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**CALL TO RE-EVALUATE**  
MOVE ON GST EXEMPTION



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## Foundation stone laid for ₹280-cr worth projects at Deendayal Port

Droupadi Murmu, President of India, laid the foundation stone for four important projects worth ₹280 crore at Deendayal Port Authority, Kandla in Gujarat. These projects will enhance the port's infrastructure, boosting its logistics performance, and the economic growth for its hinterland. They will also improve the port's cargo handling capacity and improve the TAT of the ships and faster evacuation of the cargo. New dome-shaped godowns inside cargo jetty area will be built at ₹69.51 crore for more cargo handling. The upgradation of plots and storm water drains in 66 hectares inside cargo jetty area at ₹80 crore will upgrade the plots/storage area. The upgradation in another 40 hectares at ₹47 crore will increase cargo handling and storage capacity inside custom bonded area and help in boosting imports / exports of dry cargo with a capacity of 8.8 lakh MT.



## Air cargo needs efficient ecosystem in place: VK Singh

Air cargo plays a vital role in Indian economy, and it can leverage this advantage if it makes efforts where air cargo is concerned, said VK Singh, Union MoS for Civil Aviation, at a Foundation for Aviation Sustainable Tourism (FAST) seminar. He added, "We have focused on passenger traffic than

air cargo. I think the air cargo ecosystem needs to become efficient. Only then could we be able to take 10 million tons air cargo by 2031. The change in air cargo will come from the government and industry approach together," he said.



Asia-Pacific airlines saw their air cargo volumes decrease by as much as 8.3% in August 2022 compared to the same month in 2021. This was an improvement over the 9.0% decline in July.

## Gwalior Airport to get new terminal building

Amit Shah, Union Home Minister, laid the foundation for the new terminal building of Gwalior Airport in the presence of Chief Minister of Madhya Pradesh Shivraj Singh Chauhan, Union Minister for Civil Aviation Jyotiraditya M. Scindia and Union Minister of Agriculture and Farmers' Welfare Narendra Singh Tomar. The current airport has a capacity to handle 200 passengers during peak hours, and the runway can accommodate A-320 and ATR-72s. The new terminal building will be developed over 172 acres at ₹450 crore. The apron will have a parking capacity of 13 aircraft, four times higher than the current capacity. A cargo terminal will be set up there to promote regional industries.



## New terminal and civil enclave at Jammu Airport: Scindia

The Union Ministry of Civil Aviation is coming up with a Civil Enclave (Airport) at Jammu worth ₹861 crore and expansion of the terminal building at Srinagar at an estimated ₹1,500 crore, said Jyotiraditya M. Scindia, Union Civil Aviation Minister, at the 4th edition of Heli-India Summit at SKICC, Srinagar, organized by the Union Ministry of Civil Aviation with the support of the Government of J&K, Pawan Hans Ltd., and FICCI. A summit on the theme 'Helicopters for Last Mile Connectivity' was held to promote heli services as a means of public transport for cargo in order to give an impetus to boost last mile connectivity.



## Centre to convert state highways into NHs: Gadkari

The MoRTH is planning to take over the state highways with high traffic density from the states for 25 years and convert them into four or six-lane highways, said Union Road Transport and Highways Minister Nitin Gadkari. He added the Centre will collect toll on

these converted highways and recover investments along with interests and land acquisition costs over 12-13 years. "We are planning a green express highway between Mumbai and Bengaluru. It will take five hours to reach Bengaluru from Mumbai and 3.5 to 4 hrs

between Pune and Bengaluru. The Mumbai-Pune highway will take a turn from near Pune's Ring Road and start as the highway winds up towards Bengaluru. Likewise, we are also planning 27 green express highways, which will come up in the country soon.







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# Call to re-evaluate move on GST exemption

GST exemption on airfreight at 18% and ocean freight at 5% has lapsed from 30 September 2022. As a result, exporters facing decline in demand from USA and Europe and high freight rates are agitated and demand further exemption. Tax levy will increase cash flow and impact logistics efficiency and Ease of Doing Business, say experts.



Ritika Arora Bhola

**G**ST exemption on air and ocean export freight granted by Central Board of Excise and Customs (CBIC) until 30 September 2022 has lapsed. The decision to end GST exemption on airfreight and ocean freight has left EXIM trade in despair. It may be recalled in 2018, CBIC

## FACTFILE

→ Airfreight and ocean forwarders find themselves in a cash flow squeeze amid challenges

→ The forwarders will now be required to pay taxes on shipments handled on a monthly filing basis.

released a notification to provide GST exemption for goods transportation charges by aircraft and vessels from India to any place outside the country. GST is a value-added tax on goods and services, implemented in July 2017 to eliminate the cascading effect of multiple taxes on the supply chains. From 1 October onwards, ocean freight attracts 5 per cent

GST, while airfreight attracts 18 per cent GST.

The country's airfreight and ocean freight forwarders are now finding themselves in a cash flow squeeze amidst growth challenges and ongoing international tensions such as Russia-Ukraine war, China lockdowns among others, which may lead to global





## Indian exporters struggling with steep freight rates are yet to get back 2019 levels. The looming threat of recession in the West has impacted India's exports

or high-volume cases." They warn this will have a huge impact on airlines, shipping lines and freight forwarders and the industry. As Indian exporters, who are already struggling with steep freight rates are yet to get back to the pre-COVID levels and a slowdown in demand from the USA and Europe. They fear their margins will be further squeezed by withdrawal of GST exemption on ocean and airfreight. The looming threat of recession in the western countries has already impacted India's exports, which declined in September after remaining flat in August 2022.

As per official data, exports have shrunk by 3.52 per cent in September 2022 to US\$ 32.62 billion from a year ago. The fall is steep—9.78 per cent—when non-petroleum and non-gems and jewellery exports for the month are considered. The reason attributed for the decline is the slowdown in demand in some developed economies and measures taken to contain domestic inflation and domestic food security concerns. The forwarders can claim the reimbursement later; it takes 4-5 months. MNCs and freight forwarders can survive, but experts feel it will affect medium and small-scale exporters severely. The **CARGOTALK** team spoke to officials and industry stakeholders to have clarity on the ongoing debate.

recession. The forwarding community will now be required to pay taxes on shipments handled on a monthly filing basis and failing to do so will trigger hefty penalties. According to

industry sources, "Compliance could prove to be a major financial burden on freight intermediaries, as most contracts are built around extended credit arrangements, especially regular

### FACTFILE

→ Exports have shrunk by 3.52% in September 2022 to US\$ 32.62 billion from a year ago.

→ The reason for the decline is the slowdown in demand in some developed economies.



## M Afzal Malbarwala

President, Air Cargo Agents Association of India (ACAAI)



“ When GST was introduced in July 2017, air freight and ocean freight exports were taxed. However, after various rounds of representations, the GST Council saw the wisdom in the request for exemption and issued exemptions in respect of services by way of transportation of goods by an aircraft from customs station of clearance in the country to a place outside India and transportation of goods by a vessel from customs station of clearance in the country to a place outside India.

This exemption has been extended from time to time and, unfortunately, it expired on 30 September 2022, and has not been extended further. This impacted freight forwarders and exporters severely, who are facing challenges such as increased freight cost, and impending recession.

Internationally, there is no GST levy on export airfreight and ocean freight. International transportation, including local transportation and handling services, ancillary to international transportation is zero-rated in Singapore. Similarly in Australia, international transport of goods, including arranging of such services is GST free from the place of export in Australia to a destination outside Australia.

It is likely to have consequences on account of cash flow pressure for freight forwarders and exporters. India is going through a tough period. There are reports of recession abroad, which will affect our exports and energy crisis in other nations that may stop production, hit demand of Indian goods, and high international freight rates due to the oil pricing.

When internationally, most countries have zero-interest rate on air and ocean freight, India chose the exemption route. While zero-rating would have been ideal, the exemption served the purpose since GST on air freight or sea freight is a direct tax on exports. The 'Make in India' initiative would be affected since none of India's neighbours levy GST on international freight. Levy of GST on export and ocean freight would make Indian products costlier and refund mechanisms in the hands of the exporters would not be an incentive given the fact that levy of tax operates as a disincentive on an export transaction.

The non-availability of exemption would result in freight forwarding of goods moving abroad, which can have an impact on India's growth story. Therefore, our association and others, including export bodies, are making representations to the GST Council and the government to restore the exemption.”



## Shankar Shinde

Chairman, FFAI

“ If the exemption is not extended for next period, the trade will have to bear a severe blow, which will increase the logistics cost manifold. The brief effects of the government's move will be as below:

1. **Export air freight:** Services by air from customs station of clearance in India to a place outside India—the tax rate shall be 18 per cent.
2. **Export ocean freight:** Services by way of transportation of goods by a vessel from customs station of clearance in India to a place outside the country—the tax rate shall be 5 per cent.
3. Input tax charged on goods (other than on ships, vessels, bulk carriers, and tankers) used to supply a service (condition is the same as for import freight services).

After application of GST, majority of import consignments were booked on CIF basis from abroad and Indian freight companies, who used to contract freight on behalf of customers in India are already at the disadvantage since freight is not taxable abroad. The same is the case for export with levy ability of 5 per cent GST on ocean freight and 18 per cent GST on air freight on export consignments, the Incoterms are likely to change from CIF to FOB. The freight, booked from India by a freight forwarder, will be taxable and such export freight booking will be converted into Incoterms FOB where freight will be arranged to be paid in foreign country where there is no tax on freight. MNC/foreign forwarding companies will stand at an advantage against Indian companies due to levy ability of GST when booked/arranged from India and exporters and importers will prefer to get the freight paid in foreign territory than losing local logistics business to foreign firms. The above will shift the local business opportunities, in the freight forwarding sector, to the foreign country thus, defeating the government's Atmanirbhar Bharat initiative.”

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## **Xerxes Master**

**President, Association Of Multimodal Transport Operators of India, AMTOI**

“ The exporters who are already struggling with inflated ocean and air freight triggered by the pandemic, will now have to provide for

additional working capital on account of GST, which has to be deposited with the government. The cost of money in India is between 8-12 per cent, whereas in the most developed world, which imports from India it is between 1-5 per cent. This additional capital is likely to be blocked anywhere between 60-90 days. Logistics cost for export freight will go up anywhere between 1-2 per cent.

The exporters are likely to avoid this undue cost, by changing the INCOTerms from CIF to FOB, leaving the freight decision to the overseas buyer. This move will most certainly eliminate the freight forwarding community majority of who are small entrepreneurs belonging to MSME segment. In

absence of these forwarders, there will be no competition in the market, and larger players, particularly multinationals are likely to exploit this lack of competition, resulting in a higher cost to the Indian exporter.

Resultant to the above-mentioned points, with the business moving out of the country, the profits earned on the freight, which besides generating employment, also added to the country's revenue through Income Tax. This will now move overseas and this levy, the government claims to be revenue neutral that in our opinion is revenue negative. This would mean that it will increase the outward flow of foreign exchange impacting the ever-strained foreign exchange reserves of the country.

Coming to the method of implementation of the levy, while the Union government may believe that the trade should have been ready considering that the exemption was not perpetual and was with a sunset clause, we would like to state that to the best of our knowledge no country in the world applies taxes on export freight, let alone

a country aspiring to increase its share in global export and better its ranking in ease of doing business (EoDB). This levy was not anticipated by the trade. The least that the government could have done to better compliance was to alert the trade in advance that the exemption would not be extended further, giving them ample time to study its impact, and therefore any changes would bring chaos.

To cite an example, the export freight is to be charged under IGST even in intrastate billing that required the business to make changes in their ERP, which is designed to work on the standard GST fundamental of interstate and intrastate split. In a nutshell, we at AMTOI categorically disapprove this move to levy GST on export freight and will make the required representation to the government against it. We are hopeful that wisdom will prevail and the government, which we believe is responsive to the voice of the trade, will reconsider this decision and exempt this levy which hurts the EXIM trade.”



## **Dr. A Sakthivel**

**President, Federation of Indian Export Organizations (FIEO)**

“ The payment of GST on high freight rates will affect the liquidity of exporters to a large extent, particularly as the interest rates have increased with the recent hike by the Reserve Bank of India (RBI). The payment of GST on export freight, and particularly through ITC mechanism comes with a time lag of 2-3

months or so, though refund through IGST mechanism is faster. Such a move will affect agricultural exports the most. In many cases, in export of fruits and vegetables, the air freight, at times, is much costlier than the FOB value of exports. Therefore, the exporters would be required to pay a high GST amount on such freight thus impacting the cash flow. The exemption should have been extended to free the exporters from the hassle of securing additional funding. This may augment the liquidity of the government, but at the cost of the exporters. Since the cost of credit flow for the exporters is high, an exemption will help the export sector to have better liquidity, which is the need of the hour.”



## **Yashpal Sharma**

**President, Air Cargo Forum India and MD, Skyways Group**

“ We have been urging the Union government to make the GST exemption notification perpetual. While the net impact of the industry is not much, the process is quite painful for the industry stakeholders. If this is the case, then the industry stakeholders should have been informed before. The government should have taken everybody into confidence so that there is

enough for all to prepare for the move. Suddenly, this (the withdrawal of exemption) came as a shock to everyone. It may be mentioned here that there is no point in first charging it and then getting it refunded. I feel it is uncalled for if we talk about EoDB. We should eliminate anything, which does not bring added value or additional revenue to the industry.”







**Vipin Vohra**  
Chairman  
Continental Carriers Pvt Ltd

“ To support the NLP, the industry expected the government to extend the GST freight exemption notification. However, this has not happened. We think that this will have a significant financial blow on the freight industry. This move will increase the freight cost and create burden on the exporter. It is unclear how

this action can push the goal of the Union Commerce and Industry Ministry, which introduced NLP with the single aim of reducing logistics costs and wants every district to encourage exports. Also, our industry is struggling to make a comeback post-pandemic and unnatural crises such as Russia-Ukraine war. Logistics companies have no choice but to pay 18 per cent GST on air freight and 5 per cent on ocean freight from 1 October 2022. I wish there was no GST on export freight and freight forwarding in India, as it is in most countries.”



