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AIR CARGO LOGISTICS

Growth & optimism in 2023?



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NEWS

MOPA to boost exports of perishables, pharma



Aimed at boosting air connectivity in the coastal Goa, the newly inaugurated Mopa International Airport, or Manohar International Airport, by Prime Minister Narendra Modi, is ready to start operations from 5 January 2023. As per reports, the new airport has the potential to serve as a significant logistics hub. It could directly connect several domestic and global destinations. Efficient multimodal connectivity is planned

for the airport. The first phase includes the construction of a single over three km runway alongside integrated passenger terminal buildings and a cargo terminal. The airport may officially announce about the cargo carriers, which will operate at the new airport and its cargo facility soon. "The airport shall start operations from January and will begin with domestic cargo ops by February followed by global cargo ops from March. There is potential for air cargo agents in the coming months and would warrant having a Goa and Pune region teams," said the minister. "Mopa shall cater and increase the exports of perishable items and the pharma products which had to be transported to Mumbai and other international airports," he added.

Air cargo revenues expected to reach \$201.4 billion, an improvement compared with the June forecast, and more than double the \$100.8 billion earned in 2019: IATA

Direct flight begins between Pune, Singapore to boost exports

Union Minister of Civil Aviation M. Jyotiraditya Scindia has flagged off a direct flight between Pune and Singapore. "Pune, with its rich historical and cultural heritage, is growing to become a hub for innovation, education, and development. Giving an impetus to this growth, the government has planned a gamut of activities to increase Pune's connectivity such as enhancing connectivity to domestic and global locations, developing a new terminal, and providing infrastructural support to the city by providing a separate cargo terminal," Scindia said. The MoCA stated looking at its increasing capacity, the new terminal is being built at a cost of ₹475.39 crores and will expand its current area from 22,500 sq. mt., to 48,500 sq. mt. To boost exports from Pune, a new International Air Cargo Terminal is being built, which will be completed by December 2024. A newly built multi-level parking facility worth ₹120 crores has been launched.



Railways carries 1,000 MT freight in 2022-23

The Indian Railways has achieved the milestone in freight transportation by breaching the 1,000 million tons (MT) mark in this fiscal, said an official statement. Till date, the railways has loaded 1,002 MT of freight in the current fiscal. Earlier, this milestone was achieved on December 24, 2021, and as on December 6, 2021, the railways had achieved a freight loading of 926.4 MT. During this financial year, the national transporter has registered an incremental loading of 76.3 MT with growth rate of 8.25 per cent. "In revenue terms, the railways freight revenues stood close to ₹1,08,593 crore in the current year vis-a-vis ₹93,532 crore during last year till December 6, thus showing an improvement of 16.10 per cent," the statement added."



MMLPs set to reduce cost of logistics in India

The Ministry of Road Transport and Highways (MoRTH) has initiated steps to develop a network of MMLPs across India to reduce logistics cost, which is expected to accelerate economic growth in a big way. Under the "Bharatmala Pariyojana", approved by the Cabinet Committee on Economic Affairs, MoRTH is entrusted to develop 35 MMLPs across the country. An MMLP acts as an inter-modal freight-handling facility with mechanized material handling provisions, which contains warehouses, specialized cold chain facilities, freight/container terminals.



39% of highway construction target met

The Union Ministry of Road Transport & Highways has set a target of constructing 12,200 km NHs during 2022-23, while 4,766 km has been constructed till November. In a reply to the Lok Sabha, Nitin Gadkari said, "Under Bharatmala Pariyojana, apart from

development of highways/expressways, which facilitate logistic efficiency to India economy, 35 MMLPs are to be developed. Under Bharatmala Pariyojana 191 such points of congestion were identified on the network. Of the 191 choke points, de-congestion projects

have been completed in 56 congestion points and de-congestion projects are under implementation in 83 congestion points," the ministry stated. The work on remaining 52 points will be awarded for construction by the financial year 2024-25.



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Air cargo, logistics: growth, optimism in 2023?

Though sectors witnessed growth in previous year, experts believe in New Year, air cargo and logistics will not only witness robust growth, but also solve existing challenges. Measures will, however, be taken to improve the performance of the two sectors, which is likely to grow five folds by 2050.

 Ritika Arora Bhola

The New Year promises to bring a lot of growth and optimism for the Indian air cargo and logistics sectors, as both the industries seem to be steadily recovering from the plethora of challenges thrown upon them by the crises such as the pandemic, lockdowns in China and Russia-Ukraine war in the past two years. Despite the disruptions, the Indian air cargo and logistics sectors have witnessed substantial growth in

2022. India's air freight market was estimated to be US\$12.41 billion in 2022 and is expected to reach US\$16.37 billion by 2027, growing at a compound annual growth rate (CAGR) of 5.7 per cent, as per reports.

According to Cushman and Wakefield's latest report, the country's logistics and industrial markets attracted global funds and investments worth ₹8,257 crores in 2022. With massive investments by central and state governments and by private players

in advanced technologies such as Artificial Intelligence, Machine Learning, Block Chain, Robotics and Automation, Internet of Things (IoT), and Data Science and in developing world class logistics infrastructure, dedicated freight corridors, Multimodal Logistic Parks (MMLPs), national highways, building more regional cargo complexes/terminals, improving multimodal connectivity, Indian airlines increasing capacity and expanding dedicated freighter fleet, to improve supply chain efficiency and

enable seamless cargo operations, the logistics industry is expected to grow five folds by 2050.

With resilience, robustness, and agility, the logistics and supply chain industry certainly proved its mettle in the trying times and now, there is no more looking back. The industry is ready to move forward for growth and the key growth drivers include:

- Automation and digitization have accelerated the growth of logistics





industry and helped in creating the era of e-commerce—a key driver of air cargo growth. According to McKinsey Global Institute, the transportation and warehousing industry has the third-highest automation potential. Artificial Intelligence, Machine Learning, computer vision, connected Internet of Things networks, and

Blockchain can be applied to simplify logistics operations, make them more efficient, and optimize resources. Automation is expected to rise in 2023.

- The introduction of National Logistics Policy has facilitated integrated, seamless, trustable, resilient, and green logistical operations. The

logistics policy is based on automation, standardization, and informal labour. It intends to lower the cost of logistics by 10 per cent by this year

- Increased industrial collaboration, which would provide Indian businesses a competitive edge in the international market.

- Indian airlines increasing its cargo capacity with the segment emerging as a promising revenue stream. The country's freighter fleet has seen a dramatic rise to 28 aircraft from five over the past few years.

- Globally, the investment in P2F conversions and in production freighters will ensure the industry

has sufficient capacity available when the current downturn in demand reverses

- Increased exports of heavy industry components, pharma, and perishables from India
- Industry moving towards sustainable operations
- Air cargo industry moving towards achieving 10 million tons target by 2030, by adopting various efficient growth strategies

Source: McKinsey Research

CARGOTALK spoke to industry experts about their predictions, expectations and strategies for the New Year.

Improvement in domestic cargo movement in recent years

- Developing Grade-A warehousing
- Establishing more terminals for inland waterways transportation and private freights
- Establishing temperature-controlled transportation for perishable goods (such as cold storage chains)
- Establishing containers depots
- Allotting huge budgets for developing corridors for rail freight transportation, multimodal parks for logistics among others
- Establishing projects such as Bharatmala and Sagarmala for better PAN India connectivity
- The Union Ministry of Commerce and Industry stated the logistics sector accounts for 5 per cent of India's GDP and provides jobs for nearly 2.2 crore Indians

(Source: PIB)



Freighter fleet expected to increase in India in 2023



Mahesh Malik
Chief Commercial Officer, CarGo, IndiGo

“ The CarGo business was a silver lining for the aviation industry amidst COVID. It furthered the potential of the CarGo business with revenues in the absence of normal scheduled commercial flight ops. Indian airlines are increasing their capacity, with the segment emerging as a promising revenue stream. The freighter fleet has seen a rise to 28 aircraft from five over the last few years. As demand increases, the fleet is expected to

increase as airlines are looking to add more dedicated aircraft for cargo ops. The cargo ops across the industry fared better than passenger segment amid the pandemic and helped the aviation industry stay afloat. Our plan is to develop a profitable network, which will include expanding to global destinations such as Hong Kong and Vietnam. However, we will continue to build a robust CarGo domestic network and focus on expansion to tier II and III cities through our fleet of passenger narrow body aircraft. ”

Freight forwarders optimistic about growth in 2023



Jason Siy
Vice President, Cargo Business,
Philippine Airlines

“ International Air Travel Association (IATA) is seeing slower traffic rate for 2023 based on their semi-annual report. An expected growth of 43.6 per cent year-on-year to US\$727 billion is mainly driven by higher passenger yield behaviour. Freight activities are slowly being taken again by belly space due to the return of passenger activities, except for

Asia. Members of Air Forwarders' Association remain optimistic despite the flow of air cargo, which is stalled in China. The United States of America's consumers will have a disproportionately high impact on air freight demand, especially in the third and fourth quarters of the New Year, as the inventory levels tick up and international demand for electronics decreases. ”

We will evaluate new markets and opportunities in 2023



Martin Drew
Senior Vice President, Global Sales & Cargo,
Etihad Aviation Group

“ As 2022 ends, we have seen demand for air cargo soften compared to 2021. While forecasts have been adjusted downwards, the air cargo sector is still projected to grow and outpace pre-pandemic levels in 2023. We are likely to see a reduction in cargo capacity, especially out of Asia-Pacific (APAC)

region. We can expect to see some softening of global yield levels following the return of more belly-hold capacity. However, an imbalance between strong demand and available supply in significant cargo origin markets along with a high freighter capacity, which will continue to demand higher yields. Some of the challenges that we faced in the year gone by will continue to remain in the New Year. We will need to monitor macroeconomic factors, high fuel prices, supply shortages and ongoing border and travel restrictions. Even with these challenges, several opportunities are available to the cargo carriers, which are agile and collaborate with the stakeholders across the cargo sector and can easily adapt to evolving the market conditions. We at Etihad Cargo are exploring new territories and countries and focusing on our existing network to provide market-leading services, based on customer demand. As we say goodbye to 2022 and look to the New Year, we will continue to evaluate new markets and opportunities to grow our offering to our customers as part of the wider cargo strategy of Etihad Cargo. We at the cargo airline have identified pharmaceuticals as a high-growth sector and are investing heavily in infrastructure and new product features in order to enhance our PharmaLife offering. ”

Supply chains need reliable and consistent capacity



Wilson Kwong
Chief Executive, Hactl

“ 2022 has been a challenging year for the global industry, and Hong Kong is no exception. The combination of high inflation, post-COVID economic adjustments in developed economies that are major consumers of airfreighted goods, the Ukraine conflict and continuing anti-COVID measures affecting Chinese manufacturing and logistics, have

all caused a sharp drop in airfreight traffic. Even e-Commerce, which seemed to be growing exponentially, has slowed down. But, while this is disappointing, it was inevitable and to be expected. Airfreight growth could not possibly have continued at the growth rates of 2020 and 2021, much of which was COVID-fuelled demand that we knew would be short-term. The long-term trend of air cargo is to grow at the same rate as global GDP; therefore, 2020-21 should be viewed as a blip and a readjustment is to be expected. New digital ramp processes, our new integrated Hactl Control Centre (iHCC), a new GSE tracking and monitoring system and re-designed management systems for our giant automated cargo handling machinery are among new initiatives introduced during COVID. We expect the New Year to be slow, with a return to modest growth of circa 3 per cent from 2024. We believe the relative importance of freighters in providing the industry's capacity will remain greater than in the recent years, as supply chains look for reliable and consistent capacity. ”



Heavy lift cargo, pharma & perishables to drive growth

Dipen Lalsodagar

Deputy Director, Cargo Sales, Global Aviation Services

“As India opened for travel, airlines started restoring/adding new routes. This year, our principal carriers increased their capacity into India, and we have been working hard to increase their market share. The best way to sum up 2022 is with the proverb, “what goes up must come down”. The Russia-Ukraine war not only affected supply chain distribution but also economies worldwide, resulting in drop in exports and widening trade deficit. A supply and demand mismatch resulted in persistent yield decrease. A distinct demand trend was seen for commodities. From India, exports of heavy industry, pharma, and perishables



rose, while general merchandise saw a decline. High airfreight plus GST shifted some business to the sea. Though experts are sceptical of air cargo growth in 2023, I feel the growth would be slow and steady. Seasons may vary, but certain markets will perform better. From an Indian perspective, domestic air cargo market will be robust due to a strong economy and high demand for consumer durables. With many industries setting up production under Make in India initiative, we can see India as a big exports hub in heavy industry, technology, IT, and defence sectors soon. Also, digital development will create efficiency for air cargo in future.

