthcare customer supply chains."

Celsius has also created high-end and advanced SCM system with integrated TMS and WMS to provide value to customers. **Swarup Bose**, Founder and CEO elaborated, "This system provides end-to-end tracking for products in transit and storage. The products are usually sensitive to minor drops in temperatures, and they could lose their efficacy significantly if temperature is breached. With our platform, one of our

objectives is to reduce pharmaceutical and other cold chain wastage as much as possible."

Meanwhile, **Sameer Varma**, Director, ColdStar Logistics said, "We have been able to deliver to our customers' requirements by investing in our network, people and technology-led service offering. Our technology stack and deep understanding of the clients requirement allows us to offer and deliver world-class healthcare logistics encompassing first mile pickup, packaging solutions, conditioning solutions, domestic freight, international freight solutions."



**Narayanankutty Karayangal**  
Senior Director, Airfreight, DHL Global Forwarding  
and India Cargo Awards Winner 2017

✈️ **We have limited trucks with temperature-controlled ramp to move them into terminals and de-van the containers. Limited storage space at terminals is another problem** 🐦

**Aditya Shah**, Executive Director at V-Trans India spoke no differently. "Time sensitivity and material safety is paramount in the pharma supply chain. Our first mile and last mile automation, complete visibility of the material, and extra care for such shipments helps in achieving the client's objective from logistics. We have multimodal movement capabilities, where we can offer air services for the required quantity and places. The group strength, including warehousing, where we also have temperature-controlled facilities and surface movement and FTL is helpful when our clients look for all solutions from a single player," Shah said.

#### STATE OF THE ART INFRA

Ever since the COVID-19 crisis has hit the logistics industry, the need for





highly efficient storage, handling and transportation of temperature-sensitive products has increased. In the last few years, private and public entities have

which gives our customers real-time visibility of their stocks enabling them to plan the inventory forecast accurately. Additionally, GPS gives them the access to

✈ **Time sensitivity, material safety is paramount in the pharma supply chain. Our first mile and last mile automation and extra care for such shipments, help in achieving the client's objective from logistics** ✈

taken steps to build world-class physical and digital infrastructure to store and handle cold chain products. Special emphasis has been laid on bringing in enough reefer trucks to transport pharma at all required temperatures, and in high-quality packaging to ensure zero damage. Most pharma products are shipped globally in insulated containers, protected from temperature excursions, such as sunlight, humidity and more. With the use of advanced technologies, several countries have established nationwide cold chain network facilitating a seamlessly functional cold chain system and India is nowhere behind.

Warehouses at Coldman Logistics are certified for global standard for storage and distribution by BRCGS. "We have FDA and EIA licenses in place. We have robust WMS and TMS in place

online temperature and location mapping while their goods are at our warehouses or during primary and secondary transit," informed Sanjay.

Snowman Logistics is planning to build two good distribution practices compliant warehouses in the coming year. Nair affirmed, "Even trucks are being customised to meet the volumetric expectations of pharma products so that the cube and payload of a truck is optimised well. Intervention of technology in temperature monitoring, product movement monitoring, have helped in taking decisions based on live data and information."

At ColdStar Logistics, they have focused on deploying advanced technologies and on building a technology stack which allows everything from simple track



**Aditya Shah**  
Executive Director, V-Trans India and  
India Cargo Awards Winner 2022

and trace to supply chain planning and execution. "This technology is capable of sourcing in information from various IoT devices/mediums and allow us as 3PL operators for real-time action on information which is vital for healthcare logistics. This layer is being built with the latest applications of ML and AI with a view on making it easy to use and comprehensive enough to allow us to continuously scale up our offering to our clients," shared Varma.

From the freight forwarder perspective, Sharma said, "The compliance, training of handling staff, high levels of hygiene, pest control, and proper stacking and labelling of zones are mandatory. Once this is achieved, then AI-enabled systems for racking allocation, storage, returns handling, PO management is possible. Storage or distribution must have strong controls for temperature control management. A solid damage control system must be set up to ensure no excursion happens at any time. In addition, digitizing track and trace process provides significant benefit for regulatory oversight and ensures product safety."

"Our hubs at V-Xpress help with the entire operation process — from sorting to handling, value-added services, and delivering the product to the end-user. We deliver raw materials to the industries and products to the customer. Our infrastructure is constructed with modern technology that complies with maximum fire and safety protection. We have the perfect hub & spoke model for seamless connectivity across India, which is supported by latest infrastructure of Hubs & Branches, the use of MHEs, and process-driven and tech-supported operations. The shop floor automation, barcoding, pick and delivery modules on tabs, digital documentation, and payments are all tech integration in the process, that are helping us greatly," told Shah.

## UPPING PRODUCTION TO MEET DEMAND

The demand for pharma, including medical equipment, Covid-19 vaccines



**Yashpal Sharma**  
Managing Director, Skyways and Entrepreneur of  
the Year (India Cargo Awards) 2017

✈ **A solid damage control system must be set up to ensure no excursion happens at any time. Digitising track and trace process provides benefits for regulatory oversight** ✈



ColdStar Logistics





Coldman Logistics

and now the booster shots, have literally made Indian pharma firms pull up its socks and gear up to provide the stock on time. The last two years have been challenging for the pharma industry. The manufacturers/LSPs have witnessed a surge in demand for vaccines from across the world, and meeting it had turned out to be the biggest task for them. Scaling up production, keeping the right strategies in place for storage and to ensure seamless movement of supply chain have become important for the pharma logistics sector in the new normal.

"Design is a critical element in cold chain infrastructure as varied temperature ranges can challenge cold

storage efficiency. Typically, the industry requires four varied temperature zones from sub-zero to ambient to store and retain the efficacy of its products. Hence, the design element and the right storage mix for each temperature zone plays a critical role to deliver operational and financial efficiencies. In the last two years, we have been working with our customers to deliver customised solutions through 'Built-to-Suit' infra. The design element provides our customers with flexibility and scalability to match up to their inventory forecast," asserted Sanjay.

Snowman Logistics was able to meet the demand through reefer trucks that have

blast chillers for reaching interior areas in the country. "Vaccines, medicines, medical equipment need to be ferried in temperature-controlled environment, and we are able to provide customised solutions not only at the warehouse level, but also when the consignment is on the road," said Nair.