**Cyrus Katgara**  
Partner, Jeena and Company

“ It is not the best in India, especially since it is not international. There is no GST or VAT taxes on air or ocean freight and India needs to be in the limelight and go with the international flow. This will definitely increase the logistics cost. It will also include the cost on working capital and bank. About 18 per cent GST on air cargo exports will create international disturbances, especially when there are no taxes to be levied on international freight. Indian exporters are also at a severe disadvantage when competing with other countries. India's ranking will go down in ease of doing business. The country must be the part of mainstream international business as the Indian economy integrates globally. As far as international rules are concerned, we must go with the international flow.”



**J Krishnan**  
Board of Advisors, ACAA

“ With effect from 1 October 2022, there is an additional upfront of 18 per cent of Goods and Services Tax (GST) payable on export freight with the facility for input credit after the GST exemption lapsed on 30 September. Meanwhile, the Union Ministry of Commerce and Industry wants every district in the country to identify and promote exports of at least one product. For

the GST registered, this increase and compliance cost as full input credit is permitted, which shall not fetch any additional revenue to the Union government. But, at the same time, increase the compliance cost to tax assesses. Internationally, all export-related charges are zero-rated except in this country, while the increase in logistics cost increases the cost further.”





**Sunil Arora**  
*Board of Advisors, ACAA*

“ Export freight was exempted through a notification since 2017. The Union Ministry of Finance dwelled upon logical reasons and gave continuous extension till September 2022. The levy of Goods and Sales Tax (GST) on export freight will be a big deterrent for Indian international economic scenario. Initiatives such as PM GatiShakti Master Plan, Make in India and ease of doing business will be taking a reverse step.

GST on export freight will make our export commodities anti-competitive in the world market. India has survived the pandemic setback and instead of supporting the industry's cash flow issues, exporters and freight forwarding fraternity will suffer cash flow setback and other repercussions attached with refund mechanism. Firstly, subjecting freight to GST and then acknowledging refunds is not a wise workable financial module. In fact, it will add more complications and lengthier accounting and financial management. We seek permanent zero-rating on international freight thus giving us a level playing field in the international trade. None of our major competitor nations have GST or VAT on export air and ocean freight. ”



**Deepak Tiwari**  
*COO, KSH Logistics*

“ The cancellation of GST exemption will challenge the industry financially. This will put pressure on the working capital and cash flow of traders, which they are already struggling from since the pandemic outbreak. Overseas freight has gone up by 300-350 per cent from pre-COVID levels and freight rates are up by 250 per cent as compared to 2019. The going will be difficult for exporters. In addition, the compliance cost will also increase. ”



**Jaideep Raha**  
*MD, Jetex Ocean Air Pvt Ltd*

“ Tax on air freight and ocean freight is very disappointing. There should be permanent GST exemption in order to make the exports economical. The Government of India must understand India is not Germany, Japan, or South Korea. We still export low value products and perishables items. The 18 per cent on air freight and 5 per cent on ocean freight will be an impediment to the exporters and will greatly upset the balance of trade. Since the US Dollar and the Euro are at an all-time high, they are also restricting our imports. ”



**Siddharth Jairaj**  
*CEO- India, TVS SCS Global Freight Solutions*

“ I feel GST on the export freight needs to be avoided if exports are to be encouraged. Adding GST will increase the cost of operations and cash flow. The Government of India's objective is to ensure growth of exports. To promote exports and ease of doing business, it should be avoided. The move will have a multi-pronged affect from affecting cash flows of freight forwarders to increasing the freight cost for the exporters and increasing the cash flow pressures to an accumulation of input tax credit. ”

*Contd. on next page ►*





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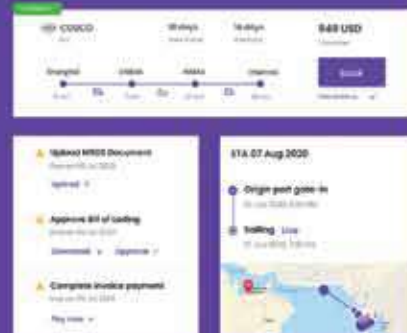


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**Pratul Shekhar**  
*Senior Director, Airfreight (Indian Subcontinent), DSV*

“ The freight forwarding sector is urging the Union government to extend the Goods and Sales Tax (GST) exemption notification. For exemption, the government argues that one can take input credits and they are making refund process easier but, when the freight prices are at a high (when the GST was implemented) lot of forwarders and large companies will be facing cash flow issues. The companies that are cash rich and probably will be able to manage their cash flows better, but others will not. It will be a tough call, but in the longer run, we all need to accept this provided the processes of refund is faster as compared to the existing one. ”



**Parvinder Singh**  
*MD, Hans Informatic*

“ GST is 18 per cent on airfreight and for ocean freight it is 5 per cent. Now per kilo, the rate of ocean freight is much less than the airfreight. So, there is less tax burden. For ocean freight forwarders', it will be miniscule, but for air cargo sector it is huge. The forwarders can take reimbursements, but it will be reimbursed in 3-4 months. So, the working capital will be blocked,

and they cannot claim the taxes back from the government. With high airfreight rates and working capital under pressure, the deployment of capital will be a big challenge. Only big forwarding firms will be able to handle it and survive. ”



**Satish Lakkaraju**  
*Global Head Air Freight and Pharma, WIZ*

“ The levy of GST from 1 October onwards came as a big surprise for the airfreight industry stakeholders. GST is not uniform for both air and ocean freight. For ocean freight it is 5 per cent, whereas for air freight it is 18 per cent, which puts the industry in a difficult position, considering high air freight rates and low commodity rates, exporters will have to put in more amount of cash to run their operations. Similarly, the

credit period, which the forwarders extend to customs, will put the burden on the small and medium-scale industries. The geopolitical crisis such as the ongoing Russia-Ukraine war, lockdowns in China etc are putting a lot of pressure and indicates global recession in the coming months. ”





# 'GST gives credibility to integrity of businesses'

Associations must create Blockchain platform to address GST documentation and involve customs, banks, insurance. With NLP in place, States must promote associations to build similar platforms and integrate state systems aligned to EXIM chain, says **N. Sivasailam**, ex-Special Secretary (Logistics), Dept of Commerce and Industry, Gol.



Ritika Arora Bhola

It is a well known principle of international trade and a matter of common knowledge that taxes cannot be exported. Also, the issue of GST exemption is different from zero rating of GST. We had an exemption regime for EXIM, which lasted until 9 September 2022. Now, the Centre has not extended the GST exemption regime for the EXIM trade.

**A transparent reporting mechanism that GST system mandates, improves the ease of doing business**

It appears that the government has an appreciation of data over the years that the actual amount of exemption claims for exports is disproportionate to the value of the exports of goods and services.

It appears to me that instead of pursuing a regulatory route of issuing notices and engaging in enquiries to recover the unpaid taxes, which is not ruled out, and consequences of vitiating the overall business atmosphere and affecting the fair business climate and image of India, the government has, as a first step, done away with the GST exemption

regime to reform the terms of trade. The immediate consequence is GST must be paid and returns have to be filed by the suppliers to enable buyers to claim input tax credit or the exporter to claim refund of GST with proof of export.

The issue of free riders and moral hazards inherent in the grant of exemption without systemic checks and balances to prevent ineligible persons from availing the exemption, and coercive action being the only remedy to plug the loopholes with consequences of protracted litigation and vitiating of the overall business climate, has prompted the government to do away with the exemption and compel a system for claim of benefits through a more transparent IT supported reporting and claims system supported by verifiable documents and data.

The withdrawal of the exemption in a short run puts the trade intermediaries at a disadvantage, introduces regulatory compliance requirements which were hitherto absent and also puts them at some business and financial risk. The disadvantage in terms of greater demand on their cash flows will include GST payments as well. The compliance requirements is in terms of filing returns, which hitherto was exempt with its attendant implications on cost of running the office, maintenance of records and follow up with the regulatory authorities



**N. Sivasailam**  
*ex-Special Secretary (Logistics)*  
*Dept of Commerce and Industry, Gol*

that is not altogether eliminated even with considerable automation. The business and financial risk arises out of moral hazard with the suppliers to the business unit in question not filing returns/delay filing returns affecting the input tax credit/refund claims of the business unit and likewise also not paying the GST receipts on time and not filing returns on time affecting integrity/credibility of the business unit for its customers. The requirement of all business units in the chain to pay the GST collected and file returns ensures that only the exports that are actually made are liable for refund of GST in the hands of the exporter.

Therefore, in my view, the exemptions encouraged and contributed to the dilution of the integrity of business practices, if the data on exports not being proportionate to the GST exemptions claimed is any yardstick albeit a broad but





definite indicator, besides apparent leakages of legitimate revenues to the government. Of course, issues of moral hazards remain at the level of the businesses.

These can be tackled by ensuring that suppliers are star-rated preferably by the IT authorities generally, if not already done, or by the industry associations about payment of the GST and filing returns. The best way in my view to organise it is for the industry association to create a Blockchain tech-enabled platform that can address the documentation requirements and its validity can contribute to real-time GST refunds as well, immediately on issue of LET export order by customs. The platform can also increase its scope and reach to involve other business entities such as customs and banks among others.

It is only with a robust compliance reporting system and robust and transparent business practices of individual businesses regarding tax compliance and reporting that the country can move to a regime of zero-rating of exports since the country can not afford to lose time in litigation and attendant vitiating of business climate. In my considered view, a robust Blockchain system by industry associations to start with and star-rating of suppliers to the industry as regards compliance with GST payments to treasury and filing of

**Factoring of tax compliance reporting systems cannot be said to affect EoDB business when there is no credible mechanism except regulation to address deviants**

returns can contribute significantly to improving the ease of doing credible business since credibility is the issue at stake here. A refrain is that the removal of exemption affects ease of doing business. The factoring of tax compliance reporting systems cannot be said to affect ease of doing business when there is no credible mechanism except coercive regulation to address deviants.

Therefore, a transparent reporting mechanism that the GST system mandates, improves the ease of doing business since there is complete regulatory certainty for businesses. Yes, in a short run, the cash flow requirements will increase but these can be factored in working capital requirements and better reporting all around that reduces the moral hazard problem serves to improve business climate by facilitating new financing options such as Bill discounting on a larger scale and factoring without recourse.

Going forward with robust Blockchain systems in which the businesses in the Export chain integrate vertically, the stage will be set for zero rating of exports because traceability will cease to an issue and regulatory oversight is greatly simplified. In line with the National Logistics Policy, it is for the State to encourage business associations build the

Blockchain platforms and facilitate the integration of state systems such as that of Customs, Railways, banks, other suppliers / service provider businesses or their platforms that are vertically aligned in the EXIM chain. The technology tools are there. There is capability to build them cost effectively, maintain them frugally and upgrade them diligently. Businesses need it but can't individually or in small groups create it to make business sense. Only business associations at the minimum have the bandwidth. The State can be supportive in integrating its platforms but cannot build them since business practices are varied. The question is, are the business associations in the logistics ecosystem and apex associations of Trade such as FIEO among others, having the will to create the block chain platforms for their members?

There is a case for a public Blockchain platforms that can be leveraged by the institutions. The building of Blockchain platforms is strategically important too, so that developments in the trade globally do not force us to be hooked onto platforms abroad for transacting trade-related business. There is thus a need for a policy eco-system to create these Blockchain platforms quickly. Do we see an opportunity for yet another Aadhaar, UPI moment here that is transformative of the business ecosystems? 🐦





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# Shifting live animals in air cargo made easier

When eight Cheetahs were ferried into India recently, curiosity regarding transportation of these endangered species from Namibia to India arose. Airlines took special care during loading and unloading, temperature-controlled containers and pallets, skilled manpower and presence of expert personnel were some of the points highlighted by experts.



Ritika Arora Bhola

## MOVING ANIMALS: KEY FACTORS TO CONSIDER

The safe and humane transportation of live animals is of utmost importance. The IATA Live Animals Regulations (LAR) define the rules of transportation and handling of live animals for the entire cargo supply chain. The airlines adhere to these standards for acceptance, handling, and transport of live animal shipments to ensure compliance, safe transport, and animal welfare throughout the journey. Many

### FACTFILE

- There is shipper's certification for live animals, import/export documents etc for the shipment.
- Chapter 8 of IATA LAR covers 60 container requirements, covering a big list of animals.

countries have adopted the LAR as part of their legislation on the air transport of animals. Some states and operators have additional, more stringent variations in place listed in Chapters 2 and 3 of the LAR.

• **Reservations and advance arrangements:** To ship live animals, shippers must make necessary reservations and advance arrangements, ensuring that adequate space is available and confirmed for the transportation. The most direct route should be planned, transfers should be

coordinated, arrangements be made with the consignee for prompt pickup, and it should be determined if an attendant is required.

• **Documentation:** Shifting animals by air requires more documentation than standard cargo. Knowing what these documents are and how to fill them out correctly will simplify the shipping live animals. There is the shipper's certification for live animals, import/export documents, Air Waybill and CITES documents related to the shipment.





- **Container requirements:** It is also essential for shippers to be aware of the container requirements specific to the species being transported. Chapter 8 of the IATA LAR covers 60 different container requirements, covering an extensive list of animals.

- **Animal behaviour:** The animals do not like unfamiliar environments and unstable movements. Following specific guidelines help to mitigate fearful behaviour, creating a safer environment for the live animal and the personnel involved in transporting the animals.

Commenting on the same, **Matthieu Casey**, Managing Director, Commercial, Air Canada Cargo said, "The main factor to consider, while transporting live animals via air is ensuring the welfare of the animals and applying the best possible transport and handling practices. The journey needs to be planned to meet the animals' needs. We have procedures to cover every aspect of the journey, from booking to delivery. Our policies, procedures and processes are based on our quality management system and follow the IATA Live Animal Regulations as well as country specific regulations. We are also audited through IATA's Center of Excellence for Independent Validators (CEIV) Live Animal Program."

"The most important factor for Air France KLM Martinair Cargo is the welfare of the animal, that is the first thing we look at. The way we transport must comply with the IATA LAR (Live Animal Regulations) requirements. These requirements are clear and leave us no room to interpret them in our own way," asserted **Mathieu Fleisch**, Vice President, Products & Verticals, Air France KLM Martinair Cargo.

