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Published from: ★ India ★ Middle East

Pages 60 | ₹ 50

## LOGISTICS SECTOR GETS DUE RECOGNITION FINALLY

SPECIAL COVERAGE

**ULIP will digitally  
enhance logistics efficiency**

**Abhishek Chaudhary**

Vice President, Corporate Affairs for National Industrial Corridor  
Development Corporation, (NICDC)



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

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# contents

OCTOBER 2022



3

## Finally, logistics sector gets due recognition



18

## ULIP will digitally enhance logistics efficiency



20

## 'Robots' take cargo handling to next level



29

## Perishable goods require more freighters



36

## Robust, future ready supply chains needed

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# NEWS

## Cargo handled at Indian airports rises by 6%: AAI

According to latest data released by Airports Authority of India (AAI), Indian airports handled 275,030 tonnes of cargo in July, an increase of 6 per cent compared to July 2021. International cargo movement was down marginally at 159,520 tonnes, and domestic cargo increased nearly 19 per cent to 115,510 tonnes, AAI stated. For the first four months in the current financial year, total cargo movement was up nearly 9 per cent at 1.1 million tonnes. Domestic cargo movement increased by 28 per cent to 446,730 tonnes as against 348,090 tonnes during April-July 2021. According to AAI, 70 domestic airports logged the maximum gains in April-July period (62 per cent) at 11,663 tonnes. The airports received mixed volumes in July as well as April-July period. For example, Delhi handled 46,013 tonnes in July, down 6 per cent y-o-y and 187,541 tonnes during April-July, down 8 per cent. Mumbai also reported lower volumes, but Kochi recorded a 20 per cent increase during April-July at 16,111 tonnes, while Nagpur saw 86 per cent increase at 104 tonnes.



## Govt developing dashboard to solve logistics issues: Piyush

A dashboard is being developed by Piyush Goyal, Union Minister for Commerce, to help the logistics industry flag issues or give suggestions to the government on matters related to logistics. The dashboard is likely to be launched for authorised industry associations, an official statement read. To streamline inter-ministerial coordination of service-related issues in logistics, an institutional mechanism such as the Network Planning Group under PM Gati Shakti, is under consideration. "Such endeavours may give a boost to India's logistics efficiency," the statement read. The creation of a user-interactive dashboard will allow user associations to log in and lodge issues or suggestions to the government to track and resolve them in a transparent manner."



According to Boeing's report, India's air traffic will grow to nearly 7% annually up to 2040. The manufacturer is also looking to increase the sourcing of raw materials from the country.

## Union Cabinet nod to set up 300 cargo terminals



A policy for long-term leasing of railway land to implement PM Gati Shakti has been approved by the Union Cabinet. The government said it will help set up 300 cargo terminals and generate 125,000 jobs. The policy, Union Minister for Sports and Youth Affairs Anurag Anurag Thakur said, will provide land lease up to 35 years as against five years presently. It will be implemented in the next 90 days, he said. In a statement, the Centre stated the cargo terminals have a potential to generate 125,000 jobs.

## Delhi to Katra in 6 hours, Mumbai in 12: Gadkari

Nitin Gadkari, Union Minister for Road Transport and Highways, recently announced 27 green express highways will be built by December-end to reduce travel time. After completion of the highways, travel time from Delhi to Chandigarh will be reduced by 2.5 hours, Delhi to Amritsar 4 hours, Delhi to Katra 6 hours, Delhi to Srinagar 8 hours, Delhi to Mumbai 12 hours, Delhi to Jaipur 2 hours and, Chennai to Bengaluru by 2 hours. Addressing an event, Gadkari stressed on reducing logistics cost from 14-16 per cent to 10 per cent, with cooperation, coordination, and communication of the stakeholders. Once logistics costs reduce, the country will register 50 per cent increase in exports.



## Building robust, resilient, reliable supply chains: Scindia

Realising the importance of supply chains, India has grown tremendously in the sector. Last two years have witnessed technological shifts across the world. One of the areas where these technological shifts have had their profound impact has been supply chains, said Jyoti-

raditya Scindia, Union Minister of Civil Aviation and Steel. He said the three 'Rs'—robustness, resilience, and reliability—signify the context of supply chains and India, today is creating that ecosystem for supply chains. Scindia said, "With Gati Shakti Masterplan

to enhance infra and connectivity for seamless movement of cargo, multimodal projects to bolster transportation via air, road, sea and rail, enabling customers to track and trace their products, the country is moving in the right direction.





## PM Modi launches projects worth ₹3,800 crore in Mangaluru

With a focus on sprucing up infrastructure in Mangaluru, Prime Minister Narendra Modi said the central government is focusing on starting new projects worth ₹3,800 crore, including upgrading the New Mangalore Port. After launching the said projects worth Rs 3,800 crore at Goldfinch City in Mangaluru, Narendra Modi said, "The new projects will

ease business and generate employment opportunities in Karnataka. It is a proud moment for the Indian defence forces when commissioned the first indigenous aircraft carrier INS Vikrant at Cochin Shipyard. This is the first aircraft carrier in the country." Now in Mangaluru, several new projects have been launched. The historic Mangaluru port is

upgraded and with this, the lives of fishermen staying in the neighbourhood region will witness growth.

Under the 'One District, One Product' scheme, the fishermen will be able to take and promote their products in global markets to augment their incomes," Modi added.

## Amritsar-Jamnagar Greenfield corridor in progress: Gadkari

Union Minister for Road Transport and Highways Nitin Gadkari said the project for 6 lane access-controlled Greenfield Highway from Rajasthan/Gujarat Border to Santalpur section of NH-754A is in progress. He said this stretch is part of the Amritsar-Jamnagar Economic Corridor in Gujarat under Bharatmala Pariyojana Phase-1 and is being built at ₹2,030 crore. Once the project is completed, the travel time will reduce by two hours and travel distance by 60 km. He said reducing pollution level, median and avenue plantation throughout the stretch would enrich the ecosystem and boost SDGs. It would facilitate easy movement of defence forces/armed forces/military vehicles, as it is closer to the Indo-Pak Border, the Union Minister added.



## Need 3k acres for airport, multimodal hub in Purandar



A little over 3,000 acres would have to be acquired from seven villages in Purandar taluka for the proposed Greenfield airport and multimodal logistics hub," said Divisional commissioner Saurav Rao recently. The district administration would conduct a detailed assessment of the land in seven villages, including Paragaon, Khanwadi,

Munjwadi, Ekhatpur, Kumbharvalan and Vanpuri. The Deputy CM reiterated the proposed airport will come up at the previously identified site in the seven villages as it had all the required permissions. Land for the project was earmarked as per the earlier proposal submitted to the government. Rao said, "I shall convene a meeting with the officials of the Pune district land acquisition department, the Maharashtra airport development company, the Maharashtra Industrial Development Corporation, and representatives from Paragaon, as a part of initial discussion."

## Shortage of AEOs impacting cargo operations: Customs

Simmi Jain, Principal Commissioner, Customs, ACC Import, Delhi Zone said, "AEO Certification is important for all industry stakeholders. I urge you all that if you have any issues, please feel free to discuss and bring forth the issue so that we can understand, we can solve the same. We are all basically looking at our country's welfare. Maybe the solution does



not come out immediately as we aspire but yes, there will be some movement. We will take the regional power to the board wherever it is relevant. But one factor, which is impacting cargo performance is lesser number of AEOs are operating in the sector, which means the clearance time would be slightly higher."

## Logistics, warehousing policy unveiled in Assam

Chief Minister Himanta Biswa Sarma launched the Assam Logistics and Warehousing Policy 2022 on 19 September 2022, intending to make the state a sectoral hub to augment economic development. The government signed an MoU with Credit Guarantee Fund Trust for MSMEs for easing financial support. Another MoU was signed with SIDBI Venture Capital for start-ups. The size of the venture capital fund is ₹200 crore, of which ₹100 crore will be contributed by the government, ₹50 crore by SIDBI and the remaining ₹50 crore by contributors. Sarma termed 19 September 2022 as a red-letter day for the MoUs may lead to rapid industrialisation and revamp MSMEs.







# Finally, logistics sector gets due recognition

Union Cabinet, chaired by PM Narendra Modi, approved National Logistics Policy to make logistics services efficient. Aim of the Policy is to decrease logistics cost, develop MMLPs, integrate technology, and boost Logistics Performance Index, to take India among 25 developed countries by 2030.



CT Bureau

Introducing the National Logistics Policy in New Delhi on September 17, PM Narendra Modi said the Policy was a step towards “making of a developed India”. The policy is a shot in the arm for logistics and every sector, he added. Modi said, “In Amrit Kaal, the country has taken a giant stride

## FACTFILE

- The Policy aims at enhancing competitiveness and seamless movement of goods.
- The vision is to develop a tech enabled, cost-efficient, resilient, sustainable, logistics ecosystem.

towards making a developed India. The echo of ‘Make in India’ and ‘India becoming self-reliant’ is everywhere—India is emerging as a manufacturing hub. In this regard, the Policy has brought new energy for all sectors.” It aims at enhancing competitiveness and seamless movement of goods. The Policy, approved by the Union Cabinet, complements the PM Gati

Shakti National Master Plan, aimed at integrated infrastructure development. The Policy is envisaged to bring efficiency in logistics services, and human resources through streamlining processes, regulatory framework, skill development, mainstreaming logistics in higher education and, adoption of suitable technologies. The vision is to develop a technologically enabled,





integrated, cost-efficient, resilient, sustainable, and trusted logistics ecosystem for inclusive growth. The Policy has fixed targets that include an action plan to achieve them.

The Logistics Policy has been developed through a consultative process wherein several rounds of consultations were held with various Union ministries/ departments, industry stakeholders and academia, and knowledge was taken of the global best practices.

The Policy also focused on setting up Multimodal Logistics Parks (MMLPs), developing infrastructure, and enhancing multimodal connectivity. "The government, both at the Centre and the states, would prepare a master plan for logistics covering projects planned by different Union ministries to ensure multimodality, optimal modal mix and, addressing first and last mile connectivity. The Policy makes way for a framework to set up MMLPs to be adopted by states and Union ministries. A framework

will be put in place for accelerated development of warehousing, which will address aspects such as standards, benchmarking and rating, and adoption of technology enabled solutions," said the PM.

Modi advised India should work towards reducing logistics cost as a percentage of GDP. It needs to be reduced to single digit at the earliest from 13-14 per cent. "The Policy is the first step in reducing logistics cost in India. Performance of all ministries involved will be key in reducing logistics cost in India. The Policy will address issues of high cost and inefficiency by laying down an overarching interdisciplinary, cross-sectoral, and multi-jurisdictional framework for the development of the logistics ecosystem," the PM added. The Policy aims at expediting last-mile delivery (LMD) and addressing challenges facing the transport sector. Modi said the Policy along with PM Gati Shakti Master plan will address these loopholes. He called the NLP a solution for many issues and said it would lead to improvement in all our systems."

An action plan will be laid down for ground implementation of various initiatives. In fact, to ensure that the Policy's benefits have maximum possible outreach, important initiatives under the policy, including ULIP, Ease of Logistics Services platform, e-handbook on warehousing, training courses on PM Gati Shakti Masterplan, and logistics on i-Got platform, have also been launched, indicating the



Narendra Modi  
Prime Minister, India

government's readiness for immediate implementation of the Logistics Policy.

These technology platforms will unite Union ministries such as road transport, railways, customs, aviation, foreign trade, and commerce on one platform. All the departments will have their own digital data, which will be integrated to help facilitate smooth flow of cargo movement. The policy will facilitate unified policy and an environment for end-to-end logistics, and an overarching institutional framework to enhance the competitiveness of the logistics sector.

The Centre, he said, is using technology to strengthen logistics sector. "Faceless assessment has commenced in Customs, e-way bills and FASTag, thereby bringing efficiency in the logistics sector." Calling the Logistics Policy a solution to many issues, the PM said it would lead to

**The Policy is the first step in reducing logistics cost. It aims to expedite last-mile delivery and address challenges facing the transport sector**

improvement of "all our systems. There has been an effort to find solutions for fast LMD and resolution of transportation-related challenges for saving money and time of industries and manufacturers. I believe all our systems will improve and there will be a coordination between various units of the government working in these fields with a holistic approach. All these will result in delivery of speed that we want to achieve," he added.

“ The National Logistics Policy has been formulated after consultations with industry stakeholders and concerned ministries. We have pilot tested with the logistics service players and, it is a happy moment that the Policy has been introduced at the right moment. A portal has been created to facilitate resolution of issues of logistics associations. It will serve ease of logistics services and facilitate resolution of issues of logistic industry associations. We will soon be registering the associations and they will get to raise their issues/problems, which are slowing down their efficiency and performances.”