DHL Global Forwarding had stored in warehouses at Hyderabad and Delhi in order to condition the different packaging materials up to -30°C and move products in the shortest possible time to the central and northern parts of India. "We will continue to invest in such facilities as demand picks up. We have similar warehouses, not only for packaging, but also to provide the required consistent temperature during transit. Furthermore, we have tied up with transport organisations offering temperature-controlled trucks and containers for surface movements," told Karayangal.

According to Sharma, "Nowadays, sophisticated passive packaging solutions are available for storage and movement of goods. We have temperature-controlled storages available for our customers who have increased the storage of raw material closer to their factories and finished goods closer to the point of sales."

"The surge in demand can be met through technology," said Bose. "Cold storage chains in India have started to deploy



**Sanjay Sharma**  
COO  
Coldman Logistics

✈️ **Pharma requires four varied temperature zones from sub-zero to ambient to store and retain the efficacies of its products. Design and storage for each temperature zone plays vital role** 🐦



PCM, IoT and AI-based temperature sensors and regulators, providing regular alerts and updates. Manufacturers can scale up production once the ongoing dearth of reefer trucks and equipment is dealt with. Storage units and centres must either expand or be emptied out at a faster rate to accommodate for storage of new products. This can be curbed by improving the cold chain infrastructure in the country, encouraging manufacturers to scale up production, resulting in a wide-scale availability of cold chain products. An alternative to this could be a national cold chain network, integrating all cold chain entities and facilitating seamless collaboration to maximise the output," Bose pointed out.

Varma added, "Our strategy is focused on deepening our national and global network, and our services are allowing our clients a bespoke scalable offering which can be replicated at will."

## HANDLING PRESSURE & CREATING VALUE

India is the largest provider of generic drugs globally. But COVID-19 crisis escalated the demand in ways that initially seemed hard to meet. The total imports and exports of the Indian pharmaceutical industry in 2020-21 was a combined total of Rs 1,89,203 crore with the major segments being generic drugs, OTC medicines and API/bulk drugs, vaccines, contract research and manufacturing, biosimilars and biologics, says reports. Getting to these numbers was a challenge for all the cold chain establishments in the country.

Sanjay said, "The pressure of increased demand, especially in pharma domain, has been felt more by the International 3PL players as shipping cost and container availabilities have challenged them. For domestic players, the pressure may be felt in the coming few years as until now the manufacturers were realigning their sourcing channels and reducing their dependency on sole sourcing partners and reducing geographical sourcing dependency. As pharma firms realign their



**Swarup Bose**  
Founder and CEO  
Celsius

✈ **Manufacturers can scale up production once the dearth of reefer trucks is dealt with. Storage units must expand or be emptied out at a faster rate to accommodate new products** ✈

sourcing and supply channels, we see a shift in warehousing demand from tier 1, 2 to 3 cities in the coming years."

Nair said, "Since COVID-19, we have developed our pharma segment and expanded our service gamut for the sector. Along with dedicated pharma warehouses in Mumbai and Chennai, we are working on fulfilling the demands from the other cities. Our new facilities at Siliguri and Coimbatore are ready, and we have also expanded the infrastructure at Mumbai and Krishnapatnam centres. With our IT upgrades, we can meet larger volume throughput from our warehouses and transportation infrastructure. We are also able to give better supply chain visibility to customers."

To handle the pressure and meet the demand, Skyways has tied up with carriers and worked with them to ensure they can bring more capacity. "As the pandemic has caused various carriers to lose capacity, so we went and procured capacity through chartering. Since the pandemic has hit the globe, we have executed more than 100 charters," said Sharma.

"Celsius' SaaS-based cold chain platform provides a network for manufacturers of cold chain products, reefer truck owners, and cold storage facilities, helping them connect with one another to ship and store consignments based on the need. Till date, we have supported the transportation of pharmaceuticals across the country with

zero temperature excursions. We have integrated the latest cold chain technology with our services to minimise the scope of errors, increase efficiency and transparency," exclaimed Bose.

While V-Xpress has developed strong supply chain solutions through multimodal express transportation and integrated logistics services to ensure timely and safe delivery of sensitive healthcare products to its end destination, the route optimisation as per the seasonality help in better planning and efficient handling of supplies.

## OVERCOMING MAJOR HURDLES

Inadequate infrastructure and storage spaces, shortage of reefer trucks, unskilled workforce, last mile connectivity and high costs are some of the key challenges persisting in the Indian market. Yet, Indian pharma industry did a commendable job by making use of the available resources, and continued with the supply of essentials worldwide, despite disruptions caused by the pandemic.

## FACTFILE

- India is the largest provider of generic drugs globally. But the pandemic escalated the demand in ways that seemed hard to meet.
- Yet, Indian pharma industry did a commendable job by making use of the available resources, consistency.



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**Sameer Varma**  
Director  
ColdStar Logistics

✈️ We have invested in advanced tech and focused on building a technology stack. This is capable of sourcing information from various IoT devices and allows us action on info vital for healthcare logistics 🦋

Efforts are being made to resolve issues with right strategies and initiatives in place, it seems in the coming years, Indian pharmaceutical and cold chain logistics sectors will be at par with international standards.

Acknowledging the above, Sanjay said, "The adherence to the quality until the last mile is a challenge for supply chain managers, as at the tertiary and at the retail level, no robust systems are in place to monitor and control the quality compliances. Also, the uneven distribution of manufacturing and consumption hubs make it difficult for smooth 'to & fro' movement of trucks thereby increasing the lead time and costs."

Nair added, "In India, the biggest challenge is the weather that changes by a few degrees every few kilometres. We must be extra cautious, while transporting



**Sunil Nair**  
CEO  
Snowman Logistics

✈️ In India, the biggest challenge is weather: it changes by a few degrees every few kms. We must be cautious while transporting pharma products. Advanced tech are available to take care of these bottlenecks 🦋

#### FACTFILE

➔ It seems in the coming years, Indian pharmaceutical and cold chain logistics sectors will be at par with global standards.