He said, "Local authorities see this as a code of law. The IATA LAR is a document reviewed annually by the Live Animal and Perishable Board (LAPB). It is a group of industry experts, and they look at new developments and possible changes or improvements that the shippers and organizations in the industry seek. In addition, we have our own expertise and employees who



**Matthieu Casey**  
Managing Director, Commercial  
Air Canada Cargo

**The main factor to consider, while shifting live animals via air is ensuring their welfare and applying the best possible transport**



**Mathieu Fleisch**  
Vice President Products & Verticals  
Air France KLM Martinair Cargo

**All our staff working with live animals, have an education related to animals handling. We also provide them yearly training**

treat the animals in our Animal Station at Schiphol. In Paris, they are handled by STAVI. STAVI is located at Charles de Gaulle Airport and works along with experts under the supervision of the French authorities."

Acknowledging the same, **Hay Sasson**, Group COO, Challenge Group reiterated, "Animal welfare is the key factors to consider, if not the first. At Challenge Group, we have made animal transportation one of our core competencies and we invest in people, equipment, and tools, to achieve the highest standards possible. Our subsidiary, Challenge Handling, is managing the Horse Inn facility in Liege, one of the best live animal facilities in Europe. Our expertise and commitment have been recognized recently by obtaining the IATA Live Animals CEIV certification."

**Tigist Eshetu**, former Regional Director, Indian Sub-Continent, Ethiopian Airlines commented, "As a key important player in the air cargo logistics of live animals, Ethiopian Airlines implemented IATA Live Animal Regulation LAR accepted



by the Convention on International Trade in Endangered Species of Wild Fauna & Flora (CITES) and World Organizations for Animals' Health (OIE) as one-stop shop reference for entities involved in the value chain. Accordingly, procedures, policies, checklist, and SOPs are derived using this regulation as a standard primary reference document while handling Live Animals throughout Ethiopian Airlines service network. The airline has developed training curriculum, training syllabus and training material compliant to his regulation and ensures all handling personnel involved in decision- making process of live animals handling are trained in IATA LAR principles. When it comes to transporting live animals by air, it is crucial to verify and check certain details before transporting them by air. As a minimum, the Ethiopian Airlines considers the below key factors before the acceptance of Live Animals for carriage."

Check to see if the routing and any necessary amenities have been confirmed:

1. If a trans-shipment is required, the container must be received in advance, placed where it will be most useful, and equipped as and when needed.
2. A duplicate set of the shipper's instructions for caring of the animals is attached to the container's exterior.
3. The container should carry a note about any medications that have been administered.
4. The package and its contents are weighed, measured, and verified for legal reasons, according to local and international regulations.
5. The packaging should be properly labelled, as per IATA LAR.
6. The container is labeled with the full names, addresses, and phone numbers of both shipper and consignee.
7. The name and phone number of the person who is available to assume full responsibility (if different from the shipper or consignee) 24 hours a day are also attached to the container.

### UPSKILLED MANPOWER FOR ANIMAL CARE

Carriers must ensure the presence of trained and experts, while moving



**Hay Sasson**  
Group COO  
Challenge Group

**Our subsidiary, Challenge Handling, is managing the Horse Inn facility in Liege, one of the best live animal facilities in Europe**

#### FACTFILE

- Carriers must ensure presence of experts, while moving animals from one destination to another.
- Animals are shifted when a trained person accompanies them. Horses, for example, are ferried under supervision of a groom.
- The containers are inspected so as to ensure the correct container have been used to transport the live animals.

animals from one destination to another, to avoid any mishap or unwanted incidents to occur. "Handling personnel must be trained on the LAR to ensure that live animals are transported in compliance with airline regulations and animal welfare standards. Pilots are advised of the species, location, and quantity of live cargo onboard. The flight crew is notified of the specific requirement for hold temperature or ventilation," informed **Brendan Sullivan**, Global Head of Cargo, IATA.

Casey says, "Live animal training is part of initial courses for our Customer Service Agents responsible for acceptance, our Call Center Agents responsible for booking and our Station Attendants responsible for handling. A recurrent live animal course is taught as well. The IATA live animal training is provided to various key personnel such as those responsible for quality control. At our global hub in Toronto, we have certified third-party suppliers available to handle comfort stops. Air Canada Cargo has an experienced veterinarian as well as an expert in international pet shipping to validate our animal travel policies and procedure. They are also available for consultation on specific cases where veterinary opinion and services."

Fleisch said, "At Schiphol Airport and Charles de Gaulle Airport, all our staff working with live animals, have a background and education related to the handling of live animals. We provide them yearly training from our home veterinarians. Various animal transports require a trained animal attendant to fly along with them. Horses, for example, are only ferried under the supervision of a groom."

At Challenge Group, Sasson said, "We organize regular training sessions, in addition to the IATA CEIV training. We have cordial relations with all governmental agencies involved in the process. When it comes to horse transport, we offer a seamless experience for grooms throughout the journey, from acceptance, flight, and delivery. The grooms are allowed to

rest next to their horses by having an immigration bureau inside the Horse Inn facility with airside access."

Ethiopian Airlines also has made an arrangement with local authorities and the private sector to avail professional vet inspectors operating 24x7 to ensure seamless connectivity of animals in collaboration with the handling team.

### SPECIAL CONTAINERS/ PALLETS FOR CARRYING ANIMALS

Choosing the right container for shipping live animals is imperative as it ensures that they arrive safely at the destination. Containers must be safe, secure, and well-ventilated, and other comfort and safety provisions must also be met. Therefore, the IATA Live Animal Regulations (LAR) clearly







defines requirements for 60 different types of containers from aquatics animals, small and large land mammals, to insects among others. The container requirements must cover the following:

- Construction requirements
- Ventilation requirements
- Safety requirements
- Animal welfare and health
- Food and water requirements
- Specific pathogen-free requirements
- Symbol for rigid plastic pet container
- Pet Containers
- Symbol for a closed ULD

Some specimens may be transported together. To order to ship animals in bulk on a given aircraft, the following points must be checked: weight of the animals, space of the aircraft, temperatures, and density of the grouped animals."

Air Canada Cargo follows the container requirements listed in the IATA Live Animal Regulations. Each species has an identified transportation container specification designed for their well-being. These containers are inspected at acceptance to ensure the correct container has been used for booking. A live animal checklist is used to standardize the process, ensuring that critical factors such as labelling, temperature requirements, feeding and watering have been checked.

Fleisch said, "As said in the beginning, all regulations are clear regarding the transport requirements. The way crates must be constructed, which are specified per animal is defined in the IATA LAR. If we see that it needs to be changed or improved, based on our own experience, or when new requirements are set by local authorities it will be adjusted. This is discussed during the LAPB meetings once a year. Or at any given moment in urgent cases."

Sasson said, "We consider ULD and equipment a key enabler to an efficient operation. All our horse stalls are owned, certified by EASA, and meet the SAE standards for transportation by air of horses. For other types of Live Animals, the IATA LAR-based containers are being provided by the shipper and checked by our staff for compliance using the IATA checklist for Live Animals."



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

**In most cases, shifting different species in the same container is not allowed due to the infighting among the animals**

Eshetu said, "The container requirement of Live Animals varies from the type of species to be transported along with several occupancies, type of material used to construct the container, segregation, design, size, ventilation requirements, stacking and cushioning requirements. In most circumstances, transporting different species in the same container is not allowed for the behaviour and infighting of the animals among others."

## ANIMAL FRIENDLY ENVIRONMENT CONTROL

Ventilation is one of the most critical aspects to consider, while shipping animals by air. The Live Animals Regulations (LAR) outline specific requirements for each of the animal containers. Other environmental parameters are also considered such as humidity and the ability to extract Carbon dioxide. Knowledge of a species' environmental needs is a must because of the differences in temperature and humidity to which animals are often exposed, on the ground prior to flight, in the cargo hold, and during stops enroute. For example, in humid conditions, dew can form as the temperature in the cargo hold drops. If shippers advise that dew deposits on a bees' wings can be fatal, the pilot could control the ventilation of the cargo hold to prevent dew formation.

Acknowledging the same, Casey said, "Our facilities are equipped with



sensors that can provide the operation with alerts, and the designated aircraft will be equipped with ventilation and temperature control systems. When live animals are to be transported, a careful review of the aircraft limitations is done to ensure live animals loaded is within limits, there is proper supply of oxygen and appropriate segregation."

Focusing on humidity levels, Fleisch said, "It is almost the same in all the planes. It varies from country to country and airport to airport. We use 'last in and first out' solution and depending on the station and the temperature, we do this with temperature-controlled vehicles if necessary. If the temperatures are too high or too low, we put an embargo. This may be an embargo during the summer and/or winter seasons. When we cannot guarantee good conditions of the animals, these are decisions that we must make, because animal welfare always comes first."

Sasson also adds, "Our team uses ECS systems to ensure the correct ambient temperature and CO2 levels at all times."

Eshetu said, "Ethiopian Airlines invested on equipping Live Animal's Handling centers and aircraft with necessary facility required for unbroken suitable temperature range. In addition, we have a strict policy to know whether containers used to transport live animals are suitable to allow proper air circulation and follow IATA Live Animal Regulation



**Brendan Sullivan**  
Global Head of Cargo  
IATA

## Handling personnel must be trained on the LAR to ensure live animals are shifted in compliance with airline regulations

LAR and other applicable regulations required in the supply chain."

### MAJOR HURDLES

The obstacles which shippers come across while transporting live animals include lack of skilled specialists, inadequate airport infrastructure, absence of road feeder services, temperature-controlled surroundings during transit. Casey notices, "Live shipping is considered along the journey due to need of the logistical issues involved. Aligning all the stakeholders to make it a safe and smooth operation is the key to a successful operation."

Fleisch said, "The transportation of wild animals is done from zoo to zoo or from breeding centers to zoos. Animals from private collections, confiscated by the authorities, are also transported by us, if this is not for commercial purposes. An example of this is the transport of lions and tigers. This type of transport is a challenge, so coordination and meeting before the flight is important." Sasson said, "We have set up a special team of SMEs and station administrators to anticipate and deal with live animal issues 24x7, seven days a week." "State and operator regulations always keep changing, so it is important to stay up to date with the latest regulations," said Sullivan.

"Because of the regulations for containers, shippers can feel overwhelmed, while choosing the right container. IATA addresses this problem

by establishing exact specifications for 60 different containers covering an extensive list of animals. Knowing the exact container requirements for transporting live animals is essential to ensure the safe and humane transport of live animals."

### KEY PRECAUTIONS

Already established animals loading procedures by the IATA mitigate risks, but it is better to avoid any kind of stress and make the environment animal friendly. Sullivan said Animals must be loaded as close to the time of departure as possible. "Attention is paid to the temperature, ventilation, and the way the animals are loaded into the cargo compartment and what is loaded near them. Depending on weather conditions, animals should be loaded in a manner that does not expose them to local temperatures when the cargo compartment doors are opened. Containers with live animals must be handled and secured in both vertical and horizontal positions," he adds. Casey agreed, "Avoid rough handling, movements, and vibrations so that there is less likelihood of stress for the animal/s. Ensuring proper ventilation and temperature along with timely handling are very important." Meanwhile, Fleisch added, "The facilities must be clean and make as little noise as possible. The team needs to be familiar with the natural behaviour of the type of animals and to understand them better." 🐾





# LOGICBOX: One-Stop-Solution for Your Logistics Needs



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# ACAAI Symposium on Logistics Policy

Air Cargo Agents Association of India (ACAAI) held a Symposium in New Delhi recently. Amrit Lal Meena, Special Secretary (Logistics), Dept of Commerce was the chief guest. ACAAI members, Afzal Malbarwala, President, CK Govil, VP, Sushant Nigam ED, Praveen Menon, Honorary Treasurer Sunil Arora, Immediate Past President among others attended.





# Technology saves cost, mends logistics efficiency

National Logistics Policy is a collaborative process. It covers all aspects of logistics, including the technology factor. I believe we are on the path to create some of the best logistics infrastructure, including DAFC, says **Amar More**, CEO, Kale Logistics Solutions.

**D**o you think tech industry has the right skill set to provide best in class solutions, and is the global logistics industry ready to embrace new technology?

When it comes to adapting new technology, it is not a one size fits all approach. With a high level of customization and integration with infrastructure in place, the execution of digital transformation projects has proved to be challenging for the tech industry. Essentially, it is a human skill set and element that

has supported the bloom in the IT industry, and it is evident the demand-supply gap must have the right skills. Modern tech enablement firms are more focused on standalone solutions, working on a single problem, for example, IoT sensor base cargo visibility solution.

However, their client is keen to inspect an integrated approach toward single umbrella solution deployment. But with legacy enterprise systems in place, the new

towards digital transformation across the industry.

**Anything new you have instituted to embody commitment to innovation and marketing approach in your contracts in the past few years?**

A Cargo Community System occurs with some limitations as it has geographical boundaries. To overcome the same and achieve better synergies globally, one has to think beyond Cargo Community Systems.

This brings us to the future of Cargo Community Systems i.e., Digital Trade Corridor. Digital Air Freight Corridor strives building a transparent supply chain through exchange of real-time status of shipments between two airports and exchange of shipment data to eliminate duplicate processes.

For example, shipment arrival information can be shared in



**Amar More,**  
CEO  
Kale Logistics Solutions

advance to the rightful stakeholders at the destination airport so that the customs, handlers, and other stakeholders are prepared to handle the incoming freight on time. We have set up the first Digital Air Freight Corridor between India and the Netherlands, powered by Blockchain. Another significant offering is the e-Marketplace, offering competitive pricing and transparency of the best shipment options across all modes of transport.

The platform connects supply chain stakeholders such as freight forwarders, customs brokers, shipping lines, airlines among others and enable them to adopt modern logistics practices that will allow better response to customer demand, increased efficiency, and a competitive industry landscape in air cargo space. The platform can connect with third-party systems, Cargo Community Systems and systems of the airport authority and terminal operators to provide status updates.



trains AI or software for predictive insights, logical action, and makes sense of multiple data points within the business context. As an industry, we are no longer looking at simple IT skills for development of the solution.

Nonetheless, the focus has shifted to skills such as business acumen, data analytics, decision science, and communication. The pandemic

implementation may disrupt the existing process flow and business activities, hence, organizations are reluctant to invest in the upgradation of existing infrastructure amid a lurking recession.