Sustainable aviation using energy-efficient tech will bring changes in the air cargo transportation.”

Govt initiatives will have positive impact on air cargo in Q2 2023



Siddhanta Sharma

CEO of InterGlobe Air Transport (IGAT)

“In the aftermath of the pandemic, the cargo industry experienced strong growth. Since the impact of curbs was felt by the rest of the industry, the cargo sector was fuelled by the increase in e-commerce demand. The first quarter of the year 2022 witnessed the same volume and yields of cargo shipments as that of 2021. Since passenger flights gradually returned to pre-pandemic levels, cargo capacity in the aircraft's belly

increased significantly. However, 2022 also saw a decline in sea freight rates and the easy availability of containers, making sea transport a viable option once again. Simultaneously, international inflation, rising oil prices, and the Russia-Ukraine conflict dampened consumer demand and impacted the cargo sector's growth in the past few months. IATA, global cargo volumes are expected to come under increased pressure, and economic uncertainty could lead to a decrease to 57.7 MT in 2023. Revenues are anticipated to be better than pre-COVID times. However, measures taken by all the governments in a bid to reduce inflation and the possibility of an end to the Central European conflict may boost consumption of goods, anticipated to have a positive effect on air cargo in Q2 2023.”

Decarbonization of air transport is our top priority



Ashish Asaf

S.A. Consultants & Forwarders

“Moving towards decarbonization of the air transport sector shall be accorded priority as we track towards the year 2030. So, the cargo capacity disruptions and increase in cost are bound to take place during this period. Hence, there could be an additional demand for space, while the older aircraft go for scrapping or an engine refit to meet the goals related to carbon emission reduction. The

air freight demand will be offset by the near and medium-term challenges posed by a host of challenges such as inflation, reduced purchasing power, consumption patterns, and geopolitical issues rocking European region among others. During this time, probable incremental cargo volumes can rise due to an increase in the e-commerce segment from certain Southeast Asian countries as well from the probable disruptions in the ocean freight thanks to congestion of ports or the COVID-induced lockdowns.”

Investments in P2Fs will ensure cargo capacity

Glyn Hughes

Director General, TIACA

“2022 was an excellent year for TIACA, we moved many of our key programs forward and saw an increase in membership. We increased our event portfolio to enhance member engagement. We expanded our regulatory outreach and engagement and participated in several ICAO sessions with senior government officials. We advocated for support to air cargo at government level, including supportive regulations and flexible operational scenarios and increased our work to link with next generation workforce and participated in many campaigns. We were pleased to launch the TIACA BlueSky program, the industry's first independent assessment program, designed to support an organization's journey to sustainable



transformation. From an industry perspective, we were pleased to see increase in innovation and digital connectivity. The investment made in P2F conversions and in production freighters will ensure the industry has sufficient capacity available during the current downturn if demand reverses. We need to enhance the value proposition and increase the awareness of what a vital role this industry plays in the global economy and global society. I think the key question for 2023 is when will the current economic challenges, which have impacted consumers, subside? High inflation, high energy costs and high interest rates have conspired with job insecurity to create defensive patterns in consumer spending. When these influences turn positive, we can expect to see

resumption of significant industry growth. For TIACA, we expect to see focus on sustainability issues.”

National Logistics Policy will boost growth



Huned Gandhi
Managing Director, India, Air & Sea Logistics, Dachser, India

“ The previous year has been great for Dachser India, and we are happy that all industries are back to working normally as they were during the pre-pandemic times. Most industries have shored up production and are trying to overcome the challenges faced. Issues such as chip production, inflation continue, but I hope we will see the

situation improve from Q2 onwards in 2023. The New Year is going to be a challenging one with the issues mentioned above, but at the same time, we got a push from the government thanks to its initiatives such as the PLI scheme, the NLP, which provide us the tailwind to keep growing consistently. India is well positioned in the global market, and we will see more opportunities for business growth in the years to come. ”



Technology adoption is significant to success



JB Singh
Director InterGlobe Enterprises and Board Member, MOVIN Express

“ As we move into 2023, we have realized that the sector is gaining momentum with the right infrastructure, and the launch of the National Logistics Policy is a game changer for the logistics industry. With major differentiators like digital customer journeys starting from account creation, a daily MIS dashboard, and its

transparent processes, MOVIN is creating new standards in the industry, aligned with the National Logistics Policy as proposed by the Government of India. As volumes grow, operational handling becomes complex, decision-making becomes tougher, and expansion plans become unreliable and uncertain. Data-driven, dynamic, and Intelligent logistics systems will solve those issues as it improves route optimization, operational planning, exception management, and communication between stakeholders and provides business intelligence through interactive dashboards to make informed business decisions. MOVIN plans to invest heavily in technology in the coming years, as our systems and processes are built to be agile and drive efficiency; thereby enhancing the customer experience throughout the shipment journey. We believe that technology adaption is a key to our operational success and a strong tool to reach a wider audience with best-in-class delivery services. ”

AI, cloud, automation, robotics, IoT will enhance growth



Ketan Kulkarni
Chief Commercial Officer, Blue Dart

“ Our enhancement in air and ground package handling capacity is on track, and our company, Blue Dart, has initiated actions to build on the infrastructure front. Blue Dart will expand its fleet with two Boeing 737s. This cargo aircraft is ideal as it can reach smaller airports, following increased air connectivity, and create value for stakeholders. In the previous year, we signed the United Nations Framework Convention on

Climate Change (UNFCCC) Climate Neutral Now pledge as a step towards sustainability roadmap and is making strides towards creating technology that is future ready, thereby opening the door for the stakeholders to accept sustainable logistics that aim to shrink the ecological footprint. The National Logistics Policy (NLP), which was launched last year by the Government of India, will seek to accelerate the development of transportation and logistics infrastructure of the country. With digitization of the logistics industry, there will be technological developments in the coming years, including Cloud Computing, automation, robotics, Blockchain, big data, and Internet of Things (IoT) will be used in logistics, making the industry smart and at the same time being time sensitive.

The future of the Indian logistics sector is indeed exciting with the introduction of independent drones delivering packages to their destinations among various overhauls within the logistics industry. Businesswise, the air cargo industry is a crucial sector, given the volatility, uncertainty, complexity and ambiguity (VUCA) world that we work in, with investments needed in talent. The central government has extended its support through the National Logistics Policy and the Prime Minister Gati Shakti National Masterplan for multimodal connectivity infrastructure in various economic zones, which is a tailwind for the logistics industry. This will contribute support towards creating an integrated, cost-efficient, resilient, and sustainable logistics ecosystem in the country as it covers all the bases of the sector along with streamlining rules and addressing supply side constraints. ”

Logistics must focus on AI-driven supply chain tech solutions



Ratheesh D
Director CABT Logistics

“ Today, the logistics sector is in the country is about offering a seamless and time-optimized service to the consumer, at the same time, maintaining operational and time optimization. In order to achieve this, logistics will need to focus on Artificial Intelligence-driven supply chain technology solutions. Processes such as sorting, order picking, and FDA will adopt automation. Besides this, strategic decisions

such as micro-warehousing, setting up dark stores, sorting facilities, manpower, and rider tie-ups based on pin codes and demand and supply will no longer be tedious processes thanks to advanced technology and Artificial Intelligence. Efficiency, advancement, and convenience are the outlook for logistics sector will be in the New Year 2023. ”

EVs will provide cost-effective logistics solutions



Rahul Mehra
Co-founder, Roadcast Technologies

“ Logistics is all about convenience and the outlook for the logistics sector in 2023 will be about optimized shipping via technology. For logistics, there are multiple modes of transportation involved now. Such as e-bikes, which have completely replaced fuel-powered two-wheelers. The EVs not only provides a cost-effective solution for logistics but also vehicle connectivity. Logistics is now using three-wheelers for the first mile and mid-mile. These EVs are helping

companies ace the rapid inter-city movement of goods, making logistics more efficient and sustainable. These connected vehicles allow for a handshake model of delivery wherein the three-wheelers bring most goods to a sorting centre/micro warehouse and from there e-bikes complete the last-mile delivery. This increased cost optimization, time optimization, and increased connectivity and mobility via tech will be the key point for logistics in 2023. ”

Grade A industrial warehousing to be resilient



Abhijit Verma
Managing Director, AA Holdings

“ The warehousing and logistics segment of real estate has emerged as relatively risk-immune and may gain further strength and attract more investment in 2023 led by demand from the e-commerce and 3PL players. Activity in Grade A industrial and warehousing facilities continues to be resilient, with gross absorption during H1 2022 in the top five cities at 10.8 million square feet, a 7

per cent increase year-on-year, driven by large deal. A favourable regulatory environment, along with the support of the government through policies such as National Logistics Policy and reforms are further expected to boost the spending on infrastructure and, in turn, the overall demand for modern warehousing. Speed and technology to emerge as key considerations for occupiers' warehousing strategy. ”

National Logistics Policy to promote economic growth



Vineet Sharma
CEO & Co-Founder, FleetX

“ If there is one factor that can keep India ranking globally on the ease of doing business, it is logistics. Logistics is India's most unorganised sector, and because of the pandemic, it has faced fragmentation and challenges in recent years. Nonetheless, India's strong logistics sector push, combined with technological advancement and structural reforms, has resulted in the growth of the logistics sector making

growth from US\$250 in FY21 to US\$380 billion market by 2025. On top of it, increased online marketing and on-spot freight transportation has resulted in a compound annual growth rate of road logistics of 8 per cent. Additionally, the sector has seen immense growth in 2022, be it with the release of the NLP promoting economic growth, the Logistics Master Plan focusing on inter and multi-model transportation, or promoting programmes such as LEEP and MMLP, or with the upgrade Gati Shakti. ”

Digitalization to create future-ready logistics



Nitish Rai
CEO and Co-Founder, FreightFox

“ The previous year 2022 has been a year of reckoning for the international logistics and supply chains. The year created the sensitivity and need for strong supply chain visibility and resilience across manufacturing logistics. This year has been instrumental in laying the foundation of rapid digitalization and data-led transformation in order to create future-ready logistics. Also, the previous year

saw strong tailwinds with organizations internationally talking about ESG/ sustainability also as a core theme and taking aggressive objectives towards building net zero value chains. We also believe that the previous year was a foundation in many ways and learnings, especially after the pandemic cases subsided and carved a well thought out future path for transformation and resilience in the New Year. ”



Supply chain optimization will be at forefront



Pervinder Johar
CEO, Blume Global

“ In 2023, Artificial Intelligence and Machine Learning will continue to show potential as both remain largely untapped. With AI/ML, many applications show progress in systemizing information and bringing organizations to the next level. The future of the logistics industry is automation that exists with delivery vehicles, dark warehouses, and some port terminals, but we must ensure that automation is working in tandem with

straight-through processing (STP) and that the systems have the knowledge. Additionally, supply chain optimization should be at the forefront, as cutting-edge technology is not restricted to only big guns anymore. For this, we should observe the evolution of visibility post the ongoing recession, as many technologies often experience a hype cycle and slowly fades away. In the future, the enhancements in visibility will make it ubiquitous and part of every supply chain planning and execution system. It will cease to exist as an independent product. This year, more companies adopted tech to streamline supply chain operations, but we also experienced the direct and indirect effects of various geo-political issues and supply chain disruptions.”

Better data will enhance industry capability



Neeraj Agrawal
Executive Director, Crescent Enterprises

“ With extreme weather impacting cargo movement and leading to the potential disruption of supply chains coupled with economic challenges and ongoing geopolitical issues, the logistics industry may get off to a bumpy start this year. The rising cost of fuel is weighing on global GDP growth. Although, most recently we have witnessed benchmark energy prices converge to more “normal” levels, this is often

accompanied by a lag due to broad use of commodity price hedging in the industry. In addition, market volatility will mean businesses must adapt to continued volatility with potential price rises which could lead to more exporters opting for sea freight rather than air freight to cut costs. To mitigate rising costs and uncertainty, more businesses will be further incentivized to embrace the use of digital technology to enhance operational processes – resulting in faster, more accurate and more accessible processing when it comes to cargo documentation. Better data will enhance industry capability by increasing visibility, especially in terms of tracking cargo through the supply chain.”