➔ Adherence to quality until last mile is a challenge for supply chain managers, as no robust systems are in place to monitor and control the quality compliances.



pharmaceutical products. However, advanced technologies are available to take care of these bottlenecks."

Karayangal highlighted, "We have limited high quality trucks in clean conditions with a temperature-controlled ramp to move them into terminals and de-van the containers. Limited storage space at terminals is another problem. Availability of only few cool dollies to transport the airline pallets from the warehouse to the aircraft and lack of adequately trained resources to handle these sensitive products, are some of the challenges we face." According to the WTO Secretariat, rapid scaling up COVID-19 vaccines production capacity worldwide is the need of the hour and delay of even a single component may slow down, or even halt, vaccine production given the globally integrated supply chains that underpin COVID-19 vaccine manufacturing.

Sharma said, "What needs to be managed and controlled in smooth movement of

pharma products is multiple handling and transit points. Lack of updated trained personnel who may not follow GDP practices is an area of concern too."

On the other hand, Bose highlighted few crucial areas of concern:

1. Lack of integrated first mile movement and last mile delivery of pharma products.
2. Procurement of border paperwork and access for pharma products
3. Maintaining temperature throughout
4. Fragmented, unreliable network of reefer vehicles, cold storages, and distribution network.


Shah concluded by saying, "Given the incredible complexity of the modern international supply chain, discovering the cause of any recurring outage is not simple. Instead, it more often than not requires insight into every touchpoint in the value chain—with real-time view of your inventory." 🦋



# Supply chains hit due to Russia-Ukraine war

Global supply chains are once again being tested by Russia-Ukraine war. It has put the logistics industry in the limelight questioning the role of the stakeholders in mitigating the risks associated with their businesses and to keep goods, funds, and information flowing across the global supply chain.



 Ritika Arora Bhola

Russia's invasion of Ukraine threatens to upend international supply chains which are still reeling from the ongoing pandemic. The impact of the ongoing Russia-Ukraine war on the global supply chain and trade is going to be enormous, says experts. "We all know that it is no more a war between Russia and Ukraine alone, but between Russia and the US and the West. The financial sanctions have disrupted payments, while sanctions on aircraft certifications, leaseback of leased Boeings and Airbuses have cut off

## FACTFILE

- Sanctions on aircraft certifications, leaseback of leased Boeings and Airbuses have cut off the supply of spare parts.
- Closure of Ukrainian ports and waters are some of the factors for supply chain disruption.

the supply of spare parts. With Russian aircraft not allowed to fly over Europe air space and closure of European and United States carriers not to fly over Russian territory have disrupted the air cargo market. With the Russian-leased aircraft not allowed to fly outside Russia and closure of Russian air space for the European and United States aircraft has led to an increase in fuel cost and flying hours and has told on the cost for passengers and cargo movements," highlighted **Naveen Rao**, Chairman, Sentro Group.

"Withdrawal of container providing companies from the Russian market has disrupted the supply chain for sea cargo, closure of ports and water shipping companies' withdrawals and closure of Ukrainian ports and waters are some of the factors for chain disruption," he added.

According to Rao, inflation pressures were elevating and now the Russia-Ukraine war is creating additional concerns. "The energy sector's pressures are well documented, but sectors such

as automobiles, semiconductors, food, and fertilizers will be deeply affected by the war. There will be a direct impact on the production of food grains and the world food supply will also be impacted," he added.

Focusing on the impact of the air cargo sector, **Elliott Paige**, Airport Director, Air Service Development, at Hartsfield-Jackson Atlanta International Airport said, "In the air cargo industry, the planes that move big and heavy cargo such as oil, gas equipment and spare parts, including the popular Antonov 124, have been grounded due to embargoes. Lack of air haul for large cargo is hindering investors incentivized by the price hikes. The consumers are expected to pay more for everything in a COVID-19-induced inflation, augmented by the dynamics of the war."

Acknowledging the above, **Glyn Hughes**, Director General, TIACA enlisted a few points: The impact on inaccessible capacity; there were a number of Antonov aircraft at their base in Ukraine, their airfield has been damaged as have some of the aircraft also.

The sanctions on Russian businesses and aircraft are impacting Volga Dnepr Group which includes Volga Dnepr charter operations and Airbridge Cargo, although specific flight exemptions could be requested from the relevant civil aviation ministry authorities the aircraft have already been redeployed to other

parts of the world which transport to / from is still permissible.

The restrictions on airspace usage and no fly zones are adding additional time to flights, which in some cases are quite considerable and necessitate intermediate stopping points with consequential impacts on crew hours, fuel burn and operation cost. The political uncertainty associated with the conflict has seen a dramatic increase in the price of oil and this will impact operational costs further.

A further impact is that on the global consumer, at times of conflict and political uncertainty exacerbated by fears of possible escalation, the impact on consumption behaviour is to become more cautious and with rising inflation made worse by the increase in fuel and heating costs we could see consumer demand contracting.

Rao stressed, "If the war continues and exports halt during the Ukrainian harvest season in the coming months, the chaos will reverberate throughout the globe." Hughes said, "Maritime and land-based trade from Ukraine has ceased which impacts all of Ukraine's trading partners. Additionally, sanctions imposed on Russia, in terms of trade curbs, flow of funds and, in some cases, on individuals associated with the Russian leadership are some of the most stringent imposed, and the impact on energy costs in parts of Europe will be quite considerable, despite other nations seeking to provide alternative



**Glyn Hughes**  
Director General  
TIACA



**Elliott Paige**  
Airport Director, Air Service Development at  
Hartsfield-Jackson Atlanta International Airport

✈️ **Be it the conflict in Ukraine or COVID-19, we must be prepared for the unknown. As the world is becoming complex, the solutions will need 100% digitisation of business operations** ✈️

✈️ **Every crisis is an opportunity to improve and prepare for the next oncoming version. Where any firm is not prepared to handle a crisis, it is a barometer to get things in place** ✈️

supplies of Liquefied Natural Gas (LNG). Mineral exports from Russian mines will also impact reliant global manufacturers if the conflict extends to the point that stockpiled reserves are depleted."