Amrit Lal Meena  
Special Secretary, Logistics, Dept of Commerce, Union Commerce Ministry



**Deepak Sood**  
*Secretary General, ASSOCHAM*

“ The National Logistics Policy is a major structural transformative initiative, which will substantially reduce transaction costs across the entire supply chain. The Policy will facilitate the country being embedded across international value chains, as we move ahead on the path towards Bharat@100. ”



**Chandrajit Banerjee**  
*Director General, CII*

“ Besides improving Ease of Doing Business and ease of living, the Policy along with other pillars of Gati Shakti initiative has the potential to usher in an era of 'ease of moving' in India— speedier and seamless movement of cargo and people by various modes of transport. The reduced logistics cost and increased efficiencies will energize the economy to take us closer to emerging as a global manufacturing powerhouse. ”

**Vipin Vohra**  
*Chairman, Continental Carriers*

“ The NLP along with the Gati Shakti plan would undoubtedly help in strengthening the logistics ecosystem and achieving major milestones for the Make in India movement. Last mile delivery, an effective supply chain, reduced logistics costs, and global benchmarking would be possible with the help of NLP. The policy will significantly increase import and exports, which will boost the need for modern warehouses and turn India into a hub for global warehousing. ”



**CK Govil**  
*Vice President, ACAAI*

“ If the Policy is implemented in true spirit, it shall surely be a game changer and result in exponential growth during Amrit Kaal, as envisaged by PM Narendra Modi. Hope the new Logistics Policy comes with reduction in costs, time and carbon emissions generating more jobs and turns out to be the Policy mechanism for unifying India's fragmented logistics landscape with technological interface. ”



**Sanjiv Mehta**  
*President, FICCI*

“ The Policy has the potential to reduce logistics cost and improve the industry's competitiveness in the backdrop of the Gati Shakti Masterplan. The resultant environment would not only strengthen the logistics sector through optimum inter-ministry coordination but also deploy resources. We believe combining the strengths of different modes of transport, adopting technology, and digitization will give a fillip to the

sector. The Policy and Gati Shakti would help to reducing logistics cost and augment competitiveness. ”



**Sushant Nigam**  
*Executive Director, ACAAI*

“ Through the new Policy, focus has been realigned on the infrastructural and skill development, latest technology, interoperability, sectoral plans, benchmarking of efficiency parameters, hub, and spoke facilities, better coordination amongst regulatory and industry agencies to enhance efficiency, reduction of logistics cost, and bolstering the economy to enable the country to get onto the bandwagon of powerful countries in the world. ”

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**M Afzal Malbarwala**  
*President, ACAAI*

“ Now that the Logistics Policy has been introduced, we must perform and show the progress. PM Narendra Modi praised the work done by the logistics sector during COVID, which is an energy booster. As mentioned by the PM, the sector needs to ensure faster deliveries in the coming times. It was an honour and inspiration to hear him. With this Policy, we are on par with various countries.”



**Cyrus Katgara**  
*Partner, Jeena and Company*

“ The Policy will accelerate growth of the sector in the coming years as it focuses on seamless movement of goods across the country and addresses the infrastructure, procedural loopholes in the Indian EXIM connectivity by creating efficient, reliable, and streamlined cross border trade facilitation. The plan for cost-effective logistics is aligned with Gati Shakti Masterplan, which will be a game changer. We look forward to its unfolding in the future.”

**Xerrxes Master**  
*President, AMTOI*

“ The new Policy is nothing short of a revolution in the logistics industry. It will not only ensure a reduction of logistics cost, but also improve the performance index ranking of the country among the top 25 countries by the year 2030. It creates an efficient logistics ecosystem to ensure a resilient supply chain. This well laid out strategy will ensure the desired results within the stipulated period.”



**Yashpal Sharma**  
*President, ACFI and MD, Skyways Group*

“ The Policy includes an interface to link multiple data sources and develop cross sectoral user cases for logistics stakeholders. Standardisation of physical assets and benchmarking service quality standards minimize handling risks and improve ease of doing business. EXIM Logistics addresses procedural gaps in India's EXIM connectivity. It creates reliable logistics network with streamlined cross-border trade facilitation, improved trade competitiveness, integration of India with regional and global value chains, and facilitation of development of MMLPs.”



**Manu Raj Bhalla**  
*President, Warehousing Association of India (WAI)*

“ The National Logistics policy is believed to complement the PM's ambitious Gati Shakti National master plan to facilitate investment in world-class warehousing and logistics infrastructure which will dovetail into the Make in India objective alongside the Aatmanirbhar Bharat initiative. The vision is to develop a technologically enabled, integrated, cost-efficient, resilient, sustainable, and trusted logistics ecosystem for accelerated and inclusive growth.”



**Shankar Shinde**  
*Chairman, FFAI*

“ The NLP has an aim to bring down the present logistics cost to single digit to make India one of the lucrative manufacturing hubs in the world. Hence there will be new opportunities for the logistics industry and support trade with seamless movement of cargo across all modes of transport thereby leveraging through PM Gati Shakti initiatives with introduction of ULIP digital E-Logs to be at speed of Cheetahs. We appreciate Hon'ble PM in taking a holistic approach with efforts culminating eight years of hard work efforts to yield results. The Key objectives of these initiatives were to expedite cargo clearance, Ease of Doing Business, and improvement of the Logistics Performance Index of the country to adopt best practices to compete world standards with first and last mile connectivity. We look forward to active role participation in such new initiatives.”





**Ajay Singhal**  
CMD, OM Logistics Ltd.

“ A common concern for logistics speed barrier is RTO checks. Due to few wrong truck drivers, the entire industry has to bear the brunt of vehicle checking. RTO is forced to stop more than 1000 trucks behind an unlawful truck. This leads to late delivery of goods, also increased the logistics cost. We all are expecting to come down the logistics cost. Strongly, our government is promoting digitization, has already launched LEADS, E-log and ULIP. I would request to digitize RTO process too for expediting last mile delivery.”



**Satish Lakkiraju**  
Global Head Air Freight and Pharma - WIZ

“ The NLP has put India in a different league now and ensured the world takes the country seriously given the fact that we are clearly the pharma hub and on way to becoming the manufacturing Hub for many verticals. Those countries, which addressed logistics challenges, have ensured that the end customers are benefited. The policy is step in the right direction along with PM Gati Shakti Masterplan and Krishi Udaan 2.0.”

**Shashi Kiran Shetty**  
Founder and Chairman, Allcargo Group

“ The NLP is a visionary move by the government, which will bring transparency through digital integration in addition to boosting speed and efficiency. It will enable fast-paced logistics infrastructure development, coordinate among multiple stakeholders, simplify processes, and boost LMD. The policy will also usher in inclusive progress in India with opportunities for job generation and logistics services delivery. Focusing to reduce logistics cost by 25 per cent, the NLP will boost India's export competitiveness in the market.”



**Huned Gandhi**  
MD, Indian Subcontinent  
Air & Sea Logistics, Dachser

“ The government has taken a comprehensive approach to transform the logistics industry and so introduced the NLP. With a clear target for standardisation, infrastructure development and the ULIP, we are preparing ourselves for the future. It is adequately addressed. The next decade will be interesting period as we build logistics infrastructure to facilitate the strong growth of the Indian economy.”



**Swarup Bose**  
Founder & CEO, Celcius Logistics

“ With introduction of ULIP, we will be able to create a tech-enabled national platform that can fast track digitization, drive transparency and operational efficiency in the sector. Gati Shakti, focusing on enhancing multimodal connectivity, serves as a booster for creating seamless supply chain network. Under the Policy, reforms such as e-log, standardisation of warehousing, paperless, digital documentation, and

Gati Shakti Vishwa Vidyalay for training and upskilling of drivers and handlers will set pace to build a cost-effective logistic sector.”



**Abhijit Verma**  
Managing Director, AA Holdings

“ The government has streamlined the process by the introduction of NLP and bringing Logistics stakeholders together to ride technology platforms like ULIP and e-Log, to be globally competitive. But at the macro level we need to develop capabilities to capitalize the opportunities available to the industry by expediting ourselves. Additionally, the land policies across states are different with challenges that need to be addressed.”

**Jagannarayan Padmanabhan**  
Director & Practice Leader, Transport  
and Logistics, CRISIL

“ This is an effort to increase efficiencies of all aspects of the logistics value chain. Over the past five fiscal years, the government has invested nearly ₹15 lakh crore to enhance infrastructure such as roads, rail, ports, and airports across India. Its right implementation will help structurally reduce logistics costs and make a material difference to the growth of India's manufacturing and services sectors.”



**Piyush Kumar Singh**  
Logistics Trade Specialist

“ The NLP will prove to be a driving force in the progress of the sector and will help India set standards for going paperless across the world. It will further help pivot SMEs and MSMEs in the direction of accelerated growth—as costs get rationalized and government agencies, partners, business councils, and other key stakeholders in the logistics industry have called the NLP a huge leap forward for the country's logistics sector.”





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

“ The Policy is the much-needed mantra for the logistics industry and is a guide on how to move towards improving efficiency and reducing costs on par with international standards. The e-handbook on warehousing standards will be beneficial in creating uniformity and best practices across warehouses. ”



**Raghav Singhal**  
*Director, Om Logistics*

“ The gift given by Hon'ble Prime Minister in the form of logistics policy to all the countrymen on the occasion of his birthday is incomparable. Our country is the fifth largest economy in the world and the speed at which we are moving ahead requires not only speed-power but also strong will. The logistics industry has long been considered an unorganized sector and an industry with unskilled labor. This is the reason why youth did not consider logistics industry as their first choice even after having good quantity and good paying jobs, I believe this thinking should be changed now. ”

**Vineet Sharma**  
*CEO & Co-founder, FleetX*

“ NLP is a game changer for India's growth story and another milestone for a New India. The NLP will multiply the nation's growth at several levels by bringing all logistics stakeholders/departments under one umbrella for faster resolution of issues and reducing cumbersome documentation among others. The key will be to execute this policy as PM Narendra Modi has said—Policy + Performance = Progress. The NLP with KPIs monitoring and rapid digitization across logistics and transportation industry will help India progress towards the goal of becoming a developed nation. ”



**Nitish Rai**  
*CEO and Founder of FreightFox*

“ The NLP will offer a framework for accelerating the growth of the industry. FreightFox interacted with the PM for the future of Indian logistics. The firm's solutions used geospatial analytics, advanced data, and ML models to evolve highly efficient and scalable solutions. They earlier presented these plans to dignitaries from Amitabh Kant, former CEO, NITI Aayog, Amrit Lal Meena, Special Secretary, Logistics, Dept of Commerce, Union Commerce Ministry, NLDL and NICDC during the nationwide logistics hackathon. FreightFox was declared the hackathon's winner and NITI Aayog and NLDL felicitated it. ”



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**Sunil Nair**  
*CEO, Snowman Logistics*

“ The new Policy covered most expectations, and a lot of action will be seen soon. The integration of 30 systems from seven different departments is one of the most liked solutions. The e-handbook on warehousing will facilitate the standardisation and grading of warehouse infrastructure. The NLP also covers the operational aspects, differentiating the operators’ performance. Also, the Policy aims to help all stakeholders, both organized and unorganized, to address any challenges each might have on one platform. “It will go long way in reducing the logistics cost in the country,” he said. ”



**Anil G Verma**  
*Executive Director, Godrej & Boyce*

“ The policy is a crucial step forward for efficient supply-side management and reducing logistics cost to global standards of about 10 per cent. The NLP will provide the much-needed fillip to export growth allowing Indian manufacturers to expand footprints globally. The Gati Shakti Vishwavidyalaya will bolster job avenues, laying emphasis on skill enhancement across the logistics value chain. The impetus given to transportation through new waterways, airports and multimodal logistics hubs will provide a roadmap to deliver products efficiently across various international markets. ”

**Ketan Kulkarni**  
*Chief Commercial Officer, Blue Dart*

“ The NLP caters to all stakeholders with an emphasis on streamlining processes for seamless coordination, job generation, and ease of business for corporates, farmers and MSMEs. The Policy will help bring down the transportation, warehousing and inventory costs which will consequently reduce the overall logistics cost down to 8 per cent of GDP in next five years. Digitization and creation of unified portals will play a vital role in bringing the sector together. While ULIP will serve as a single window e-logistics market, ELOG will address the issues of enhancing the logistics sector. The policy will generate employment and address manpower issues, with the introduction of new logistics and supply chain courses for students. ”



**Vineet Agarwal**  
*MD, Transport Corporation of India*

“ Push towards seamless multimodal transportation and connectivity will be a game changer as it will shift the transportation stress from road to other modes as well. It will help us drive the ESG goals and focus on a better cost structure. The paperless supply chain initiative, strengthened cooperative federalism, ease of Logistics services portal, and standardisation of the warehousing sector will help India become one of the top 25 logistics performers in the world. The ULIP will enhance visibility of customers and enable logistics companies to adopt digitization. ”



**Dhruv Agrawal**  
*COO and Co-Founder, Shipy*

“ The NLP has been introduced to improve the effectiveness of India’s logistics industry. It aims to encourage smooth circulation of goods and increase the industry’s competitiveness. The policy emphasises multi-modal transportation, digitization, and process re-engineering. The policy becomes significant due to high excessive logistics cost making its unable for industrialists to compete in the global market. The EXIM trade procedure is now paperless thanks to e-accumulation, faceless customs assessment, issuance of e-way bills, and FASTag. There are also drone deliveries for logistics of critical and time-sensitive goods. These have improved the industry’s efficiency. The aim is to make Indian goods more competitive and generate job opportunities. ”



**Zaiba Sarang**  
*Co-founder, iThink Logistics*

“ NLP aims at reducing the logistics cost from 13-14 per cent to a single digit. Drones will soon transport agricultural products from remotest regions of Himalayas or remote islands to the Metro region of India. ULIP, e-Log, Gati Shakti and other initiatives will try to hike pace of transport at cheetah speed. NLP gives the smallest of person in the ecosystem access to information that was available only to key stakeholders. Only 85% transporters own less than 10 trucks and now their empty trucks can pick up the goods, yielding them higher returns. The NLP also helps the last mile to be more efficient and faster to fill up the gap of transporter where business can benefit in terms of time and cost. ”







**Pervinder Singh Chawla**  
*Co-Founder at OnMove by Zast Logisolutions*

“ For making Indian products competitive not just in India but globally, we need strong supply chains. It is core of strong manufacturing base. While policy has covered most of the focus areas, but the key challenges of implementation would be coordination between different ministries, alignment of key stakeholders, pace of infrastructure development and implementations. The policy is comprehensive, and we look forward for a strong implementation of it. ”



**Mehul Kapadia**  
*Chief Growth Officer, Locus*

“ The National Logistics Policy (NLP) addresses the deep-rooted issues in the logistics ecosystem, especially the mid-mile. Driving efficiency and reduction in logistics costs have traditionally been a barrier to not just the mid but also the last mile, which could have been addressed only via digitization. We are pleased that NLP emphasizes the critical role of technology in facilitating seamless information exchange between drivers and businesses, ultimately transforming the middle and last mile from a cost center to a revenue generator. We are positive that this policy will boost the overall country's economic growth, and we look forward to working with the government to create a cost-efficient and sustainable logistics environment. ”

**Sudhir Unnikrishnan**  
*SVP & Managing Director Blume Global India*

“ The new logistics policy opens new global avenues for technology companies like ours and we are happy with this welcoming move. In a country like India where road transport forms the backbone of logistics, an integrated infrastructure will enhance seamless connectivity across all modes of transportation. We also believe this will help in creating a more sustainable environment by providing an open, neutral platform across all trading partners. The combined aim of NLP and Gati Shakti is to bring logistics cost below 10% and we completely agree that digitisation and ULIP will enhance cargo movement with better accessibility of the available data. Undoubtedly, a connected infrastructure will bring in better visibility, cost efficiency, skill development and a better tomorrow. ”



**Kami Viswanathan**  
*Senior VP, FedEx Express, Middle East Indian Subcontinent and Africa Operations*

“ The development of an efficient logistics ecosystem is vital for India to become a US\$5 trillion economy and improve trade competitiveness. As the country looks to modernize infrastructure and supply chains, it is evident that technology is the key to unifying all stakeholders and help manage complexity better. We support the government's vision to make India an attractive and connected place to do business. ”



**Rampraveen Swaminathan**  
*MD and CEO, Mahindra Logistics*

“ As India aims to become a US\$5 trillion economy, connectivity and superior infrastructure will be critical. The NLP has come as booster for the sector since it aims to promote seamless movement of goods across India and could lead to a reduction in logistics cost and accelerate GDP. It will further have a positive impact on nation's supply chain and will help to augment warehousing capacity and take products closer to the consumption points. ”



# ULIP will digitally enhance logistics efficiency

Unified Logistics Interface Platform (ULIP) has been launched as an inclusive part of National Logistics Policy (NLP) by Prime Minister Narendra Modi to digitally assist and integrate India's logistics landscape, says **Abhishek Chaudhary**, Vice President, Corporate Affairs, National Industrial Corridor Development Corporation (NICDC).