Moving towards decarbonizing supply chain

Rampraveen Swaminathan
MD and CEO, Mahindra Logistics

“ Auto industry's recovery and ongoing volume growth in other sectors have driven the overall business volume increase. We continued to invest in last mile and B2B express in addition to 3PL contract logistics, both of which have maintained a growth momentum. We observed the broader effects of inflation, an increase in the cost of frontline labour, and shortages in the supply of trailers and car carriers during the year. While the short-term



operating environment is still characterized by general inflation, price volatility, and global recessionary trends, we continue to push for operational optimization for clients and ourselves. One of the previous year's biggest highlights has been the launch of NLP believed to have the potential to boost digitization, multimodal logistics, and lower logistics costs, acting as a catalyst for industry reforms. We anticipate a few industry trends in the coming year, wherein multimodal transportation systems to be used frequently in fulfilment logistics and warehousing services. In lines with our commitment and plan to become carbon neutral by 2040, we have undertaken various initiatives towards decarbonising the supply chain, including a network of

Net zero warehouses and an ecosystem of Edel—our electric fleet for LMD to carry on in 2023 and beyond.”

CONCLUSION

The air cargo and logistics sectors may see a gradual shift from survival mode to growth mode, as they have overcome the pandemic-related disruptions and emerged as a winner. High air freight rates, lack of trained manpower, inadequate infrastructure, congestion

at the terminals will remain as the main areas of concern, however, the New Year will bring many opportunities in improving the supply chain efficiency. Experts forecast advanced technologies such as Artificial Intelligence, digitization, automation, and cloud-based solutions to act as a catalyst in improving overall

operations. Air cargo ground handling and warehousing industries will see more of automation and robots taking care of storage of goods. Indian domestic air cargo market will be strong due to increased demand for consumer durables. Experts said in the times to come, India will become a big exports hub in Information

Technology and Defence sectors, consumer durables, pharmaceuticals and heavy lift industry will project growth. Sustainable operations using biodegradable, and energy efficient technology will bring noteworthy changes in the air cargo handling, storage, and transportation.



LogicBox New Year's Goal

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Pradip Jha
Managing Director

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Union Budget expectations run high

Industry chamber heads, government officials and infrastructure and logistics experts have begun confabulating about their expectations from Union Budget 2023-24. Emphasis is being laid on adopting 100% digitalization, improving logistics infrastructure and training manpower.



Ritika Arora Bhola

The Union Budget 2023-24 should address various constraints such as increasing air freight rates, input costs of fuel, Goods and Services Tax (GST) on export freight and other major challenges making operations costlier.

Experts are also anticipating implementation of the recently launched National Logistics Policy, expected to bring down the cost of logistics from 14 per cent to single digits.

AT A GLANCE

→ A clarity on investments in port infrastructure to alleviate logistics inefficiencies should be given.

→ There should be an incentive-based system where people building warehouses are rewarded.

Experts are also anticipating implementation of the recently launched the National Logistics Policy, which is expected to bring down the cost of Gross Domestic Product from 14 per cent to single digits.

There has also been discussion about investing in making this sector carbon-neutral by using less carbon-emitting fuels, electric scooters, and other similar technologies, this should have space in the upcoming Union Budget. A clarity on investments in port infrastructure

to alleviate logistics inefficiencies, should be given. There should be an incentive-based system where people building warehouses are rewarded, and the tenant gets a place at much cheaper rate per square feet. The government should also consider investing heavily in automation and incentivizing warehouses that integrate these technologies, highlighted experts.

On the banking front, interest rates are high. The interest rate on Capex investment must be decreased.



Logistics is a manpower-intensive industry, and while the Skill Council is trying to upgrade the skillset of human resources, we also need training institutes to train them in the latest technologies and promote Research and Development (R&D) and innovation, the vexperts added.

As per the ICRA report, "The logistics industry is expected to grow at a rate of 9 per cent per annum. The New Year will bring in more growth for this industry, especially with the help of budgetary provisions for the same. Digital technology will witness a massive push thanks to a ₹1,500 crore scheme on digital payment, streamlining the consumer interface for many logistics companies in India." Besides this, the investment in connectivity via the national highways planned to be built in Tamil Nadu, Assam, Kerala, and West Bengal will move at full speed ahead. This increased road infrastructure will augment logistics optimization and help with strategic warehousing as well, they added.

Some specialised incentives for women entrepreneurs, especially from rural areas, would be instrumental in bringing the much-needed gender parity in the Union Budget.

The budget is also expected to build upon the work outlined in the earlier year with a focus on multimodal connectivity and improving physical infrastructure. "We could expect to see more allocation for the national highway network, towards rail

Digital technology will witness a massive push thanks to ₹1,500 crores scheme on digital payment, streamlining the consumer interface for many logistics companies in India

infrastructure in an expansion of tracks as well as container capacity, development of cargo terminals and warehousing capacity which will further strengthen the groundwork for an integrated logistics system. We would also expect the government to continue to build on the UDAN scheme with new airports for enhanced regional connectivity and increased capacity at existing airports. We are certain that the government's strategic moves will continue to develop the logistics sector and improve India's supply chain competitiveness," said the experts.

The industry is quite positive about the sector's long-term growth in the coming years and with government's support in the form of various schemes such as PM Gati Shakti, Self-Reliant India, 'Make in India' and Udaan among others, the industry is keeping the expectations high, keeping aside mounting apprehensions regarding geopolitical headwinds emanating from several circumstances such as global economic recession and supply chain disruptions due to increasing COVID cases in China.

CARGOTALK spoke to professionals to find out their expectations from the upcoming Union Budget 2023-24.



Reduce fuel, electricity, steel, cement, labour costs



Sunil Nair
CEO, Snowman Logistics

“ In 2023, the logistics industry will go through restructuring of the distribution network that will drive a lot of changes, both for big and small organizations, majorly driven by the National Logistics Policy. The rising input costs of fuel, electricity, steel, cement, labour are major challenges for the sector, thereby making operations costlier.

This needs to be fixed otherwise cold chain companies will be impacted the most. The year is expected to bring in technology upgrades to make things efficient in the long-term.”

Union Budget should focus on reducing logistics costs



Dhruv Agrawal
COO and Co-founder, Shipy

“ The logistics and supply chain industry has long been challenged by the sector's highly fragmented nature, multiple regulatory bodies, manual approval processes, lack of stakeholder collaboration, growing cost leakages and rising logistics cost among others. The National Logistics Policy has been a step forward in mobilizing the power of digital transformation. The upcoming

Union Budget would most likely move it forward by strengthening its foundation for its seamless implementation and reducing logistics cost. Besides, there is an urgent need to address climate change concerns through regulations. It would be excellent if the government allocates funds to develop policies ensuring sustainable logistics practices through digitization. The last-mile emissions per delivery in India are 285 gm CO₂, higher than the global average of 204g CO₂. Businesses can reduce their carbon footprint by digitizing core operations. This can be accomplished by shrinking the miles travelled per package and ensuring the distance is covered using greener delivery modes. The thrust to expedite the development of multimodal logistics parks will be welcomed by the logistics industry, as it will facilitate lowering logistics cost and emissions. Emphasis on closing the digital skill gap in the logistics sector also will be beneficial.”

Launch initiatives to make logistics sector carbon-neutral



Zaiba Sarang
Co-founder, iThink Logistics

“ Logistics is one of the most competent industries in the world, to the point where it is regarded as the foundation upon which all other businesses are built. As a result, when discussing budget allocation, we must recognise how critical it is to not only invest in this sector, but also to ensure that our investments are directed toward areas that truly matter. Logistics is one of the unorganized industries,

so we should anticipate investments in activities that will make it more organized. PM Gati Shakti National Masterplan, for example, has focused on seamless multimodal connectivity to enable smooth operations. We can anticipate the implementation of the National Logistics Policy, which will bring down the logistics cost as proportion of GDP from 14 per cent to single digits. There has also been discussion about investing in making this sector carbon-neutral by using less carbon-emitting fuels, electric scooters, and other similar technologies. We can expect ₹2 lakh crore in investments in port infra to alleviate logistics inefficiencies. We can forecast that 2023 will be the year when the logistics industry reaches its full potential.”

Move to bring gender diversity in workforce



Deepak Tiwari
COO, KSH Logistics

“ In 2023, the Centre should address issues such as rising rental prices, fuel prices, and infra cost; they have increased the operational cost for any logistics company. There should be an incentive-based system where people building warehouses are rewarded, and the tenant gets the place at a much cheaper rate per sq. ft. The government should consider investing heavily in automation and incentivizing warehouses

that integrate these technologies. On the banking front, interest rates are high. The interest rate on Capex investment must be decreased. Logistics is a manpower-intensive industry, and while the Skill Council is trying to upgrade the skillsets of human resources, we need training institutes to train them in the latest technologies and promote R&D and innovation. We need to bring diversity in workforce and create equal opportunities for women and transgenders. Lastly, if the infra development the government is doing in tier II and III cities gets expedited, then we get a better landscape to work. Today the metros are saturated. It is time to focus and build the rest of India.”



Budget must focus on infrastructure development



Vineet Agarwal
MD, TCI

“ We expect the forthcoming budget to provide a balance between the economic growth priorities and inflation concerns. The momentum of growth at which India has come up after COVID cases reduced cannot be weakened. We believe the budget will be structured to sustain the growth momentum and will continue infra development, irrespective of the ups and downs.

As the government's vision to ease supply chain bottlenecks is evident in the scale of decisions and initiatives undertaken in the recent past. The focus on execution of certain strategies will improve global competitiveness. Reducing logistics cost and creating a tech-enabled structure will help achieve the target of positioning India among top 25 countries in the Logistics Performance Index. In addition, emphasis on upskilling programs such as Gati Shakti Vishwavidyalaya will help the logistics sector contribute its best in India leading the Industrial Revolution 4.0 and 5G era.” ”

Budget should allot investment for transportation sector



Ratheesh D
Director CABT Logistics

“ The logistics sector is one of the key sectors that is supporting the economy and it has witnessed immense growth in the past few years. Going forward, in the budget, there should be a major push for infrastructure spending and development that will help

the logistics sector grow further. The budget will allot substantial investment towards the transportation sector with provisions of more than ₹2 lakh crore. Besides this, the investment in connectivity via the national highways planned to be constructed in Tamil Nadu, Assam, Kerala, and West Bengal will also move full speed ahead. This increased road infrastructure will augment logistics optimisation and help with strategic warehousing as well.” ”



Digital technology will witness a massive push in 2023



Rahul Mehra
Co-founder, Roadcast Technologies

“ There has been a major interest in helping the logistics sector in India grow. As per a report by Investment Information and Credit Rating Agency of India Limited (ICRA Ltd), the logistics sector industry is likely to grow at 9 per cent per annum. 2023 will bring in more growth for this industry, especially with the help of provisions in the budget for the same. Digital technology will witness a massive

push of as much as ₹1,500 crore scheme on digital payment introduced to streamline the consumer interface for many logistics companies in India. Besides this, the new scheme will support merchant Indian ships and will also enhance commerce. The investment in increasing green energy and working towards zero-carbon environment will augment the electronic vehicles (EVs) sector and ultimately logistics connectivity.” ”

Budget likely to boost e-commerce logistics sector



Nisschal Jain
Co-founder and CEO, Shypmax

“ With the upcoming budget, the Indian e-commerce logistics sector is expecting some clarity on the de-minimis (threshold) value. Currently the de-minimis value for India, for e-commerce import is 0, which means that all orders into India, regardless of value, will often incur GST on their shipments. Items imported into the USA are subject to duty when the value is over US\$800. In Australia, duty and taxes begin after the first US\$1,000. In Canada, it is US\$20; in some other nations, it is US\$5. It is evident that individuals will buy more if duties are exempted or reduced. The 2022-23 budget had introduced a simplified regulatory framework to facilitate export of jewellery through e-commerce. It was limited only through Express Cargo Clearance System at ICT Mumbai, ICT Delhi, and ICT Jaipur, as per Central Board of Indirect Taxes and Customs (CBIC) SoPs. Stakeholders awaited details on the same during the upcoming budget. The limit of exports worth ₹5 lakhs via courier under CSB-V, which affects the fine jewellery's export, is counterproductive and confuses e-logistics players as well as exporters.” ”

Technology imperative for logistics, air cargo



Parvinder Singh
Managing Director, Hans Infomatic

“ We are the technology solutions provider for the logistics industry. After the announcement of new National Logistics Policy, the expectations are more from the government to uplift this sector. The sector needs the right set of incentives and support measures to accelerate its recovery, as without proper assistance the sector, which keeps trade and commerce moving, could get choked. We still find

many small and medium organisations from this sector, hesitating to invest on technology front. It has been observed that these organisations need to be coaxed to adopt technology. Indian customs have done a lot for digitization, still many areas are left, which can be digitalized and at the same time, can be mandated so that the industry users must adopt the digitized processes. The government can also financially support and motivate these companies towards digitalization, which will boost the logistics industry. So, more measures are expected to make this industry move towards ‘completely paperless’, which in turn will lead to more efficiency and cost-effectiveness to compete globally.”