Expressing concern over global food shortages, Paige said, "Even if the US and Europe release some stockpiles, prices are





unlikely to return to normal. Russia will probably place export embargoes on its food and Ukraine will probably miss the farming season this year, thus extending the global shortages."

## SEEKING OPPORTUNITIES IN DISRUPTIONS

Every crisis presents an opportunity to improve the supply chains by investing in innovation and advanced technologies," believed experts. Be it the ongoing Russia-Ukraine war, COVID-19 whose impact has reduced, natural calamities, or political conflicts—the logistics industry stakeholders should devise ways and means to move forward. Unlike other industries, logistics just cannot stop functioning.

"Disruption offers the companies an opportunity to improve their supply chain systems to predict future issues. Any new challenges leads to innovative processes and solutions," agreed Rao, adding, "With the advent of technology, the supply chain industry is witnessing changes unheard of earlier. With cloud-based applications, we are integrating real-time data and helping in a smoother flow of cargo."

Indeed, businesses must navigate the financial and operational challenges, while rapidly addressing the needs of their customers, and suppliers. By making the right choices and timely decisions, supply chain leaders can turn complex situations and disruptions into meaningful change.

As they respond to both the immediate impact of the crisis and prepare for what comes next, a continuous cycle of risk mobilising, sensing, analysing,



configuration, and operations will help to optimise results and mitigate risks.

Paige said, "Every crisis is an opportunity to improve and prepare for the next oncoming version. Where any company is not prepared to handle a crisis that is also a good barometer to get things in place for the next. Survival depends on it."

## SAFEGUARDING FUTURE

A resilient supply chain is the backbone of the global economy. Today, the world is interconnected at every level and is interdependent for a thriving economy. A resilient supply chain is a must to sustain and grow. In order to overcome any future crisis, in the long-term, supply chain leaders should be prepared in advance. This will be possible by increasing supply chain resilience and maintaining balance between investments in teams, processes and technologies which will further enable



**Naveen Rao**  
Chairman  
Sento Group

✈️ **Disruption does offer firms an opportunity to improve their supply chain systems. With cloud-based applications, we are integrating real-time data and helping in a smoother flow of cargo** 🛫

the companies to implement end-to-end risk management processes.

"Be it the ongoing conflict in Ukraine, the pandemic whose impact has lessened, natural disasters, recessions and trade disputes among others, we must be prepared for the unknown which can strike at any point," said Hughes. "As the world becomes more complex, the solutions will require 100 per cent digitalisation of business operations, skilled workforce, and modernised and collaborative relationships between supply chain partners. These are the ingredients for futureproofing success," he added.

Meanwhile, Paige suggested, "Diversify your airlines in a bid to manage fallout from any financial crisis, global pandemic, or in this case, a war. Also, diversify your markets. The adage of 'never putting all your eggs in one basket' is relevant here. Streamline processes and use technology that you have control over via concrete contracts."

Concluding, Rao said, "An optimum balance between the investments in teams, processes and technologies in order to implement end-to-end risk management processes is required. End-to-end data, supply chain control, integration, transparency, and visibility are necessary." 🛫



# ‘We are planning new flights to India’

During ongoing pandemic, Hartsfield-Jackson Atlanta International Airport, United States operated 20 freighters which moved variety of cargo worldwide. Currently, the airport is in talks to start new trade corridors and flights to India, says **Elliott Paige**, Airport Director, Air Service Development in an exclusive interview.



Ritika Arora Bhola

**K**indly tell us about the new freighter ops/routes introduced and capacity expansions at the airport. Which are the destinations covered, and what kind of cargo is moved from the airport?

We have over 20 freighters with regular services to Atlanta, plus significant belly cargo from our passenger carriers. The airport will continue to move goods related to high-value, high-yield verticals such as aerospace, automotive, pharma, perishables, and

## FACTFILE

→ We implemented a truck staging area to allow trucks to wait until they are called via SMSes to an available warehouse.

→ All the business models suggest that a flight to India in near future would be successful.

high technology equipment for a variety of end use. During March 2022, 189 flights flew to Europe, nine to Canada, 10 to Mexico and South America, 92 to Asia, 72 to the Middle East and 1,374 flights flew within the US.

Recently, with challenges in ocean freight, we are seeing diversions of chemicals used in manufacturing, textiles, and other products critical for manufacturing in the region. We expect these to be temporary and return to ocean freight as the freight charges and reliability regularize.

*Please elaborate on state of the art digital and physical infrastructure available at the airport.*

The airport has implemented a truck staging area to allow trucks to wait until they are called via SMSes to an available warehouse loading door. This process reduces truck congestion, pollution and clears the road to the warehouses. In 2019, we added the cargo community system facilitated by Kale Logistics. Participants in the system can reserve a loading door eliminating their wait time and



reducing turnaround time (TAT) to less than 90 minutes. Our aim is to connect to other airports via virtual trade and data corridors to optimize efficiency between us and partner airports. We use our Sister Airport programme to find mutual interests and areas we wish to standardize in our cargo operations.

**Where do the trade activities with India stand at this moment? What are the significant items transported to and from India?**

There are 4,300 items at six-digit level HS-code exported from Atlanta to India by air. Since the HS comprises 5,300 article/product descriptions that appear as headings and subheadings, 81 per cent of the HS universe is traded between India and Atlanta airports. Products include pharma, petro-products, technology equipment, vegetables, among others. In 2021, trade value was more than \$1.3 billion and around 17.5 tonnes of cargo.

**Do you look at India as a trade destination? Any plans for future trade with India?**

I have participated in or coordinated several trade missions to India. We have a great relationship with the Indian Consulate General office in Atlanta. We hope to continue pushing for a new flights to India for passenger as well as cargo service. All the business models suggest that a flight to India would be successful.

**What, according to you, will be the major growth drivers in the year 2022 and beyond?**

We have witnessed retail merchandise, online orders approaching 100 per cent growth from 2019 onwards. Since 2020, the development of e-commerce has returned to expected growth of around 20 per cent annually. The drivers of the trade phenomenon are, of course, consumers. Due to a world where technology makes our gratification immediate, we, as the consumers, expect bespoke goods to move across

borders within 72 hours. Technological innovations drive consumer expectations and the logistics sector to offer greater speed and transparency.