Ritika Arora Bhola

**E**xplain about ULIP, developed to integrate all modes of transportation—air, road, rail, and sea through one interface and facilitate real-time information and improve global competitiveness

ULIP was conceived as a technology common for the purpose of digitizing the logistics landscape in the country. The objective was to digitally assist in 'Just in Time inventory management,' to reduce logistics cost and improve efficiencies. Under the platform, we have integrated close to 30 systems of seven ministries, developed over 100 APIs covering more than 1,600 fields. ULIP acts as a request-response way system wherein for end users there is one set of systems, and at the back end, it fetches information from multiple systems. So far, the response received from the industry for ULIP has been overwhelming. Industry stakeholders are appreciating the government's effort.

**Now that the ULIP has been launched, how are you planning to take it forward? What are strategies have you adopted for its promotion?**

Before it was officially launched, we had initiated testing ULIP APIs under live environment. To ensure efficient serviceability and tractability of ULIP, we have tested over two crore transactions by introducing APIs to various user groups and compa-



**Abhishek Chaudhary**  
Vice President, Corporate Affairs for National Industrial Corridor Development Corporation, (NICDC)



nies. Currently, we have executed non-disclosure agreements with few private sector firms and start-ups. We are in an advanced stage of discussion and expect a couple of more customers soon. Now, our objective is to get ULIP adopted by the logistics trade. We are focusing on achieving the maximum amount of rollout for ULIP. I feel, since logistics is pre-dominantly an unorganised sector, there is a need to educate the stakeholders about the benefits of advanced and tech-friendly systems. We will focus on creating awareness about ULIP and getting

maximum stakeholders on board in the next two to three months.

**What are the benefits that ULIP offers apart from digitally assisting in 'Just in Time' inventory management, reducing logistics costs, and eliminating paperwork?**

Earlier for tracking and tracing of shipments, verification, and approvals, the stakeholders had to login into various individual platforms. By utilizing ULIP, they will not only track and trace their shipments, but also authenticate and verify the credentials of different service providers at one platform. This platform is designed to integrate various systems to enhance efficiency, robustness, and transparency. This user-friendly platform saves time and cost of the end users.

**The NLP has stressed on the importance of data driven decisions and introduced ULIP as a game changer for logistics in the coming years. How do you think it is going to bring a revolution in the logistics sector?**

The mandate of developing ULIP was given to NICDC as we were already working on Logistic Databank Project (LDB) since July 2016. At present, LDB covers 17 ports (27 terminals), 60 toll plazas, 200 CFS' and ICDs, nine Special Economic Zones, three Integrated Check Posts, major cargo rail routes and DFCs. LDB was conceptualised to resolve issues/problems pertaining to tracking and





tracing of EXIM containers in the country. We started our services at JNPT Port and expanded to Mundra Port and then to all the container handling ports of the country.

LDB platform deploys RFID technology for near to real-time tracking with coverage across ports, ICD/CFS, toll plazas, railway stations, yards, international borders, and industrial zones. It provides electronic data exchange service through integrations with PCS, FOIS (Railways) and TOS (Ports). It also offers analytical insights to find best and worst performing ports, CFS' and Inland Container Depots. LDB also contributes to enhancing Logistics Performance Index (LPI) and EoDB. Every container is affixed with RFID tag the moment it exits the port. We had received the mandate to develop ULIP in January 2021 and it took us nearly a year to integrate all the processes.

#### **How do you identify the 'pain points', while providing reliable business solutions to the stakeholders?**

Initially, there were procedural and technical difficulties involved such as development of APIs, getting various

ministries on board, understanding the technical requirements, understanding, and analysing our technical requirements, issues related to data security, privacy, and safety norms. It was our responsibility to make sure any personal identified information should not get disclosed. Once ULIP was ready, we did few initial conducts with the industry stakeholders to identify the problem areas, their needs, and requirements. The trials were conducted in 2022 to check it in the live environment.

#### **How streamlined are your efforts towards customizing tech-enabled solutions, helping clients and their supply chains to evolve alongside integrated logistics?**

We will ramp up the backend infrastructure depending on the response and feedback from the users. Our objective is to provide the best-in-class services and 100 per cent accuracy to the end users so that they can leverage the data for future use.

#### **How can ULIP benefit the air cargo sector? What are the expectations of private stakeholders?**

Under the air cargo category, ULIP is integrated with three different

**We will ramp up the backend infrastructure depending on the response and feedback from the users. Our objective is to provide the best-in-class services with 100% accuracy**

technology systems such as Air Cargo Community System, ACMES and AAICLASS, respectively. We have received tremendous response from the industry stakeholders and government. The industry players are coming forward with different use cases for which they seek our assistance in providing solutions through this platform. I would urge the stakeholders to utilize ULIP as a platform to improve the logistic efficiency in the country and to make India globally competitive.

#### **How do you think this ambitious National Logistics Policy will take the Indian logistics industry to a different level?**

The NLP has been launched under the umbrella of PM GatiShakti. As the Honourable PM had said, "Any policy document, which comes from the government lays down the key objectives that a country wants to achieve. NLP is going to play a major role in bringing logistical efficiencies. But, at the same time, there has to be a joint effort between the government and the private sector." The private sector should come forward and start using ULIP only then its real benefits can be trapped. 🐦

# ‘Robots’ take cargo handling to next level

Air freight frontrunners are exploring game changing technology options, involving robots and cobots, to enhance cargo handling efficiency, as well as short-term and mid-term gains from leveraging smart and innovative solutions to take industry to next level.



Ritika Arora Bhola

In the last few years, technology has transformed the way global air cargo ground handling industry functions. The swift developments in ICT have brought Robots and Cobots to enhance operations. Also, with the industry getting besotted with the usage of advanced technologies such as Artificial Intelligence, Machine Learning, IoT, Block Chain, Data Science, Automation, drones, and autonomous vehicles, it seems air cargo handling will reach the next level, where the industry will see robots-moving shipments to and fro.

## FACTFILE

- The robot-operated dispensing system needed spares to be accessed 24x7 for maintenance and occasional breakdowns.
- The latest technology enables air cargo systems to streamline operations, reduce costs and optimize efficiency.

### Smart & innovative technology:

Hong Kong International Airport Cargo Terminal (Hactl) took baby steps into robotics by opening an Automated Parts Store (APS) for its giant container and loose cargo handling systems. The robot-operated parts dispensing system needed spares to be accessed 24x7 for routine maintenance and occasional breakdowns. **Wilson Kwong**, Chief Executive, Hactl said, "Our focus is to leverage technology to enhance service standards and performance."

**Smart Cargo Locating:** Loose cargo that is too big for Hactl automated Box

Storage System is photographed with a barcode identifier label and allocated a racking location by our system. Just as the smart forklift racks the cargo, its racking cell location—identified by a ceiling-mounted RFID tag—is added to the cargo's record. Fast retrieval is assisted by a pick list sent to the operator's mobile device, showing a picture of the cargo and its location.

**E-loading:** In this process, the old paper-based process of listing cargo for a flight has been replaced by up-to-date information via mobile devices. When the dollies deliver the ULDs



to the aircraft, their ramp position is logged for retrieval in the correct order for weight and balance and cargo type. The system cross-checks all cargo has been loaded in the flight and allows last-minute changes for no-shows or additional bookings. The staff no longer travel to and from the control office for paperwork, as it is all on their cell phones, he said.

**iHCC:** It features a variety of systems and equipment, including newly developed dashboards, providing real-time data and AI-based workload forecasts, a 3D Schematic Display System showing the position of all cargo and equipment throughout the terminal, and a unit-building monitoring system showing progress at the terminal's 466 workstations. "We are interested in using robotics in autonomous driverless vehicles, either in the warehouse or on the ramp. The latter, however, will require collaborative efforts across all stakeholders as it relates to shared spaces, airport property, re-designing of infrastructure and aviation safety," adds Kwong.

Acknowledging, **Kamesh Peri**, CEO-India, Çelebi Delhi Cargo asserted, "The global air cargo industry is embracing a technology revolution that includes



**Wilson Kwon**  
Chief Executive  
Hactl

**APS robot will save 1,500 manhours p.a while a mobile app, which will be introduced in due course will improve efficiency**

shifting from the substantial use of legacy mainframe systems to more tailored systems to improve their efficiency and transparency. The latest advance in technology enables air



**Kamesh Peri**  
CEO-India  
Çelebi Delhi Cargo

**We've tech to upgrade our infra to handle 700,000 tons p.a. of cargo. We're investing in upgrading centres for perishable cargo**

cargo systems to streamline operations, reduce costs and optimize efficiency. The industry also perceives standardization as the key to unlock its full potential. Industry standards minimize cost and complexity by simplifying common procedures. They enable airlines to collaborate smoothly with one another and other stakeholders such as airports, ground service providers, cargo agencies, freight forwarders, and governments. Standards promote innovation and provide a better experience for all parties engaged in the air transportation supply chain."

Highlighting focus areas at Celebi, Peri said:

- We have technology ready to enhance and upgrade our infrastructure to handle over 700,000 tons per annum of cargo. We are investing in upgrading centres for perishable cargo with a capacity of over 65,000 tons/year.
- Opening a dedicated transshipment centre to seamlessly handle volumes from neighbouring countries and connect them to their final destinations.
- Introducing additional handling equipment to meet demand and regulatory protocols.
- Investing in security initiatives such as dual-view x-ray screening machines, RA3 compliance, TSA





**Satyaki Raghunath**  
Chief Strategy and Development Officer  
Bangalore International Airport (BIAL)

**BIAL took steps to integrate tech to enhance efficiency, improve customer experience, and drive growth of its businesses**

compliance, zero theft, pilferage, extensive security manpower deployment, and CCTV upgrade.

"IATA introduced tools such as ONE Record, Interactive Cargo Project, Cargo Connect, e-freight/e-AWB, and federated, some of which are still being used. On the IT front, we aim to enhance our warehouse management



**Chaminda Perera**  
GM  
Cargo, SriLankan Airlines

**The end-to-end integration between airlines, ground handlers and other stakeholders is evolving supply chains to deliver**

system to include new features, which improve processes, have value additions, and enable digitization. We shall be exploring technologies in areas such as temperature monitoring, data integration with airport systems, routine tasks automation among others. Adopting tools for digitization of manual processes for efficiency would be pursued," shared Peri.

Agreeing with him, **Satyaki Raghunath**, Chief Strategy and Development Officer, Bangalore International Airport (BIAL) said, apart from using ACS for all our business operations, BIAL took steps to integrate tech to enhance efficiency, improve customer experience, and drive sustainable growth of its businesses.

- BIAL has started using IoT for cold-chain cargo handling. It enables live monitoring of temperature-sensitive products such as pharma and perishables, including fruits, vegetables, meat, seafood, dairy products, and cut flowers.

- To save fuel, lightweight unit load devices (ULDs) were created.

- The temperature-controlled supply-chain facility for the International Cargo at BLR Airport got a boost with the introduction of Envirotainer. This technology enables pharmaceutical companies and their logistics partners to move temperature-sensitive cargo across the world, while maintaining the integrity and quality of products throughout the journey.

- BLR Airport has some of the mechanized cargo terminals across the country, with facilities such as automated storage and retrieval systems (ASRS), elevated transfer vehicles (ETVs), narrow aisle trucks, high-rise racking systems, lift and run systems for ULD movement, reach stackers with bar code readers and, handheld devices. This enables the airport to process all types of cargo,

including pharmaceuticals, perishables, electronics, vegetables, and live animals." Not only ground handlers, airlines and airports seek to expand and improve business performances, for which technology, as the disruptive force driven by the technological revolution, will be a key factor for achieving success and improving performances.

From an airline's perspective, **Chaminda Perera**, GM, Cargo, SriLankan Airlines said, "The end-to-end integration between airlines, ground handlers and other stakeholders is crucial in evolving current supply chains to deliver customer experiences. Technology-enabled automation of warehouse operations, diversification of products and services, enhanced collaboration and digitalisation, supported by capitalizing on data retained within the sector will be essential in the industry's transformation and, enhancing the levels of service at airports."