Develop cargo terminals and warehousing capacity

Yogesh Dhingra
Founder, MD and CEO, Smartr Logistics

“ In line with the NLP and the PMGS, reducing logistics costs in India from 14 per cent to under 10 per cent of GDP is a priority. The budget is

expected to build upon the work outlined in the prior year with a focus on

multimodal connectivity and improving physical infra. We could expect to see more allocation for the NH network, towards rail infrastructure in an expansion of tracks as well as container capacity, development of cargo terminals and warehousing capacity, which will strengthen the groundwork for an integrated logistics system. We would expect the government to continue to build on the UDAN scheme with new airports for enhanced regional connectivity and increased capacity at existing airports. We are certain the government's strategic moves will continue to develop the logistics sector and improve India's supply chain competitiveness.”



Improve infrastructure to help MSMEs, large exporters



Sanjay Bhatia
Co-founder & CEO, Freightwalla

“ Focus on holistic infrastructure creation would help the MSMEs and large exporters. Apart from infra, attention must also be paid to digitization of the supply chain system for smooth functioning and lowering the logistics cost that benefits the MSME exporters. Some incentives for women entrepreneurs from rural areas should be given to bring about gender parity. A budget

allotment towards digitization will be a catalyst for the EXIM fraternity. Emphasis on container manufacturing, budget allocation for strengthening inland waterways and boosting multimodal connectivity will help bolster exports. Broadening the scope of the PLI scheme by incentivising other segments such as apparel, and heavy machinery would help boost India's exports. There are 6.3 crore MSMEs. Apart from being the economy's backbone, they generate 11 crore jobs and contribute to 30 per cent of India's total exports. Despite such a robust presence, most MSMEs face multiple challenges in their daily life. A seamless supply of working capital is one of them, due to which production growth is hindered, and the balance sheet is affected. Efforts towards creating a long-term solution to address working capital needs at a subsidised rate for rural and semi-urban micro and small enterprises will help them get in the export race with larger counterparts.”

Investment in digital R&D for supply chain is critical



Nitish Rai
CEO and Co-Founder, FreightFox

“ Sub-par transportation infra and poor visibility are the country's biggest problems, and the government has taken steps in the right direction towards improving it:

- Greater push towards completion of DFCs and expressways will help increase utilisation of resources and improve speed of goods movement
- Inclusion of fleet owners under the GST, would help them save up to 10 per cent of their costs incurred towards new fleet, and tyres among others
- Bringing diesel under the purview of GST has been mullied over, but this step can further lower to 7-8 per cent for fleet owners
- We also expect more support for our transporters on the road, especially in the form of affordable board and lodging
- Investment in digital R&D for the supply chain is critical, especially in an era of hyper-competition and significant opacities along the way

In the current economic climate, supply chain efficiency is vital to ensure that India's economy stays robust. Making that a reality requires government support, and we are confident the Union Budget 2023-24 will reflect that.”





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Manoj Singh leads ACFI Mumbai Chapter

Launch of Mumbai Chapter witnessed participation of more than 100 delegates from air cargo and aviation industry. Several ACFI Governing Board members and senior leaders from various trade associations such as BCAS, ACAAI, BCBA, FFFAI and BAR India, among others took part.



CT Bureau

Air Cargo Forum India (ACFI) launched its Mumbai Chapter under the chairmanship of Manoj Singh, Senior VP, and Head of Cargo, Mumbai International Airport Limited (MIAL) on 1 December 2022 at Pharma Excellence Centre Auditorium, Export Cold Zone, Air Cargo Terminal, Chhatrapati Shivaji Maharaj International Airport. The event was inaugurated by Yashpal Sharma, ACFI President, and Managing Director, Skyways Group.

The objective of Mumbai Chapter will be to align itself with the ACFI Head Office and achieve the common goals of steering the growth of air cargo sector along with the development of Indian economy. Among those who took part in the event included over 100 delegates from air cargo and



(L-R): Manoj Singh, Afzal Malbarwala and Yashpal Sharma

aviation industry, ACFI Governing Board Members and senior leaders from various trade associations, including BCAS, ACAAI, BCBA, FFFAI and BAR India among others.

The Mumbai Chapter is all set to achieve success under the

chairmanship of Manoj Singh for 2022-2023. Singh has spent three decades within the airport and aviation sector. The ACFI Governing Board members are confident that he will add value to the forum through his out of the box ideas and customer-centric philosophy. Mumbai Chapter

Board for 2022-24 includes some well-known names of the industry:

- **Manoj Singh**, Chairman, ACFI Mumbai Chapter Board and Senior Vice President & Head of Cargo, MIAL
- **Chaitaly Mehta**, Vice Chairperson, ACFI Mumbai Chapter Board and Director, EKF Global Logistics Pvt Ltd
- **Rajesh Menon**, Regional Head, Cargo, South Asia, Middle East and Africa, Cathay Pacific Airways
- **Aniruddha Daga**, Owner, Daga Connect
- **Rajiv Hariramani**, Director, Air Freight, Skyways Group
- **Mihir Bhadkamkar**, Director, ATC Global Logistics
- **Harish Shetty**, CFO, Cargo Service Center India Pvt Ltd
- **Ravi Kumar Tummalapalli**, Managing Director, VA-Q-TEC
- **Vineet Malhotra**, Co-Founder & Director, Kale Logistics Solutions Pvt Ltd.

Building resilient, sustainable supply chains

Digital transformation is an integral part of functioning of logistics enterprises, governments, and communities. Kale's Air Cargo Community Systems plays critical role in transformation, helping clients embrace new technologies, to innovate at scale and grow their businesses, says **Vineet Malhotra**, Co-founder and Director, Kale Logistics Solutions.

How was 2022 for your business operations? What will be your key takeaways from last year?

The year 2022 was a year of rebound for the logistics industry. After catastrophic events such as the global financial crisis or COVID, Kale has shown remarkable resilience and adaptability, coming out more vital than ever with more robust digital solutions that the industry needs to be pandemic-proof. These events have accelerated digital adoption by large players and SMEs, making the global supply chain resilient and adding urgency to the sustainability imperative. Each of these represented an opportunity that contributed towards the growth of our company and the ecosystem. Digital transformation is now an integral part of the

functioning of logistics enterprises, governments, and communities. We continue to play a critical role in this transformation, helping clients embrace new technologies initially to cope with the crisis and, since then, to innovate at scale and grow their businesses.

As we engage with over 100 airports and ports across the world to simplify their technology landscape and strengthen their core by building a Cloud-based digital foundation and embedding intelligent automation into their cargo operations, we are also on a mission to create the world's largest Digital Logistics Cloud-Enabled Platform for the global supply chain. We have kept the innovation wheel churning, offering e-services to

enterprises, and designed a sea-air corridor for multi-modal cargo movement: introduced the logistics e-Marketplace, Enterprise Logistics and Customs Control Tower.

What is your major industry future projection for 2023 and beyond?

Cargo is the rising star and will continue to shine in the coming years. Cargo Community Systems (CCS), which connect the group of stakeholders in the air and maritime industry on a common platform, are changing the industry forever and for the better. These act as an accurate 'air cargo single window' system that eliminates duplication of data entry (in the air cargo value chain, the same data gets entered at least six times, if not more), reduces paperwork, addresses



Vineet Malhotra
Co-founder and Director
Kale Logistics Solutions

Digital transformation is now an integral part of the functioning of logistics enterprises, governments, and communities

airport congestion issues, enhances the security of the air cargo supply chain and brings the shipment visibility to all stakeholders. An airport being an anchor of such a platform will transform the whole industry as the airport is a strong neutral player in the supply chain. In Kale's estimates, the CCS can unlock a value of at least over US\$9 billion annually and save around 120,000 trees a year, thereby contributing to the environment.



Utilize emerging tech, upskill workforce: FFFAI

Federation of Freight Forwarders' Associations in India (FFFAI) celebrated its Foundation Day in Mumbai and shared plans to celebrate the Diamond Jubilee early 2023. **Shankar Shinde**, Chairman appreciating Gati Shakti, LEADS Report, LPPT, Faceless Assessment, Turant Customs, stresses on upskilling manpower with the help of technology.



Shankar Shinde, Chairman, FFFAI and AV Vijayakumar, Immediate Past Chairman, lighting the inauguration lamp of the Foundation Day celebration. Present on the dais is Dushyant Mulani, Chairman Elect; Vice Chairmen Amit Kamat, S. Nataraja and Sudeep Dey and Vinod Sharma, Honorary Secretary, FFFAI Hony Secretary,



CT Bureau

On completing 60 years of its inception, Federation of Freight Forwarders' Associations in India (FFFAI) recently celebrated its Foundation Day in Mumbai. The federation is all set to organise the Diamond Jubilee celebration programme in 2023. While addressing the audience, **Shankar Shinde**, Chairman, conveyed his gratitude to 28 member associations and 6,500 members from across India for their support to the federation's journey.

He thanked trade associations, chambers of commerce, logistics industry stakeholders, Customs authority, and Union ministries for their support to FFFAI in the past 60 years. He said, "The FFFAI is



Shankar Shinde
Chairman, FFFAI

FFFAI is recognised by Union govt. and society as a vital entity of the end-to-end logistics industry

recognised by the Union government and the society as a vital entity of the end-to-end logistics/supply chain industry. Our collective wisdom, hard work and FFFAI's strength supported by 28 Indian member associations have been the key forces behind the recognition through various initiatives, policy announcements, and by the NLP announced by the Union government."

He said, "Our focus is to upskill the domain knowledge with effective utilization of emerging technologies. Our training arm, IIFF, is leaving no stone unturned in this regard." Shinde said FFFAI is playing a constructive role in maintaining a constant rapport with the Customs, Port Trusts, Airport Authorities, CONCOR, Central Warehousing Corporation, Central Excise, DGFT, among others to make its own

contribution in the policy formulation and administrative measures and simplification of various procedures.

FFFAI has strengthened its international networking and intervention in different international issues through International Federation of Customs Brokers Associations and International Federation of Freight Forwarders (FIATA). FFFAI's outreach holding important positions provided its members an opportunity to expand their horizon with support from these international associations. He appreciated the support from CBIC Team for their continued proactive initiatives to keep the logistics wheel movement through contactless, paperless online initiatives, which helped the transformation from manual to digital, was commendable and in true spirit of facilitation measures. 🐦

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📍 MUMBAI

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📍 DELHI





‘Tech penetration to drive logistics, supply chains’

Capacity upliftment, trained manpower, increased tech integration, and penetration are going to be game changers for air cargo and logistics industry in coming years, says **Tushar Jani**, Group Chairman, Cargo Service Center. Air cargo has been redefined as Agility, Innovation and Resilience and it will play different roles in near future, he adds.



Ritika Arora Bhola

How are things shaping up for air cargo and logistics sector after COVID cases reduced in the new normal?

The pandemic has brought a lot of challenges, and with it a lot of positivity for air cargo and logistic industry. The Indian supply chain is resilient than any supply chain of the world. India is becoming China's plus one supplier to the world. Two iPhone factories have already come up. I believe three more are going to come up soon. Air cargo has shaped up well, with 85 per cent

going by passenger belly and 15 per cent by freight before COVID. India is emerging as a quality supplier in the world. Not only that, during the pandemic, we had the best vaccination distribution in the world. The last gift by Narendra Modi, the Prime Minister is PMGS. We have ULIP, CFDA, and in 10 more years India will be at a different level, different place and logistics will be at the forefront.

Any comments about the existing bottlenecks in the market?

I entered this industry in 1976. I am happy with the bottlenecks I saw back then and what I am seeing in 2022. This apart,



in the past three months, I visited 48 air cargo terminals in the world, and let me tell you, Indian infrastructure, processes, air cargo terminals are much, much superior. The Union government has done such a fantastic job. Let us appreciate the government and the people who are making a difference. India recently welcomed Pradhan Air Express. Cargo drones are

being developed and e-freight penetration is the highest in India than any other country.

Do you think India needs more dedicated freighters?

We have a few—Pradhan Air Express, Air India Express, and now IndiGo Cargo. We need more widebody freighters because there is so much cargo, which is lying in remote locations that needs to be carried. First let us understand we need more global freighters than domestic freighters. I agree it is a costly operation. Multimodal transportation is going to be a game changer for Indian logistics. The government is improving inland



waterways, coastal shipping, roadways, and rail. There is this new freight corridor, which will link the Northeast to Myanmar to Thailand to Cambodia to Vietnam and up to Philippines and down south we are going to be cooperating with Sri Lanka in the times to come so we are on the threshold of a new journey. Now that the government has launched the NLP, one will see the country in a higher orbit and there is nothing to go back to. If you have money put in logistics, it is time to invest in the supply chain. It is a sunrise industry.

Do you think India will have its own Air Freight Stations in coming years?