**In the new normal, how important has it become for the airports to design cargo handling, storage, and supply chain process that is world-class, cost-effective and can meet ever-evolving customer requirements?**

The new normal has brought some challenges to airport design regarding cargo. The stakeholders are working to reduce costs, while retaining or increasing efficiencies. This will happen through better design, constant training of workers, taking care of workers, using technology to enhance efficiency, and building redundancies in order to strengthen resiliency. Better design means understanding the flexibilities of the infrastructure between 30-40 years, that is, future-proofing the cargo facilities to advance as innovations move to the market and customer requirements advance.

**Today, the expectation for quick and seamless timely delivery has forced the industry stakeholders to collaborate with the ecosystem partners. How challenging has it become for an airport to meet the expectations of the customers' (airlines/ forwarders)?**



**Elliott Paige**  
Airport Director, Air Service Development  
Hartsfield-Jackson Atlanta International Airport

✈️ Recently, with challenges in ocean freight, we are seeing diversions of chemicals used in manufacturing, textiles, and other items critical for manufacturing in the region 🇺🇸

Believe it or not, air cargo operations are dealing with a variety of demand induced by ocean freight challenges, manufacturing shortages of inputs and labour supply. The impact of the ongoing pandemic on countries that are heavy producers of intermediary manufacturing goods, and the growing shortage of airport land space, as we deplete our greenfield space and struggle to coordinate with brownfield space. The results are, of course, bottlenecks. Fortunately, innovations such as truck parking lots, cargo community systems, and maintaining a productive relationship with the stakeholders will help alleviate the bottlenecks and smoothen trade.

**Please share with us your major expansion plans or projects in the pipeline?**

We are inviting the developers to bid on working with us to build a Modern Air Cargo Facility (MACF) with all the state of the art material handling systems such as mail sort, perishable and pharmaceutical technology innovations, and animal handling. We have airport companies such as the DHL that are setting the trend with their automated sorting centre to be fully operational by the last quarter of the current year.

**Collaboration among the industry stakeholders is significant. Do you think the stakeholders are readily collaborating and uniting for growth?**

It depends on whether the airports actively nurture relationships with the private sector, development partners, logistics companies, federal agencies such as customs and border security authorities, and educational institutions. Those airports put the resources and time behind as such relationships prosper, and allow them to unite for growth. They also recognise that they are on the same team. This growth will certainly strengthen the sectors and enhance their limits. 🇺🇸



# India, UAE firms to strengthen trade ties

Third edition of Logix India 2022 which was held recently in Dubai provided a common platform to leading Indian and UAE logistics companies to congregate and endeavour to make trade and investment of both countries and the region more competitive. It also highlighted the benefits of using the UAE as a hub to re-export Indian goods to the world.



Abigail Mathias

**T**he third edition of Logix India 2022 took place a month after both countries signed the Comprehensive Economic Partnership Agreement (CEPA) to boost their merchandise trade to US\$100 billion over the coming five years. CEPA becomes effective by the first week of May.

His Excellency Dr. Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade; His Excellency Ahmad Mahboob, Director-General, Dubai Customs; Dr. Aman Puri, Indian Consul General to Dubai among others attended the event.

Sunja Sudhir, Indian Ambassador to the United Arab Emirates said, "CEPA will strengthen the trade and economic ties between India and the UAE and thus, enhance the logistics sector will act as a trade facilitation for Indian exports." He said Federation of Indian Export Organisations (FIEO) played a transforming role in inculcating an export culture and promoting exports of Indian goods and services to global markets.

The trade agreement aims to promote trade, investments and offer robust dispute resolution between India and the UAE. Key logistics players in India and UAE utilized



*His Excellency Dr. Thani bin Ahmed Al Zeyoudi, Minister of State for Foreign Trade, being felicitated by Dr. Aman Puri, Indian Consul General to Dubai.*

**CEPA will increase the trade and economic ties between India and the UAE. The logistics sector will also act as a trade facilitator for Indian exports**

the event, organised by the FIEO and supported by the Federation of Freight Forwarders Association in India and NAFL-UAE, to improve the prospects of the freight and logistics market after the pandemic caused losses to tourism, aviation and logistics.

Addressing the gathering, Nadia Abdul Aziz, President, National Association of Freight and Logistics (NAFL-UAE) said, "We welcome representatives of the Indian firms. The event will open new growth

opportunities for the India and UAE as they work towards achieving better results. The event has boosted the trade ties between the two nations." Investment by the Indian firms in the UAE stands at over US \$85 billion. The Indian logistics market is estimated to grow to US\$ 380 billion by 2025 and the freight and logistics market in the UAE will generate over US\$ 31.41 billion by 2026. As per 2019-20, the UAE is India's third-largest trading partner, after the US and China in bilateral trade.

On the second day, Omar Khan Abdulla, Director of International Offices at Dubai Chamber, talked about the trade potential of UAE-India. The other speakers included Director-General of FIEO, Dr Ajay Sahai. Aziz will be working with the Indian freight officials about the areas of collaboration, capacity building and increasing and facilitating trade by the supply chain.

Later, the participants visited JAFZA, the UAE's first free zone in Jebel Ali spread over 1.58 million square metres and housing 8,700 global companies, including 100 of Fortune Global 500 companies, facilitating trade worth US\$99.5 billion in 2019. The participants also visited Expo 2020 Dubai.



# PHDCCI organises offline event



PHDCCI recently held an offline event titled, Sustainable Future Growth of Air Cargo Focusing on Gati Shakti Master Plan. The event provided a platform to industry stakeholders to come together under one roof and discuss sustainable business solutions for the air cargo and logistics industry's future.



# Skyways hosts cricket tourney

Skyways Group hosted 'SLS Cricket Tournament 2022' in Gurgaon. Eight corporate teams played. The team 'Sultan of Shores' comprising CMA & Braceport Logistics, Spice Jet, MSC, while Skyways Group team comprising players from the Skyways, Forin container line and sKart Global express played. The weeklong tournament proved to be an energy booster.