However, there is no denying the fact that tech adaption results in cost savings and enables a business to reach an optimum efficiency level. We see there are steady steps

**We have set up the first DAFC between India and the Netherlands, powered by Blockchain. e-Marketplace platform links supply chain stakeholders**

# India on way to become logistics hub: Singhal

Welspun One logistics Parks (WOLP), backed by Welspun Group, is an industrial real estate platform offering integrated investment, asset, and development management solutions focused on logistics and warehousing in India. **Anshul Singhal**, MD shares WOLP's plans to develop Grade-A warehouses and MMLPs and cater to e-commerce and pharma.



Bryan

## How do you strategize your plans for future growth?

Welspun One's goal has always been to establish a pan-Indian presence. We have plans to develop Grade-A warehouse parks on land parcels in high demand that would be leased for an extended time to tenants with AAA credit ratings from industries such as e-commerce, pharmaceuticals, FMCG, 3PL, and auto-ancillaries. We have plans to extend our portfolio and have a budget of an estimated ₹ 2,000 crore to build and lease a portfolio of 7-8 million square feet of grade-A warehouse space in India. We have targeted high growth markets to enter negotiations with landowners in tier I cities such as Mumbai, Pune, Bengaluru, Delhi, and Kolkata to acquire land parcels

### FACTFILE

- Our warehouse growth is focused on technology, which is guided by the '3S' principle: smarter, faster, and sustainable.
- To service as many pin codes as possible, we are concentrating on tier II cities such as Ludhiana, Ghaziabad, Indore among others.

ranging from 40 to 75 acres. To service as many pin codes as possible, we are concentrating on tier II cities such as Ludhiana, Ghaziabad, Indore, Siliguri, Guwahati, and Vizag. Our warehouse growth is focused on technology, which is guided by the '3S' principle: smarter, faster, and sustainable. By utilizing ecologically friendly alternatives when developing our logistics parks, we are contributing to a sustainable future.

## How do initiatives such as GatiShakti, Make in India, and India Investment Grid help in better opportunities and projections?

The government is aware of India's potential for storage, supply chain, and logistics industries. It is focused on planning, coordinating, and implementing infrastructure connection projects. This has been the case from GST

implementation through the integration of PM GatiShakti Masterplan. The increased interest of the global markets in India as a potential logistics centre has contributed to the favourable legislation. The National Logistics Policy, which will be out soon, seeks to bring down logistics expenses from 14 per cent of Gross Domestic Product (GDP) to nearly 10 per cent. The programme will concentrate on developing a single window e-logistics market that will create jobs, expand skill sets, and boost the competitiveness of MSMEs. 35 multimodal logistics parks (MMLPs) will be built under Bharatmala Pariyojana, five are proposed in Maharashtra alone.

## How crucial is the role of advanced technologies in this sector?

Though most warehouses are automated and have IoT technology, the widespread



adoption of cloud computing, cloud-based operations for increasing control and visibility in the supply chain, AI, Big Data Analysis, and other technologies will help provide end-to-end smart logistics solutions, improving the logistics efficiency and release India's true growth potential. The benefit, we as developers provide to our tenants, is that our logistics parks are designed to accommodate technology advancements. Large parks are to be constructed and they will have easy integration of supplemental operational technology. Building Grade A warehouses that incorporate green energy and sustainability is one of our top priorities. In addition to supplying rooftop solar panels and executing techniques to reduce water usage, we built zero discharge facilities. Our Bhiwandi park is IGBC Platinum certified. The park has cutting-edge features such as tech-enabled park management and maintenance, an IoT-driven traffic management system to save travel distance, and trucks with RFID tags to predetermine directions and docking. Our customers can monitor our CCTVs from their homes or offices for more coverage of the parks.

### What are the major bottlenecks?

With the fuel prices going north, the cost of transportation has also risen drastically. Finding the proper land lot at the right prices has become a difficulty. There are challenges at each level, including locating the ideal land frontage, with access to roadways for moving freight vehicles, pricing, and finding clients prepared to match rentals. Due to the scarcity of land, finding suitable land parcels in tier I cities is getting more difficult following which tier II and III cities are being considering for development of Grade A logistics parks.

### Can you tell us about state-level initiatives and what are the prospects of quality infrastructure?

The GatiShakti National Master Plan is one of many initiatives that the Centre has launched. One of these is the Bharatmala Pariyojana, under which the Centre has proposed to set up 35 MMPLs to improve logistics and create centres for transportation so that the nation's roads, rails, and waterways are seamlessly connected. The parks' construction has been planned in Maharashtra and Karnataka and Chennai, Delhi-NCR, Bhopal, and Hyderabad. The state governments are utilizing these programs to attract funding through PPPs to guarantee improved infrastructure quality.

The states are identifying lucrative industries that may support the infrastructure. For instance, the governments of Gujarat, Tamil Nadu, and Maharashtra see electric vehicles (EVs) as a lucrative industry and are concentrating on creating industrial clusters with plug-and-play capabilities to draw EV and accessory firms. Programmes such as the Production Linked Incentive scheme place an emphasis on manufacturing, therefore warehouse firms are aiming to expand to tier II and III cities.

Around 8.6 million square feet of space was absorbed in 2021 in the tier II and III cities such as Rajpura, Lucknow, Coimbatore, Jaipur, Guwahati, Bhubaneswar, Nagpur, Kochi/Ernakulam, Indore, Hosur, and Patna. According to numerous reports, the Bengaluru warehousing market has performed well over the past year. These initiatives include the implementation of the GST, the Model



**Anshul Singhal**  
MD  
Welspun One logistics Parks (WOLP)

**Customers must be updated often about the status of their packages during the shipping process**

Tenancy Act, and the PM GatiShakti Multimodal Master Plan.

### How are you planning to make last mile delivery (LMD), and supply chain operations successful?

To get the package to the consumer as soon as possible is the main goal of last mile logistics. To make the operation successful, last-mile issues can be addressed in many ways. These include:

**Enhance customer-warehouse proximity:** The LMD problem would be minimized by having a warehouse close to areas where there is a high volume of orders, and it could even be used as a pick-up or drop-off location for customers.

**Invest in tech for delivery optimization:** With their ability to analyze real-time data for better decision-making, new technologies are facilitating process improvements.

**Optimize delivery vehicle routes:** Planning your route can shorten delivery times. It can be advantageous to invest in software that plans routes based on previous routes, while also taking time, vehicle capacity, location, and traffic into account to offer the most effective routes.

**Communicate with users by executing delivery tracking system:** Given they are not at home to collect orders, consumers need flexible deliveries. They must be updated about the status of their packages during the shipping process. Until it arrives at its destination, the businesses and customers can monitor its status with the help of real-time delivery tracking. 🐦





# Minimizing cost through tech-driven warehouses

KSH Logistics, with presence in Pune, Bengaluru, Mumbai, Jaipur, Nashik, and Chennai, offers services to FMCD, FMCG, automotive, industrials, and retail. It will expand its network to six cities and increase total acreage to 7,00,000 square feet in 12 months, says **Deepak Tiwari**, Chief Operating Officer.



Ritika Arora Bhola

**H**ow important has it become for logistics firms to design supply chains that are cost-effective and resilient to changing customer requirements?

Supply chain ecosystem has been completely disrupted during the pandemic. All companies faced capacity constraints, warehouses were packed,

and lot of material needed space to be stored. Considering the learnings from the pandemic, all organizations and logistics services provider must work towards agile, flexible, and scalable supply chain solutions. The whole idea of having a dedicate facility and self-managing them has to change from the customers perspective. The future needs bigger facilities with flexibility and scalability. We have started our

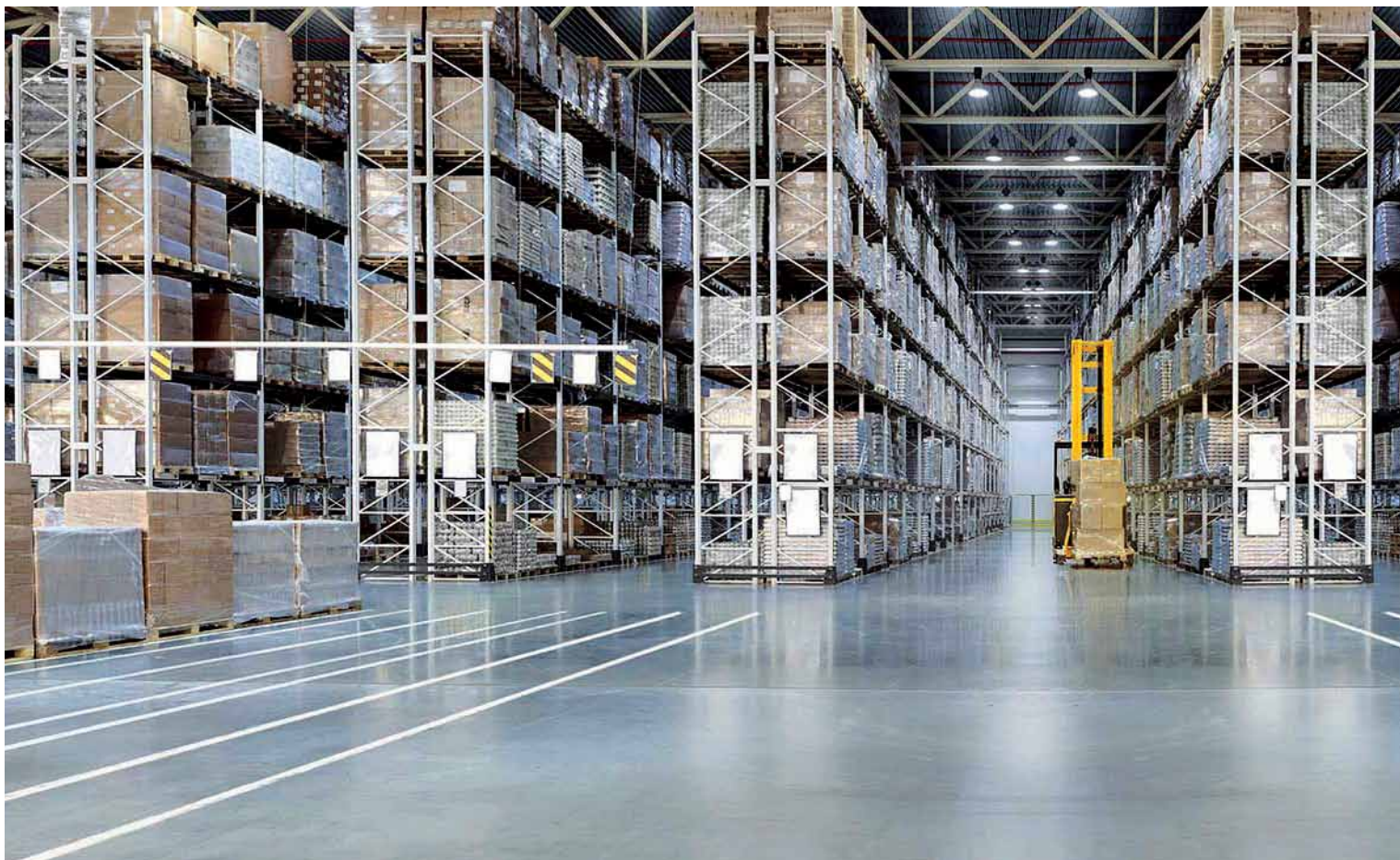
tech-driven multi-client warehousing operations at multiple locations where we offer asset-light plug-and-play model, flexibility, scalability, and other features.

**How do you think PM GatiShakti Master Plan along with NLP can transform the Indian logistics sector and boost growth?**

The National Logistics Policy and PM's

GatiShakti Master Plan are the game changers for the Indian logistics sector. They will bring inclusivity and offer tremendous opportunity for every player in the field.

**Considering the ongoing NH development, DFCs/road infra projects in place, how would you rate infra in India for road transportation in tier II and III cities?**





In the country, road infrastructure has undoubtedly become better, especially highways. It is still not sufficient to support the aspirations of people. Considering the demography of our country, tier II, III cities, and rural India will take considerable time for development. Developed states, cities and towns are choc-a-bloc with infrastructural issues such as heavy traffic, long commuting hours, waterlogging among others. Therefore, it is crucial that tier II and III cities are put on a development mode so that some load from tier I cities can be offloaded. In short, our infrastructure needs a facelift.

**The expectation for on time delivery has forced logistics firms to collaborate with the ecosystem partners. How challenging has it become for LSPs to meet customers' expectations and bottlenecks?**

Today each segment of logistics is becoming specialized and, therefore, collaboration is the key. Given the dynamic changes the logistics industry is witnessing, especially



due to the growth of e-commerce, meeting the diverse Indian consumer expectations has become a challenge. E-commerce has completely changed the consumer's mind-set. From the affluent to the lower income segment, everyone expects/demands quicker deliveries. Managing returns also occupies a significant portion of the business. So, reverse logistics has become crucial.



**Deepak Tiwari**  
COO  
KSH Logistics

**NLP and PM's GatiShakti plan will bring inclusivity and offer tremendous opportunity for every player in the field**

**The past few years have witnessed warehousing shift towards tier II and III cities. What are the major factors driving this demand?**

The availability of different product categories has increased due to the growth of e-commerce platforms. Consumers are getting a variety without having to step out of their homes; ease of buying with fast home deliveries has changed the overall buying patterns. This is reflective of growth in tier II and III cities. To meet this rise in demand, we have operations (Dedicated and Multi Client) at Pune, Bengaluru, Mumbai, Jaipur, Nashik, and Chennai. We cater to segment such as FMCD, FMCG, automotive, industrials, general merchandise, and retail among others.

**How do you ensure supply chain ops and excellent customer service in the backdrop of competitive pricing, safety, and quality of goods?**

We offer A-Grade MCF warehouses across locations, latest being Bhiwandi in Mumbai. We give opportunity to use warehouse space as per their need. We do not need lengthy contracts, no back-to-back guarantees, no warehouse deposits. Our customers get the benefit of asset light plug and play model and the flexibility and scalability that we offer. Through our enhanced technology systems, we allow integration of WMS & TMS solutions with clients' ERP systems providing real-time visibility into the client's supply chain ops and help them save up to 10 per cent of their operational costs. We have EVs that are driving a new revolution in the sector. 🚚

#### FACTFILE

➔ Through our enhanced techno-logistics systems, we allow integration of WMS & TMS solutions with clients' ERP systems providing real-time visibility into the client's supply chain ops.