The Air Freight Station (AFS) Policy was launched in 2014, but no substantial work in this regard is happening. AFSs require huge air cargo volumes and India does not have enough cargo volumes to be stored in an AFS. At present, India is doing 1.4 million tons per annum, while Hong Kong International Airport does one million per month. Also, we do not have that kind of cargo uplifting capacity. If we get AFSs, stakeholders will invest in AFSs, but the prices will skyrocket. If we look at the things now, air freight prices are coming down, and there is enough superior infrastructure. There is no congestion at any airport. So, probably in five years from now, we may need a lot of AFSs.

The stakeholders insist on developing warehouses near airports. How will they benefit the industry?

Yes, they are required, but unfortunately, land near the airports in India is expensive. Delhi airport pays 46 per cent royalty on the land. Is the government going to reduce that? If, for example, private airports are charging ₹100 from stakeholders as rent, ₹46 goes to the government. So, there is a problem with PPP model. The PPP is given to those who offer highest to the government. The charges will always be high.

In the past couple of years, e-commerce has seen tremendous growth. Do you think e-commerce is driving air cargo growth in India?

We have not touched cross border e-commerce in this country. Bringing cross border e-commerce into the country—that is the demand.

Do you think India has the potential to manufacture its own aircraft such as Boeing and Airbus?

India's Hindustan Aeronautics Limited (HAL) is manufacturing aircraft in the next 10 years. In fact, much earlier. Did you imagine an Indian made iPhone three years ago? Today it is a reality. So, I feel, it is going to happen much faster. It will bring a revolution in this industry. We see air cargo industry playing different roles in the coming years.



Tushar Jani
Group Chairman
Cargo Service Center

Collaboration, cooperation, and collectivity are the three important 'Cs', which can help us achieve growth. Air cargo requires cooperation and collaboration, and it is bound to happen

How important is industrial collaboration to succeed and achieve growth?

Collaboration, cooperation, and collectivity are the three important 'Cs', which can help us achieve growth. Air cargo requires cooperation and collaboration, and it is bound to happen. During COVID, the international air cargo incurred tremendous losses, still it continued with the transportation of essential commodities and pharma. Despite challenges, the industry witnessed growth and without collaboration, it is not possible without cooperation. During trying times, the stakeholders united and helped each other, and that's the need of the hour.

According to you, what are the key growth drivers?

First one would be capacity upliftment. We must match uplifting the capacity because the government's PLI scheme 'Make in India' aims at manufacturing more products here. These products need to be transported to the other side of the world. We will need capacity certainly. Secondly, we will need trained manpower. We must train people. Third is, increased technology penetration. India is now able to show examples to the world in terms of the air cargo tech penetration. Technology brand, Kale Logistics, has been providing services at more than 48 national and international airports. We should applaud and acknowledge that an IT front of India air cargo. 🐦



'Cut air freight rates, get more freighters'



AFS Policy was announced in 2014 to increase air cargo volumes by decongesting air cargo terminals at global gateway airports to slash air logistics costs. Lack of Air Freight Stations will result in overloading of cargo at the terminals, says **Vipin Vohra**, Chairman, Continental Carriers.



Ritika Arora Bhola

How are things shaping up in the new normal for air cargo and logistics industry?

The way things are changing, everybody must think about going digital. Logistics companies are investing huge amounts in digitalization. We at Continental Carriers are planning to invest in new technologies and software to enhance efficiency. Else, we will be left behind. We should highlight this on various platforms such as ACCAI or FFFAI. IT is overtaking everything.

Has COVID made the industry realize the importance of air cargo?

Yes, absolutely. The air cargo industry, over the past two years, has reshaped. Due to the pandemic outbreak, the



Vipin Vohra
Chairman
Continental Carriers

industry faced a downfall and later shifted to the ferrying vaccines and perishables. Over the years, the industry has evolved, and its importance has increased manifold. The effect of COVID also led to the industry's transformation into digital modes. The air cargo ecosystem promises to grow in diverse ways and become environmentally conscious in the upcoming years.

With the onset of the pandemic, there has been a shift in shopping habits of consumers. With rise of e-commerce, companies have realised the importance of increasing the number of fleets and capacity.

The Union government has started putting so much emphasis on the cargo and logistics industry and NLP is a result

of it. However, AFS is a big issue. On 28 October 2014, the Union Ministry of Civil Aviation (MoCA) announced the policy norms on air freight stations (AFSs) to strengthen air cargo logistics infra in the country. This is a government policy and a project of 'Make in India' campaign; still, we wonder why MoCA is not starting AFSs in India. The AFS policy was announced to increase air cargo volumes by decongesting the air cargo terminals at the international gateway airports, thereby reducing air logistics costs for companies engaged in foreign trade.

Continental Carriers is the first company that made huge investment in the AFS, believing the Union government would respect the value of AFS Policy appreciating the idea of boosting the



economy and bringing supply chain management on par with global standards. This has been a disappointing journey since the first Greenfield AFS of Continental Carriers was approved by the government on 8 August 2016. It has been so many years. We have been struggling with all the government departments but have so far failed since terminal operators have more say in MoCA/AERA/Logistics Departments of the Union Commerce Ministry and they are not interested that this concept gets started. I have been addressing the issue of developing and building AFSs at various conventions in the last few years, nothing has been done to resolve the issues. I have approached all the government bodies, but this issue is yet to be resolved. It was my father's dream to build a greenfield AFS in India and I will continue to fight for this.

How would you rate infra for cargo in India today? Is it good enough to move cargo or is there need for improvement?

The problem we all are facing is the space for warehouses closer to the airports. There are not many legal warehouses. It is a village land or aggravated land. It is difficult to get CLU done or chain land used. Every state has got its own policy. At all the airports the government has given ample land to these terminal operators, and they charge high rates. DIAL has built the warehouses, but the charges are so high



that it is to get better space in a five-star hotel than in these warehouses. So, the Union government must look at all these things, because all these things are increasing the logistic costs.

PM Gati Shakti National Masterplan for multimodal connectivity infrastructure to various economic zones, has been launched by the government. It is a transformative approach for improving logistics efficiency and reducing logistics cost, with focus on integrating existing and proposed infrastructure development initiatives of different agencies, to ensure first and last mile connectivity, for seamless movement of people and goods. PMGS provides a comprehensive agenda for development of entire logistics eco-system in the country.

I have been giving suggestions for so many years that whenever you are given land to any private airports, you should earmark 10 per cent to 15 per cent of land just for cargo that will have agents and warehouse. They should give land on lease on the same terms on which they get it to the freight forwarders. Let them build their own warehouse, let them build their own infrastructure the way they want. This will help to enhance the trade.

If AFSs do not start running on time, the time is not far off when our airports will not be able to handle the EXIM trade. The govt should start developing AFSs

I am happy that the government has supported for the establishment of AFSs to reduce costs involved in air cargo operations. AFS Policy will address various problems faced by the industry players by transferring many functions related to air cargo operations offsite since space at airports is expensive.

Also, if AFSs do not started running on time, the time is not far off when our airports will not be able to handle the EXIM trade. There be cargo lying outside the airports. Therefore, the government should look seriously and encourage AFS development.

There are issues related to the traffic rules where trucks are not allowed during peak hours. This leads to bundling of cargo in very few hours. During the daytime, the airports are empty, cargo is present only during the evening hours.

Do you think India needs more dedicated freighters to carry cargo from remote locations?

If you see the country's point of view, it is good to have more freighters. In India, having more dedicated freighters will create competition, which will reduce the prices. Today, there is a monopoly with one or two cargo airlines and cargo rates have not been fixed. But if there is

FACTFILE

- The AFS policy was announced to increase air cargo volumes by decongesting the terminals.
- PM Gati Shakti provides a detailed agenda for development of the logistics eco-system.





competition, then if there will be more space, less cargo, and rates will come down thus reducing logistics costs. It is not feasible with high freight rates during the pandemic and for transit cargo, trans-shipment charges combined with terminal operator charges are high. This increases the product costs, and it becomes uncompetitive. We need more and more freighters because there is lot of air freight, which lays at the terminal for days and gets spoiled, especially perishables and food items. The government, in fact, suggested using defense aircraft to move cargo from Northeast and other far-off locations such as Andamans, but nothing has been done so far in this regard.

What are the crucial areas of concern now?

High 'logistics rate' is one of the major concerns. Also, there is a need to develop warehouses near the airports. We need more AFSs and 100 per cent digitalization of operations in India. India has the potential to become a global cargo hub in the coming years, but until and unless these issues are resolved, how can India move ahead? Launching new plans and policies will not help, but implementation and execution is important. Other developed nations have gone paperless completely. Other than going paperless, privatization of airports has impacted the trade in a big way. The industry needs to collaborate and work towards achieving growth.

Another area of concern, which is a hurdle to the air cargo industry, is

We need AFSs and 100 per cent digitalization. India has the potential to become a global cargo hub, but until these issues are resolved, how can India move ahead

IN SHORT

- There is no standard rate across the airports for processing and handling of cargo at the terminals.
- It is good more airlines are coming up with freighters, there will be a competition.

complicated procedure and tariffs associated with these processes. There is no standard rate across the Indian airports for processing and handling of cargo at the air cargo terminals, which prove to be counterproductive to the competitiveness of the country's exports and imports and to the cost of air cargo logistics, as a whole.

In my opinion, Airports Economic Regulatory Authority (AERA) should fix processing and handling charges, which will be applicable across all airports and ensure that these charges are comparable to other airports around the world so that our export competitiveness is not impacted due to high terminal charges.

Tell us about your expansion plans or projects in pipeline?

CCPL is a company, which provides unparalleled logistics services that focuses on the changes that are impacting the logistics industry. It has 65 years' experience in air freight logistics, and relationships with many airlines and logistics integrators. CCPL is well placed and provides nothing but the best service. There is no denying the fact that the future of air freight logistics is changing and evolving with the times. With rapid growth in technology and expectation of delivery of goods, CCPL has plans to invest in cost-effective and beneficial solutions. These solutions, as and when implemented, are expected to increase revenue, reduce manual labour, and simplify the process. We are dabbling a lot of sea and air freight

these days. During the pandemic, sea freight rates were very high, but now, sea freight has gained momentum and it has become feasible to move cargo via sea. I feel, with sea freight back in action, it is impacting air cargo as the air freight rates are still high. It is good that more airlines are coming up with freighters, there will be a competition, which will reduce the rates. More freighters will boost Indian EXIM trade.

Do you think India has the right skillset to use the advanced technologies?

We have the right talent. The only thing is that the talent is not being used in the proper channels—logistic industry. They are looking at different industries for better career options. We must make sure they are attracted towards logistics industry. The only worry I have got is if we will be able to implement digitalization fully. In the case of passenger plane, it is different. In a passenger plane, you buy a ticket, pay for the ticket by your credit card and fly and forget about it. Whereas in cargo there are too many formalities. Plus, the EXIM trade. They are used to getting credit for 30 days, 60 days and 90 days, among others. So, nobody is prepared to pay through their credit card upfront. There are other formalities such as custom clearance, pickup of cargo and taking it to the airport. If there are any issues the agent will solve them on their behalf. So that is my worry how successful we are going to be in this digitalization world. But we have the central government's support.✈️

Budget must push warehousing, air cargo

Emphasis must be laid on development on small canals and barges benefitting small towns of India. Warehousing continues to remain a challenge with regards to location, its monitoring, layout, manual operations, and accuracy of inventory. This segment requires special attention by the Central government.

After almost three years of decline on an unprecedented scale, Shipping and Logistics is looking for ways and means for POST-COVID growth. Staff shortage, inflation, high logistics cost and Russia-Ukraine crisis have disrupted the supply chain leaving freight forwarding in a highly fragmented state. Good bye 2022, we welcomed 2023 with wholeheartedness, enthusiasm, and robust energy to enrich and welcome the New Year with technical skills, updated technology and development of various trade lanes. One of most stimulating and mind-boggling events—Union Budget 2023-24 is

Budget to control economic fluctuations and ensures proper handling of inflation and deflation bringing in economic stability of the country

soon approaching. The budget aims to control economic fluctuations and ensures proper handling of inflation and deflation bringing in economic stability of India. There have been several pre budget expectations surveys being conducted on various media platforms. The suggestions by experts are made to aim to make



the Union Budget 2023-24 simple, fair, transparent, less litigated, and user friendly.

In my opinion, the budget should focus on job generation with an increase the limit of basic tax exemption, medical expenses, and standard deductions with rationalization on tax rates. In layman's words, reduced tax rate and surcharges would lessen the burden of inflation.