On the similar lines, **Thomas Schürmann**, Head, Cargo Operations & Delivery, Etihad Cargo, highlights, "As part of our journey, we have implemented several initiatives and processes to ensure a smooth transition from non-technology to technology-based systems. In 2022, we have been working on a Proof-of-Concept (POC) utilising computer vision and AI to help ground handlers calculate cargo dimensions. Back in 2021, we signed a POC agreement with SpeedCargo for automated dimension and volume scanning. Upon completion of the POC and trials, these digital solutions will become practical tools for minimizing leaking and optimizing offload recovery. Etihad Cargo is providing ground handlers with the technology, giving them practical tools, and training to show them how to build up cargo for loading step by step, which will make the processes more efficient and reduce human errors." Etihad Cargo is also using robotic process automation (RPA) to automate manual labour processes to achieve further efficiencies.

Meanwhile, **Chandrakala Bobba**, Director, Bobba Group and Bobba



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**Thomas Schürmann**  
Head, Cargo Operations & Delivery  
Etihad Cargo

## As part of our journey, we have implemented initiatives and processes to ensure a transition to tech-based systems

Logistics said, "The adoption of technology in cargo handling has been towards improving efficiency and saving time. Handlers have taken an extra leap and moved towards using electric vehicles. This saves on power and is a good move for the planet. Integration of a barcode system has helped in

easy loading, tracking, and tracing of shipments at every stage. This method replaces the use of people interaction, paper, fax, or even email transactions and increases direct computer-to-computer communication for every order. We have adopted customized solutions such as biometric access control systems, including Morpho wave technology and Face recognition, advanced surveillance systems to improve monitoring, and applications to control vehicular movement, reducing overall dwell times."

Chhatrapati Shivaji Maharaj International Airport (CSMIA) is continuously investing in its digital transformation for a faster and efficient cargo handling. "The modern air cargo supply chain is adopting several new technologies such as automated mechanized handling, robotics, augmented reality, AI, IoT, digital twin, Blockchain, cloud storage, automated sorting, dimension, and weight checks. These technologies can integrate the data with warehouse management systems for efficient warehouse ops. Also usage of autonomous vehicles and drones for deliveries have been adopted for air cargo. The cargo solutions derived from these tech help improve the handling efficiency, enhances the throughput of the warehouses through capacity optimization and maintains the



agility and accuracy in the supply chain to compete with other competitive modes of transport," said an MIAL official spokesperson.

CSMIA is leading the IATA e-freight penetration in India by eliminating paper transactions to the maximum extent such as e-Air Waybill, e-Cargo security declaration, e-Delivery order, e-Carting order, e-Gatepass, Digital messaging (FFM/FWB/FHL/FSU), Export LEO and Import Out of Charge. The recently introduced Digital Docket Delivery (D-Cube) service in November 2021 offers paperless and contactless import cargo processing,

strengthens e-Freight penetration, and reduces dwell time.

The CSMIA has facilities for processing of agriculture and pharma exports. Pharma facility offers real-time status and temperature information of pharma products through indigenously developed Mobile Application "Turant App". The CSMIA has facilitated one of its kind "Pharma Cooltainer" with two ULD positions for movement of export pharmaceutical consignments between "Export Pharma Excellence Centre" and "tarmac area" under temperature control.



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**Global Headquarters at Dallas, Texas, USA**



**Chandrakala Bobba**  
Director  
Bobba Group and Bobba Logistics

**The adoption of technology in the field of cargo handling has been towards improving efficiency and saving time**

The digitally enabled warehouse operations facilitate regulatory and global compliances, real-time visibility, tracking of cargo and improved decision making through accurate data driven reports. Automated Storage and Retrieval Systems (ASRS) and Elevated Transfer Vehicle (ETV) is used in the air cargo warehouses for accurate storage, retrieval, floor space management and reducing congestion. Focusing on digitization and semi-automation over the years, the CSMIA is eyeing modern warehouse automation now. It continues to grow its air cargo business, enhancing its market share through tech," the spokesperson added.

### ROLE OF AI AND CARGO DRONES

E-commerce built a strong case for the use of drones in transportation and logistics sectors. The unmanned aircraft (drones) is considered ideal for use of inventory management in the supply chain, as its commercial use indoors is not regulated. Therefore, the drones can be seamlessly inducted for first mile and last mile integrated to the processes at warehouses, air cargo operations and 3PL facilities. There is a future for Artificial Intelligence inside of automated equipment, where the machine learning would be able to optimize arrivals and departures related processes through studying patterns and analysis of information. This would lead to reduction

in costs, reduce environment impact through congestions at ports and allow an enhanced compliance for standards and procedures.

Kwong says, "Hactl is a mission-critical operation for its customers, so minimizing downtime is vital in the daily operation of our core cargo handling systems. The APS robot will save over 1,500 manhours per annum, while a mobile app, which will be introduced in due course will improve efficiency. This is an important technological step for Hactl. The experience we are gaining in designing, implementing, and operating this facility will prove invaluable to identify other suitable applications for robotics within our large-scale operations, and then produce tech-led solutions. This is yet another illustration of Hactl driving innovation and efficiency in its operations, through investment in state-of-the-art solutions."

Etihad Cargo is incorporating technology and sustainability to enhance its products. For example, Schürmann said, "In our latest step to make the transportation of pharma more sustainable, we signed a MoU with B Medical Systems to develop to launch the world's first airline-specific passive temperature-controlled container. These containers utilize passive cooling technology, enabling them to retain temperatures from

—80 to 25 °C for up to five days with no external power source. The units will reduce carbon emissions, while ensuring pharma shipments are transported safely at the required temperature. Trials of the sustainable container units will commence shortly, and a commercial launch date will be announced following the successful completion of the trials."

Focusing on the usage of taxibots and automation for cargo handling, the MIAL spokesperson opined, "Adapting automation and technology augments existing capabilities making air freight more competitive and enabling handling staff focus more on core activities and productivity. Integrators, e-commerce giants and logistics providers have been using warehouse robotic solutions for a decade, and this trend has accelerated amid COVID. The warehouse robots are inbuilt with key parameters such as safety, automatic tasks, perception, and navigation for safe interaction with handling staff and safe handling of cargo. They perform functions such as lifting and movement of heavy packages, sorting and storage. Taxibots assists airlines to move towards cost-effective operations. It can taxi an aircraft to/from parking bay to take-off point, controlled by the pilot, using the cockpit controls. Air cargo can also look at using taxibots for retrieval, transfer of empty/built pallets between warehouse and apron. The intelligent robotics can be used in build and break ULDs complying to contour accuracy and optimization."

### OUTLOOK

Although the integrators have adopted a technology-driven approach, the traditional air cargo handling market has been cautious about investing in automation and robotics for a variety of various reasons, including relatively low margins, the challenge of handling large and irregular-shaped cargo shipments, and a heavy regulatory environment. However, the air freight industry frontrunners are investigating various options, which can tap the potential for time saving, space-saving, and resource-saving options for cargo handling. 🐦





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# ACAAI 52<sup>nd</sup> AGM elects new committee

Members were elected to various positions during Air Cargo Agents Association of India's AGM organized in Mumbai. Before business commenced annual meeting, they observed silence as a mark of respect for Bharat Thakkar, former President and Board of Advisor's demise in May.



CT Bureau

The 52nd Annual General Meet of Air Cargo Agents Association of India (ACAAI) was held in Mumbai wherein the following members were elected unopposed:

**Samir J Shah**, Honorary Secretary from Star Freight, Ahmedabad

**Praveen Menon**, Honorary Treasurer from Interfreight Services, Chennai.

**Mahesh Trikhia**, Member Managing Committee from Aargus Global Logistics Ltd, Delhi

**Ronald Goveas**, Member Managing Committee from Skylink Freight, Mumbai

**Vikram Kumar**, Member Managing Committee from CTC Air Carriers, Delhi

**Chaitaly Mehta**, Member Managing Committee from EKF Global Logistics, Mumbai

The outgoing Honorary Treasurer Anil Vazirani of Robinson Cargo and Logistics Pvt Ltd has co-opted as the Member of Managing Committee. M Afzal Malbarwala and CK Govil will continue as the President and Vice



President, respectively. The AGM was attended by the ACAAI members, Regional Chairman and Board of

Advisors, including Sam Katgara, Partner, Jeena and Company, Keshav Tanna, Links Forwarders Private

Limited., Vipin Vohra, Chairman, Continental Carriers and TA Varghese, Aroscan Cargo Trade. Before any commencing business, the members stood in silence as a mark of respect for Bharat Thakkar, former association president President and Board of Advisor. He passed away in May this year. He shall be remembered for his selfless services to ACAAI.

Radharamana Panicker of Deputy General Manager (DGM) India, who was a special invitee, enlightened the ACAAI members regarding the new competence-based training for hazardous goods, which shall be enforced from 1 January 2023.

**The ACAAI members discussed regarding the new competence-based training for hazardous goods, which shall be enforced from 2023**





# Perishable goods require more freighters

**CK Govil**, Vice President, Air Cargo Agents' Association of India (ACAAI) says things in air cargo sector are moving forward but hopes for government's support to the industry. He also gave a sneak peek of the 46th Convention to be held in Thailand in November.



Ritika Arora Bhola

**A**s an expert in the sector, can you suggest solutions to resolve issues such as need for more AFSs, high logistics cost, and congestion at the airports?

The central government needs to give a nod for more AFSs, which could help in easing out the bottlenecks. Simultaneously, we need more skilled labour as more and more airports are coming up. Currently, there is an acute shortage of skilled labour. But with many cargo terminal operators and other agencies, including ACAAI, we are conducting training sessions for logistics and air cargo aspirants.

Since associations played a key role in taking the industry forward, what will be the highlights of this year's Convention?

The highlight would be to urge for better coordination with the government and to ensure things are streamlined for the agents, and relief for shippers and other players. Thanks to the Open Sky Policy, things are moving forward, and we hope that the government supports the industry's needs and helps in promoting the growth of this industry.

With various domestic airlines launching freighters, how will it boost regional connectivity and logistics efficiency, especially in tier II and III cities?

Quantity of perishables in Guwahati are not reaching either domestic or international markets. In this regard,



**CK Govil**  
Vice President  
Air Cargo Agents' Association of India

**Currently, ports are congested though road infra is improving. However, people are still not aware of which mode to use**

the government is planning to engage defence aircraft to lift the perishables and bring them to the metro cities from where they can be carried to various markets abroad, whenever required. The government is roping in private players to operate cargo planes and move the commodities from tier III to II to tier I cities so that they can reach the international market and farmers can get the best prices for their produce. The AFSs cannot handle military aircraft:

the defence aircraft will be used to carry bulk cargo and defence personnel will be involved in cargo handling, loading, and unloading. So, I do not think there will be any problem.

**How would you justify the Convention theme Resilient Air Cargo Post-Pandemic?**

The focus will be on building resiliency

though road infrastructure is improving. However, people are still not aware of which mode to use. It will take some time though.

We have witnessed developments in this sector in the past years from both private players and the government. Initiatives such as Gati Shakti Masterplan, Self-Reliant



in the sector after the pandemic cases subsided. The industry has played a role of being the lifeline of the country in delivering vaccines, essential medicines, masks, and PPE kits across the globe. The passenger aircraft were converted and deployed to fly essential items required for survival of the people during COVID outbreak.

**What are your views on the multimodal infrastructure available today?**

Currently, the ports are congested

India, Vocal for Local, and EoDB have been introduced with an objective to resolve the existing bottlenecks and enhance resiliency.

**Do you think Indian industry stakeholders are ready to embrace tech to streamline business operations?**

Technology is the need of the hour. To succeed, one will have to adopt digitalisation. It has helped us in a big way during the ongoing pandemic. 🐦



# Export growth in commodity groups in August 2022

Sl. No.	Commodities	(Values in million US\$)		% Change
		AUG'21	AUG'22	AUG'22
Commodity groups exhibiting positive growth				
1	Tobacco	72.29	127.51	76.39
2	Oil Meals	45.48	78.99	73.68
3	Electronic Goods	1146.43	1729.13	50.83
4	Rice	725.45	1041.72	43.60
5	Petroleum Products	4655.35	5714.76	22.76
6	Meat, dairy & poultry products	274.88	336.07	22.26
7	Cereal preparations & miscellaneous processed items	180.79	217.60	20.36
8	Coffee	76.71	89.80	17.06
9	Organic & Inorganic Chemicals	2230.85	2531.28	13.47
10	Fruits & Vegetables	223.28	251.97	12.85
11	Leather & leather products	385.93	428.02	10.91
12	Tea	75.38	82.78	9.82
13	Ceramic products & glassware	294.90	319.87	8.47
14	Drugs & Pharmaceuticals	2008.88	2144.64	6.76
15	Other cereals	60.87	63.57	4.44
16	Spices	312.78	324.03	3.60
17	Jute Mfg. including Floor Covering	41.57	42.10	1.27
18	Oil seeds	78.35	79.18	1.06
Commodity groups exhibiting negative growth				
19	Iron Ore	146.10	13.40	-90.83
20	Handicrafts excl. handmade carpet	182.26	116.37	-36.15
21	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	1302.91	883.75	-32.17
22	Cashew	35.42	24.26	-31.51
23	Carpet	143.87	104.22	-27.56
24	Engineering Goods	9663.09	8291.53	-14.19
25	Mica, Coal & Other Ores, Minerals including processed minerals	424.65	385.22	-9.29
26	Man-made Yarn/Fabs./made-ups etc.	459.75	419.40	-8.78
27	Marine Products	686.66	663.45	-3.38
28	Gems & Jewellery	3432.63	3330.30	-2.98
29	Plastic & Linoleum	755.53	747.21	-1.10
30	RMG of all Textiles	1237.84	1233.57	-0.34

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



# Import growth in commodity groups in August 2022

Sl. No.	Commodities	(Values in million US\$)		% Change
		AUG'21	AUG'22	AUG'22

Commodity groups exhibiting positive growth				
1	Silver	15.49	684.34	4317.95
2	Cotton Raw & Waste	39.92	295.76	640.88
3	Coal, Coke & Briquettes, etc.	1939.16	4530.57	133.64
4	Petroleum, Crude & products	9443.19	17700.63	87.44
5	Textile yarn Fabric, made-up articles	145.49	266.79	83.37
6	Leather & leather products	57.94	104.70	80.70
7	Fertilisers, Crude & manufactured	834.01	1475.63	76.93
8	Pulp and Waste paper	115.05	191.80	66.71
9	Non-ferrous metals	1159.91	1722.36	48.49
10	Project goods	33.54	49.59	47.85
11	Artificial resins, plastic materials, etc.	1372.13	2023.49	47.47
12	Organic & Inorganic Chemicals	2069.22	2959.75	43.04
13	Vegetable Oil	1335.50	1890.43	41.55
14	Wood & Wood products	456.12	640.52	40.43
15	Machinery, electrical & non-electrical	2917.63	3888.71	33.28
16	Iron & Steel	1335.58	1763.44	32.04
17	Chemical material & products	855.07	1104.83	29.21
18	Professional instrument, Optical goods, etc.	452.24	576.90	27.57
19	Electronic goods	5923.27	7302.07	23.28
20	Fruits & vegetables	168.20	205.30	22.06
21	Dyeing/tanning/colouring materials	265.05	323.37	22.00
22	Machine tools	296.82	359.64	21.16
23	Transport equipment	1323.35	1599.48	20.87
24	Newsprint	34.43	41.51	20.56
25	Pearls, precious & Semi-precious stones	2245.97	2415.31	7.54
26	Metaliferrous ores & other minerals	772.20	788.49	2.11
Commodity groups exhibiting negative growth				
27	Gold	6702.92	3573.51	-46.69
28	Pulses	247.51	150.43	-39.22
29	Sulphur & Unroasted Iron Pyrites	17.90	14.36	-19.78
30	Medicinal & Pharmaceutical products	656.88	638.23	-2.84

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

# ‘Innovative technology essential for cargo biz’

**Sushant Nigam**, recently joined Air Cargo Agents Association of India (ACAAI) as Executive Director. He is looking forward to having a better understanding of the significant trade facilitation issues prevailing in the air cargo sector, resolve them in the interest of ACAAI members.