# Export growth in commodity groups in September 2022

Sl. No.	Commodities	(Values in million US\$)		% Change
		SEP'21	SEP'22	SEP'22
Commodity groups exhibiting positive growth				
1	Electronic goods	1168.11	2009.07	71.99
2	Tobacco	77.23	125.24	62.16
3	Petroleum products	5195.49	7429.84	43.01
4	Oil seeds	50.32	59.11	17.47
5	Gems and jewellery	3235.20	3793.85	17.27
6	Coffee	82.75	94.24	13.89
7	Fruits and vegetables	235.26	266.08	13.10
8	Tea	77.52	85.91	10.82
9	Leather and leather products	384.83	419.37	8.98
10	Cereal preparations and miscellaneous processed items	180.36	194.15	7.65
11	Mica, Coal and other ores, minerals, including processed minerals	397.28	426.32	7.31
12	Drugs and pharmaceuticals	2055.40	2196.32	6.86
13	Spices	309.94	330.46	6.62
14	Marine products	678.44	720.98	6.27
15	Organic and inorganic chemicals	2373.29	2443.50	2.96
16	Rice	779.81	792.50	1.63
17	Oil meals	62.09	62.26	0.27
Commodity groups exhibiting negative growth				
18.	Iron ore	82.59	2.72	-96.71
19	Cotton yarn/fabrics/made-ups, handloom products.	1310.49	799.57	-38.99
20	Cashewnuts	36.66	22.71	-38.05
21	Handicrafts, excluding handmade carpets	184.95	123.75	-33.09
22	Carpet	157.83	105.95	-32.87
23	Other cereals	72.56	52.91	-27.08
24	RMG of all textiles	1301.11	1066.18	-18.06
25	Jute manufacturing and floor coverings	40.96	34.36	-16.11
26	Ceramic products and glassware	274.09	240.63	-12.21
27	Plastic and linoleum	752.48	660.66	-12.20
28	Man-made yarn/fabrics/made-ups	455.84	400.96	-12.04
29	Engineering goods	9417.37	8395.49	-10.85
30	Meat, dairy and poultry products	348.88	334.04	-4.25

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



# Import growth in commodity groups in September 2022

Sl. No.	Commodities	(Values in million US\$)		% Change
		SEP'21	SEP'22	SEP'22
Commodity groups exhibiting positive growth				
1	Cotton Raw & Waste	44.02	317.30	620.81
2	Silver	559.77	1054.09	88.31
3	Transport equipment	1764.76	2921.76	65.56
4	Pulp and Waste paper	111.09	182.79	64.54
5	Coal, Coke & Briquettes, etc.	2189.06	3520.48	60.82
6	Fertilisers, Crude & manufactured	1201.17	1780.86	48.26
7	Leather & leather products	65.75	96.18	46.28
8	Iron & Steel	1347.81	1876.53	39.23
9	Textile yarn Fabric, made-up articles	166.47	219.68	31.96
10	Newsprint	36.19	46.83	29.40
11	Professional instrument, Optical goods, etc.	459.75	584.70	27.18
12	Wood & Wood products	484.93	582.85	20.19
13	Machinery, electrical & non-electrical	3192.32	3720.63	16.55
14	Artificial resins, plastic materials, etc.	1651.45	1843.74	11.64
15	Chemical material & products	878.97	961.68	9.41
16	Electronic goods	6882.58	7142.53	3.78
17	Pearls, precious & Semi-precious stones	2571.63	2658.51	3.38
18	Non-ferrous metals	1460.87	1504.32	2.97
19	Organic & Inorganic Chemicals	2485.79	2495.63	0.40
Commodity groups exhibiting negative growth				
20	Sulphur & Unroasted Iron Pyrites	55.13	38.38	-30.38
21	Gold	5115.76	3856.32	-24.62
22	Pulses	195.65	158.46	-19.01
23	Machine tools	439.56	369.29	-15.99
24	Metaliferrous ores & other minerals	839.56	745.75	-11.17
25	Dyeing/tanning/colouring materials	346.08	313.09	-9.53
26	Project goods	65.38	59.45	-9.07
27	Medicinal & Pharmaceutical products	637.83	601.11	-5.76
28	Petroleum, Crude & products	16779.20	15875.96	-5.38
29	Fruits & vegetables	222.99	217.91	-2.28
30	Vegetable Oil	1999.92	1958.66	-2.06

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

# FAST holds seminar on air cargo

Foundation for Aviation and Sustainable Tourism (FAST) held a seminar on Challenges and Opportunities for Air Cargo During the Decade Ahead at the India International Center recently. General VK Singh, MoS for Civil Aviation, Road Transport and Highways was the chief guest. Air Cargo Forum India (ACFI) participated as the Knowledge Partner.





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# IAG Cargo debates on Vision 2030

IAG Cargo, the cargo division of International Airlines Group held a discussion on Vision 2030, air cargo trends, and business updates recently in New Delhi. John Cheetham, CCO, IAG Cargo, Yashpal Sharma, President, ACFI & MD, Skyways Group and Pratul Shekhar, Senior Director Airfreight, DSV participated.



# IndiGo Cargo Roadshow in Kolkata



IndiGo Cargo had organised a roadshow on 12 October in the City of Joy to launch its first A321 freighter aircraft, which will be used for both domestic and international missions by transporting various products such as valuables, express shipments, perishables, general cargo, documents, and couriers among others.





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# 'Make In India' breathes life into warehousing sector

Stress on developing India into a global manufacturing hub has led to expansion of storage clusters outside of tier I and II cities. Demand for A Grade warehouses in tier II and III cities has increased. It has made many firms relocate to these areas to serve rural customers, says **Alexandre Amine Soufiani**, Managing Director, FM Logistic India.



**W**hat, according to you, are the major growth drivers for the logistics industry?

Supply chain management systems must adapt, evolve, and produce products and services that are not only of high quality, but also efficient, accurate, and sustainable due to changing customer demands and stiff competition. This transformation is being pushed by the pandemic's widespread effects, increasing the need for end-to-end supply chain management (SCM) systems. These systems are smooth, technology-driven, and enhance current connections, while enhancing company performance. Businesses may streamline SCM procedures, expand their capabilities, offer end-to-end visibility, and reduce risks thanks to recent tech advancements. Every important link in the SCM process has been optimized via widespread migration from legacy systems and digitization. Ability of businesses to harness technology is crucial in setting new drivers for an efficient SCM.

**Circular supply chain:** A supply chain is typically thought of as being linear, beginning with raw materials, moving through production, and ending with the finished product. But as the emphasis on reuse and recycling has grown in an effort to reduce waste, intermediate scraps are now being incorporated back into the manufacturing process, making SCM circular. Such micro-economies connect producers and consumers to



**Alexandre Amine Soufiani**  
Managing Director  
FM Logistic India

## FACTFILE

- Businesses may streamline SCM procedures, expand their capabilities, and reduce risks after recent tech advancements.
- Ability of businesses to harness technology is crucial in setting new drivers for efficient supply chain management.

make it easier to use waste products, recycle them, and so lessen their impact on the environment.

**Green SCM:** Businesses must now include environmental sustainability into their regular supply chain procedures due to the rise of green consumerism. A recent Neilson study found that 91 per cent of consumers in the 21 to 34 year old age range are prepared to pay more for sustainable items, suggesting that people are becoming more aware of green activities.

**SCM as a service:** The practice of providing support in all or more is in the following areas, sourcing, production, manufacturing, quality control, warehousing, and logistics, is known as supply chain as a service (SCaaS). By concentrating on and optimizing each SCM component, the firms are able to maximize production and have a stronger effect.

**Internet of Things:** The Internet of Things (IoT), essential to SCM, will assist in fusing the physical and digital worlds. The IoT can turn each part of your supply chain into a 'Smart Entity' by attaching sensors to real objects. To cite an example, you may link a variety of IoT devices with fleet tracking, warehouse management, inventory control, and maintenance to give you a data mine for the present and the future.

**Digitization:** By converting to digital media, one can keep one's supply chain flexible, dynamic, and well-

organized. To make the SCM future-secure, while offering richer customer experiences, agility, and resilience in market volatility, effective digitalisation will require seamless integration of your organization's needs with the appropriate technology tool.

**Automation:** Automation is essential in streamlining repetitive Supply Chain tasks because speed and accuracy are what drive today's competitive environment. In contrast, AI's scope would include labor-intensive, time-





consuming, high-precision processes that mimic human capabilities, while ensuring mechanical precision.

**Elastic SCM models:** The elastic supply chain model, which adapts to the choppy market and shifting consumer dynamics, is one of the most obvious supply chain trends. Elastic supply chain techniques can be scaled up or down in scope for a specific time period to meet consumer demand at that given time.

**End-to-end visibility:** Greater transparency at each point in the supply chain system reduces the potential for errors, while also providing the ideal path for improvement, whether it be of the entire process or a particular sub-process. Greater responsiveness, quicker responses, and quicker access to the system are all made possible by increased visibility.

**Customization:** Today's consumer wants a tailored experience that meets or even exceeds their expectations for a good or service. Customization, which permits a tailored approach of individual supply chain connections to suit a specific or broad consumer segment, is

riding the supply chain trend. Consider additional packaging for orders that are delicate and fragile.

**Risk management:** Market uncertainty is a significant issue that demands readiness from the supply chain process. The system in place should be able to anticipate any dangers or threats in the future and effectively respond to dangers, threats and volatility in the market.

### How do govt initiatives such as PM GatiShakti and Make in India among many others help in better opportunities and projections?

The Indian warehousing industry is suffering from the effects of COVID just like other industries. Logistics and warehouse space absorption will bounce back from COVID's ill-effects rapidly, driven by booming expansion in the manufacturing and e-commerce sectors and increased demand in emerging tier II and III cities. The likely causes of this expansion are a rise in organized retail and an increase in demand for temperature-controlled warehouses to store perishables, FMCG and pharmaceutical products. There

## Businesses streamline SCM procedures, expand capabilities, offer end-to-end visibility, and reduce risks due to use of technology

is hope because the logistics industry has recovered the fastest ever since the COVID cases have reduced. Demand for warehousing is on the rise, and the pharmaceutical and e-commerce industries are major growth drivers.

We continue to strengthen our portfolio of end-to-end supply chain services to establish ourselves as the reference partner in India for sustainable omnichannel supply chains. Our efforts are concentrated on creating Grade A multi-client facilities (MCFs), specialized warehouses close to our customers' manufacturing facilities, and cutting-edge urban logistic hubs connected by a flexible last mile delivery (LMD) network. We keep enhancing our value-added services such as co-packing, automated labeling, and customization for preparedness of the digital marketplace. The Union government's 'Make In India' initiative will keep the logistics sector growing. Several variables will contribute to the future growth of the warehousing industry. They are projected to cause it to grow significantly.

### What are the major bottlenecks faced by the industry?

Despite rising demand, India's logistics industry is facing many issues —cost pressures, excessive returns, and subpar infrastructure. The major hurdles will be managing returns and collecting payments. Insufficient integration of transportation networks, IT, and storage and distribution facilities is another problem. Distribution network is effective and well-connected at FM Logistic India. Our extensive transportation network spans 20 branches across India and over 100 specialised vehicles. Industrial and retail units require trained labor. There is a shortage of qualified management and customer service staff due to the structure of the Indian logistics business, the notion is a manpower-intensive sector, and the absence of suitable training schools. The Supervisor Development Program, which FM Logistic India has introduced at the warehouse level, allows warehouse workers to advance to the position of Team Leader. 🐦



# IAG Cargo to carve new routes, winter schedule

**Ankush Chawla**, Area Commercial Manager for South Asia shares that in 2022, the carrier transported 21 per cent more pharmaceuticals from India between January and August than in the same period in 2021. Soon it will announce its winter schedule, which will offer customers uplift out of Latin America into Europe and United Kingdom.



Ritika Arora Bhola

**W**ith cargo and pax ops coming back to pre-COVID times, how is IAG Cargo gearing up to meet the increased demand, achieve pre-pandemic cargo volume levels?

This year, IAG Cargo has been focusing on bringing its global network and capacity back to pre-COVID levels by introducing new routes and announcing resumption of pre-pandemic services. The business now offers more destinations into North America from London-Heathrow

**The e-commerce market is booming, with consumers across the world buying a gamut range of goods and services online**

than 2019. Route expansion includes opening a new service to Portland from London-Heathrow, and new services to Dallas and Washington from Madrid hub, while the business also restarted services into Pittsburgh. Globally, IAG Cargo continues to expand its network and from its Madrid hub, adding about eight destinations since 2019.

The e-commerce market is booming, with consumers across the world buying a whole range of goods and services online. We have recently added a cargo-only service between London

Heathrow and Hong Kong—this air bridge is important to the movement of e-commerce and for electronic goods across the globe. Our priority products with e-commerce customers was up to 25 per cent in H12022 as against H12019. We have also increased services to Johannesburg and Dubai, we are offering a double daily service to both. Soon we will be announcing our winter schedule, which will offer customers more uplift out of Latin America into Europe and UK and also Mexico. In 2023, we will have some exciting new routes to announce.





**Please elaborate on your freighter operations worldwide. Please throw light on the present freighters, new freighters added to the fleet, new networks or destinations?**

IAG Cargo uses the bellyhold of passenger aircraft of International Airlines Group (IAG), which consists of British Airways, Iberia, Vueling, Aer lingus and LEVEL. With five airlines, and over 500 aircraft, it's a model that provides IAG Cargo with fantastic capacity and global reach. The breadth of our network allows customers to access destinations where a freighter 747 is unable to land. Within the first three months of launching cargo-only services between India and London-Heathrow, while passenger travel was paused IAG Cargo operated 100 flights: this service continued throughout the pandemic.

**Tell us if the carrier has the right technology and infrastructure to move variety of cargo, including heavy, outsized, live animals, temperature sensitive among others worldwide?**

At IAG Cargo, we are well equipped to move all types of cargo, from lifesaving vaccines to car parts and live animals.



When it comes to temperature-sensitive pharmaceutical and bio-science products, IAG Cargo has many years of experience and benefits from three established world-class specialist hubs at London Heathrow, Madrid Barajas, and Dublin, supported by 100 approved Constant Climate stations around the world. When it comes to perishables time, whether it's food, fresh flowers, or dairy products, IAG Cargo supports some of the world's largest growers and retailers by delivering perishable produce in pristine condition. The business has a dedicated perishable handling facility in London. Our Constant Fresh service is specifically designed to optimize the shelf life of produce and its network is an ideal placed partner for transporting perishable shipments.