India is one of major exporter of pharmaceuticals across the globe. It exports to more than 200 countries with over 50 per cent of generic medicines sent to Africa. Over the past few decades, the Indian pharmaceutical industry has experienced rapid expansion. Despite the liberalization,

there is still a lack of investment in research and development, which must be addressed by industry and government. I feel a special emphasis should be laid on infrastructural development in hospitals, especially in the rural areas, import of world class beds, equipment, peripherals, new technology, and development of R&D division. For shipping and logistics industry, I hope for budget allocation to revamp major ports such as Nhava Sheva, JNPT, Kolkata and Chennai, among others. Special emphasis should be laid on development on small canals and barges benefitting small towns of the country. Warehousing continues to remain a challenge with regards to location, its monitoring, layout, manual operations, and accuracy of inventory.

This segment requires special attention by the Centre as it is an integral part of supply chain. I am confident, port infrastructure with ease of doing business would boost sea trade. Additionally, more vessel operators carrying out their businesses in and out of India giving a major boost to the country's economy.

With regards to air industry, Union Civil Aviation Minister Jyotiraditya Scindia is a visionary. I am optimistic that this budget shall implement schemes for growth & expansion of Air Transport of the country. Increase in number of International Airports with world class facilities, upgradation of air transport facilities and enhancement of carriage of goods and passengers by air shall be considered. A focus on rural economy with reduction on import duty of raw material, finished products of steel, and a higher budgetary allocation on infrastructure and housing is also anticipated for.



Pushpendra Pratap Singh
Country Head
Asia Shipping International Transport Pvt. Ltd.

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

Export growth in commodity groups in November 2022

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

Commodity groups exhibiting positive growth

1	Tobacco	62.76	126.16	101.02
2	Electronic goods	1448.42	2237.57	54.48
3	Other cereals	89.81	138.11	53.78
4	Oil seeds	135.95	188.74	38.83
5	Tea	62.63	79.56	27.03
6	Fruits & vegetables	189.62	237.05	25.01
7	Cereal preparations & miscellaneous processed items	164.64	202.09	22.75
8	Ceramic products & glassware	252.40	309.54	22.64
9	Rice	671.83	800.52	19.16
10	Oil meals	109.19	128.35	17.55
11	RMG of all textiles	1072.64	1198.09	11.70
12	Leather & leather products	358.52	389.63	8.68
13	Drugs & pharmaceuticals	1831.13	1989.62	8.66
14	Gems & jewellery	2392.09	2502.29	4.61
15	Coffee	75.36	77.78	3.21

Commodity groups exhibiting negative growth

16	Handicrafts excl. handmade carpets	160.31	98.67	-38.45
17	Cotton yarn/fabs./made-ups, handloom products	1226.69	803.17	-34.53
18	Iron ore	23.13	15.67	-32.25
19	Jute mfg, including floor covering	42.73	32.73	-23.40
20	Carpet	148.68	115.06	-22.61
21	Mica, coal & other ores, minerals, including processed minerals	397.76	326.64	-17.88
22	Man made yarn/fabs./made-ups	432.00	355.37	-17.74
23	Meat, dairy & poultry products	379.00	311.98	-17.68
24	Cashew	36.91	30.43	-17.56
25	Spices	314.97	273.86	-13.05
26	Plastic & linoleum	727.82	658.06	-9.58
27	Petroleum products	5495.03	5398.42	-1.76
28	Organic & inorganic chemicals	2351.11	2322.13	-1.23
29	Marine products	753.80	746.65	-0.95
30	Engineering goods	8097.06	8072.78	-0.30

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

www.cargotalk.in

Import growth in commodity groups in November 2022

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

Commodity groups exhibiting positive growth

1	Cotton Raw & waste	26.47	48.88	84.66
2	Newsprint	24.70	44.96	82.02
3	Pulp and waste paper	148.30	221.04	49.05
4	Iron & steel	1484.97	2197.01	47.95
5	Wood & wood products	487.59	664.90	36.36
6	Professional instrument, optical goods	413.30	553.87	34.01
7	Fertilisers, Crude & manufactured	1441.95	1737.95	20.53
8	Transport equipment	1841.18	2170.80	17.90
9	Machinery, electrical & non-electrical	3266.86	3849.06	17.82
10	Pearls, precious & semi-precious stones	1978.67	2291.46	15.81
11	Textile yarn fabric, made-up articles	183.01	209.38	14.41
12	Machine tools	333.19	376.29	12.94
13	Leather & leather products	68.20	76.69	12.45
14	Petroleum, crude & products	14245.02	15741.14	10.50
15	Coal, Coke & briquettes	3578.89	3750.35	4.79
16	Chemical material & products	911.55	945.01	3.67
17	Non-ferrous metals	1519.57	1568.58	3.23
18	Organic & inorganic chemicals	2516.75	2593.01	3.03
19	Electronic goods	5742.46	5899.31	2.73

Commodity groups exhibiting negative growth

20	Project goods	122.33	69.57	-43.13
21	Metaliferrous ores & other minerals	978.20	605.31	-38.12
22	Silver	245.56	155.71	-36.59
23	Sulphur & unroasted iron pyrites	47.87	31.60	-33.99
24	Gold	4224.37	3242.68	-23.24
25	Dyeing/tanning/colouring materials	360.34	285.85	-20.67
26	Fruits & vegetables	258.11	211.11	-18.21
27	Medicinal & Pharmaceutical products	734.87	668.29	-9.06
28	Vegetable oil	1733.93	1598.59	-7.81
29	Pulses	275.99	256.19	-7.17
30	Artificial resins, plastic materials	1864.87	1833.15	-1.70

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

Perishables drive growth for BLR Airport

Kempegowda International Airport, Bengaluru is looking ahead to refurbish existing cargo terminals with enhanced capacity and expand cold-chain facility. **Satyaki Raghunath**, CSDO, BIAL says, with government focusing on improving logistics efficiency through initiatives such as PMGS, and NLP, we are expecting to have favourable cargo environment.



Ritika Arora Bhola

Bengaluru Airport recorded an impressive all-time high tonnage in FY-2021. How was the year 2022 for the cargo operations at BIAL?

Air cargo volumes have witnessed a faster recovery and the Kempegowda International Airport, Bengaluru (KIAB/ BLR Airport) reported its highest-ever cargo tonnage in fiscal year 2022. BLR Airport processed an all-time high tonnage of 411,513 Metric Tonnes (MT) of cargo in a fiscal year since Airport Opening Day (AOD), recording a 26 per cent increase when compared to FY 2021. Perishable cargo has been one of the key development drivers for BLR Airport. The airport accounted for 41 per cent of all perishable shipments in India in 2022 as compared to 31 per cent in 2021. Our recent partnerships with multiple cargo partners strengthen our position further in the cargo market. Owing to our partnerships and the volume of cargo handled, BLR Airport has become the country's only major



Satyaki Raghunath
Chief Strategy & Development Officer
BIAL

airport to exhibit growth that's more than pre-pandemic levels.

Apart from the perishables, what are the other key growth drivers for BIAL?

Apart from perishables, the other categories that have been key drivers of growth are agricultural perishables, pharmaceuticals, readymade garments, engineering goods, electricals, electronic goods and spare parts, and medical equipment. Our focus on developing world-class infrastructure, investing in technology, and achieving operational efficiency, along with a resilient environment, has allowed us to complete FY 2022 with record cargo and passenger numbers.

BIAL recently entered a partnership with WFS to develop, operate and maintain one of the cargo terminals for WFS from 2023. Tell us about this upcoming new cargo terminal.

The cargo terminal at BLR Airport granted to WFS has a capacity of around 210,000 MT per year. WFS

will use it exclusively for international cargo. WFS will reorganise the facility to boost its throughput capacity potential to accommodate cargo volumes more than 250,000 MT yearly. WFS will undertake a two-phase development of the dedicated Cold Chain Facility at the airport, initially doubling its capacity to 80,000 MT per annum, before growing to a throughput capacity of more than 150,000 MT per annum following the conclusion of phase 2. India, the world's sixth-largest economy, is the single largest provider of generic drugs, handling well over the total global demand and accounting for half of the global vaccine manufacturing market, and ranks amongst the world's fastest-growing aviation markets. We would like to prepare for this growth by investing in the right infrastructure.

How would you rate infra at BIAL for variety of cargo handling. Do you think its adequate to meet the growing demand?

Air freight volumes through BLR Airport have grown over the last decade with



a CAGR of 11 per cent (pre-COVID). As per internal estimates, the airport's unconstrained cargo potential is estimated to be 1.7 – 1.9 million metric tonnes per annum (MTPA) by 2038. This estimate was arrived at considering the natural catchment areas of Bengaluru and the proximity of trucking distance that is 7-12 hours from major export and import hubs in the region. The design capacity of the airport's cargo ops by the end of the financial year FY 21/22 was enhanced from 570,000 MTPA to 715,000 MTPA. Over the next decade, we will invest in new infrastructure and facilities to meet demand.

Elaborate about the recent developments Express cargo facility, LOGI Connect by BLR' system for bonded trucking at AISATS?

We launched the country's first-ever dedicated Express Cargo Terminal at BLR Airport. The terminal has been launched for the export and import of global couriers. This 2,00,000 sq. ft. built-to-suit facility houses leading global express courier organisations such as DHL Express, FedEx, and UPS. The Express Industry Council of India (EICI) operates the Common-User Express Terminal within this facility. This exclusive terminal for express couriers at BLR Airport will boost the region's trade and economy. It will enable ease of doing business. BLR Airport has also created a facility which is a cargo-boosting initiative. A five-acre dedicated truck-parking facility, India's first 'Airport Truck Management Facility', has been developed within the airport premises. The facility offers 250-truck parking bays with food and beverage outlets, dormitory facilities, and hygienic toilet facilities for drivers. This has enabled the operators to enhance their operational efficiency and enable smoother and faster handling of cargo.

BLR Airport houses the first of its kind '24x7 On Airport Public Bonded Warehouse' in India. Operated by Cargo Service Centre (CSC), the 10,000 sq. ft. warehouse facility is under the jurisdiction of the City Commissionerate, Bengaluru Customs. This facility has reduced supply chain costs and facilitated trade at India's IT hub and



surrounding regions. The Public Bonded Warehouse assists in the re-export of goods, and long-term storage of bonded cargo, assists in partial clearances and services such as labelling and packing among others.

BLR Cargo introduced the Air Cargo Community System (ACS) in association with Kale Logistics. ACS enables real-time information to our cargo terminal operators and stakeholders along with ensuring sustainable practices. ACS has made the air logistics process streamlined and paperless and has ensured the development of a technologically enabled cargo community at BLR Airport, with around 95 per cent adoption from the cargo community in Bengaluru till date.

What is the BIAL's overall market share in terms of cargo throughput at a country level and in South India?

During CY 2021, the airport processed an all-time high tonnage of 406,688 MT of cargo. This is 7.2 per cent more than pre-COVID level tonnage of 379,348 MT in 2019. Global cargo recorded a 32.8 per cent growth, 265,873 MT. Domestic cargo grew at 21.3 per cent, 140,815 MT processed vs 116,096 MT in 2020. The airport recorded its highest-ever cargo tonnage in FY 2022,

Airfreight volumes through the Kempegowda airport have grown considerably over the last 10 years with a CAGR of 11 per cent (pre-COVID)

despite challenging circumstances due to multiple COVID waves. The airport processed a record tonnage for a fiscal year since Airport Opening Day (AOD) of 411,513 MT of cargo, recording a growth of 26 per cent as against 326,643MT in FY 2021.

How do you foresee cargo ops expanding in 2023?

According to internal analysis, the Airport's cargo potential is estimated to be 1.7–1.9 million MPTA by 2038. With the fast-paced growth in business and rising demands, we intend to remain at the forefront of providing world-class facilities, infrastructure and technology to our customers, partners and stakeholders. We are looking at the development of a new domestic cargo terminal, refurbishing the existing cargo terminals with enhanced capacity and the expansion of cold-chain facility.

With the government getting involved and focusing on logistics efficiency and infrastructural development through initiatives such as PM Gati Shakti Masterplan and National Logistics Policy, we are expecting to have an extremely favourable environment to grow our cargo business. We believe that we can cater to around 1.5 million MT of cargo annually in the next decade and we are preparing for that. 📈

FACTFILE

➔ The airport launched Express Cargo Terminal exclusively for export and import of global couriers in 2,00,000 sq. ft.

➔ A truck-parking facility, which is India's first 'Airport Truck Management Facility', has been launched on the airport premises.

BCBA 85th Founders' Day celebrated

Brihanmumbai Custom Brokers' Association (BCBA) celebrated 85th Founders Day on 19 December 2022 at Y B Chavan Centre, Rangaswar Auditorium, Mumbai. Pramod Kumar Agrawal, Chief Commissioner of Customs, Mumbai Zone, Vivek Phansalkar and Rupam Kapoor, Chief Commissioner of Customs Airport were the chief guests.