Ritika Arora Bhola

**W**hat are the transformations you have observed in the Indian air cargo sector since the time you have joined the sector?

I have been part of that era when foreign airlines used to have self-handling of cargo in their own warehouses at Palam Airport in Delhi. Transformation took place when IAAI commissioned an Integrated Air Cargo Terminal on 1 May 1986 on common user basis at the newly constructed IGI Airport. Equipment-driven handling took over from the manual handling. Another transformation was from difficult procedures to comparatively simpler ones. I have also seen changes such as physical document-oriented operations to electronic-mode of paperless / faceless activities. Usage of modern technology has really transformed the entire cargo handling.



**Sushant Nigam**  
Executive Director  
Air Cargo Agents Association of India

**You have served the global air cargo industry for the past 40 years. How has your journey been?**

While I worked for the airlines, Custodians-cum-Cargo Terminal Operators of Government and Private Sectors, I had the opportunity to go through lots of churning facing work-related tough challenges on

day-to-day basis, getting immense learning in return.

Now I am associated with an important stakeholder of air cargo industry with whom I used to interact while sitting on the other side of the table. This has been the journey from Service Provider to the User Trade.

**How would you justify this year convention's theme—Resilient Air Cargo Industry-Post Pandemic?**

It is the most suitable theme as far as trade is concerned. The businesses have witnessed unforeseen losses during the pandemic and there was a need to get the trade back on track. Once in a life time catastrophic pandemic made the survival extremely difficult. To keep the economic wheel and the basics of survival going on, it required logistics to sustain and the air cargo industry proved its resilience by working days and nights while the strictest possible of COVID protocols were in vogue. The logistics players and their workers also played the role of COVID frontline warriors like others.

**How vital is the role of Associations to have a connect between stakeholders and address key issues concerning the industry?**

The associations are the voice of their members as they provide two-way

**Govt recognises ACAAI as the mouthpiece of air freight forwarders and appreciates its efforts and initiatives**

communication channel between members and the important players including Government and play a crucial role in the best interest of their members.

**Is ACAAI receiving full support from the government? What are your expectations and demands?**

Govt recognises ACAAI as the mouthpiece of India's air freight

Contd. on next page ►





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forwarders. ACAAI appreciates it and assures its support too. ACAAI would continue to play its important role in Indian economy through its members with the support of Govt of India.

#### **What is your contribution as the Executive Director of ACAAI?**

Based in Delhi, I would be in a better position to take-up the issues raised by pan-India ACAAI members with the Authorities in a focussed way and keep following up till resolved.

#### **Despite COVID-related challenges, the industry has performed well. How is it gearing up for growth and building resiliency in the neo-normal?**

Unforeseen curbs such as lockdowns due to pandemic-reinforced our belief in the strength of the logistics sector. Can you believe during the worldwide pandemic, passenger movement was banned globally but cargo movement continued globally. Indian Logistics Operators supported the Government professionally in moving COVID vaccines and other lifesaving equipments. In the new normal scenario, technology-driven, paperless/contactless movements and customs clearance initiatives have replaced age-old practice of heavy documentations and

involvement in-person, ensuring accuracy and legality.

#### **What are the major bottlenecks the sector is presently facing?**

The gap between intention of introducing simplified procedures and its implementation on ground level is wide, which needs plugging. Other bottlenecks are the lack modern cargo handling equipments, better infrastructure, skilled manpower among others. Mutual trust level as well as synergy among the service providers, user trade and the government bodies must also improve.

#### **As an expert of the air cargo industry, can you suggest some of the solutions to resolve the same?**

All the players need to introduce innovation, technology and synergy to achieve efficiency in the entire supply chain. They should step forward to help other players fulfil their crucial time-bound requirements. Improved service levels to be introduced and achieved.

#### **How would you rate the country's rail, road, air, sea infrastructure? Is it ready to meet the requirements of the freight forwarding and transportation sectors?**

India's rail, road, air, and sea infrastruc-

**The gap between intention of introducing simplified procedures and its implementation on ground level is wide**



ture is also undergoing tremendous transformation. Expressways, enroute logistics hubs, high speed rails, multimodal connectivity, toll payment e-module, etc. keep the wheels going on.

These are some of the factors that will take Indian logistics sector to newer heights. Waterways is yet to catchup. More is in the offing with the launch of PM Gati Shakti National Master Plan. The entire ecosystem is evolving to a level that will benefit the logistics sector, and the economy.

#### **Do you think air cargo industry stakeholders are ready to embrace and invest in cent per cent digitalisation, and sustainable operations?**

The government is on the path of introducing digitalisation in every sector, including air cargo industry in collaboration with the stakeholders. Electronic Data Interchange amongst key stakeholders and regulatory bodies such as customs and other partner government agencies are improving month by month. Major players have already introduced digitalisation, and others joining soon.

#### **What measures have been taken for issues and problems raised by stakeholders such as reduction in logistics cost, more AFSs, shortage of skilled manpower?**

Air Freight Station (AFS) Policy although introduced by government in 2014 is yet to be implemented. Its implementation may reduce logistics cost, multiple handling, and clearance time among others. The government has set up sector-wise skill development councils and produce the skilled manpower for their own sectors and increase the job opportunities for trained youth. Ultimately both stand to gain.

#### **Anything that you would like to highlight through this platform?**

All the key stakeholders should collaborate in effective manner, empathising with each other's requirements and challenges. Give support and get support. 🙌





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# Robust, future ready supply chains needed

Safexpress offers warehousing and transportation solutions to its customers worldwide through advanced tech. Its focus is on multimodal services, including surface and SafeAir transport. Apart from offering SafeAir connectivity to and from 54 airports by roads, **Vijay Vashisht**, AVP says rail and waterways are yet to become a part of our offerings.



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**H**ow important has it become for firms to design future supply chains, which are cost-effective, resilient, and can meet evolving customer needs?

Many units in value chains were struggling to operate smoothly during COVID and this has increased the volatility in prices thereby preventing it to flow freely between geographies. The churning brought forth the need for players to reshape strategies. It is important to realize that the world of value chain is connected and inter-dependent. A disturbance here or there can have a debilitating world-wide effect.

All said and done, it is crucial to remember that logistics and supply chains operate as an extension of manufacturing in the value chain and end-to-end integration. The industry has undergone changes



**Vijay Vashisht**  
AVP, Safexpress

with the introduction of new practices and trends. It is the need of the hour to design supply chains that are robust and future ready.

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

There was a time when shippers and customers were not able to track shipments. They would patiently wait for their shipments to reach the destinations. But, today, all the parties involved can trace their shipments instantly through online phone-based order tracking apps, along with comparable real-time processes. However, following a boom in online retail put the consumers at the centre of marketing strategy. B2C businesses ran the risk of impulse buying and success meant that delivery is done

before the interests of the consumer wane. Smart AI configurations coupled with ultra-local delivery model ensured that consumer interest in the product and the platform is retained. Industry accelerated its game and innovated to find solutions; another model of B2B Online Retail has developed. It requires product availability. Certain innovations such as an online retail platform joining hands with local kirana shops and its modern variant in omni-channel provisioning of products has given the time-sensitive consumers an option. It could not make headway, because it did not generate consumer interest. Co-loading has been in practice at some level and developed as an option for those who have the products.

Having said that, I appreciate the nature and family of products that are time and cost-sensitive or both.





Industry has different channels to serve that. Yes, things have changed a lot. Indian customers today expect the best services at the most competitive prices. And stiff competition would ensure that this would remain so.

**What are the key emerging trends in logistics sector and, according to you, what are the areas that need immediate attention?**

Technology utilization is one of the biggest changes. Some developments and trends are worth pointing out. They are as following:

**Demand for cold supply chain:** The pharma sector has been driving up demand for cold storage facilities for movement of COVID vaccines and life-saving drugs. Also, boom in e-commerce, especially ready-to-eat products, and frozen foods, has increased the need for cold storage facilities.

**Growth in 3PL and 4PL companies:** Many sectors have started outsourcing chain management functions thereby increasing preference for third-and fourth-party service providers in the logistics sector. The 3PL market may grow at 11.5 per cent by 2025.

**Adoption of technology:** Internet of Things, AI, ML techniques help firms deal with demand

fluctuations. They help in reducing operating costs too. Robotics helps logistics firms to increase the speed and accuracy of supply chain processes. Collaborative robots called Co-Bots and Autonomous Mobile Robots, are being deployed to transport goods to warehouses and storage facilities. Drone technology, Automation, Blockchain, Use of Data Analytics and Cloud Computing boost efficiency, transparency, and speed.

**Tell us about the recent investments in supply chain and warehousing sector. What are the key growth drivers for this year?**

Our core values constitute speed, safety, and network/connectivity. This strategy of investment-led growth means investment in capacity expansion. In our industry, capacity expansion means adding more warehousing space, modern hub facilities, trucks, and people who operate these. Our warehouses are inbuilt with multiple platforms, facilitating loading and unloading and a quicker turnaround time for vehicles.

These warehouses are equipped with cantilever shades that neutralize risks in inclement weather. We also have advanced GPS-based tracking and are using bar code technology for quite a

## Collaborative robots called Co-Bots and Autonomous Mobile Robots are being deployed to transport goods to warehouses

few years now. In recent years, we have enhanced with cloud ERP solution and created interlinkages of different segments. We also introduced services such as last leg operations in modern retail outlets, where timing and service are critical. We have been offering this service on a surcharge basis. Yes, we are yet to explore this in a holistic manner.

**How beneficial are initiatives such as Gati Shakti for growth of logistics sector in India.**

Growth-oriented initiatives such as Gati Shakti are beyond doubt. They are crucial for the growth of an economy. In less than a year, Gati Shakti's approach has pushed players to become more proactive. It looks at providing multimodal connectivity infrastructure to various economic zones. It pushed

to develop its seven growth engines, namely, Railways, Roads, Ports, Waterways, Airports, Mass Transport and Logistics infra. It aims to provide holistic growth that drives innovation, creates jobs, and makes business easier.

**What is crucial to keep the momentum going?**

There still are many loose ends that need to be tied. Structural issues like hoarding and efficiency apart from the regular challenges of upgradation and imbalance in export and import. Transload operates independently but the efficiency of which is again dependent upon inflationary pressures.

**Share with us your plans to build MMLPs and projects in pipeline.**

We believe MMLP parks are the future. Currently, our services include surface and SafeAir ops. The SafeAir cargo movement and distribution is complimentary to its surface distribution network. We provide SafeAir connectivity to and from 54 airports, well-connected to our SafeAir offices and surface network to enable faster TAT. Waterways and rail logistics are yet to become a part of our offerings though. 📍





# AEO certification program by ACFI

Air Cargo Forum India (ACFI), Delhi Chapter, held a seminar at IGI Airport, Delhi. Surjit Bhujabal, Chief Commissioner, Customs presided over. Sanjay Bansal, Commissioner, Customs, ACC Export, Delhi Zone and Simmi Jain, Principal Commissioner, Customs, ACC Import, Delhi Zone were the chief guests. The event was attended by ACFI members and other stakeholders.







# Special issue for



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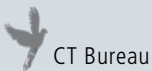
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# Freighters to ferry pharma from India to Africa

Kenya-based Astral Aviation operates charter flights to and from India on its B767-200F to ferry mobile phones, e-commerce cargo and pharma. **Sanjeev Gadhia**, Founder & CEO says it can handle up to 1.5mn tons of cargo. The airline plans to expand its fleet with the arrival of 2 x B767-300F in 2023 and 2 x B777-300F in 2024 and 2025.



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**P**lease tell us about the genesis of Kenya-based Astral Aviation business ops in India and abroad. How is the carrier gearing up to meet the increased demand and 100 per cent capacity utilisation?