# Indian logistics, supply chain enhance economy

Although COVID-19 has caused disruptions, it is currently on the mend. Technology has demonstrated its importance and perception of consumers toward various brands is changing as a result of strong market dynamics in e-commerce domain. Global logistics segment likely to increase at compound annual growth rate of 5.7% between 2022 and 2027.

**L**ogistics, like any other industry, has suffered due to COVID-19 as it is one of the most crucial industries without which only a few cottage industries could exist. The pace of recovery was unknown even before the second wave began in the spring of 2021. According to the McKinsey Global Institute (MGI), the logistics sector would develop at a CAGR of over 10 per cent from \$200 billion by early 2020 to at least \$320 billion by 2025. However, the future is far uncertain now than it was before MGI issued that forecast, due to the ongoing COVID-19 attacks on numerous sectors, despite the fact that the logistics industry is improving. Because it is a consumer-driven and unstructured industry, the pandemic caused several disruptions. However, the intensity is currently lessening.

Ineffectiveness in one phase has an impact on the entire supply chain, a key obstacle for the industry. Furthermore, because the operations are scattered around the globe, even minor disturbances take time to rectify. The sector suffered damage as a result of a surge in e-Commerce activities. Increasing shipping costs, demand-supply mismatches, and delayed delivery are all adding to the troubles. Despite the fact that technology has entered the industry, digitalisation has been slow. As a result, the industry is experiencing disruptions and problems at all levels.



✈️ **Though technology entered the industry, digitalisation has been slow. As a result of this acute shortage, the industry is experiencing disruptions and problems at all levels** 🛬

Despite the fact that technology has demonstrated its importance, consumers' perception toward brands is changing as a result of strong market dynamics in the e-Commerce domain. We witnessed an upsurge in hoarding of things such as consumables and medication. With a credential-based delivery of commodities, many logistics corporations can meet this demand while adhering to safety rules. To some extent, this contributed to the recovery phase of the economy.

Logistics aggregators are becoming a one-stop solution for several start-ups and small businesses looking to expand their consumer base by going online. Customers are getting a personalized experience owing to automated warehousing and packing. The logistics sector has emerged as India's top job-creating sector, as per the National Skill Development

Corporation. This aided the SMEs and MSMEs in getting back on course and restarting production. Not only that, businesses too are becoming more proactive in assessing supply chain risks in order to keep routes available in the event of unforeseen occurrences.

The global logistics segment was worth at \$9252.1 billion last year, as per a survey by Expert Market Research. It goes on to say that between 2022 and 2027, the market is expected to increase at a CAGR of 5.7 per cent, reaching \$13,326.3 billion. The APAC Region is perhaps the most important market. The expansion is primarily fuelled by considerable growth in the world economy in the e-Commerce segment. The survey goes on to state that technological improvements are helping to drive the expansion of the market.



**Lalit Das**  
Founder and CEO  
3SC Analytics

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



# Rly reforms crucial to reduce logistic cost

To reduce inland freight cost, railways must double its share of goods traffic (million ton km basis) in the next five years. It has decreased from 86 per cent in 1950-51 to about 29.5 per cent in 2015-16. By now, it might have decreased to about 25 per cent. Indian Railways also needs a capital investment of Rs 35.0 trillion in the next five years.

**L**ogistic cost in India is 2.0 to 3.0 times compared to the peer nations. Total logistics cost from raw material to finished goods might be 15-20 per cent of the delivered sale price of goods. This might exceed up to 50 per cent in several bulky goods such as minerals. By this, India is converted to high-cost economy thereby losing its competitiveness. To reduce inland freight cost, the Indian Railways must double its share of goods traffic (million ton km basis) in the next five years which has tumbled from 86 per cent in 1950-51 to about 29.5 per cent in the year 2015-16. By now, it might have dipped to about 25 per cent.

Road transportation is not a prudent choice, particularly for the longer distance above 250 km; that must be shifted to Railway. For small consignments, an integrated model of rail, road and inland water transportation must be developed. For this, adequate numbers of goods terminals in railway must be developed with modern facilities for loading, unloading and storage. The cartel of transporters and loading contractors must be barred.

Average speed of goods traffic through the railway must be doubled in next five years which is barely 24 km per hour. This is mainly due to traffic congestion and the lower



priority to goods train over passenger train. Hence, the number of tracks must be increased for reducing intermittent stoppages.

Indian Railway is earning about 65-70 per cent revenue from the goods freight and making profits and the same is used for subsidizing passenger's fare. Such cross subsidy must be phased out in next three to four years' time which is distorting freight market leaving no surplus with the railway for investment. Otherwise also, there is no rationale in providing subsidy to all travellers, including the middle and rich class. Yes, the poor class may be subsidized by including separate compartments.

Capital investment in the railway is below 20 per cent in comparison to

investment in road transport sector. Hence, there is huge backlog of investment for capacity expansion and modernization. Therefore, the railway needs a capital investment of about Rs 35.0 trillion in the next five years. By this, the logistics cost shall reduce, and India shall save imported energy and reduce carbon emission in comparison to road transportation. Eventually, road accidents shall also reduce by diverting goods and passenger traffic to the railways.

Mobilisation of such a massive investment is indeed a great challenge. For this, the conventional approach from budgetary resources might be futile. The country should adopt a proven model of aviation sector which has succeeded in building the world class infrastructure and registered huge air traffic growth at an affordable cost.



**R.P. Gupta**  
Economist  
and Author

✂ Cross subsidy must be phased out in the next three to four years' time which is distorting the freight market leaving no surplus with the Indian Railway for massive investment ✂

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

# Multimodal linkage must to stay afloat

Incorporated in 2018, GSP Integrated Logistics is a premier logistics service provider holding custom broker license. The company offers consultancy on EXIM matters, road transportation services and packaging solutions, explains **Girish Tuteja**, Founder Director, while talking about major growth drivers and existing bottlenecks in an exclusive interview.



Ritika Arora Bhola

**A**ccording to you what are going to be the key growth drivers in logistics in India in 2022?

The growth drivers in logistics in India in 2022 are infrastructure, including roads, warehouses, ports, and dedicated transport hubs which are being planned and built. With export volumes and connectivity between manufacturing centres and markets, the logistics volumes are on the way up.