**Ankush Chawla**  
Area Commercial Manager for South Asia  
IAG Cargo

**Today, the world seeks to ship to India. Where do the trade activities with India stand at this moment? How do you think of India as an investment destination, any plans to start trade here?**

IAG Cargo has recently conducted a global survey of freight forwarders and logistics industry professionals to get their thoughts on the future of the industry. This year IAG Cargo transported over 21 per cent more pharmaceuticals from India between January-August than in the same period in 2021 with top export destinations included the USA, Canada, and the United Kingdom. According to Invest India, the Indian pharma industry may reach US\$65 billion by 2024 and to US\$120 billion by the year 2030.

**elaborate on the Indian destinations covered, and what kind of cargo will be moved?**

We currently fly to five destinations in India including, Delhi, Chennai, Mumbai, Bengaluru, and Hyderabad, with a total of 46 flights per week into the country. India is a popular trade route for commodities such as car parts for the automotive industry, garments for the textile industry, and technological goods. IAG Cargo has also recently restarted flights to Male in the Maldives, which is an important trade link for Sri Lanka, where garments, automotive goods, and perishables such as fish are among the principal exports. Exporters in the region will be able to benefit from IAG Cargo's Constant Fresh product, ensuring produce arrives on supermarket shelves in peak condition. This will also be welcome news for exporters into the Maldives where in 2019, goods worth US\$ 2.89 billion were imported to the Maldives.

**What are your expansion plans in India, in terms of fleet/capacity and possible partnership with Indian cargo carriers.**

IAG Cargo's winter schedule will be up 8 per cent in weekly flights (2019;104 weekly flights vs 2022;112 weekly flights) between India and the UK compared to 2019. Also, we have restarted flights to Male from October 14 with 4 flights per week from London-Heathrow. The same will be increased to a daily service from October 30. This route is quite important for the exporters in Sri Lanka. 📌

#### AT A GLANCE

- ➔ India is a popular trade route for automotive parts, garments for the textile industry, and technological goods.
- ➔ IAG Cargo has also recently restarted flights to Male in the Maldives, which is an important trade link for Sri Lanka.





# Use of advanced tech to identify gaps in sector

Today, consumers' demand cheapest products and have multiple options to choose from, resulting in the need to enhance supply chains competency. To profitably scale amid this changing consumer behavior, customers need better control and responsive decision-making, says **Nitish Rai**, Co-Founder and Chief Executive Officer, FreightFox.



Ritika Arora Bhola

**H**ow streamlined are your efforts towards customizing and designing tech-enabled logistics solutions?

FreightFox uses proprietary data-driven algorithms and advanced machine learning to deliver best-in-class insights for our customers. The five main points include

- Freight spends analytics to identify gaps that can be closed in planned vs actual spends.
- Freight procurement strategy to deliver

## FACTFILE

→ Everyone wants the products within the shortest timeline for which logistics is the critical and uncertain piece of the puzzle.

→ Freight capacity, connecting clients with the ecosystem of diverse transport partners most suited to their needs.

a tailored freight plan for each client based on the needs of the business.

- Freight market intelligence, tapping into millions of data points and real-time freight benchmarking, correlating the external market intelligence with the manufacturers' operations.
- Freight capacity, connecting clients with the ecosystem of diverse transport partners most suited to their needs.
- Freight procure-to-pay, an end-to-end platform for the complete freight lifecycle, including tracking and tracing of goods and services.

Our pricing strategies vary based upon the opportunity of value creation. For our SaaS offerings, we charge a subscription fee (priced differentiated based on the size of the customer's network) and a certain per cent of the gross transaction value as a fixed fee for major events done through the platform.

**Could you tell us about your loyal clientele in India? What do they 'seek' and how successful have you been in fulfilling their demands? Can you name some of your clients?**



Our clients, or the manufacturing industry in general, is going through a transition of evolving consumer needs. Today's consumers demand the cheapest products at the fastest possible speeds, and have multiple options to choose from, and that is why it is the supply chains that are competing today, and logistics is the most uncertain piece of the puzzle. To profitably scale amid this changing consumer behavior, our customers need better control and responsive decision-making, which is possible only through a unified digital platform such as FreightFox. Our customers are from segments such as Automotive and auto ancillary. The manufacturing industry is undergoing considerable changes as customer needs are evolving. Everyone wants the best products within the shortest timeline, for which logistics is the most critical and the most uncertain piece of the puzzle. Profitably scaling amidst this requires responsive decision-making and better control over the supply chain, which is what a unified digital platform like ours provides. We are fortunate to have as our clients leading brands from various industries such as automotive and auto ancillary, FMCG, energy among others.

**Tell us how you identify 'crucial pain points', while providing efficient and reliable business solutions to stakeholders and other clients?**

It is vital for businesses in any industry and of any size to recognize that personalization is no longer a choice. Consumers do not just buy products, they expect 'product as a service', which, simply put, means that they want the products of their choice at the time and place of their choice. This requires massive shifts in the logistics industry as it becomes tied up with the product itself. We have done extensive research on the unique needs of each industry we cater to, and it is more diverse than one might expect. For instance, auto-ancillary has relatively shorter delivery timeframes and strict schedules, and frequently suffers from low transparency owing to the disconnected nature of the supplier network. We work with our clients to offer custom solutions based on these challenges—just like with consumer products, there is no one-size-fits-all that works here.

**How do you exploit technology in truly meaningful way to create business value for your clients?**

India's road transport network is highly fragmented, as are most supply chains. This has historically led to multiple delays and near-zero visibility on shipments, especially in remote parts of the country. We address this by using advanced algorithms and millions of transportation data points to provide the best network design and suggest the best transport partners and optimal fleet size to fulfill any given requirement. We use predictive market intelligence so that clients pay the right prices for any route and minimize unplanned transport costs. Plus, with our visibility solution, clients are informed about where their goods in transit are. And for each new client, we conduct a Procurement Process Assessment so that they can benchmark themselves against their direct competition and the market in general. This will help companies optimize their procurement decisions.

**How do you ensure zero disruption or interruption despite growing data volumes and demand?**

As more SaaS solutions emerge, the support ecosystem has evolved to keep pace with it. Our SaaS platform is hosted on the world's most secure cloud environments, which ensures best-in-



**Nitish Rai**  
Co-Founder and CEO  
FreightFox

**We use predictive market intelligence so that clients pay the right prices for any route and minimize unplanned transport costs**

class reliability, scalability, and data security for our customers.

**Do you think the tech industry has the right skill set to provide best-in-class solutions and if the global logistics industry is ready to embrace technology?**

Any new technological innovation is always driven by the early adopters to begin with. The logistics industry is becoming more technology positive. We have seen it happen for many SaaS solutions that were designed in India, and we are confident that it will happen for us too.

**Anything new you have instituted to continue to embody the commitment to innovation and marketing approach in your contracts in the last few years?**

Earlier this year, FreightFox collaborated with researchers at Yale University to develop responsive freight contracts, which not only consider the varying cost structures for truckers, but also account for supply and demand gaps to come up with fair freight rates. Responsive freight contracts will bring trust and transparency into the shipper-carrier relationship and enable greater efficiencies at scale. We will be testing this with a large Indian manufacturer over the course of the next year. 🐦



# New outlook in tech for supply chains

Any technology must ensure adaptability across supply chains. They should be capable to leverage power of data and optimize operations, which augment supply chains and empowers them to respond to the changing markets and changing demands.



CT Bureau

Complex supply chains are evolving. Predetermined supplier structures and long-term static product programs are transforming into flexible, dynamic systems. We live in a climate of risk, instability, and rapid change. And businesses must develop the ability to adapt to strategic, contingency, and financial plans whenever needed.

No business can be adaptive without a responsive supply chain. The adaptability needs to be evident throughout, from the supplier's supplier to the customer's customer. As a result, the past few years have seen a rising call among many organizations for more flexible frameworks. They are now implementing responsive and adaptive supply chain frameworks to reduce costs and react effectively to future needs.

## PRIMARY CHALLENGES

Adaptive technology can only achieve full potential when the silos separating functions, business units, and regions are eliminated. This is because when digitization across industries evolved, it did so in silos. Having data that resides in silos made insights and analysis cumbersome, leading to fragmentation across processes. This fragmentation was at the core of the Supply Chain's classic problem—lack of cohesion.

As a result, new technologies are being developed and deployed to tackle this

lack of seamlessness and to achieve operational efficiencies.

## PERSPECTIVE OF TECHNOLOGY

Any technology must be adaptable to ensure adaptability across supply chains. They should have built-in capabilities to leverage the power of data and optimize operations. This augments supply chains and empowers them to respond to the changing markets and be prepared for the changing demands. The resulting cohesion leads to increased supply chain connectivity and ensures orders are shipped faster, offering control of the products.

Successful supply chains need efficient data exchange processes among partners, end customers, and broader ecosystems. That means tracing inputs and value-additions at every stage of the supply chain, from sourcing to distribution. Adaptive technology architecture is the foundation for

## Platform-based adaptive ecosystem offers flexible environment for empowering the continued evolution of non-core functions

resilient supply chains—offers a decisive competitive advantage.

Leveraging platform-driven supply chains built on such foundations improves coordination across networks. This allows for better connectivity among all components and stakeholders. A platform-based adaptive ecosystem offers a flexible environment for empowering the continued evolution of non-core functions. It provides increased transparency, optimization, visibility, and control of the supply chain operations.

Although this approach has the power to eliminate silos, businesses' existing technological investments often pose an obstacle. The next recourse is leveraging the growing trends such as uberization in the logistics sector. Providers attempt to align their offerings with an evolving consumer base, using built-in benefits such as real-time pricing and complete transparency. Blockchain empowers companies to trace a product from its origins every time it changes hands. This enables stakeholders to collaborate and reduces delays, additional expenses, and manual errors often associated with transactions.

The last level of maturity comes from the power of AI, ML, and advanced data analytics. Workflows and daily operations can be tuned using data without manual interventions. A warehouse can change the stock in forwarding locations every season and month. The background replenishment can be triggered using ML.



**Suresh Mamunuru**  
VP, Supply Chain & Logistics  
Cybage

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



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# ACCD hosts Diwali celebrations

Air Cargo Club of Delhi (ACCD) hosted bright and colourful Diwali party at Vasant Continental in New Delhi on October 15. The occasion started with lamp lighting and recitation of Ganesh Vandana. The members and their spouses enjoyed the gala evening over sparkling wine, cheese, dance and music.









# IATA Aug global air cargo data shows improvement

International air cargo markets shows industry's resilience amid uncertain times. Market signals remain mixed. August presented several indicators with upside potential: oil prices stabilized, inflation slowed and there was a slight expansion in goods traded globally, IATA stated.



 CT Bureau

The International Air Transport Association (IATA) released August 2022 data for global air cargo markets, which demonstrated the industry's resilience amid economic uncertainties.

- Global demand, measured in cargo tonne-kilometers (CTKs), fell 8.3 per cent compared

to August 2021 (-9.3% for international operations). This was a slight improvement on the year-on-year decline of 9.7 per cent seen in July.

**August presented indicators with upside potential. Oil prices stabilized, inflation slowed and there was an expansion in goods and services traded globally**

- Capacity was 6.3 per cent above August 2021 (+6.1% for international operations). This is a significant expansion over the 3.6 per cent year-on-year increase in

July. Several factors are noted in the operating environment:

o International goods trade expanded slightly in August and the additional easing of COVID restrictions in China will positively impact cargo markets. While maritime will be the main beneficiary, air cargo will also receive a boost from these developments.



- Inflation levels in G7 countries slowed for the first time since November 2020.

- Oil prices stabilized in August and the jet fuel crack spread fell from a peak in June.

- New export orders, a leading indicator of cargo demand and world trade, decreased in leading economies in all regions except the USA.

"Air cargo continues to demonstrate resilience. Cargo volumes, while tracking below the exceptional performance of 2021, have been relatively stable in the face of economic uncertainties and geopolitical conflicts. Market signals remain mixed. August presented several indicators with upside potential: oil prices stabilized, inflation slowed and there was a slight expansion in goods traded globally. But the decrease in new export orders in all markets except the USA shows that developments in the months ahead will need to be watched carefully," said Willie Walsh, IATA's Director General.

## AUG PERFORMANCE

- Asia-Pacific airlines saw their air cargo volumes decrease by 8.3 per cent in August 2022 compared to the same month in 2021. This was an improvement over the 9.0 per cent decline in July. Airlines in the region benefited from slightly increased levels of trade and manufacturing activity due to the easing of some COVID curbs in China. Available capacity in the region rose by 13.9 per cent compared to August 2021, a increase over the 2.7 per cent growth in July.

- North American carriers recorded a 3.4 per cent decrease in cargo volumes in August 2022. This was an improvement over 5.7 per cent decline in July. The lifting of curbs in China improved demand and a further boost is likely in the coming months. Capacity was up 5.7 per cent compared to August 2021.

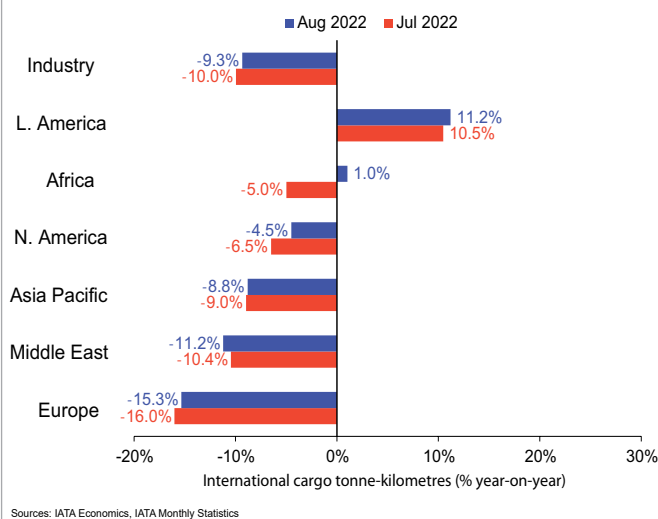
- European carriers saw a 15.1 per cent decrease in cargo volumes in August 2022 compared to the same month in 2021. This was the worst performance of all regions for the fourth month in a row.