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CUSTOMS 'BONDED' CARGO CARRIERS

DCBA celebrates Golden Jubilee year

Delhi Customs Brokers Association (DCBA) recently celebrated Golden Jubilee on 18 December 2022 at Stellar Resorts in New Delhi. The event began with lamp lighting ceremony by Puneet Jain, President. The evening saw industry experts enjoy scrumptious food and wines and dance to mellifluous music.





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IWLS showcases logistics trends

The ninth edition of India Warehousing and Logistics Show (IWLS) was held from 1-3 December 2022 to launch latest solutions and services needed to run successful logistics and warehousing supply chain operations. Warehousing and logistics community from across the country participated in the show.



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Decoding custom brokers examination

There is need for qualified, professional customs brokers, especially in new EXIM locations i.e., AFS; ICD's and new ports coming up across country. It is recommended that an applicant read index of The Customs Act. Such a preparation will also reflect in the way you will work for yourself in the future.

Regulation 6 of the CBR LR 2018 provides guidance for conducting exam of applicants for customs brokers license with eligibility criteria specified in Regulation 5. The number of applicants each year is rising as against earlier years. There is a need for qualified and professional customs brokers, especially in new EXIM locations—the AFS; ICD's and new ports coming up all over the country. Custom Clearance is truly “knowledge based” it is part of “knowledge industry”. Custom brokers have a unique place in India's economy and their importance cannot be undermined. It is for them, individually as well as collectively, to assist Indian Customs in the execution of their role. Besides Revenue Collection and Enforcement functions, Customs have many other roles to perform. They are summarized as: community protection; trade statistics; audit; implemental trade agreements; foreign trade policy and border protection. Before starting preparations, candidates must ponder on a few realities:

- When was the last time he or she appeared for an examination?
- Does he or she remember sitting in one place for nearly three hours without getting up; talking to anyone; no tea/coffee and writing?

It may be remembered that the exam is of 'Domain knowledge.' While preparing for the exam, read as much as possible and remember that knowledge and proper application of the same will enable you to make a



good; capable; respected professional undertaking Custom Clearance. Do not do your preparations only to crack the exam. Remember that this self-study will require a lot of concentration and consistency for you to be able to understand the same and remember the points that you need to know. Once you clear the written paper you shall have to appear for an oral interview.

The Syllabus for the exam is wide and not closed ended. The wordings are “may include”.

Regulation 6 gives you a broad syllabus.

- Kindly ensure that you cover the syllabus
- Read up as much material as you can find on each topic
- Read the same as many times as possible
- Write as you study.
- Preferably study alone.
- Put in at least 4 hours daily from now onwards on preparations
- Read up related subjects/topics also – INCOTERMS; WTO; WCO; Customs in the modern times; Evolution of

Customs in the liberalized economy of India – these will help you write better, more qualified, and structured answers.

The candidates have the option to answer either in Hindi or in English languages. The best resource would be www.cbic.gov.in Customs and GST. Make sure you refer to everything here once at least. It is recommended you read the index of The Customs Act 1962 eight to 10 times. Do not read the Act till you have a fair idea of the number of chapters; and the sections covered in it. Make it a practice for as long as you prepare to read the index at least once daily. A continuous reading and making notes or marking details should start.

The Act is easily learnt by learning in the following order:

- Chapter 1; 2; 3;
- Chapter 17;
- Chapter 4; 4A; 4B; 4C;
- Chapters 5; 5A; 5AA; 7; 7A; 9; 10;
- Chapters 5B; 6; 8; 11; 12; 12A; 12B;
- Chapters 13; 14; 14A; 15; 16;

Once you have done the above, then start reading the different Regulations; Rules; PN's Circulars and the other notes sent to you. The exam is a multiple choice questions examinations in English and Hindi. The candidate is asked 150 questions, which must be answered in 150 minutes—each correct answer earning him or her 3 marks and one minus point for each wrong answer. The passing is 60%. The exam is to test your domain knowledge and the MCQs are designed to enable the department to judge the same. You may be asked twisted questions—read the question carefully and answer.

Such a preparation will reflect in the way you will work for yourself in the future. Always remember that every consignment small or big; for import or export would require you to use all that you learn for this exam. You shall be compelled to use this knowledge for the rest of your working career.



Samir J Shah
Chief Mentor & Director
JBS Academy

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

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IICS unites cargo fraternity in Mumbai

India International Cargo Show 2022 (IICS) was organized at Jio World Convention Centre, BKC, Mumbai from 30 November till 2 December 2022. Uday Samant, Honourable Minister of Industries and Shashi Kiran Shetty, Founder and Chairman, Allcargo Group inaugurated the show. Shankar Shinde, Chairman, FFFAI, Afzal Malbarwala, President, ACAAI and Xerxes Master, President, AMTOI, among others attended the show.









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ACCB's Christmas evening

Air Cargo Club of Bombay (ACCB) organized Christmas Dhamaka at Hotel Kohinoor Continental on 21 December 2022. The programme was well attended by airlines, GSAs, IATA agents, bonded trucking companies, and other stakeholders of the air cargo industry.





Launch of sectional doors for logistics requirements

Gandhi Automations offers Porto and Max Vista-Automatic Sectional Overhead Doors, the ideal solution for logistical and commercial needs. Depending on the building's structure requirement, a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom, or inclined lift for industrial and logistical buildings.

Porto Sectional Overhead Doors are ideal for all industrial and logistic needs. The design and different solutions offered ensure the door to be aesthetically pleasing and perfectly suited to any architectural environment—from modern and traditional industrial buildings to fine commercial buildings. As these doors slide vertically, stopping in the proximity of the ceiling, they blend in with the architectural features of the building. Porto doors are built to ensure the highest ease and flexibility of use which, in turn ensures a quick, hassle free and accurate replacement of old doors. Their compact size ensures more available space both inside and outside the premises. Depending on the structure of the building and the

requirement a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom, or inclined lift. Porto range comprises of a wide series of track systems, panel options and safety features. Special glazed doors provide excellent lighting and vision into the building where required.

These doors slide vertically, stopping in the proximity with the ceiling, they blend with the architecture of the commercial building

Max Vista: Max Vista Sectional Overhead Doors are ideal for industrial and commercial buildings. The doors are made with a combination of aluminum panels and transparent acrylic, gridded or meshed windows giving it a distinctive look and enhancing the look of a building. Max Vista Doors make the environment bright and pleasant to work in as it allows natural light to pass through the large clear areas.

Gandhi Sectional Overhead Doors provide heat insulation and sound proofing thus improving the working conditions on the premises and saving energy. The products are affixed with a CE mark making them reliable and safe.

Key features:

- Reliable and low- noise operation.
- Extreme robustness
- Safe operation in compliance with safety requirements
- Design-oriented surfaces and optimum light solutions
- Minimal bulk for more space indoors and outdoors
- Easy and practical to open and operate
- Energy savings and more comfort
- Bright indoor environment and attractive design
- Pre-painted, galvanised steel, sandwich panel with a 40mm thickness
- The gaskets, made of a special non ageing rubber, seal the perimeter of the door opening
- They produce a perfect seal, preventing water, air and dust infiltration
- Minimal bulk for more space indoors and outdoors
- They are easy and practical to open and operate
- Energy savings and more comfort
- Bright indoor environment and attractive design
- Sectional overhead doors can be customized as Gas Tight Ripening Room Doors
- Opening and closing speed is up to 0.2 - 0.4 m/s
- Sizes available are in width (max) up to 15,000 mm
- Height (max) up to 10,000 mm





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ACCD celebrates fun-filled Club Night

Air Cargo Club of Delhi (ACCD) organised a Club Night for the association's members and their spouses at Aerocity, Social on 23 December 2022. The members and their spouses enjoyed the gala evening and danced to foot-tapping music and indulged in scrumptious food and wine.





MoU inked to hire skilled manpower in logistics

To bridge the gap of joblessness and employ more logistics professionals in India, Awign has signed an MoU with Logistics Sector Skill Council (LSSC), an organization set up by the Ministry of Skill Development and Entrepreneurship (MSDE) through National Skill Development Corporation of India. The collaboration aims to fulfil the demand-supply gap in the logistics sector and create a conducive ecosystem which aids employment for jobseekers, said reports. As part of the MOU, Logistics Sector Skill Council will facilitate sourcing of skilled candidates pan-India through its existing database, by organizing job fairs with the support of District Skill Committees, ASEEM job portal of NSDC and placement portal of Logistics Sector Skill Council. Awign will share the requirement of workforce across locations with Logistics Sector Skill Council and fulfill the gig workforce.



CARGO FACILITY for perishables opens in Bengaluru

FTH Daily, the subscription-based e-grocery initiative of FreshToHome, through partners launched a warehousing facility spanning up to 75,000 sq. ft. in Bengaluru. Built with a capacity to hold 70,000 SKUs across 100 categories, including farm fresh fruits, vegetables, groceries, household essentials, and dairy, among others, the warehouse will play a vital role in the operative procedures of an efficient supply chain. With an advanced grading process unit that is set up to follow over 25 quality control protocol, the warehouse adopts a three-point grading system to segregate, grade, and approve the farm fresh fruits, vegetables, and green leafy vegetables directly sourced from farmers. To sustain the freshness of fruits, vegetables, green leafy, FTH Daily, through its partners, has prepared all its processes for a turnaround from the source to the customers' doorstep. At 6 pm, the harvest is at the farm is delivered before 7.30 am to the customers.

QUIKJET AIRLINES resumes flying with a B737-800BCF

Quikjet Airlines has relaunched its own freighter flights with a leased B737-800(BCF) commencing revenue services in early December. The airline took delivery of VT-AAZ (formerly N120MN) (msn 30643) in August, while re-applying for its air operator's certificate after a change in its shareholder structure. The carrier (VT-AAZ) initiated revenue flights with a Hyderabad Int'l-Coimbatore-Hyderabad-Bengaluru Int'l-Hyderabad rotation. FlightRadar24 ADS-B data shows the plane has flown a significant number of sectors within India since then. The 20.74-year-old jet comes on a lease from Arena Aviation Capital via the MAM Aircraft Leasing 30643 (Ireland) DAC special purpose vehicle.



STRATEGIC joint venture to develop warehousing space



AA Holdings announced a strategic partnership with logistic development company, Avinya Industrial and Logistic Park to empower small landlords and aggregators to develop quality warehousing infrastructure. The two entities aim to develop 20 million square feet of land parcels in the next three years to contribute towards the creation of a warehousing ecosystem at the grass root level. The joint venture will play a pivotal role in expanding the burgeoning warehousing infrastructure development in India, which is currently limited to eight-10 cities only. This will enable landlords and aggregators to acquire the necessary skill-set to attract the right clients.

DRONE PILOT FLIGHT to ferry pharma in Dehradun

Drones operators Skye Air Mobility and Redcliffe Labs have partnered to start a Long-Term Drone Pilot Flight from the distant highlands of Uttarakashi to Sahastradhara, Dehradun. "The Redcliffe samples are sent to the Dehradun Redcliffe Labs in 90 minutes through drone delivery from their collecting center in Uttarkashi. To deliver quality diagnostic services to the citizens of Uttarkashi, Redcliffe Labs will be flying daily flights for routine and specialty test sample collection. Redcliffe Labs is the first diagnostic firm in India to use drones to carry samples, guaranteeing that individuals in smaller towns or distant locations have access to quality diagnostics," said Ankit Kumar, CEO, Skye Air Mobility.



SAFEXPRESS launches Logistics Park in Mappedu



Safexpress has launched an ultra-modern Logistics Park in Chennai, Tamil Nadu. This facility is located near Mappedu. The facility is spread over 6.5 lakh sq. ft., enabled with ultra-modern transshipment and 3PL facilities to boost storage and warehousing needs of various businesses. The new logistics park is cross-dock, equipped with loading and unloading of 200 vehicles. It has a column-less span of 80 feet, which facilitates uninterrupted movement of goods.

CELEBI to provide ground handling services at MAA



Celebi India announced its appointment as the official ground handling partner at Chennai International Airport. It will provide ground handling support to scheduled and non-scheduled airlines at domestic and international terminals. Its appointment has been accepted by Airport Director, AAI, Chennai. Murali Ramachandran, CEO, Celebi India, said, "We will provide the quality ground handling services and develop a sustainable ecosystem to meet the aviation industry's goal to become carbon neutral soon."

BOLLORE LOGISTICS invests in sustainable fleet of trucks

To strengthen its sustainable logistics initiative, Bolloré Logistics India is deploying a fleet of trucks running on CNG at its facilities in Mumbai, Bengaluru, and Chennai. Studies conducted on CNG claim the use of this alternative fuel can reduce greenhouse gas emissions by 5-16 per cent. Investing in CNG is essential



for Bolloré Logistics India to slash air pollution as CNG produces far fewer particulate emissions than diesel trucks, stated an official release. "Developing low carbon impact has become essential for road transportation. Bolloré Logistics India is investing in more sustainable transport solutions," said Pranay Meshram, Road Transport Manager.