Astral Aviation operates charter flights to and from India on its B767-200F. The charter flights to India originate from Hong Kong and cargo comprises mobile phones and e-commerce cargo and, pharmaceuticals. The charter flights from India carry pharma, including vaccines, destined to Africa. With the induction of the B757-200F into the Astral fleet in September 2022, Astral will be offering additional charter flights to meet the



**Sanjeev Gadhia**  
Founder & CEO  
Astral Aviation

increase in demand. B767F will have a payload of 42 tons and B757F with a payload of 30 tons.

**Astral Aviation acquired a widebody aircraft and is eyeing jumbo jets to expand operations. Shed light on your fleet of freighters. What are the new destinations launched for cargo after the international flights resumed?**

Astral Aviation currently operates two X B747-400Fs for perishables between Nairobi Hub and Europe. It will soon expand its wide-body fleet with the arrival of two X B767-300Fs in 2023 and two X B777-300Fs in 2024 and 2025, respectively. Astral will be introducing new flights to and from Tel Aviv and Riyadh, while increasing frequency to Johannesburg and Hong Kong. It also operates to 50 destinations on its network, which are connected via its hubs in Nairobi, Liege, Dubai, Johannesburg, and Delhi.

**Explain digital and physical state of the art infrastructure for efficient storage, handling, and transportation of all types of cargo, especially cold chain products, pharma among others?**

The Kenya-based airline outsourced ground handling activities in Nairobi is Africa Flight Services. It has excellent infrastructure for efficient storage, handling, and transportation of all types of cargoes, including cold-chain products. The cargo facility at the Nairobi Airport can handle cargo equivalent to 25 million vaccine doses in 3,000-meter square metres of cold-storage facility with an additional 6,000-square meters of outsourced cold-storage facility at the airport, which makes it the largest cold storage air side facility this side of Africa.

**How would you rate infra in Kenya for efficient cargo movement? Does it support the airline's plans to move cargo, especially pharma, efficiently or should it be improved?**

Kenya has the best infrastructure in Africa for cargo movement with air-







side facilities, which can handle up to 1.5-million tons of cargo via AFS, Swissport, Kenya Airways, Siginon Group and The Manpower Company (TMC). They have been constructed under the PPP Concession model—it has been successful in Kenya. We are fortunate to operate one of the best aviation hubs not only in Africa, but in the developing world.

**Elaborate on the Indian and Middle Eastern destinations covered. What kind of cargo is moved between them?**

We operate scheduled services from our Middle East Hub, Dubai to our Nairobi Hub with onward connection to 20 destinations on the Intra-African network. We operate e-commerce and mobile phone charters to Delhi, Mumbai, and Hyderabad in India from Hong Kong,

in addition to charters for pharma from India to Africa on the B767-200F; it will be complemented with a B757-200F from September 2022.

**Sustainability is the key buzzword in the sector. Air cargo industry is flying towards SAF. Share with us the carbon-neutral initiatives taken by the airline?**

Astral Aviation is still in the process of developing a sustainability program.

**Could you elaborate on the global best techniques and strategies that you are planning to infuse into the company's operations for efficiency in business and network enhancement?**

We are still under negotiations and will be making an announcement at the IATA World Cargo Symposium in London.

**What are the strategies adopted by the airline to move ahead and achieve growth?**

Astral has embarked on a new strategy of appointing new GSAs and CSAs in India, Qatar, Kuwait, Saudi Arabia, China, and UAE, which will enable it to achieve growth into its network. Astral appointed Zeal Global in India during the air cargo India event.

**What are your upcoming projects and expansion plans?**

With the induction of the B757-200F in September 2022, Astral will offer additional capacity to and within India, and will operate new scheduled flights to and from Israel and Saudi Arabia in 2022, and plans to resume operations from China to India, Middle East, and Africa. 🇰🇪

**Astral will be introducing flights to and from Tel Aviv and Riyadh, while increasing frequency to Johannesburg and Hong Kong**



# Bahrain keen to improve trade with India

On his recent visit to India, **Ahmed Sultan**, Executive Director, Business Development for Manufacturing, Transport and Logistics and International Offices, Bahrain Economic Development Board (EDB) elaborated about plans to expand trade in India and attract investments to Bahrain.



CT Bureau

**H**ow are business operations (transportation and logistics) shaping up now in the new normal?

The ongoing pandemic was an eye opener for everybody in the supply chain business. There was no lockdown in Bahrain, even for a single day. We continued with the rollout of pharma, PPE, medical equipment, perishables, COVID vaccines, and other essentials worldwide. But the country followed several measures to ensure safety. Bahrain had support from the

**Connectivity forms the heart of EDB's business activities. The Port of Bahrain is working to improve its connectivity**

government and private sectors. With the launch of the Economic Recovery Plan, digitalisation has become the core of all our businesses.

Artificial Intelligence and Internet of Things are being used across multiple sectors. For us, manufacturing and logistics are two important sectors. When it comes to manufacturing, it is contributing over 14 per cent to our GDP, growing by 5.3 per cent in first quarter of 2022. For logistics, currently, it is 4.7 per cent and the target is to achieve 10 per cent. To achieve that emphasis has been laid

on improving infrastructure across multiple sectors.

**What did you learn from the pandemic? What are the efficient growth strategies adopted to move forward?**

LSPs can take advantage of Bahrain's strategic location, we are at the centre of east and west. Connectivity forms the heart of all our business activities, especially when it comes to supply. The Port of Bahrain is working to improve connectivity. The port currently handles close to 400,000 containers per year, way less than its actual capacity. The target is



to increase it to a million containers per year. Similarly, air cargo handling has a target of going beyond a million tons per year, it is far less at present. To achieve the desired goals, we will have to make sure we have the right pacts with the right partners. Enough land space is available in Bahrain to handle additional cargo load. We have got Metro project coming up in 2027. We have a billions-dollar projects for King Hamad Causeway, which will connect Bahrain with Saudi Arabia and other GCC countries. We are planning to complete this project, which will augment road and rail connectivity by 2028.

### How is infrastructure in Bahrain for transportation and logistics activities? Does it support the airlines plans to move cargo or is there scope for improvement?

We have world-class infrastructure available, but there is a need for more. Gulf Air currently covers as many as 60 destinations worldwide, and we have got 27 international airlines operating in Bahrain. The target is to increase both.

With our new Bahrain International Airport, we are aiming for more international freighters and cargo handling. We have 'Express Cargo Village,' facility located north of the airport's runway. This is in line with the Kingdom's strategy for the logistics industry as laid out in its Economic Recovery Plan. Express Cargo Village will promote the growth of logistics industry, enhance regional competitiveness and ability to attract investment.

It started with FedEx as the main anchor tenant. It is a 25,000 square metre facility and should be completed by 2023. It will focus fully on e-commerce. Logistics is one of the high-priority sectors outlined in Bahrain's Economic Vision 2030. Additionally, APM Terminals Bahrain manages Khalifa bin Salman sea port is one of the most efficient ports in the GCC. We are moving towards a paperless environment when it comes to Customs clearance. We are also working on upskilling our workforce through Bahrain's labour fund "Tamkeen" and Bahrain Polyethnic programmes and initiatives.

### How crucial is the technology in logistics? Can you tell us about the advanced technologies deployed by Bahrain in this segment?

Bahrain has invested whopping amounts in technology, currently, on the King Fahad Causeway connecting to Saudi Arabia Artificial Intelligence (AI) and Internet of Things (IoT)-enabled state of the art scanners that have a capacity to scan 120 trucks per hour are implement. We have digitally transformed Customs clearance processes. E-commerce has become a game changer in Bahrain. We are also investing in Blockchain to trace and track shipments.

### Tell us about Bahrain's e-commerce trade?

E-commerce trade has grown exponentially. FedEx, with full focus on e-commerce has become the main tenant in the Cargo Express Village. Bahrain is aware of the importance of



**Ahmed Sultan**  
Executive Director, Business Development for Manufacturing, Transport and Logistics and International Offices, Bahrain Economic Development Board (EDB)

e-commerce, and we are exploring the right partners to come to the country and be ready for the next phase.

### What is the purpose of your visit to India?

Bahrain and India share cordial relations. We are here as we have plans to further enhance economic and investment ties with India. After Delhi, we will be meeting officials in Mumbai and Hyderabad. There is over a billion-dollar worth trade taking place between Bahrain and India. The plan is to take the same (partnership) to new heights. We would like to have more countries coming to Bahrain and bringing along them their own ecosystem. All said and done, we want to see more investment coming from India to Bahrain. The relationship with India has always been special. We feel at home here.

### Can you elaborate more on cargo being transported to and from India?

Currently, we import cargo from India, whether it is agriculture, chemicals, or petrochemicals products. If we talk about exports, aluminium is one of the precious metals that we have. The metal goes into almost every industry that we could think of worldwide. As far as our role as the EDB is concerned it mainly focusses on increasing investments into Bahrain. Under our economic recovery plan, we are focusing on oil and gas, tourism, financial services, manufacturing, and logistics among others.

### How much emphasis has been laid on sustainability?

Our electricity, water authorities and Supreme Council of Environment are working hand in hand to make sure that sustainability becomes a core part of all our operations. The Bahrain government and leadership are committed for reducing carbon emissions up to 30 per cent by 2035 and to reach Net Zero by 2060. Recently the country launched a 72 MW solar plant tender as part of the Kingdom's wider vision to adopt a circular carbon economy in line with its national commitments to protect the environment and combat climate change. 🌱

#### FACTFILE

➔ Currently, on King Fahad Causeway, state of the art scanners have a capacity to scan 120 trucks per hour.

➔ Under our economic recovery plan, we are focusing on oil and gas, tourism, financial services, manufacturing, and logistics.



# Air cargo undergoes sea change

Having been associated with logistics and air cargo industry since past 17 years has given a sense of self-enlightenment to **Chandrakala Bobba**, Director, Bobba Group. She shares that her journey has been challenging yet rewarding. On the work front, she tells that the group is planning to open first micro fulfilment warehousing centre in Bengaluru.



**H**ow has been your experience of being in the industry for so many years. How challenging has the journey been?

I have always loved aircraft and runways. Watching freight moving from one place to another, shipments travelling across the globe and how we contribute to that cycle is something that has always fascinated me. I started off as an intern in my family business, as part of university project work. Since then, I have never looked back. It has been a challenging and rewarding 17 years so far. The skills I have honed over the years now play an invaluable role in helping me make the right business decisions. Challenges and situations are a part and parcel of every industry, irrespective of the position and scale.

**What are the major transformations you have observed in the sector?**

Cargo and freight are at the forefront now. This is a major shift from what it was earlier. All eyes are on this industry. We now have the support of the industry and government initiatives will boost overall growth and development in this sector. Technology is now gaining more importance than ever, and we have seen a huge leap on this front in the last two years. These two aspects play a crucial role in our industry, with the help of which a warehouse can be managed with the support of automation.

**Cargo and freight are at the forefront. It is a major shift from what it was earlier. All eyes are here. We have support of industry and government**

## Major growth drivers in 2022 and beyond

- Automation
- Semi automation
- Cold chain
- Infrastructure
- Location proximity
- Time matters
- Service level efficiency - kind of services and level of efficiency and professionalism offered.

## Shed light on the efficient growth strategies adopted by your company to move ahead?

We are launching the first micro fulfilment warehousing centre in Bengaluru soon. With this, Bobba Logistics aims to offer customized warehousing options and logistical solutions to all segments of the industry. Some of the value-added services we offer include:

- Quick commerce and faster delivery
- Inventory management and reverse logistics
- Express delivery, express shipments
- On-demand warehousing
- Pay-as-you-go options

This segment of warehousing is going to be a game changer and with time, we plan to have more such warehouses in ideal locations.

## Explain cargo handling ops at Bobba. Elaborate on the digital and physical infrastructure, facilities for cargo storage, and transportation?

The Bobba Logistics warehouse/facility is a 75,000 sq. ft. area of storage space. It has complete provisions to manage end-to-end supply chain needs, with a dedicated cold zone. This facility has steel structures, pre-engineered in factories and assembled at the location. It boasts an exclusive cold zone. It is a robust cold chain management solution, complete with packaging and processing technology and value-added services, dedicated to keep up with the

consumer's expectations for the best product. Our cold chain management solution has been designed to identify temperature anomalies and reduce the likelihood of unwanted setbacks, thus optimizing operational output, increasing visibility, and reducing overall costs. 🐦



**Chandrakala Bobba**  
Director, Bobba Group



# Dock Levelers in multiple sizes launched

Gandhi Automations introduced new range of Dock Levelers, Dock Shelters, Sectional Overhead Doors and Dock Houses for logistics solutions. Electro-hydraulic Dock Levelers offered are "a bridge for connecting a vehicle" and facilitate fast, smooth, and safe transition by compensating difference in heights between the loading bay and, the vehicle.



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## EFFICIENT LOADING & UNLOADING THE GOODS

The importance of efficient loading of goods has always been evident, and it has increased over the years mainly for two reasons: the lesser availability and the higher cost of manpower. Consequently, lesser qualified manpower is being utilized leading to damage of the goods. The cost of loading and unloading the goods can be calculated precisely and is exactly definable, allowing a scientific approach to find out the investment that goes into the process. Gandhi



**The Dock Levellers offered by the company ensure loading and unloading with lesser effort and minimal cost**

Automations has designed solutions based on such a scientific approach and feedback from clients. The Dock Levellers offered by the company ensure loading and unloading with lesser effort and minimal cost.

## TYPES OF DOCK LEVELLERS

**Radius Lip Dock Levelers:** Radius Lip Dock Levelers are available in multiple sizes and capacities. It allows the dock

to connect with the truck bed thus making it convenient to drive directly on and off with forklift trucks also the Self-Cleaning Lip-Hinge System does not retain dust and dirt, allowing a smooth operation.

**Telescopic Lip Dock Levelers:** Telescopic Lip Dock Levelers are ideal for connecting vehicles unable to drive near dock, that is, sea containers, side loading railway wagons among others.

These Dock Levelers can be supplied with a lip extending up to 1 meter.

**Edge-of-Dock Leveler:** Edge-of-Dock Leveler is developed in compliance with the latest European safety standard, EN 1398. It has a capacity of 6,000kg and is suitable for use with all types of material handling equipment.