**Digitisation:** Trucking in India is considered a non-tech business. Most of the transport firms are either small or micro units and they own one to five trucks, impacting their ability to streamline and digitise operations is difficult. New startups have come up and are tech-driven logistics firms enabling transporters and shippers to do business online, optimise operations through automated process support, conduct online payments and process document digitally.

**Data analytics:** By combining Artificial Intelligence (AI), the Internet of Things (IoT) among others, the measure of performance through online data collection—the logistic sector can help transport companies monitor each vehicle's performance for potential areas of improvement on different routes by accessing real-time



**Girish Tuteja**  
Founder Director  
GSP Integrated Logistics

operational data through GPS/RFID tags and off course GSP-fitted trucks. Drive from Indian government on production-linked incentives, restructuring of MSME sector, ease of doing business initiative by removing operational bottlenecks. Benefits in the EV segment to push for more sustainable practice.

*How important has it become for the logistics firms to design the supply chains of the future*

🔥 Drive from Indian government on production-linked motives, modifying MSME sector, ease of doing business by removing bottlenecks 🔥

*which are cost-effective and are able to meet ever evolving customer needs?*

COVID-19 lockdowns have shown importance of having agile supply chains. Industries are moving towards higher inventory models against JIT model. It is critical to develop alternate modes of logistics and suppliers/customers to remain competitive.

*What are the blockages curbing growth of logistics industry. What are the crucial areas of concern?*

Cost of logistics remains high for India, 14 per cent of GDP against 8-10 per cent for major economies. Aligned by shipping lines on freights and restricted availability of container. Port congestion across world leads to higher transit time impacting customer required delivery date. 🔥



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## FM LOGISTIC takes warehouse facility at WOLP



FM Logistic India has expanded its warehousing footprint to service large fulfilment requirements in the Mumbai Metropolitan Region (MMR) by taking the handover of their 3.7 lakhs square feet facility at Welspun One Logistics Parks' (WOLP) flagship park in Bhiwandi. The project was delivered as per agreed timelines despite pandemic related lockdowns and disruptions. With this handover, FM Logistic will have access to a Grade A warehousing facility built to global standards. It features include circulation and traffic planning to ensure the smooth movement of trucks and pedestrians, being solar-enabled and equipped with industry leading fire safety provisions along with 12-meter clear height, FM2 densified floors, a sizeable parking area and an IoT-driven traffic management system make the park truly best-in-class.

## STEEL SLAG ROAD open for public in Surat

Brainchild of Council of Scientific and Industrial Research (CSIR) and Central Road Research Institute (CRRI) with assistance from Union Ministry of Steel and Policy Commission and NITI Aayog, one-km-long steel slag (industrial waste) road has been made in Surat. Crafted from 100 per cent metallic, it appears as financially savvy and sturdy than ordinary streets in the US. This avenue has been available to online traffic on a preliminary premise. It will be a game changer in upcycling metallic slag which anyways proceeds to landfills. The removal of metallurgical and metallic-copying with waste in landfills is specifically volatile for the climate. The metallic agency produces a massive amount of huge loads of steel slag that do not have any extraordinary dissipation to this point. Assuming the examination of making streets, steel in the end finally ends in a triumph, more streets within the United States can be given a similar treatment.



## FIEO duty free import of cotton to push cotton textile exports



Thanking the Union Finance and Textile Ministers for reducing the customs duty on raw cotton from 10 per cent to zero, Dr A Sakthivel, President, FIEO said it will push exports of apparel and made-ups sectors by softening the prices of yarn and fabrics as well. He said cotton textile exports will get a boost as the high prices of cotton were blunting the competitive edge. He added that India has increased its market share in apparel exports in the US and many countries recently and the signing of CEPA with UAE and Australia will accelerate it.

## FFFAI biennial convention from 12-14 August



Federation of Freight Forwarders' Associations in India (FFFAI) has announced its 24th Biennial Convention to be held from August 12-14 2022 at ITC Grand Chola in Chennai with the theme 'Logistics-Reshape, Embrace and Surge in The Digital Era.' The announcement was made during FFFAI's Executive meet held recently. Shankar Shinde, Chairman, FFFAI informed the convention would focus on innovative logistics embracing the digital era for surging ahead. "The new normal has changed the dynamics of doing business," the FFFAI chief said.

## JM BAXI HEAVY to acquire Allcargo Logistics, Lift & Shift

JM Baxi Heavy has signed a definitive agreement to acquire Allcargo Logistics Limited's project forwarding and logistics business. It has also provided a binding offer to Lift and Shift India, to acquire its heavy and



over-dimension cargo logistics business. Lift and Shift has accepted the binding offer, which is subjected to the execution of a pact for the business transfer between the parties. On completion, both businesses will merge into JM Baxi Heavy Pvt. Ltd. Lift and Shift brings with it, a specialisation in engineered logistics services for the niche category of super-heavy lifting, shifting and multimodal transportation.





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## LOCONAV joins forces with Locus



LocoNav announced a strategic partnership with Locus. Through this partnership, both LocoNav and Locus will enable digital transformation in the logistics industry by automating supply chain operations. Co-Founders Shridhar Gupta and Vidit Jain, said, "Collaboration is the first step to growth, and we could not have asked for a better partner than Locus. This partnership will help us unlock value for the entire ecosystem, further supporting us in our mission to democratize fleet tech." Supply chain inefficiencies translate into losses of billions every year. This collaboration is a step forward to positively impact the end user experience by addressing challenges like inadequate tech infrastructure and lack of operational visibility.

## TCI lines up Rs 250 cr capital expenditure for FY23

Transport Corporation of India (TCI) is planning to line up a capital expenditure of around Rs 250 crore for the next fiscal. Of the total capital expenditure (Capex), the



company is expected to spend Rs 100-125 crore on ships and containers, said the statement. The company also said that it is looking at around 12-15 per cent growth in topline and 20 per cent growth in the bottom-line. "We are looking at a Capex of around Rs 250 crore in the next financial year. Of this, Rs 100-125 crore will be spent on ships and containers and, may be another Rs 30-50 crore on trucks. Then, we will also spend on building warehouses.