This is attributable to the war in Ukraine. Labor shortages and high inflation levels, most notably in Turkey, also affected volumes. Capacity increased 0.4 per cent in August 2022 compared to August 2021.

- Middle Eastern carriers experienced an 11.3 per cent year-on-year decrease in cargo volumes in August. Stagnant cargo volumes to/ from Europe impacted the region's performance. Capacity was down 0.1 per cent compared to August 2021.

Industry-wide CTKs were down 8.3 per cent YoY in August, which is a solid improvement from the July decrease of 9.7 per cent YoY. The decline in seasonally adjusted (SA) air cargo volumes paused in August, with a robust 1 per cent month-on-month (MoM) growth compared with July. This signals the resilience of the

## International CTK growth (airline region of registration)



air cargo industry under mounting pressures from the recent economic volatility and geopolitical conflicts.

Although China has eased lockdowns, other headwinds persist, including infra and labour supply constraints. In addition, the ongoing Russia-Ukraine war still affects cargo capacity, with a number of important air cargo carriers directly impacted.



# Air cargo market in detail - August 2022

		August 2022 (% year-on-year)				% year-to-date			
	World-share <sup>1</sup>	CTK	ACTK	CLF (%-pt) <sup>2</sup>	CLF (level) <sup>3</sup>	CTK	ACTK	CLF (%-pt) <sup>2</sup>	CLF (level) <sup>3</sup>
<b>TOTAL MARKET</b>	<b>100.0%</b>	<b>-8.3%</b>	<b>6.3%</b>	<b>-7.5%</b>	<b>46.7%</b>	<b>-5.4%</b>	<b>4.7%</b>	<b>-5.5%</b>	<b>51.1%</b>
Africa	1.9%	1.0%	-1.4%	1.0%	41.8%	1.1%	3.8%	-1.3%	47.3%
Asia Pacific	32.6%	-8.3%	13.9%	-13.2%	54.7%	-4.5%	1.7%	-3.9%	60.2%
Europe	22.8%	-15.1%	0.4%	-9.2%	50.2%	-9.4%	2.9%	-7.8%	57.0%
Latin America	2.2%	9.0%	24.3%	-5.2%	37.4%	18.3%	29.8%	-3.9%	40.6%
Middle East	13.4%	-11.3%	-0.1%	-5.9%	46.6%	-9.7%	5.1%	-8.2%	49.7%
North America	27.2%	-3.4%	5.7%	-3.7%	39.3%	-3.5%	6.2%	-4.2%	42.1%
<b>International</b>	<b>87.0%</b>	<b>-9.3%</b>	<b>6.1%</b>	<b>-8.9%</b>	<b>52.4%</b>	<b>-5.6%</b>	<b>5.9%</b>	<b>-7.0%</b>	<b>57.3%</b>
Africa	1.9%	1.0%	-1.7%	1.2%	42.6%	1.1%	3.4%	-1.1%	48.2%
Asia Pacific	29.5%	-8.8%	9.1%	-12.1%	61.6%	-3.1%	7.2%	-7.1%	67.1%
Europe	22.4%	-15.3%	0.4%	-9.9%	53.1%	-9.7%	3.2%	-8.5%	59.3%
Latin America	1.8%	11.2%	26.3%	-5.9%	43.4%	20.0%	28.6%	-3.5%	48.8%
Middle East	13.4%	-11.2%	0.0%	-6.0%	47.0%	-9.7%	5.3%	-8.3%	50.1%
North America	18.0%	-4.5%	11.9%	-8.0%	46.7%	-4.8%	5.3%	-5.4%	50.6%

<sup>1</sup>% of industry CTKs in 2021

<sup>2</sup>Year-on-year change in load factor

<sup>3</sup>Load factor level

Note: the total industry and regional growth rates are based on a constant sample of airlines combining reported data and estimates for missing observations. Airline traffic is allocated according to the region in which the carrier is registered; it should not be considered as regional traffic. Historical statistics are subject to revision.

		August 2022 (% ch vs the same month in 2019)				Year-to-date (% ch vs the same period in 2019)			
	World share <sup>1</sup>	CTK	ACTK	CLF (%-pt) <sup>2</sup>	CLF (level) <sup>3</sup>	CTK	ACTK	CLF (%-pt) <sup>2</sup>	CLF (level) <sup>3</sup>
<b>TOTAL MARKET</b>	<b>100.0%</b>	<b>-2.9%</b>	<b>-8.0%</b>	<b>2.5%</b>	<b>46.7%</b>	<b>0.9%</b>	<b>-8.5%</b>	<b>4.8%</b>	<b>51.1%</b>
Africa	1.9%	8.4%	-19.0%	10.6%	41.8%	12.3%	-15.4%	11.7%	47.3%
Asia Pacific	32.6%	-8.6%	-14.3%	3.4%	54.7%	-4.5%	-18.2%	8.6%	60.2%
Europe	22.8%	-12.7%	-17.3%	2.7%	50.2%	-6.7%	-16.9%	6.2%	57.0%
Latin America	2.2%	-6.5%	-7.0%	0.2%	37.4%	-3.5%	-16.8%	5.6%	40.6%
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Middle East	13.4%	0.3%	-6.5%	3.2%	47.0%	0.6%	-6.6%	3.6%	50.1%
North America	18.0%	12.2%	3.4%	3.6%	46.7%	15.4%	5.0%	4.5%	50.6%

<sup>1</sup>% of industry CTKs in 2021

<sup>2</sup>change in load factor vs same period in 2019

<sup>3</sup>Load factor level

Note: the total industry and regional growth rates are based on a constant sample of airlines combining reported data and estimates for missing observations. Airline traffic is allocated according to the region in which the carrier is registered; it should not be considered as regional traffic. Historical statistics are subject to revision.





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## P2F AIRCRAFT to boost Ethiopian Airlines' cargo goals



Ethiopian Airlines Group has completed the first passenger-to-freighter conversion of one of its three B767 aircraft, according to reports. Ethiopian partnered with Israel Aerospace Industries (IAI) to launch a B767-300ER freighter conversion line at Ethiopian MRO facilities in Addis Ababa last year. The conversion of the aircraft, which has been introduced into the airline's fleet in 2004, will boost Ethiopian's cargo shipment capacity. In partnership with IAI, the Ethiopian started the full conversion of the B767 aircraft early this year.

## CARGOLUX finalizes order for 10 Boeing 777-8 freighters

Boeing and Cargolux have signed a pact to finalize an order of 10 777-8 freighters with options for six additional airplanes. Cargolux's choice of the 777-8 Freighter underlines its commitment to establishing long-term sustainability. "The pact will consolidate Cargolux's position as a global leader of air freight services. Replacing our aging fleet of 747-400 freighters with the latest tech and fuel-efficient 777-8 freighter model will contribute to our sustainability program."



## SIA selects SITA OptiClimb to achieve carbon neutrality



Singapore Airlines (SIA) selected SITA OptiClimb, a digital inflight prescriptive analytics tool for fuel optimisation, to support the carrier's goal of achieving net-zero carbon emissions by 2050. By deploying SITA OptiClimb, the airline is able to optimise fuel utilization during the aircraft's climb-out phase. The solution combines aircraft tail-specific machine-learning models with 4D weather forecasts to recommend customised climb speeds at different altitudes. It leverages historical flight data to predict fuel burn in different flight scenarios and recommends optimized climb profiles on a user-friendly interface for pilots. As per an official release, "The airlines can roughly save fuel up to 5% during climb-out on each flight with 5.6 mn tons of CO<sub>2</sub> emissions."

## BOEING forecasts robust demand for freighters to support supply chains

Boeing Commercial Market Outlook (CMO) 2022-2041 stated there will be robust demand for dedicated freighters to support global supply chains and growing express networks. As per reports, "Carriers will need 2,800 more freighters, including 940 new widebody models in addition to converted narrow-body and widebody freighters during the forecast period." It stated "Boeing CMO is expecting 1,855 freighter conversions over the period. Following a 10 per cent decline in 2020, air cargo traffic bounced back strongly from the initial impact of the pandemic, posting an annual growth rate of 21 per cent in 2021. Boeing forecasts air cargo will increase at an average compound rate of 4.1 per cent per year over two decades. This is an increase over 2021 forecast of 4 per cent," states the update. Robust growth in East Asia, acceleration of global e-commerce and evolution of supply chains drive growth in next 20 years."



## ATLAS AIR takes delivery of widebody B747-8F to expand ops

Atlas Air, a subsidiary of Atlas Air Worldwide Holdings has taken delivery of a Boeing 747-8 freighter. This is the second of four new 747-8 freighters ordered by Atlas Air in 2021. These are the last 747-8 freighters to be produced by Boeing. "The 747-8F is the most capable, advanced and eco-friendly widebody freighter, providing 20 per cent higher payload capacity and 16 per cent lower fuel consumption than 747-400F. This aircraft has been placed under a long-term pact with an existing customer, said release. John Dietrich, president and CEO, Atlas Air Worldwide said, "We are pleased to add more capacity for our customers. Atlas' investment in these new aircraft underscores our commitment to the environment."



## BUDAPEST AIRPORT invests further in cargo facilities

Budapest Airport is continuing to develop its Cargo City with the addition of new cargo areas. The airport will extend its cargo area with a further 2,000 sq m of office space on the mezzanine level, and 6,000 sq m of maneuvering and storage areas alongside a 1,450 square meters multi-functional canopy area created for live animal treatment. Work is due to start later this month. The expansion will allow Budapest to handle 240,000 tonnes at the Cargo City with an additional 60,000 tonnes being served via the integrator facilities of DHL, UPS, and FedEx at Terminal one. René Droese, chief development officer, Budapest Airport, said, "Budapest Airport is committed to cargo development. Seeing the rapid increase of our cargo volumes after the initial investment of the BUD Cargo City, this next step has been an obvious choice to enable our growth and progression."



## Pact signed for 15 Airbus A321-200 P2F aircraft

AerCap Holdings N.V. has placed firm orders for 15 Airbus A321-200 Passenger to Freighter (P2F) aircraft conversions and an option for a further 15 A321P2F conversions with Elbe Flugzeugwerke GmbH 'EFW'. The aircraft are from AerCap's A321 passenger portfolio and are expected to begin delivery in 2023 through 2025. "Extending the life of our A321 fleet will complement the Cargo portfolio and meet the strong demand from our diverse customer base, from which we've seen a significant appetite for this freighter," said Rich Greener, Head of AerCap Cargo. "The A321 freighter is the best-in-class and most fuel-efficient aircraft to replace the B757-200 freighter. This transaction is in line with our cargo portfolio strategy of diversifying our fleet with improved economics and returns. We look forward to working with the EFW team on this program and thank them for the trust they have placed in AerCap," he added. "We are glad to have finalized the agreement with AerCap on the A321P2F conversions," says Jordi Boto, Chief Executive Officer, EFW.

## AGREEMENT for A321 freighter conversions



SmartLynx Airlines and Aero Capital Solutions (ACS) have collaborated to start a program to convert four Airbus A321 freighters into passenger aircraft. The 40-plane B737-800SF P2F programme will be supplemented by A321 expansion, as per ACS. The parties have begun the joint program's first four A321s through a sale-leaseback arrangement. ACS will serve as a financier and a lessor. Once the upgrade is finished, the aircraft will be flown by the skilled A321 freighter operator SmartLynx, which provides ACMI, cargo, and charter services.

## MAERSK launches new Chicago Airfreight Gateway

Maersk has inaugurated the new Chicago Air Freight Gateway near O'Hare Airport designed to offer direct planeside recovery with transfers to the new facility. About 70 per cent of the USA is in an overnight truck drive enabling shipments from Asia and Europe to speed up to their destination when timing is essential. The facility serves Maersk's air cargo hub in Rockford Intl. Airport – a 24/7, fast growing, air cargo hub. "We want to grow our presence and logistics services in locations and today's Chicago inauguration is a vital step in our integrated offering to customers," said Mike Meierkort, Regional Head, North America Logistics and Services.



## AVIAAM signs up for B777-300 Mammoth freighter conversions



Leasing firm AviaAM Leasing (AviaAM) has been revealed as the launch customer for Mammoth Freighters' B777-300ERMF freighter conversion program after signing up for six of the aircraft. Mammoth now has firm orders for 23 777 freighter conversions distributed across multiple customers, and 17 777-300ER freighter conversions in advanced stages of commitment. The conversion will begin in early 2023 and will take place at Aspire MRO's facility at Alliance Airport in Fort Worth, Texas. The aircraft, which will be able to carry 99 tons, is expected to serve EU-US or China-EU trunk air routes.

## EXCLUSIVE CARGO FLIGHTS for Pradhaan Air Exp



Pradhaan Air Express, which commenced operations in October has named its first cargo aircraft, 'Pehalwan'. The aircraft arrived in India in July 2022; a second one is likely to land this year-end. With a payload of 21 tons, the freighter has a range to cover Indian sub-continent, Middle East, and Far East destinations. The airline operated its first flight on 1 October to Mumbai and returned the same day. This was followed by its maiden international flight to Hanoi on 9 October. The airline received its Air Operator Certificate (AOC) from the DGCA.

## V-TRANS expands footprint in North, opens eight offices

V-Trans (India) Ltd accelerates growth as it expands its footprint in North India by opening eight offices in Varanasi, Sitapur, Noida, Sikandrabad (UP), Delhi, Gurgaon, Ajmer, and Ratangarh. They have been launched, considering the influx in demand for logistics solutions and V-Trans' best offerings in this region. The firm is enabled with best in the business infrastructure and has presence across the nation having 850 branches.



## ADANI GROUP to build MMLPs in 6 states

With the National Master Plan for Multimodal connectivity in place, Ahmedabad-headquartered Adani Group is set to give momentum to its logistic business by commissioning six more multimodal logistics parks (MMLPs) in the next two years across five states, including Uttar Pradesh, Haryana, Rajasthan, Gujarat, and Telangana, says reports. "Adani Group is



operating as many as five MMLPs in different parts of the country. We are in the process to commission six more parks—two in Gujarat (Sanand and Ankleshwar), one each at Dadri in UP, Panipat in Haryana, near Jaipur and Hyderabad. PM Gati Shakti Plan for Multimodal Connectivity would help us to implement these projects on fast-forward mode," said Vikram Jaisinghani, MD & CEO, Adani Logistics (ALL).