**Forklift Roll-Off Barrier Lip Dock Levelers:** The newly introduced

product Forklift Roll-Off Barrier Lip Dock Leveler add a run-off protection, which prevents accidental forklift roll-off when the overhead door is open, and no trailer is stationed at the dock. These dock levelers are designed and built to provide all the benefits of the hydraulic dock leveler along with the additional benefit of providing a formidable barrier. Gandhi Automation's Dock Levelers are equipped with the most secure safety devices and accessories. 🐦

# Making air cargo systems future ready

Air cargo will be a critical zone of durability for airlines and airports in near future, provided management makes it priority to introduce integrated and digital solutions to automate entire process, says **Gautam Mandal**, Director, Products, Cargo Flash Infotech.



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## How do you design tech-enabled logistics solutions, assisting clients and their supply chains to evolve an integrated logistics?

In recent times, digitalisation of the logistics supply chain has been one of the factors, resulting in noticeable improvements in efficiency and agility of the operations across the globe. Observing the upsurge, Cargo Flash is designing future-ready systems to collaborate with the stakeholders of the air cargo industry. Cargo Flash is adhering to implement digital solutions in air cargo management. The company's single-platform solutions are allowing the aviation stakeholders to access real-time info—a harbinger for Proactive Data Analysis—leading to a better cargo product definition.

With seamless and intuitive solutions, we aim to draw potential stakeholders and spearhead the idea of how technology can simplify the air cargo ops as we effectively digitalize its management worldwide. Cargo Flash customised Integrated Cargo Management System (ICMS) based on the client's needs. We have also introduced the e-commerce management system integrated into the ICMS, which empowers an airline to tap into the potential market of the e-commerce movement.

### Explain your loyal clientele globally?

Our Middle East clientele comprises Air Arabia, Sharjah Aviation Services and



**We have introduced the e-commerce management system integrated into ICMS, which empowers an airline to tap into potential market**

Salam Air to name a few. These apart, we have 25 clients across the world, including Philippine Airlines, Kenya Airways, Jambojet, Lion Air, Garuda Indonesia, Pelita Air Services, Nepal Airlines among others. Most of our clients are currently experiencing issues to streamline logistics operations with minimum time and manpower, yet with maximum efficacy and output.

We have enhanced our systems to cater to unique local processes. To cite an instance, at the Sharjah warehouse, the cargo is accepted not on House AWB or Master AWB, but on a document called SLI and after all, processes are consolidated into HAWB and MAWB. Keeping digital support in mind, Cargo Flash has been consistent in delivering its existing and customized solutions to its respective clients.

### Elaborate on how you identify pain points, while providing business solutions to air freight stakeholders?

The biggest pain point remains shifting from the legacy system operating in silos to the modern technology integrated structure. When it comes to addressing the other sore spots, we have witnessed clients to be subjected to a dearth of operational transparency, and data or financial security other than the limitations in capacity utilization and deficiency of real-time and accurate market intelligence and data.

Furthermore, we have seen client expectations rise along with the propensity to use e-sales, in particular digital distribution platforms, which streamline elements of booking and shipping process. The need for digital booking platforms and



capabilities has, therefore, become urgent, touching a catalyst to the long-sparking requirement for digital innovation in this sector. Hence, Cargo Flash is continuously simplifying its reservation system with maximum automation and real-time data transfer.

### How do you exploit technology to create value for your clients? Can you name the tech in demand that is used by transport and logistics industries?

Cargo Flash boasts advanced application development that includes programming, documentation, testing, and bug fixing to create and maintain applications and frameworks involved in the ecosystem of software development, resulting in software production. Also, we are a Microsoft Gold-Certified Partner for Application Development and Cloud Platform. The company is delivering cutting-edge solutions, established on Microsoft products, for over a decade and its partnership with Microsoft enables Cargo Flash to implement solutions quickly, efficiently, and profitably.

Cargo Flash products are deployed based on the Microsoft Cloud architecture, and, while designing we have ensured to exploit the technology in such a way that our nGen Cargo System not only enhances operational transparency and streamlining, but also creates commercial value for the airlines.

The nGen has its Target and Budget Management System and Sales

Planning Automation module, allowing the management to define their budgets and follow them in real-time, but monitors the entire sales cycle. Coupled with future indicators, which give an early warning of target breaches and dynamic pricing, the system ensures to strive for revenue maximisation. The nGen is already using Artificial Intelligence (AI) and Machine Learning (ML) techniques for its Revenue Management and Optimization solutions and is in the process of using these in the operation process as well.

### SaaS solutions are being deployed using cloud-based solutions to ensure highest availability and scalability standards. How do you ensure zero disruption?

All our systems are hosted on MS Azure Clouds with availability and disaster recovery. This set up ensures high demand scalability, no matter how much the data volumes increases, the services will never get disrupted. We provide the industry's best uptime SLAs of up to 99.99 per cent and, coupled with high availability and disaster recovery in case of an eventuality, the RPO is just five to 10 minutes. Data loss presents risk to any organization.

The impact of lost revenue during the downtime and the effort required in a bid to reconstitute the information can cost a company hundreds of thousands of US Dollars if a suitable and business continuity procedure is not in place.

With our solutions, all the elements related to information security are included with



**Gautam Mandal**  
Director, Products  
Cargo Flash Infotech

the service, and our customers gain access to the latest in threat prevention and detection technologies. A disaster recovery plan requires multiple built-in redundancies, while achieving time-to-recovery objective and thus, we can create recovery plans that include replication, failover, and fallback procedures.

### Do you think technology industry has the skill sets to provide solutions and, if the global logistics industry is ready to embrace the same?

Those companies exclusively dealing with growing costs have trouble scaling their processes. They are unable to forecast the demand and rely heavily on manual labour. Now is the high time for innovation. Advanced technology must be embraced and, subsequently, the new technology will increase efficiency and show real-time performance that leads to a eco-sustainable operation, which, in turn, will lead to better decisions and increasing returns.

The air cargo is a critical zone of durability for airlines. The airports in the future make it a strategic priority that the management introduce simple, integrated, and digital solutions to automate the entire process, end-to-end. The implementation of technology and automation in the longstanding air cargo management has become more of a compulsion now.

### Anything new that you have instituted for committing to innovation and marketing approach in your contracts in the past few years?

We have improvised our company ethos to 'Creating Value; Creating Face Value.' We are focused on simpler solutions and speedier application. We endeavour to recognize and resolve the untapped complications of every existing and potential customer. Cargo Flash has been ahead of the curve by introducing advanced software for Air Cargo ecosystem globally. Our vision is an efficient air cargo industry relying on paperless management. Our actions will reinforce disseminating our vision. 🐦

#### FACTFILE

➔ Our systems are hosted on MS Azure Clouds with availability and disaster recovery. This set up ensures high demand scalability.

➔ We create recovery plans that include replication, failover, and fallback procedures.







# WIZ holds symposium in Hyderabad

WIZ organised a two-day symposium, Cold Chain Unbroken 2022 recently in Hyderabad. Jayesh Ranjan, Principal Secretary, Govt of Telangana presided over. The event brought together experts to formulate a strategy to fix the gaps in the supply chain. The event was attended by 300 delegates from 10 countries for two days.









# Paving way forward to simplify logistics

From structuring to managing projects, Om Trans has come a long way when it comes to experiencing excellence. The company's strongest part is task management, which has impressed many, says **Vikram Garg**, Director. It has offices in more than 600 locations across the country.



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The world of logistics is limitless, and its possibilities are immense. The core of today's business is based on trust, transparency

Several freight forwarding and customs clearance companies are in the market, but the reputation Om Trans has earned is incomparable. Creating innovative solutions for the industry along with immense

logistics solutions, and services designed to redefine customer satisfaction, rationalize cost, and time relationship. The company works with flexibility, clarity of innovation and, operates in an environment with



/ Third country / Warehousing and distribution in India and Globally with value added services including pick and pack labeling / JIT, Packaging and placement of industrial machinery.



and technology that helps in rapid transition of goods. Today, every business wants to go digital and understand the status of shipments in real-time. The good thing is the industry always welcomes credible service providers who are reliable and experienced in express services.

Now businesses are no longer entertaining as more and more people are in the service industry. Today's era is digital, and every business is looking for partners who know how to serve, which indicates fast services and real-time tracking.

technology helped the firm grow immensely. We approach customers for feedback and provide 24x7 customer support, resulting in satisfied and joyful customer base. Its strongest part is task management, which has impressed many of the firm's clients. From structuring the project to managing it securely and delivering it fast to the client side, this is what sets Om Trans apart from others.

The way the company is 'simplifying logistics' is just remarkable. The firm is committed to providing integrated

the right mix of 'planning and execution' to meet the challenges of change and competition.

The firm values manpower and trains them to work with team spirit. Om Trans is present at all major airports, seaports and ICDs across India and also having own office in Shanghai ( China ). We are providing services for container transport for short haul and long haul and also hauling special equipment's / Custom Brokerage (air and sea)/ Handling of ODC & Project cargo through special equipment / Break Bulk / B2B door to door delivery

OmTrans has international footprint in 80 countries across the globe through a strategic mix of own office set-up, exclusive tie-ups, and non-exclusive tie-ups. The firm provides online container tracking automated DSR, multiple corridor and connectivity options, defined transit time for better planning and inventory management that results in improved cash flows. It is working with experienced logistics professionals to handle cargo so that the products reach its destination safely.



**Vikram Garg**  
Director  
OM Trans

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





## A Leading 3PL Warehousing & Logistics Company Wishes you a happy festive season

### Services



**1** Tech enabled Inventory Management.

**2** Pick, Pack and all value adds.



**3** Manage Box In Box Out / Pallet In Pallet Out.

**4** Manage e-commerce operations.



### Facilities



**1** Ambient / Temperature control.

**2** Bonded / FTWZ facility.



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Delivering Service Excellence



# Upcoming Events 2022

## OCTOBER

### ► Seminar on 'Challenges & Opportunities for Air Cargo during the Decade Ahead'

Date: 7 October 2022

Venue: India International Center, Multipurpose Hall

Time: 9 am onwards

### ► International Conference on Materials Sustainability Development

Date: 19-21 October 2022

Venue: Central University of Jammu, Vijaypur, India

Time: 9:00 am to 6:00 pm

## NOVEMBER

### ► 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

### ► 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

### ► IndiaAirport

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

## IndiGo launches new Airbus A321-211



IndiGo (InterGlobe Aviation Ltd) 's newest aircraft an Airbus A321-211 (P2F), a first in India, ex-Avion Express, leased from Castlegate, is all set to touch the Indian skies soon. The A321P2F is the most efficient narrow-bodied freighter available, offering 24 container positions and supporting a payload of up to 27 tonnes.

## Vohra felicitated on completion of CCPL's 50 years



Vipin Vohra, Chairman, Continental Carriers Pvt Ltd (CCPL) was honoured at the 23rd Annual General Meet (AGM) of Association of Multimodal Transport Operators of India (AMTOI) held on 28 September 2022 in Mumbai where Xerxes Master, President, AMTOI felicitated Vohra for the completion of 50 years of the company in logistics business since incorporation.

## Cargoflash launches 'Octogo' to enhance air cargo efficiency



To define higher standards and make transactions transparent and customer-friendly for the logistics and air cargo industry, Cargo Flash InfoTech launched a new product range 'OCTOGO' at the ongoing IATA World Cargo Symposium (WCS).

**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



# "SPEED OF TRUST"

is more than a  
SLOGAN it reflects our  
APPROACH to EVERY  
ENGAGEMENT



## OUR SERVICES



Freight  
Management



Project  
Logistics



Supply Chain  
Management



Warehousing  
& Distribution



Ground  
Transportation



Customs  
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## AFFILIATED



intertek



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America | Africa | Europe | Asia | Australia

Bangalore | Chennai | Delhi | Mumbai | Coimbatore | Hyderabad | Vizag | Jaipur | Tuticorin  
Kolkata | Kandla | Pune | Ahmedabad | Haridwar | Colombo

## DHL announces investment of €500m in India



DHL will invest EUR 500 million in India over the next five years to develop its warehousing capacity, workforce, and sustainability initiatives in India. With this investment, DHL will own and operate wholly owned large multi-client sites in India, adding 12 million square feet of warehousing space to the Group's existing portfolio. The increased warehousing capacity is targeted to cater to sectors such as e-commerce, retail, consumer, life sciences, technology, engineering, and manufacturing. These warehouses will be enabled with accelerated digital technology solutions.

## ECOM EXPRESS expands to 4 mn sq. ft. to meet demand

Ecom Express Limited announced it has expanded its footprint to 4 million sq. ft. across its network to manage the demands of e-commerce shipping during the festive season. The company has added automation to most of its sort center facilities thus increasing its parcel processing capacity to 6 million per day. A major portion of expansion and investments into automation has been activated in 14 cities, including Delhi NCR, Mumbai, Kolkata, Surat, Jaipur, Indore, and Bhubaneswar. This capacity augmentation has been done to bring supply chain efficiencies to Ecom Express' in pan-India network that serves 27,000 PIN codes.



## V-LOGIS launches Chemstore on NH-3 confirming to NBC



V-Logis, part of V-Trans (India) Ltd, has launched its world-class facility with the state of the art technology called Chemstore. Chemstore is a super-specialized chemical storage solution that provides the best safety standards at the global level. This world-class facility is amongst the top warehouses in the country which is compliant with National Building Code, 2016 and National Fire Protection Association. The facility is a state of the art infrastructure with compatibility for storing various chemicals of various hazardous classes. The facility is located away from the Highway, residential school, and river body on NH-3. The facility accommodates a total area of 2,18,350 sq. ft to store precious haz-chems with utmost safety measures.