## UN WORLD PEACE INSTITUTE honours Dr. Pushendra Pratap Singh

Dr. Pushendra Pratap Singh, Country Head, Asia Shipping International Transport Pvt Ltd was recently honoured with Doctorate in Shipping and Logistics by the World Peace Institute of United Nations for his outstanding contribution and excellence in work. Having an in-depth



knowledge of logistics industry, he has made strides in field of Pharma, White goods, Retail goods, Sanitary-ware, paper and pulp industry. In his endeavour, he has carved a niche in auto sector. Having grass root level

understanding, he has visited top line industrial houses where he delivered various conferences, seminars, group discussions and workshops on "Just in Time" production control system for their logistics and supply chain ops.

## AIT WORLDWIDE LOGISTICS opens new office in India

Global freight forwarder AIT Worldwide Logistics has opened a new office in Mumbai, India that is the first of multiple AIT facilities slated to open in strategic locations across India in 2022 and beyond. AIT's chief business officer Greg Weigel said, "Establishing a dedicated team in India improves service integrity for shippers. The office's comprehensive connection with AIT's global operations platform allows us to provide customers with the most seamless experience possible." While logistics



**Greg Weigel**  
Chief Business Officer, AIT

costs in India tend to be high in comparison to other nations, AIT's vice president of India and Middle East Vikram Paul, said the initial team of 11 experienced logistics professionals is countering the status quo with the establishment of a unique, lean operational model. "By outsourcing certain areas of finance, human resources, and operational execution, we control costs while focusing on the core of our business – world-class logistics solutions for clients," Paul said. "Keeping our operations as efficient as possible helps us make our customers more competitive. The India team is agile and experienced, but most of all, they embody a startup mentality that correlates with India's emergence as a net manufacturer and exporter."

## O4S to upgrade tech stack with AI and ML

O4S, a supply chain SaaS startup has upgraded its Tech stack, in terms of both capabilities and features. O4S is investing deeply in developing strong capabilities to provide AI and Machine Learning capabilities to its clients to help them make the most of their data and, most critically, to provide prescriptive insights into their supply chain. O4S will be developing its fine-grain reporting architecture on top of this massive horde of data from SKU/Product as it progresses through its life cycle. The company will enhance its main technological platform to usher in a distributed microservice paradigm in which the full journey of an SKU/Product may be replicated by a succession of atomic and idempotent services, hence enabling security, scale, and efficiency.







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## LOCUS INDIA

**Sanjay Bhambri** will join Locus as COO, Senior VP & P&L head for emerging markets, VP (Global Performance Marketing), respectively. Bhambri will lead operational excellence across technical and business functions. Shah will manage P&L for India, MEA and APJ regions. Ghosh will build world-class, data driven ABM programmes, expand the portfolio of digital marketing tech stack, drive inbound acquisition, strategically scale the performance marketing engine and engage with industry analysts.



## WESTJET CANADA

**Kirsten de Bruijn** will join WestJet as the Executive Vice-President, Cargo. De Bruijn will join WestJet's executive leadership team later this month. De Bruijn brings with her over 15 years experience in the aviation industry. She joins WestJet Cargo recently from the Qatar Airways, where she had served as the Senior Vice President Cargo Sales and Network Planning. Prior to her tenure at Qatar Airways, de Bruijn also served as the Vice President, Cargo Pricing and Interline at Emirates Sky Cargo.



## MCKINSEY & COMPANY INDIA

**Priya Ramdev** has joined McKinsey & Company as Director of People for its India office. Ramdev will oversee the company's talent agenda and its people function. Ramdev has 16 of experience with specialisations in Talent Analytics, HR Tech, Digital HR Solutions, Tailored Talent Strategy, HR Business Partnering, Career Architecture, and Competency Architecture. In her previous role, Ramdev worked for Accenture for over 15 years, most recently as Head of HR – India Market Unit (Accenture Strategy).



## BRUSSELS AIRLINES BELGIUM

**Tilman Reinshagen** will join the Management Board of Brussels Airlines as the Chief Operating Officer. He takes over from Edi Wolfensberger, who moved to sister company Eurowings as COO on 1 April. Reinshagen (40), currently Vice President of Ground Operations Hub Airlines Frankfurt, has been chosen by the Lufthansa Group Executive Board as the new Brussels Airlines COO. He will join Brussels Airlines as of 1 July to head the operational departments of the Belgian airlines.



## ZYPP ELECTRIC INDIA

**Tushar Mehta** has been elevated as the Co-founder and COO by Zyp Electric. Mehta joined Zyp last year as Business head and has since then worked closely with the founding team to achieve operational excellence and business strategies. His core responsibilities will include scaling Zyp's overall business and ensuring sustainable growth strategies. He will be responsible for leading Zyp in further creating solutions to solve the delivery and mobility problems in the EV space.



## PARCEL PERFORM SINGAPORE

**Tiffany Jensen** has been appointed Executive VP, Americas for Parcel Perform to oversee the company's expansion within the US. Her background includes 20 years of direct and channel leadership with PGI, ON24, Andela, and nTopology, where she has built and scaled global sales organisations. With PGI, she established a world-class platform for their channels business while building a US\$20 million revenue stream. In addition, Jensen expanded ON24's global strategic partnerships and alliances by 300 per cent, while directing a portfolio of top companies.



## INDIGO INDIA

**Mahesh Malik** has been appointed as the Chief Commercial Officer of its cargo division by IndiGo. Malik will take charge of the division which is called "CarGo" on May 15, the airline mentioned in a statement. Malik, in his last assignment, was the cargo general sales and service agent (GSSA) of Vistara. Over the next few months, IndiGo is planning to induct freighters into its fleet. Malik has been appointed to support this growth and to bring in enhanced focus on CarGo operations.



## BLUEBIRD NORDIC ICELAND

**Audrone Keinyte** has joined Bluebird Nordic, an Icelandic ACMI leasing and Air Freight company and a family member of Avia Solutions Group, as the company's CEO. Keinyte is taking over the role from Siggí Agustsson, who has held this position since 2020. Keinyte is also taking over the position of CEO at BBN Cargo Airlines Holdings, the holding company of Bluebird Nordic. She joins the company and holding from her previous role as CEO of Novaturas, where she worked for many years.







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