CBLMS launched to promote paperless customs processes

Customs Broker License Management System (CBLMS), an e-application making interaction with Customs Brokers Paperless, Faceless and Contactless was launched recently by Vivek Johri, Chairman, CBIC. It is the first ever CB license that has been issued through the CBLMS portal. Brihanmumbai Custom Brokers' Association (BCBA) members congratulated CBIC on the initiative implemented across India, which is a major step towards paperless processes of Customs Broker's Licensing and registration formalities. They also focused on increasing trade facilitation in India with Johri. BCBA addressed the issues relating to improving trade measures in line with the NLP for promoting fast track clearance and safeguarding the interest of the Customs Brokers. BCBA pledged full support to the vision of Prime Minister Narendra Modi for making India a US\$ 5 trillion economy by 2025.



PUNJAB'S logistics policy to enhance efficiency, trim cost

The Punjab government is all set to approve its first logistics policy soon, said reports. The logistics policy will offer financial and non-financial incentives for investments in multi-modal logistics parks, transport centres, way-side amenities, specialized warehouses in border districts and commercial vehicles fleets. "The Integrated Logistics and Logistics Park Policy, which is being given final touches by the industries and commerce department for approval from the state cabinet, envisages to increase the competitiveness of goods produced in the state by cutting the logistics costs from 13-8 per cent through improvement in the efficiency of the sector. The final draft of the policy pitches logistics as a thrust area, identifying it as an eligible service enterprise for fiscal incentives, including reimbursement of state goods and services tax (SGST), employment general subsidy and exemption from change of land use charges (CLU) and external development charges," according to a release.

RIYADH AIRPORT to become cargo & logistics hub by 2050



Saudi Arabia has announced plans to transform Riyadh Airport into a six-runway airport and logistics hub that will have capacity to handle 3.5 million tons of cargo by 2050. The site will include King Salman International Airport and will cover an area of around 57 sq. km. It will also include 12 sq. km. of airport support facilities, residential and recreational facilities, retail outlets, and other logistics real estate, according to an official release.

AMERIJET plans to add five B767F to its fleet by 2023

Amerijet has shared its plans to double the size of its fleet in the coming five years. "The airline has experienced rapid growth in recent months as its fleet has grown from eight aircraft at the start of 2020 to operating 22 today—16 B767s and six B757s. The aircraft looks to grow the fleet further," said Tim Strauss, chief executive. He averred another five B767s will join the fleet in 2023. "I think we can double the fleet again in another five years," he added. The fleet growth recorded over the last couple of years has helped propel revenues and volumes at the company in line with its expanded network and customer base. Last year, the company grew its sales by as much as 40 per cent, he said.



ETIHAD CARGO expands cargo ops in India, China

Etihad Cargo, the cargo and logistics arm of Etihad Aviation Group, has reinforced its commitment to the Chinese and Indian markets, reinstating a twice-weekly freighter service from Shanghai to Abu Dhabi via Chennai starting 8 December. The additional freighter service will provide extra capacity into two key



global markets. "India is booming," said Martin Drew, Senior VP, Global Sales & Cargo, Etihad Aviation Group. "Its industrial production is rising, and manufacturing output rebounding, driven by increases in production of machinery and equipment. The carrier has opened capacity from Chennai to support demand from customers in the region," he said.

PORT QASIM gets new MMLP to enhance global cargo ops

A.P. Moller-Maersk, the integrated logistics company, inaugurated its new Integrated Logistics Park at Port Qasim in Pakistan. Maersk Pakistan took the bold decision to invest in an Integrated Logistics Park that would act as a warehouse, including a consolidation, fulfilment centre and cold storage, at Port Qasim. Maersk Pakistan went on to acquire a 26-acre land parcel to designing and constructing a six-shed facility spread over 560,000 sq. ft. that will answer all the requirements of its customers through a single location. "Despite the current challenges, Maersk has played an important role as a trusted partner for Pakistan's traders. Maersk's commitment to invest in a large facility such as the one inaugurated today in Port Qasim speaks volumes of the potential to be harnessed," stated an official release.



AFKLMP CARGO shifts 46 juvenile tortoises to Senegal

Air France KLM Martinair Cargo (AFKLMP Cargo) worked with the Oceanographic Museum of Monaco to ferry 46 tortoises to Le Village des Tortues in Noflaye, Senegal, as part of a population reinforcement project. This transfer is one phase of a three-year programme. Since 2012, the Oceanographic Museum of Monaco has been home to African spurred tortoises, the third largest land tortoise in the world. These reptiles, from a breeding centre in Mali, were entrusted to Robert Calcagno, director-general, Oceanographic Institute of Monaco, to educate visitors. "Protecting animal species, on land and at sea, and making them known to the general public is a major challenge for the future," explained Calcagno.

CELEBI launches WhatsApp Connect for cargo tracking

Celebi Delhi Cargo at Indira Gandhi International Airport, New Delhi, launched WhatsApp Chatbot Connect service for cargo tracking to elevate customers' experience. Cargo customers can get a real-time update on Celebi WhatsApp Connect and track the status of international cargo using the Air Waybill number. WhatsApp Connect will facilitate hassle-free, quick, and simple two-way communication where customers can get secure and trustworthy information at their fingertips. Kamesh Peri, CEO, of Celebi Delhi Cargo said, "With Celebi WhatsApp Connect, we bring to our customers, real-time visibility of international cargo handling along the various stages of terminal operations. Our WhatsApp Connect enables a two-way communication medium where our customers can get reliable information about their cargo at Celebi Delhi Cargo Terminal. This is part of our ongoing digitalization initiative to simplify the transaction process and provide ease of access to information."



Kamesh Peri
CEO
Celebi Delhi Cargo

WAI held its first annual general meeting in December



The Warehousing Association of India (WAI) organized its first Annual General Meeting (AGM) on December 22. Manu R. Bhalla, President, WAI gave an overview of the association's progress and the initiatives planned for the New Year. The President also listed some of the achievements of WAI:

1. WAI & KPMG engagement with Karnataka government on the ease of doing warehousing business in Karnataka
2. Launch of the Warehousing Standards Handbook
3. Convened the National Logistics Policy Conference
4. Released WAI and EY Report for the Ease of ease of establishment and operating warehouses in the state
5. Discussion and Engagement with Asian Development Bank on Diversity in the Warehousing Industry
7. MoUs were signed with NAREDCO/ CVSCL/ ASSOCHAM/DPIIT
8. Engagement with Delhi govt for Urban Logistics Policy

Event Talk 2023

JANUARY

► Ports in India

Date: 19-20 January 2023
Venue: Vivanta by Taj-President, Mumbai, India
Timings: 09:00 am-06:00 pm

► Rail Analysis Innovation & Excellence Summit

Date: 31 Jan 2023
Venue: Le Meridien New Delhi, New Delhi, India
Timings: 9:00 am-5:30 pm

FEBRUARY

► Break Bulk, Heavylift & Project Forwarding

Date: 8-9 February 2023
Venue: Bombay Exhibition Centre (BEC), Mumbai
Timings: 9:00 am-6:00 pm

► Future of Warehousing Summit

Date: 23 February 2023
Venue: ITC Maratha, a Luxury Collection Hotel, Mumbai
Timings: 9:00 am-6:00 pm

MARCH

► ET Retail Supply Chain Summit

Date: 2 March 2023
Venue: Hotel Sahara Star, Mumbai
Timings: 10:00 am-5:00 pm

► Future of Logistics & Supply Chain Summit

Date: 15 March 2023
Venue: Le Meridien, New Delhi
Timings: 9:00 am-6:00 pm

► Transport India Expo

Date: 27-29 March 2023
Venue: Pragati Maidan, New Delhi
Timings: 9:00 am-6:00 pm and 9:00 am-4:00 pm

MAY

► India Logistics and Warehousing Ecosystem Summit & Awards

Date: 13 May 2023
Venue: Courtyard by Marriott Mumbai International Airport, Mumbai
Timings: 9:00 am-6:00 pm

JUNE

► Warehouse & Supply Chain Leadership Awards

Date: 2 June 2023
Venue: Holiday Inn Mumbai International Airport, Mumbai
Timings: 9:00 am-6:00 pm

SEPTEMBER

► Food Logistics India

Date: 7-9 September 2023
Venue: Exhibition Centre (BEC), Mumbai
Timings: 10:00 am-6:00 pm

► Express Logistics & Supply Chain Conclave

Date: 14-15 September 2023
Venue: Taj Lands End, Mumbai
Timings: 9:00 am-6:00 pm

For more information contact:
cargotalk@ddppl.com

The dates shown on the annual event calendar are subject to change. Please refer to EventTalk in [SHARPLINE](#) to track the changes in dates



MOVEMENTS

FIATA SWITZERLAND

Samir J. Shah, Advisor FFFAI, Honorary General Secretary, ACAAI and Partner of JBS Group has been elected as the Vice Chairman of the Customs Affairs Institute, International Federation of Freight Forwarders' Associations. Shah is a veteran of the industry having passed his Customs exam in 1984. He has extensive work experience not only in Customs but also sea cargo and Air cargo forwarding. FIATA is a global body of freight forwarders founded in 1926 with a membership from 150 countries.



BOLLORÉ LOGISTICS ABU DHABI, UAE

Rania Saoud has joined Bollore Logistics as the Branch Manager in Abu Dhabi, UAE. She has been part of the group for the past four years and had worked as the Key Account Manager in Dubai. In new her role as the Branch Manager, Abu Dhabi, she is responsible for developing existing key accounts, identifying local opportunities in all sectors, and striving for operational excellence towards our clients. She will also develop oil and gas vertical by mobilizing skills and expertise for the network.



ABU DHABI AIRPORTS UAE

Jamal Salem Al Dhaheri has joined Abu Dhabi Airports as a new chief executive/managing director to oversee the execution of the company's ambitious cargo and passenger strategy. The airport's Midfield Terminal cargo masterplan project embraces "substantial investments" in new facilities and infrastructure. New chief executive Jamal Salem Al Dhaheri has 27 years of experience in leadership positions at several companies in the capital city of the United Arab Emirates (UAE), a release added.



KUEHNE+NAGEL GERMANY

Marc Pfeffer will join the management board of Kuehne+Nagel from January 2023. He will join the Kuehne+Nagel's Management Board as the group general counsel and will be responsible as the corporate secretary of Board of Directors. He started at Kuehne+Nagel as the group general counsel in 2014 and has been heading worldwide the legal department, including trade control and data protection. From mid-2019, Pfeffer assumed additional responsibility as corporate secretary of the board of directors.

DACHSER GROUP GERMANY

Tobias Burger will succeed Edoardo Podestà (60) as COO, Air & Sea Logistics, and member of the Executive Board, Dachser effective 1 January 2024. With his forward-thinking logistics outlook, he will prove a valuable addition to our Executive Board team. Burger will oversee Dachser's marketing activities. He will hand over the MD's role, ASL EMEA to Marc Meier. "He is an experienced, and we are helping him prepare to take his seat on Dachser's Executive Board," said Bernhard Simon, Chairman, Dachser.



LOGISTICS UK UNITED KINGDOM

Nichola Mallon has been appointed as the Head of Trade and Devolved Policy at Logistics UK. With four years of experience working within local government, the devolved Assembly and government in Northern Ireland, she brings a wealth of knowledge and expertise to the team. Her appointment will reinforce Logistics UK's position as the only business group representing the industry, while benefiting from her experience with the devolved administration in Northern Ireland and the UK.



THE COOL CHAIN ASSOCIATION (CCA) UNITED KINGDOM

Miguel Rodríguez, Senior Manager, Climate Control Products, Qatar Airways, has joined The Cool Chain Association (CCA) as a Treasurer. Rodríguez has also welcomed Brussels Airport, Boeing, Singapore Airport Terminal Services (SATS), and Validaide as members. The CCA grows with the vision of enabling collaboration and innovation in the temperature-sensitive supply chain amongst its members. "CCA is focused on finding new ways to collaborate and back initiatives that deliver tangible results," said Stavros Evangelakakis, Chairman, CCA.



AMERICAN AIRLINES CARGO USA

Greg Schwendinger has been appointed as the president, American Airlines Cargo. Schwendinger is a veteran having joined the airline straight out of graduate school in 2005. He went on to hold a variety of roles at the airline in the finance, network and fleet planning, commercial and corporate development areas of the business before leaving in June 2020 to take up a position at a private equity backed healthcare services company. Earlier this year, he re-joined as the head of the cargo team.

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