## ALLCARGO GROUP opens logistics park in Malur, Karnataka

Allcargo Group has launched Logistics Park in Malur, Karnataka. The state of the art logistics and warehousing park is fully occupied, accelerating economic growth and infrastructure development in Karnataka. With this park, Allcargo will complement Karnataka to become a logistics hub that seamlessly connects India to Andhra Pradesh and Tamil Nadu, making the state a desired destination for big businesses. The park is generating job opportunities directly on-site, by creating 5,500 jobs. The park will also act as a strategic warehousing destination, thanks to the increasing interest of businesses in Karnataka. The NLP and the GatiShakti plan has been looking to solidify first and last mile connectivity, for commercial and other purposes.



## CHETAK GROUP expands network, opens warehouse in Pune

Chetak Group has inaugurated its first green warehouse in Pune. The warehouse, which adds to the two million warehousing capacity, was inaugurated by Directors Mukesh and Rajesh Haritash, in the presence of guests from Tata Motors and important clients. The warehouse will serve all vendors of Tata Motors. Mukesh Haritash, Director, Chetak Logistics said, "We are happy to inaugurate first Green and Happy Warehouse in Pune. This is a result of the inspiration we derived from our father, late Jai Karan Sharma, Founder, Chetak Group. We dedicate the warehouse to him and pledge to serve the customers with quality product offerings. The warehouse, measuring one lakh square feet adds to 2 million sq. ft., space offered by firm."



## BHUBANESHWAR to become next major warehousing hub

According to Knight Frank India's latest report, India Warehousing Market Report-2022, Bhubaneswar recorded an exponential surge of 700 per cent taking the warehousing transaction volume to 0.86 million sq. ft., in FY 2022 from 0.11 million sq. ft., in FY 2021. "Warehousing in Bhubaneswar is clustered around Bhubaneswar-Cuttack Road (NH-16), Tangi, Pitapalli and Chandaka. The demand for warehousing in the city has been picking up gradually in recent years and is widely dominated by local developers. In the last few years, development of industrial and logistics parks around the city has further boosted warehousing activities in the market," the report stated.



## SAFEXPRESS logistics parks in Nagpur, Pune launched

Safexpress has launched two new ultra-modern Logistics Parks in Maharashtra, Nagpur, and Ranjangaon MIDC in Pune. Safexpress Logistics facilities in Maharashtra has a combined land area of 5.25 lakh square feet, enabled with ultra-modern transshipment and 3PL facilities to boost storage and warehousing needs of the region, while providing faster connectivity. The new Logistics Parks are cross-dock, have a column-less span of 80 feet to facilitate loading and unloading of multiple vehicles and unhindered movement of goods within the facility. To enable all-weather loading and unloading of goods, the facility is equipped with 16-feet wide Cantilever Shed. The logistics facilities have the required firefighting equipment and trained manpower to deal with such emergencies. The physical infrastructure will be backed by a robust IT infra and an efficient warehouse management system.

## INDIAN RAILWAYS may get semi-high speed freight train



Indian Railways is planning to launch the semi-high speed freight train Vande Bharat on Mumbai-Ahmedabad route. As per reports, Indian Railways, to capture additional high-value time-sensitive cargo, which is presently being transported through other modes of transport, is planning to introduce super-fast parcel services. "These services are being planned via new 'Freight EMU rolling stock built on the Vande Bharat platform, the first rake of which is likely to be introduced in service soon. Some of the salient features of the freight EMU rakes include an operational speed potential of 160 kmph. The rakes are being designed for palletized container transportation with a 50 per cent powering," stated reports.

## ADANI PORTS gets NCLT nod to acquire Gangavaram Port

Adani Ports and Special Economic Zone Ltd (APSEZ), the country's largest ports and logistics company and part of Adani Group, has been approved by NCLT Ahmedabad and NCLT Hyderabad for acquiring the remaining 58.1 per cent stake in Gangavaram Port Limited (GPL) through the composite scheme of arrangement. With this stake purchase, GPL will become a 100 per cent subsidiary of APSEZ. Karan Adani, CEO and Whole-time Director, APSEZ said, "Acquisition of the GPL is a milestone in consolidating our position as the country's largest transport utility and in achieving East Coast & West Coast parity."



## ASSAM, AP among 15 'achievers' in logistics performance



As per the fourth Logistics Ease Across Different States (LEADS) 2022 report unveiled by Union Commerce Minister Piyush Goyal recently, Assam, Andhra Pradesh, and Gujarat are among the 15 States and UTs categorised as achievers in the logistics index chart 2022. The index is an indicator of the efficiency of logistical services necessary for promoting exports and economic growth. The 15 States and UTs ranked in the aspirers' category include Bihar, Chhattisgarh, Goa, Mizoram, Andaman and Nicobar Islands, Lakshadweep, Ladakh, Nagaland, J&K, and Arunachal Pradesh among others.

# Upcoming Events 2022

## NOVEMBER

### ► Fourth edition of SCM Logistics World

Date: 4 November 2022  
Venue: The Holiday Inn, Aero city  
Time: 10 am onwards

### ► TIACA Air Cargo Forum

Date: 8-10 November 2022  
Venue: Miami Beach Convention Center  
Time: 10.00 am onwards

### ► Global Logistics Show

Date: 9-11 November 2022  
Venue: BIEC Bengaluru International Exhibition Center, Bengaluru  
Time: 9:00 am to 6:00 pm



### ► Seminar on National Logistics Policy-Road Ahead for Integrated Best-in-Class Infra development by Warehousing Association of India (WAI)

Date: 11 November  
Venue: The Oberoi, New Delhi  
Time: 9:45 am onwards



### ► Global Delhi EV Summit

Date: 20 - 21 November 2022  
Venue: Hotel Taj Palace, New Delhi  
Time: 9:00 am to 6:00 pm

### ► 46th Air Cargo Agents Association of India (ACAAI) Convention

Date: 24-27 November 2022  
Venue: Bangkok, Thailand  
Time: 10 am to 6 pm

### ► IndiAirport

Date: 22-24 November 2022  
Venue: India Exposition Mart, Greater Noida, UP  
Time: 9:00 am to 6:00 pm

### ► Annual Freight Forwarding & Logistics Summit

Date: 23-24 November 2022  
Venue: Holiday Inn Mumbai International Airport, Mumbai  
Time: 9:00 am to 6:00 pm

### ► India International Cargo Show

Date: 30 November-2 December 2022  
Venue: Jio World Center, Mumbai  
Time: 10:00 am to 7:00 pm  
(Nov 30 - Dec 01)

## DECEMBER

### ► India Warehousing & Logistics Expo

Date: 1-3 December 2022  
Venue: Bombay Exhibition Center (BEC), Mumbai  
Time: 10:00 am to 6:00 pm



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

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

# 9th edition of IWS & Logistics Show

The 9th edition of India Warehousing & Logistics Show 2022 is all set to kickstart from 1-3 December 2022 at Bombay Exhibition Complex, Mumbai.

The India Warehousing Show (IWS), all set to commence from 1 to 3rd December at Bombay Exhibition Complex will bring you live product demos, new-to-market technologies, and a variety of knowledge-sharing and networking programs. In the last one decade, the show has brought together thousands of buyers and sellers from warehousing, logistics, and supply chain segments to explore the new business, learning, and networking opportunities. Now, the warehousing and logistics community will come back together again to exhibit, launch, and display the latest solutions, services, and technologies required to run successful warehousing and supply chain operations.





# Delayed delivery hampering logistics

Our agent network is present across the globe, and we rapidly expanded our services to various other regions by providing our clients 'value for money' services. Of late, long lead times and high volatility in costs and zero transparency are hampering businesses. Delayed deliveries are creating a negative impact on client-to-client relationships.



CT Bureau

The world of logistics is full of opportunities, but you need to serve differently to stay in the market. Transafe Global is a reputed Non-Vessel Operating Common Carrier (NVOCC) and freight forwarding company and we aim to provide easy cargo mobility across the globe. Our background and niche experience in cargo movement help us to serve clients well. Our in-depth knowledge and understanding enables us to support our partners and clients. We are known for our timely and efficient service that drives us to serve better. We understand the need of modern businesses and understand the stiff competition in the market.

We are passionate about what we do and that is why we are climbing the ladder of success one by one. We realize that every organization demands prompt action due to intense competition so that every commercial enterprise meets its target requirement within a stipulated time frame. Our job is to ensure smooth, transparent, and timely delivery of every shipment, which helps our clients to maintain their growth figures in a competitive market. We maintain professional relationships with many agents across the world.

We are a global NVOCC service provider and aim to provide best services to our customers in the most efficient manner. We serve

Jebel Ali (UAE), Umm Qasr (Iraq), Hamad (Qatar), Daman, Riyadh, and Jeddah (Saudi Arabia), Shuwaikh, Shuaiba (Kuwait), Sohar, Salalah (Oman) and other ports and ICDs in India. We focus on maintaining our service quality standards, which is technologically advanced. Our processes are robust and our enthusiasm to provide excellent services is appreciated by our clients' too. Our insistence on providing the best is what makes us the best in the Middle East market, and at the same time, we are one of the affordable service providers in the region. Our fleet is maintained with global quality and safety standards, ensuring that your goods are ferried with proper segregation and utmost care. We have 10,000 well maintained containers to transport your products.

**We are a global NVOCC service provider and aim to provide best services to our customers in the most efficient manner**

Our agent network is present across the globe, and we as a group, rapidly expand our services to various other regions by providing our clients 'value for money' services. In the long run, high volatility in costs and zero transparency are hindering businesses, and delayed deliveries are creating a negative impact. We assure you the best on lead time and our fast way to deliver enables you to maintain your reputation.

Currently, long lead times and high volatility in costs and zero transparency are hampering businesses. Delayed deliveries are creating a negative impact on client-to-client relationships. All said and done, you can count on us to deliver, and with our expertise and our international network, we have exactly what you need to deliver your products when you need them.

Transafe Global Ltd provides cutting-edge solutions as an NVOCC integrated with technology. We have the expertise in handling challenging situations that often come up in the ocean transport. Our experienced team of professionals carry out on-time services to ensure that our clients have got nothing to worry about. As technology will play a mammoth part in the future, we as a technology focused global NVOCC and freight forwarder, look forward to becoming a smart solutions provider.



**Chirag Kalra**  
Director  
Transafe Global Limited

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

# MOVEMENTS

## CHAPMAN FREEBORN AUSTRALIA

**Anthony Ciobanu** has joined Chapman Freeborn, the global air charter specialist, and part of Avia Solutions Group as Business Development Executive at their new office located in Perth, Western Australia. Ciobanu has 15 years of aviation industry experience. He began his career at dnata, leading airport services provider as Ramp Supervisor and Charters Coordinator. Soon after, he was transferred to the business aviation sector. Earlier, he worked in several capacities in many companies.



## QATAR AIRWAYS CARGO QATAR

**Liesbeth Oudkerk** has joined Qatar Airways Cargo as Senior Vice-President. She will be responsible for the carrier's sales and freighter network planning, focusing on digital transformation to improve customer support as well internal processes, mainly digitalisation a key element in Qatar Airways Cargo's new approach to business. "I am thrilled about my new position and believe in Qatar Airways' vision of the industry. I look forward to bringing my expertise Qatar Air Cargo," Oudkerk said.



## AIR TRANSPORT SERVICES GROUP (ATSG) USA

**Jeffrey A. Dominick** has been elected as the Board of Directors by Air Transport Services Group (ATSG), Inc. He is a Managing Partner of Westport, Connecticut-based AirWheel Investments L.P., a private equity fund founded in 2015 investing in commercial aviation sector. He also served on the Board from 2008 to 2012 and was a member of the Audit and the Nominating & Governance committees. He holds a BA degree in Economics from St. Lawrence University.



## CARGOAI SINGAPORE

**Frédéric Bazin** has been appointed as the Vice President, Customer Success by CargoAi. The appointment of Bazin is a vital step for CargoAi whose mission to digitalize the air cargo industry has never been so relevant today. Having been in the airline industry for twenty years, he has gained airfreight experience within airlines such as Air France/KLM's Cargo and, more recently, Qatar Airways Cargo with an emphasis on Operational Excellence, Revenue Optimization and Customer Satisfaction.



## AMERICAN AIRLINES CARGO USA

**Greg Schwendinger** has been appointed as President at American Airlines Cargo. The announcement follows the departure of Jessica Tyler in May who moved to another leadership role within the airline. Schwendinger comes from a strong airline and business background. With more than 15 years of experience at American, he has held various roles leading teams across the airline. Recently, he led the Finance team at AccentCare, a health care services provider, during a period of transformation and growth.



## SWISSPORT SWITZERLAND

**Jussi Lemola** has joined Swissport as the Global Head of Operations Cargo at Swissport. Lemola joined Swissport in 2013 through the acquisition of Servisair. Since 2016, Jussi had been working on optimising and standardising Swissport's cargo operations in the USA. As Global Head of Operations, Cargo, Jussi is slated to be relocating back to Europe to take on his new role. Jussi will also join the Global Cargo Chair Committee to support the air cargo organisation.



## SWISS WORLDCARGO ZURICH

**Gieri Hinnen**, who is currently the head of labour relations and HR Steering at Swiss WorldCargo, has decided to take on a new challenge within the company. Hinnen will become head of international cargo sales on 1 February 2023. In his new capacity, Hinnen will be in charge of the Swiss WorldCargo's commercial division. Hinnen succeeds Alexander Arafa, who will be taking early retirement at the end of the year (2022) after having 28 years working in various capacities at Swissair, SWISS and Lufthansa Group.



## CMA CGM AIR CARGO FRANCE

**Guillaume Lathelize** joined CMA CGM Air Cargo as the new chief executive officer of the cargo airline in place of Olivier Casanova, who was appointed in March 2021 as its first CEO. Lathelize's appointment to the new role is with immediate effect. He was VP global commercial for CMA CGM. He joined CMA CGM Group in March 2007. Before CMA CGM, Lathelize spent close to 10 years with Bolloré Transport & Logistics. CMA CGM Air Cargo is the cargo airline division of the CMA CGM Shipping Group.







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