## MAHINDRA LOGISTICS opens 1 lakh sq. ft. warehouse in Nashik

Mahindra Logistics has opened a 1 lakh sq. ft. of warehouse designed with a sustainable warehousing architecture including multi-client capabilities, renewable energy, resource conservation and green cover. The warehouse will be an important part of MLL's pan-India network of multi-user facilities that support customers inbound to manufacturing and fulfilment operations. The facility will support e-commerce, consumer, and manufacturing & engineering industries. The built-to-suit (BTS) facility is designed in line with MLL's sustainability standards, including usage of recycled construction material, liquid discharge management, renewable energy and waste management requirements, and automation. The facility has onsite solar power generation capabilities and is equipped for solar charging for cargo vehicles and personal mobility.



## WOLP to develop Grade 'A' warehouses in tier II, III markets

Welspun One Logistics Parks (WOLP) has 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, FMCG, 3PL, pharma, and auto-ancillaries. The company has plans to extend portfolio and have a budget of Rs 2,000 crore to build and lease a portfolio of 7-8 million square feet of grade-A warehouse space across India. We have targeted high-growth markets with the intention to negotiate with landowners in Mumbai, Pune, Bengaluru, Delhi, and Kolkata to acquire land parcels ranging from 40 to 75 acres. To serve as many pin codes as possible, we are concentrating on tier II cities such as Ludhiana, Ghaziabad, Indore, Siliguri, Guwahati, and Vizag. WOLP's warehouse growth is focused on technology, guided by the 3S principle: smarter, faster, and sustainable. Lastly, we are contributing to a sustainable future by utilizing ecologically friendly alternatives when developing our logistics parks.



## MAERSK opens new warehouse in Bhiwandi

Maersk India opened its warehouse in Bhiwandi on the outskirts of Mumbai. Present at the inauguration of the new facility were Ryan Best, Head of Logistics & Services, Maersk West & Central Asia, Darryl Judd, Head of Products, Maersk South Asia, Anuj Kathuria, President (India), JK Tyre & Industries Ltd., Rajesh Gupta, Head of Supply Chain, JK Tyre & Industries Ltd., along with leadership teams of both companies. As an integrator of logistics, Maersk is developing and providing solutions ranging from ocean transportation to land-side and air transportation, contract logistics including warehousing & distribution and depots, custom clearances, visibility solutions and so on. When supply chains were impacted due to the disruptions caused by the pandemic, Maersk's resilient end-to-end solutions ensured customers' cargo kept moving. The integrated solutions allow Maersk to control the movement of the cargo at multiple stages of its journey and thus bring resilience to the supply chains.



## KSH LOGISTICS opens MCF warehouse in Mumbai

KSH Logistics, expanded its warehousing footprint by opening a new multi-client facility warehouse in Bhiwandi, Mumbai. The warehouse, spread across 100,000 sq. feet, with a capacity of 1,000 pallets, is equipped with modern infrastructure and provide real-time visibility of the supply chain along with complete integration of WMS & TMS solutions with clients' ERP systems. With this expansion, KSH Logistics has expanded its MCF business to two key markets of Pune and Mumbai and taken its current capacity to over 3 lakh sq. ft. warehousing space with a capacity of 3,000 pallet positions. Over the next 12 months, the company plans on expanding its MCF network to six cities and take up the total area to 7 lakh sq. ft with 7,000 pallet positions.

## M/S MAHENDRA SINGH

(Govt. Approved Customs Broker)  
(Established 2016)

### Our Services

- Air Export & Import - Customs Brokerage
  - Pickup & Delivery
- Warehousing & Inventory Control
- Variable Temperature Controlled Warehouse both 2-8 Degree Celsius & 15-25 Degree Celsius
- Packaging Solution for both General & DG Cargo



## Happy Diwali



Unit No - 5 & 6, Airport Cargo Logistics Centre ACLC - 2B, Landmark - Just After The Cargo Parking  
New Delhi - 110 037, Tel: 011-41617286, 41635505, **Contact: Mahendra Singh Yadav** - 09711400437  
E-mail: mahendra@mahindrasingh.com, **Website: www.mahindrasingh.com**

## Çelebi Cargo picks 'Check-it' to ensure flight safety



Çelebi Cargo GmbH has selected Check-it, one of Nallian's software applications, to improve the digitalisation path of its subsidiary in Frankfurt. It is using Check-it as a digital and smart unit load device (ULD) airworthy check for final fit-to-fly checks, but also for the acceptance of BUPs to increase our all-number-one priority: flight safety. After the successful trial at the beginning of the year, Çelebi is already scanning and checking 100 per cent of the ULDs from a major airline customer using the application. The solution will be used in the Frankfurt station first.

## UPS order for 8 freighters boosts Boeing sales

UPS is delivering for Boeing, boosting Boeing's August sales with an order for eight freighters. The aircraft maker said UPS's order for eight cargo planes was the biggest order out of a total order of 26 cargo planes. It may be noted Boeing also took orders for 13 more orders from 737 Max planes, including two from American Airlines. A Boeing official said that two 787s released to American Airlines were not included in the sales bucket as the planes were undergoing some repairs.



## GSP new air freight terminal to handle oversized cargo



Greenville-Spartanburg International Airport has received a new air freight processing and distributing terminal to handle cargo such as cars, car parts, medical supplies and equipment, manufacturing machinery and more. The 50,000-foot expansion represents an estimated US\$5 million investment. The goal is to accommodate ongoing rapid growth in the airport's freight operations, said the reports. According to the airport, the volume of air freight handled in 2021 increased 48 per cent over the year prior. Airport leaders say GSP is one of the fastest-growing airports in the country for freight. They want to compete with Atlanta and Charlotte for shipping in the future. Currently, the cargo flowing through GSP fuels upstate industry.

## TELEPORT adds 3 Airbus A321F to strengthen Intra-Asia network

Teleport has announced plans to expand its fleet with the addition of three Airbus A321 Freighters (A321Fs). With this development, Teleport's cargo fleet has risen to four freighters, in addition to 200 AirAsia passenger aircraft. The three A321Fs will be operated by AirAsia and will be delivered in stages starting in Q1 of 2023, stated a release. "Addition of the A321Fs into Teleport's fleet provides the unique load ability and body composition where it allows for containerised loading in both the main deck and lower deck," stated the release. These freighters are believed to strengthen its network and address the diversifying market demand within Southeast Asia and the overall APAC. A release stated each A321F can carry up to 27 tonnes of cargo per flight, which is ideal considering the surge in market demand for air cargo to fulfil both small-scale items of e-commerce and bigger scale of volumetric cargo.



## VIETRAVEL, ACG to launch new cargo airline in Asian market

To improve air transport logistics and diversify air cargo products in the region, Vietnam's Vietravel Airlines shares plans to launch a new cargo airline in cooperation with logistics service Asean Cargo Gateway (ACG). With stakes of 51 per cent and 49 per cent, respectively in VUAir Cargo, Vietravel Airlines and ACG anticipate the first year of operations will see the airline focus on transporting goods between Vietnam and large factories in Asian countries, including China, Malaysia, Indonesia, and Thailand, stated a company statement. VUAir Cargo will use a fleet of up to four Boeing B737-800F freighters in the first year, stated Vietravel Airlines. The fleet is expected to double next year.



## ASTRAL AVIATION to offer more freighter opportunities

Astral Aviation operates charter flights to and from India on its B767-200F. The flights that originate from Hong Kong carry cargo comprising mobile phones and e-commerce cargo, and pharma. The charter flights from India comprise pharma, including vaccines destined for Africa. With the induction of B757-200F into its fleet in September 2022, Astral will offer charter opportunities to meet the increase in demand, which will complement B767F which has a payload of 42 tons, while B757F has a payload of 30 tons. Sanjeev Gadhia, Founder and CEO, Astral Aviation said, "We will be expanding the wide-body fleet with the arrival of two B767-300Fs in 2023 and two B777-300Fs in 2024 and 2025. Astral will be introducing new flights to and from Tel Aviv and Riyadh, while frequency to Johannesburg and Hong Kong. We operate 50 destinations on our network, connected via its hubs in Nairobi, Liege, Dubai, Johannesburg, and Delhi."



## APAC airfreight to grow by US\$59,298.21 mn by 2028

The Asia Pacific air cargo market is expected to grow from US\$ 38,355.21 million in 2022 to US\$ 59,298.21 million by 2028; it is estimated to grow at a CAGR of 7.3 per cent from 2022 to 2028. Online retailing attracts more prospective customers than brick-and-mortar-based competitors as the internet has a global reach. E-commerce market players choose from various logistics options, such as surface transport and air transport, to deliver packages to their customers. As the e-commerce market is growing, varying buying patterns and trends have been observed in multiple countries across the Asia Pacific region. The majority of people's purchases are influenced by the country's demographics such as the percentage of youth indulging in e-commerce activity, the economy of the country, the age group interested in e-commerce, and the level of awareness among the citizens in the APAC region.

## SF AIRLINES expands fleet, adds B767-300F



SF Airlines continues with its fleet expansion with the addition of freighter number 75. The carrier this week took the delivery of a B767-300 freighter ahead of the air cargo peak season, said official reports. The airline has added seven freighters to its fleet so far this year, following on from the addition of seven aircraft in 2021. The airline has been expanding its transport capacity and air-route network to provide efficient and stable transport services for diverse products, especially fresh agricultural products. SF Airlines is also jointly developing a huge 2.4m tonne capacity cargo airport in Ezhou, which will connect its regional and international services covering Asia Pacific, Europe and the US.

## AMERICAN AIRLINES CARGO expands fleet

American Airlines Cargo added flights from 28 more countries on the booking portal, WebCargo. The carrier said the extra countries are spread across Latin America, the Caribbean and Canada. "Following Europe and the USA, this regional rollout onto WebCargo now includes a significant portion of the international network of the carrier, with plans to continue to expanding the platform in the coming months," the carrier stated. Currently, the carrier operates more than 5,000 monthly flights out of these regions, including widebody flights out of Buenos Aires, Rio de Janeiro, Santiago and São Paulo to the USA hubs.



## Demand for export orders, cargo drop in July, says IATA



As per IATA's latest statistics, air cargo traffic in July fell by 9.7 per cent year-on-year in cargo tonne kilometres terms – the fifth month in a row to register a drop compared with a year earlier. The association said several factors should be noted when considering the figures, "new export orders, a leading indicator of cargo demand, decreased in all markets, except China which began a sharp upward trend in June. IATA pointed out that cargo traffic is not that far off 2019 levels—it was 3.5 per cent down from two years ago in July—and that global goods trade continued to recover in the second quarter.

# MOVEMENTS

## AMERICAN AIRLINES CARGO USA

**Emma Oliver** has joined American Airlines Cargo as the director of cargo sales covering the carrier's Europe, Middle East, and Africa (EMEA) and APAC regions. She returns to the cargo division of the airline as the regional sales key leader after supporting the American Airlines Cargo passenger business for two years. Oliver's most recent role was leading the strategy and projects team, which provided analytical support in the EMEA region, as well as working on joint business and partnership opportunities.



## AIR CANADA CARGO UK

**Matthieu Casey** has joined as the air cargo division's MD, commercial, Air Canada Cargo. His new role includes global sales, revenue management and analytics. The appointment aims at bolstering the carrier's airfreight offerings. Jason Berry, VP, Air Canada Cargo, said the appointment will strengthen the carrier's senior leadership team. "We showed resilience during COVID and, as we emerge stronger than ever, we will play an integral role as we ramp up our freighter network."



## SWISSPORT SWITZERLAND

**Dave Lynch** has been appointed as the Group Chief Information Officer member and Executive Leadership Team member at Swissport. Lynch joins Swissport from FirstGroup, a private sector provider of public transport in the UK. He will report to Warwick Brady, President & CEO of Swissport. "We are delighted to announce Dave Lynch as our new Group CIO," said Brady. "He has what it takes to bring Swissport to the next level of integration and digitization, supporting an enhanced service delivery."



## SASI WORLD USA

**Elliott Paige** has joined Strategic Aviation Solutions International World as the VP, Airport Practices. He is based in Atlanta, Georgia and brings with him knowledge required as the firm develops its credentials in airport cargo, trade, logistics capabilities, in addition to its service offerings for airlines, airports, FIs, and govt bodies across the world. With 25 years' experience in trade facilitation, Paige recently left Hartsfield-Jackson Atlanta, International airport as the Head, Passenger and Cargo Air Service Development.



## AGI USA

**Olivier Bijaoui** will act as the Advisor, Alliance Ground International (AGI) to help with the next phase of its expansion strategy to add passenger and cargo ground handling operations outside North America. Bijaoui is well-known in the ground handling industry for 35 years and brings vast expertise to AGI's well-established senior management team. "This is an exciting development for us to fulfil our desire to expand our service offerings beyond North America," said Jared Azcu, Chief Executive Officer (CEO), AGI.



## ABU DHABI AIRPORTS UAE

**H.E. Jamal Salem Al Dhaheeri** has been appointed as the CEO of Abu Dhabi Airports. His appointment will continue the journey of success achieved by Shareef Hashim Al Hashmi for Abu Dhabi Airports, taking the organisation to the next phase of transformation to become a regional leader in airport management and ops. With 27 years of experience in leadership positions, H.E. Al Dhaheeri was the CEO, General Holding Corporation (Senaat), before ending his tenure in 2020.



## SEKO LOGISTICS AUSTRALIA

**Steen Christensen** has joined SEKO Logistics as CEO, International. Texas-based Christensen has had a 30-year executive career in the freight and logistics sector through senior posts with GEODIS and DHL. He served for four years as Hellmann Worldwide's president and chief executive, the USA and Canada. As a member of SEKO's global executive leadership team, Christensen is responsible for SEKO's air and ocean products on a global level, focused on driving strategy, growth, carrier relationships, and performance management.



## KUEHNE+NAGEL SWITZERLAND

**Sarah Kreienbühl** will join Kuehne+Nagel as the head of HR. She will succeed Lothar Harings, who will retire in June 2023. As a member of the Executive Board, she will be responsible for global HR management and sustainability. Kreienbühl will leave the general management of the Federation of Migros Cooperatives (MGB) by the end of 2022. "I thank her and regret her change," said, Migros boss Fabrice Zumbunnen. Kreienbühl holds many years of management experience at executive level in various industries.





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